



PURCHASING AND SUPPLY SERVICES

Keith Stewart, Director | keith.stewart@pgcps.org
13300 Old Marlboro Pike | Upper Marlboro, MD 20772 | 301-952-6560

Contract Amendment No. 1

May 31, 2022

Diversified Educational Systems, Inc.
P.O. Box 368
Middleburg, Virginia 20118
Tel: 540.687.7063 & 703.975.1695
Contact Person: Dan Spotts
Email: DSPOTTS@DES.COM

Buyer: Donna Parks/DF
Telephone: 301.952.6560
Fax: 301.952.6605
Email: donna.parks@pgcps.org

SUBJECT: SUBJECT: Rider Request: Virginia Association of State College & University Purchasing Professional VASCUPP Contract#FM032917 Laboratory Casework, Fume Hoods and Accessories -

This Contract Amendment (the "Contract Amendment") is made by the Board of Education of Prince George's County and Potomac Trucking to the Agreement dated December 9, 2021 (the "Agreement").

1. The purpose of the Contract Amendment is to:
 - A. Include all line items for Plumbing Lab and Furnishings.
 - B. Increase the estimated contract award by: \$226,578.65
2. Except as set forth in this Contract Amendment, the Agreement is unaffected and shall continue in full force and effect in accordance with the terms set forth in the original agreement.

3. **In Witness Whereof**, the undersigned agree to be bound by the terms and conditions set forth in this Contract Amendment to the Contract Award.

ACCEPTED BY:

FOR THE FIRM:

FOR THE BOARD OF EDUCATION:



Mark Wyatt (Jun 3, 2022 13:15 EDT)

Jun 3, 2022



Keith.Stewart@pgcps.org Keith.Stewart@pgcps.org (Jun 6, 2022 09:21 EDT)

Jun 6, 2022

SIGNATURE

DATE

SIGNATURE

DATE

Mark Wyatt

Keith Stewart

NAME

NAME:

President

Director, Purchasing & Supply Services

TITLE

TITLE

Diversified Educational Systems, Inc.

FOR THE BOARD OF EDUCATION
OF PRINCE GEORGE'S COUNTY
UPPER MARLBORO, MARYLAND 20772

FIRM



Executive Summary & Quotation

Crossland High School

Plumbing Lab Equipment and Furnishings Package - UPDATED

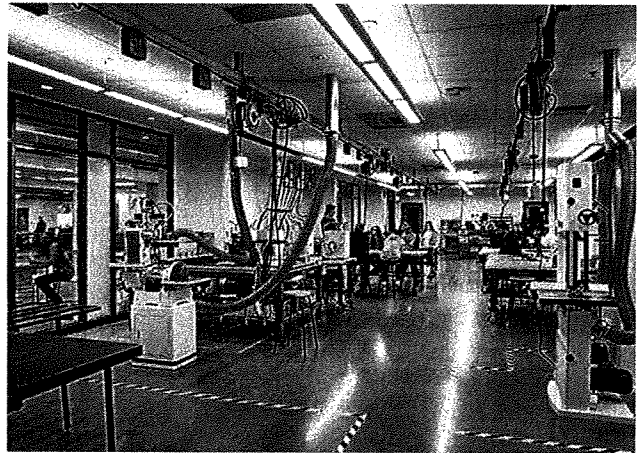
April 27, 2022

VASCUPP CONTRACT # UVA1907016

PROPOSAL PRICING - VALID 30 DAYS

Overview

Founded in 1965, DES is the Mid-Atlantic's leading provider of complete facilities solutions integrating design, casework, equipment, and curriculum for the K-12 and Post-Secondary educational markets. DES has worked with over 3,000 schools in the region providing casework, equipment, FF&E, and curriculum. We represent a wide variety of nationally known educational manufacturers, which gives us the ability to create custom solutions specific to the needs of a single classroom or an entire district. Today, DES remains family owned and employs approximately 45 full-time personnel.



Capabilities

Throughout our history, our primary focus has been providing curricular resources and equipment targeted towards Engineering Education, Science Education and Research throughout the Mid-Atlantic. We've highlighted below a recently completed project that demonstrate our capabilities:

Somerset Technical High School, Westover, MD

In the summer of 2019, DES had the opportunity to provide and install furnishings and equipment at the new Somerset Technical High School in Westover, MD. For this project, DES assisted the Somerset County Public Schools representatives and worked with their Architectural partners on lab design for many of their career laboratories, including Welding, Automotive, Carpentry, HVAC, Horticulture and Health Sciences. In addition to providing consulting services, we provided and installed 7 program areas of instructional equipment, including Automotive lifts, welding booths, HVAC trainers, and a Laser Engraver for their Makerspace. Additionally, DES provided and installed classroom, lounge and cafeteria furnishings.



Academies of Loudoun, Leesburg, VA

In Summer 2018, we finished providing Instructional Equipment for the new Academies of Loudoun building in Leesburg, VA. The Academies building is a new, state-of-the-art facility that brings together Loudoun County's traditional Vocational Education programs with their existing Academy of Science and new Academy of Engineering programs under one roof. As part of our scope, we provided roughly \$4 million worth of Instructional Equipment and services, including all of the Academy of Science equipment, ranging from Cold Storage, to specialized Centrifuges and a Gas Chromatograph. We also partnered with the General Contractor and Owner to assist with the Relocation of instructional equipment that was already in use at the original Monroe Technology building,

to coordinate and move the equipment to the new Academies space.

Current Partnerships

Currently, DES is a Design-Build partner on several Career, Engineering, STEM, and Technology Centers throughout the mid-Atlantic. These include new Culpeper Technical Center (Culpeper, VA), Seneca Valley High School (Germantown, MD), Shihadeh Innovation Center (Winchester, VA), and many more.

Contract Vehicles

DES has been awarded several contracts for the various products and services we provide. Of particular note is our VASCUPP contract, which is a competitively evaluated contract, with a cooperative purchasing provision. We welcome the opportunity to discuss how Prince George's County Public Schools can make use of a competitively evaluated contract for their procurement purposes. The pricing provided in this proposal is VASCUPP Contract pricing.



Proposal

Based on our review of the existing spaces and program needs, Diversified Educational Systems is pleased to offer the following scope of work for this project. We strongly believe our submission reflects a company that understands Education and is best suited to understand the needs of your programs. This proposal version has been updated for updated material costs.

Our Approach

Diversified Educational Systems, Inc has been providing turn-key educational solutions since 1965. Leveraging our experience in the Instructional arena and having worked with most of the leading Educational School Districts and Institutions through-out the Mid-Atlantic, we have done our best due diligence to offer each item as a functional and working unit (or system) for its intended purpose.

Lead Times

The specified equipment includes varied lead times after receipt of order (ARO). All lead time information is subject to change until orders are submitted for manufacturing (after approvals) and can vary due to a number of circumstances, including time of year, component availability, demand, etc. Firm lead times will not be available until the submittal process is complete. As of the date of this document, there are lead times of approximately 120-180 days. These times are after receipt of approval documents. Its important to note that recent world events have severely impacted global supply chains. Equipment lead times are extremely volatile and subject to change. Once awarded, DES will provide regular updates on expected delivery times, but DES cannot make delivery time guarantees.

Project Award

Once an award decision has been made, DES can proceed with procurement with our VASCUPP Contract in one of two ways:

- 1) Purchase Order - a purchase order(s) may be issued to DES on County Letterhead using the proposed amount in this document. If this method is used, DES will confirm the receipt of the PO and will commence with submittal documentation. Once approved submittals are received, DES will proceed with procurement to meet the project schedule. DES will invoice upon delivery.
- 2) AIA Standard Contract – Alternatively, a standard AIA contract can be issued to DES to proceed with some or all of the attached equipment. In this case, once a contract is received, we will provide a schedule of values based on the original contract scope, and will begin assembling submittal documentation. Once approved submittals are received, DES will proceed with procurement to meet project schedule. DES will invoice per the AIA contract based on the schedule of values.

Submittal Duration / Approval

Once an order or contract has been issued to DES, DES will begin to update a final submittal package. A full submittal package will be available 6-8 weeks from order date. The submittal package will include any additional available options and any color or finish choices needed prior to procurement. A final approval from the owner or agent will be required prior to release of orders for production.

Project Management / Installation

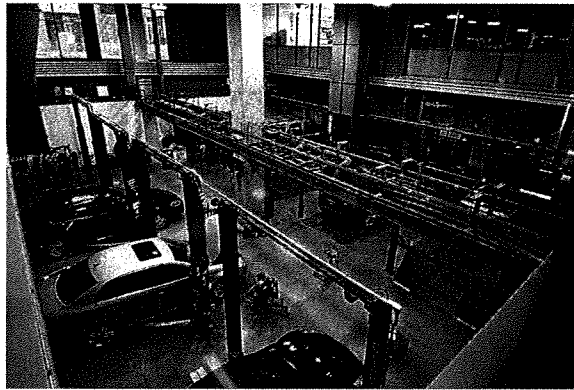
DES project management and installation teams are efficient, professional and thorough even while under many circumstances including limited budgets and aggressive timeframes. Our pricing includes MEP/GC Coordination (if required), procurement, storage and staged delivery, and installation. The project will have a dedicated Project Manager and Installation Team. DES will assign a dedicated project manager to interface with key staff.

Additional Cost / Change Orders

There will not be any additional cost for the current quoted scope of work, if ordered before the quote expires, unless the performance bond is added (if required). Should additional products or services be requested, DES will perform this work under VASCUPP guidelines as indicated for material and labor. If deductive changes are made after the issue of approved submittals, additional change fees may apply. All change orders may be issued via a revised purchase order or contract change order based on how the project is awarded.

Payment Terms

Once the owner approves our submittal package, DES will invoice 8% of the project value for engineering and design, and an additional \$20,000 for Material deposits (billed as stored materials). Upon product delivery, DES will invoice the balance of the contract amount with the exception of a 5% retainage for punch list items. The remaining invoice will be sent upon 100% owner acceptance. All payment terms are net 30 days from issuance of invoice.



Project Pricing

This pricing is based on the attached schedule dated April 27, 2022; to include all freight, labor, and installation.

Our pricing includes NEW equipment per the attached schedule and refurbishing service (to include parts and labor), for the items shown in ORANGE on the accompanying drawing and listed as such in the attached schedule.

Our pricing DOES NOT include relocation services for the EXISTING items, labeled in RED on the accompanying drawing. Relocation and refurbishment services are available for these items for an additional cost.

For this submission, we have provided itemized pricing per customer request. Itemized pricing is provided for review purposes only and is not necessarily representative of an “a la carte” price list. There are many factors contributing to pricing for this project, including design & specification, quantity-based pricing, and delivery and installation economies that may affect pricing if scope is reduced.

DES offers to deliver the following scope for a base budget price of:

PLUMBING LAB EQUIPMENT & FURNISHINGS GRAND TOTAL: \$226,578.65
TWO HUNDRED TWENTY-SIX THOUSAND FIVE HUNDRED SEVENTY-EIGHT AND 65/100'S DOLLARS

To Include:

New & Refurbished Equipment as noted per attached schedule.
Delivered & Installed. Includes staged delivery from our warehouse.
Inventory & Assessment of Existing Equipment for Relocation.
Excludes MD State Sales Tax
Excludes Relocation Services (moving, repair, & installation)

Qualifications

- This scope of work does not include a performance bond. Should the owner desire a performance bond, this can be added for 1% of the total contract value.
- Our bid includes logistics, procurement, project management, warehousing, delivery, and installation of all products to be installed complete and functional.
- All equipment and furnishings supplied shall be warranted per the individual Manufacturer's Standard Warranty.

Exclusions

- MD State Sales Tax
- Supplemental engineering services, structural, mechanical, electrical or plumbing services including but not limited to material and labor for any equipment chosen that does not align with the current construction documents and the proposed package.
- All final Mechanical, Electrical and Plumbing hard connections.

We welcome the opportunity to address any questions you may have and look forward to continuing the conversation.

Sincerely,

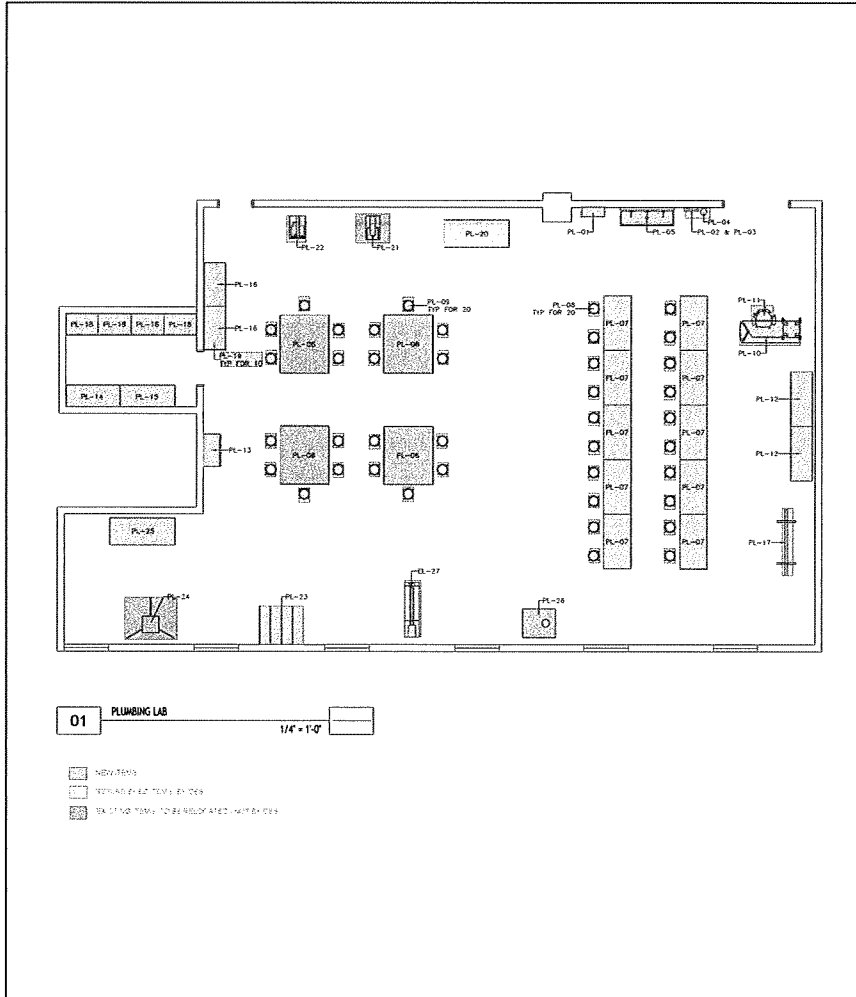


Dan Spotts
Regional Sales Manager
Diversified Educational Systems



Allison Heider
Instructional Equipment Sales
Diversified Educational Systems

END OF DOCUMENT



PLUMBING LAB FURNITURE & EQUIPMENT LEGEND				
ITEM #	DESCRIPTION	MANUFACTURER	MODEL NO	MEP REQUIREMENTS
PL-01	GOOGLE CABINET W/GOOGLES	SELLECTROM	390444/373601	---
PL-02	TYPE AND VIT	KAJINE	H-1953	---
PL-03	PIPE BLENDET	SELLECTROM	537457	---
PL-04	HEARING PROTECTION	HONARD LIGHT	L5001	---
PL-05	TROUGH SINK	JAST	24-204-5020-5-02	---
PL-06	MOBILE WORKBENCH W/MACHINE VISE	HANNI	GERM-1V	---
PL-07	ADJUSTABLE HEIGHT WORKSTATION	BOSTON TECH	108E30360	---
PL-08	18" STOOLS	HANNI	S-18-M	---
PL-09	24" STOOLS	HANNI	S-24-M	---
PL-10	MOBILE TEACHER DESK	SI	INSTRUCT	---
PL-11	TEACHER CHAIR	SI	INP018A	---
PL-12	MOBILE CHUBBIES	CASE SYSTEMS	CUSTOM	---
PL-13	FLAMMABLE STORAGE CABINET	HANNI	SAF-PL-2947	---
PL-14	TOOL STORAGE CABINET W/TOOLS	HANNI	TS-4 (7)	---
PL-15	TOOL STORAGE CABINET W/O TOOLS	HANNI	TS-4	---
PL-16	GENERAL STORAGE CABINET	HANNI	SC-21	---
PL-17	MOBILE WHITEBOARD	SI	ATS43666PH/MB	---
PL-18	5 TIER 24X36 ADJUSTABLE STEEL SHELVING	PAPERKIT	---	---
PL-19	BRAZING TOOL SET	---	---	---
PL-20	PIPING SYSTEMS TRAINER	AMATROL	850-PS1	---
PL-21	DRILL PRESS	POWERMATIC	---	---
PL-22	BAND SAW	JET	414560	---
PL-23	VERTICAL MATERIAL STORAGE	OM	DL=200	---
PL-24	PIPE TRACER	PIROD	---	---
PL-25	WATER HEATER TRAINER	WAMPTON	H-PMHT-7	---
PL-26	MOBILE FUME ARM	WIKRO AIR	---	---
PL-27	HORIZONTAL BANDSAW	JET	---	---



CROSSLAND HIGH SCHOOL
TRADES PROGRAM UPDATE

DES EQUIPMENT PROPOSAL
4/27/2022

Pricing valid 30 days

SPACE DESCRIPTION
PLUMBING LAB EQUIPMENT

TOTALS
\$ 226,578.65

TOTALS

\$ 226,578.65
