



PURCHASING AND SUPPLY SERVICES

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

CONTRACT AMENDMENT 002

April 26, 2023

Diversified Educational System, Inc.
P.O. Box 368
Middleburg, Virginia 20118
Tel.: 703.975.1695
Phone: Dan Spotts
Email: DSPOTT@DES.COM

Diane Forde
Telephone: 301.952.6560
Email: Diane.forde@pgcps.org

Technical Rep: Jean Paul Cadet
Email: Jeanpaul.cadet@pgcps.org

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 **Diversified Educational System, Inc.** to the Agreement dated December 09, 2021 (the "Agreement").

1. The purpose of the Contract Amendment No. 2 is to:
 - A. Include line items for Lab Equipment
 - B. The period of performance will be from October 31, 2022 through October 30, 2027.
 - C. Estimated Annual Amount: \$618,335.98
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.

Diversified Educational System, Inc.

VASCUPP Contract#FM032917
Laboratory Casework, Fume Hoods and Accessories

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 E. Wyatt

Mark E. Wyatt (May 1, 2023 10:20 EDT)

May 1, 2023

Keith Stewart

keith.stewart@pgcps.org keith.stewart@pgcps.org (May 1, 2023 12:36 EDT)

May 1, 2023

SIGNATURE

DATE

SIGNATURE

DATE

Mark E. 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

Alma Parks

Apr 28, 2023

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DF

Contract Price

MANUFACTURER DISCOUNTING SCHEDULE

MANUFACTURER	PRODUCT CATEGORY	DISCOUNT (Off List Price*)
HAMILTON LABORATORY SOLUTIONS	Painted Steel Laboratory Casework Stainless Steel Laboratory Casework Adaptable Furniture Systems Fume Hoods Fixtures and Accessories	Steel = 40% Stainless Steel = 50% Fume Hoods = 34% Accessories = 36% Classic Steel = 36% Classic Fume Hoods = 31% Epoxy Resin = 40% Quick Ship = 30%
CIF LAB SOLUTIONS	Wood Laboratory Casework Adaptable Furniture Systems Fixtures and Accessories	All items = 65 %
LEONARD PETERSON & COMPANY	Wood Laboratory Casework Fume Hoods Fixtures and Accessories	All items = 27.5%
CASE SYSTEMS	Plastic Laminate Casework Plastic Laminate Counter tops	All items = 65%
THERMO FISHER SCIENTIFIC	Bio Safety Cabinets (BSC) Water Systems	BSC items = 35% Water items = 40%
BOSTONTEC	Electric Adjustable Laboratory Tables Manual Adjustable Laboratory Tables Technical Workstations Fixtures and Accessories	All items = 65 %
ACCESSORIES & FIXTURES	Epoxy Resin Counter Tops - Epoxy Resin Sinks - Water Fixtures - Service Fixtures - Epoxy Peg Boards - Stainless Peg Boards - Acrylic Peg Boards	Prime / Epoxy = 25% Water Saver = 15% Interdyne = 20%

**List Price at time of proposal or bid per individual project.*

Laboratory Casework, Fume Hoods and Accessories

VOLUME AND EARLY PAYMENT DISCOUNTING SCHEDULE

DISCOUNT TYPE	DISCOUNT AMOUNT
VOLUME TIER DISCOUNT *Based on single project *Material discount only	\$ 50,000 - \$100,000 = .5% \$100,000 - \$250,000 = 1% \$250,000 - \$500,000 = 1.5% \$500,000 + = 2%
NET 10 TIER PAYMENT DISCOUNT *Based on single project *Material discount only	\$ 50,000 - \$100,000 = .5% \$100,000 - \$500,000 = 1% \$500,000 + = 1.5%

ADDITIONAL CONSIDERATIONS

ITEM	
ENGINEERING, FREIGHT AND INSTALLATION	Included with pricing at time of quotation.
OFF-SITE STORAGE	Will be provided by DES, for up to 30 days after mutually agreed upon ship date, at no charge.
INSTALLATION RATES *Based on a 40 hour workweek	\$60.00 per man hour (40 hpw) Time and a half (over 40 hpw)



Executive Summary & Quotation
Crossland High School CTE
Lab Equipment and Furnishings Package - UPDATED

March 22, 2023

VASCUPP CONTRACT # UVA1907016

PROPOSAL PRICING - VALID 45 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.

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.

Current Partnerships

Currently, DES is a Design-Build partner on several Career, Engineering, STEM, and Technology Centers throughout the mid-Atlantic. These include new Ruffner Career & Technical Center (Roanoke, VA), Arlington Career Center (Arlington, 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.

Project Pricing

This pricing is based on the attached drawings and schedule dated February 15; to include all freight, labor, and installation, and per the descriptions below:

BIOMEDICAL LAB:

BASE: Includes lab casework, sinks and fixtures outlined as by LEONARD PETERSON on schedule. Excludes electrical and plumbing connections.

EQUIPMENT OPTION: Includes remaining equipment and loose furnishings per schedule, some part numbers may have changed and updated product info will be provided with submittal.

NURSING LAB:

BASE: Includes Nurses Station, simulated ADA bathroom, medical curtain divider track and curtains, casework, hospital beds, headwalls (NL-07 (1) simulated CO2/O2, (8) non-functioning) and nursing simulators per schedule and OPTION 1 drawing (not both rooms as shown on drawing). Nursing Simulators included are NOT CAE JUNO as shown, if desired an add-option price can be provided.

EQUIPMENT OPTION: Includes remaining equipment and furnishings per schedule and OPTION 1 drawing (not both rooms as shown on drawing).

CULINARY LAB:

Includes base cabinets, edge grain maple top and (5) heat lamps. Excluded electrical connections for heat lamps and bi-fold doors.

BARBERING LAB:

Includes (1) reception desk and (1) retail display as shown. Excluded electrical connections.

COSMETOLOGY LAB:

Includes (1) reception desk, (1) retail display as shown and (30) simulator mounts. Excluded electrical connections, installation of mounts and simulator heads.

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

LAB EQUIPMENT & FURNISHINGS BASE BUDGET TOTAL: \$343,876.52

THREE HUNDRED FORTY-THREE THOUSAND EIGHT HUNDRED SEVENTY-SIX AND 52/100'S DOLLARS

BREAKOUT:

BIOMEDICAL LAB – BASE:	\$ 83,278.41
NURSING LAB - BASE:	\$217,438.97
CULINARY LAB	\$ 12,689.10
BARBERING LAB	\$ 12,943.87
COSMETOLOGY LAB:	\$ 17,526.16

To Include:

New Equipment and casework as noted per attached drawings AND scope description above.

Delivered & Installed. Includes staged delivery from our warehouse.

Excludes MD State Sales Tax

LAB EQUIPMENT & FURNISHINGS ADD OPTIONS

BIOMEDICAL LAB – ADD:	\$126,995.06
NURSING LAB - ADD:	\$147,464.40

To Include:

New Equipment and casework as noted per attached drawings AND scope description above.
Delivered & Installed. Includes staged delivery from our warehouse.
Excludes MD State Sales Tax

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.
- Excludes Relocation Services (moving, repair, & installation)
- 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
Director of Instructional Equipment
Diversified Educational Systems

Proposal Details

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 20-25 weeks on critical materials. 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 4-8 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

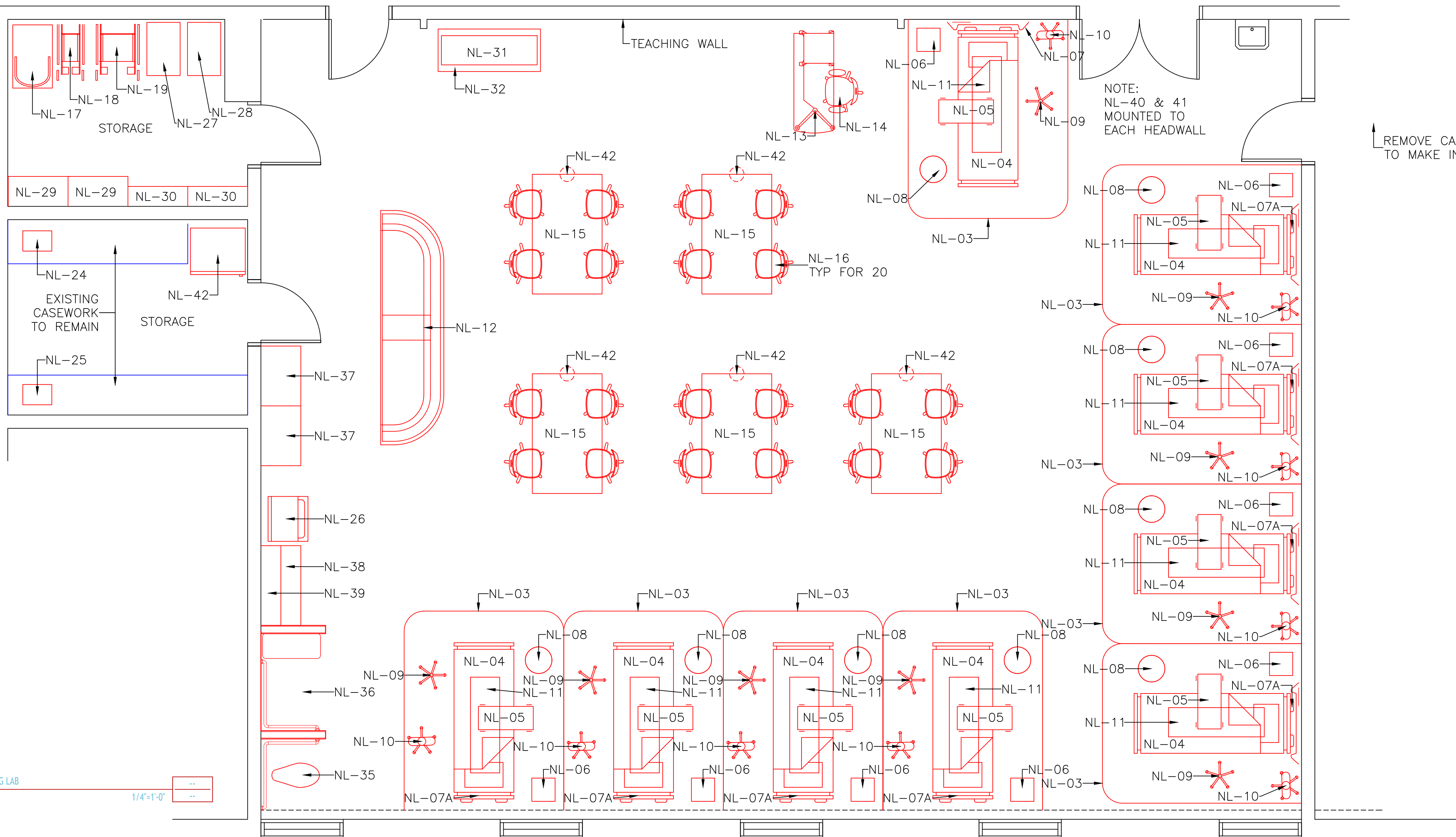
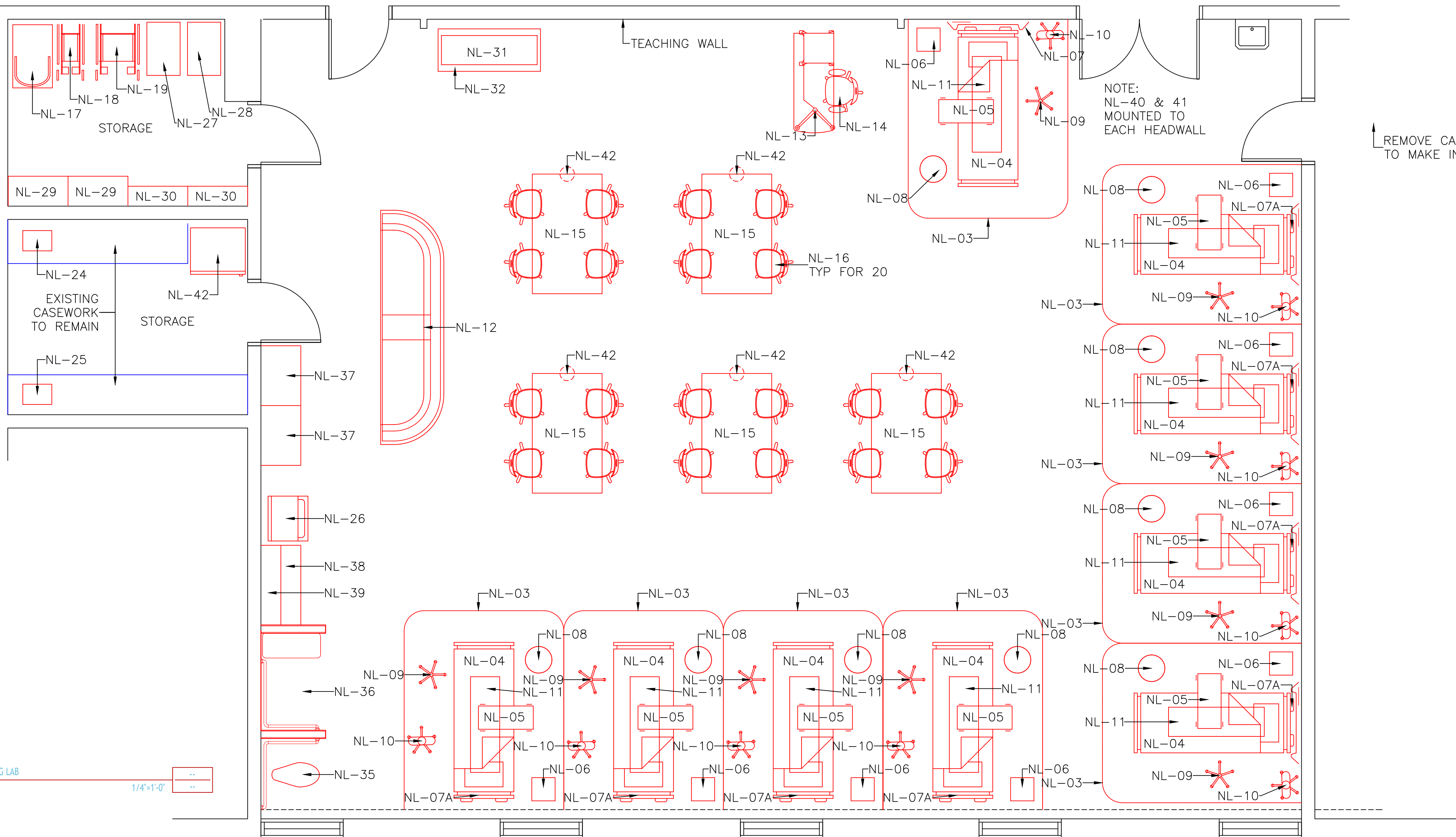
DES project management and installation teams are efficient, professional and thorough even while under many circumstances including limited budgets and aggressive timeframes. Our pricing includes MEP/GC Coordination (if required), procurement, storage and staged delivery, and installation. The project 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

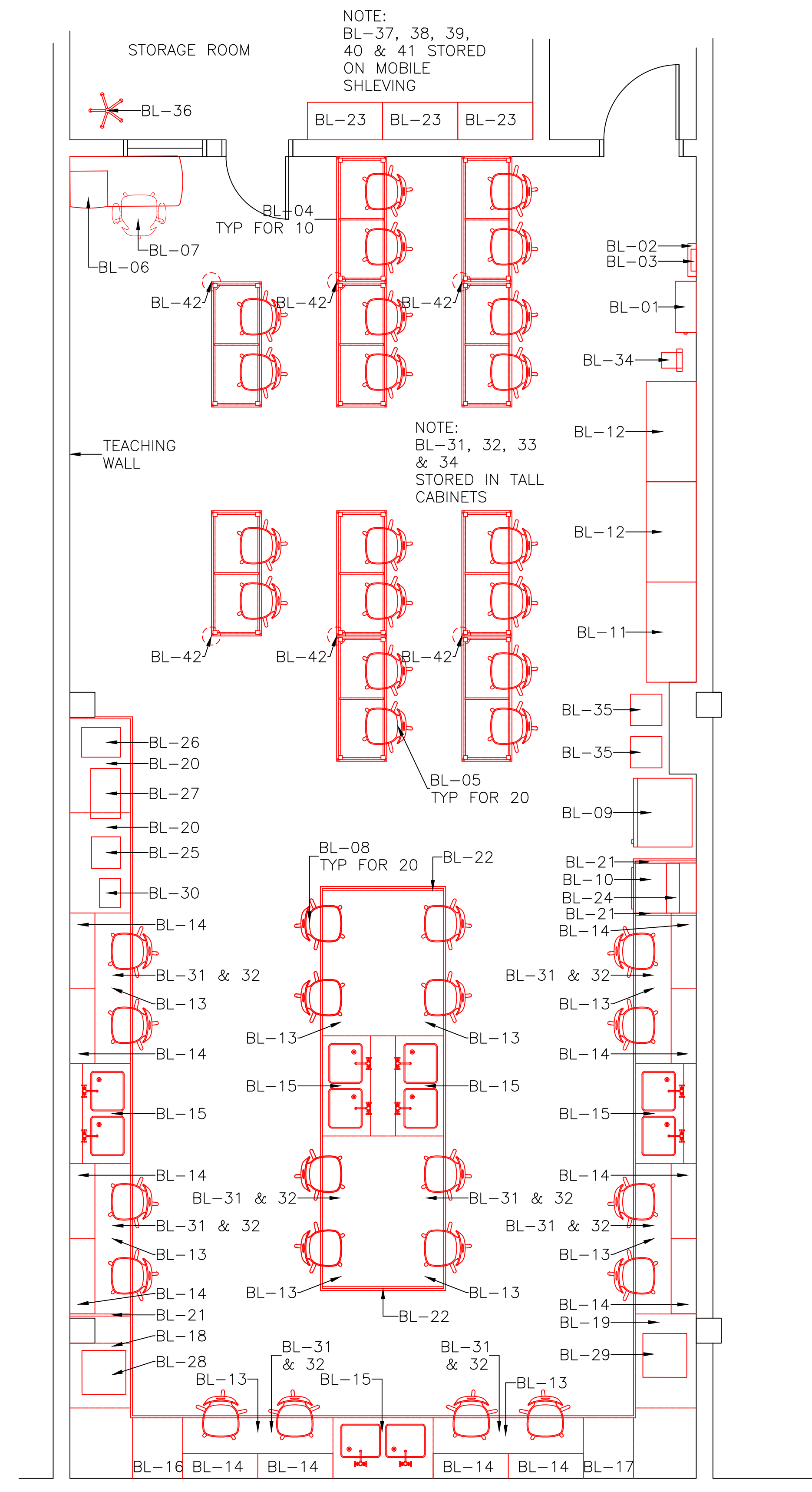
There will not be any additional cost for the current quoted scope of work, if ordered before the quote expires, unless the performance bond is added (if required). Should additional products or services be requested, DES will perform this work under VASCUPP guidelines as indicated for material and labor. 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 12% for Material deposits (billed as stored materials), for a total of 20% of the total order value. Upon product receipt or 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.

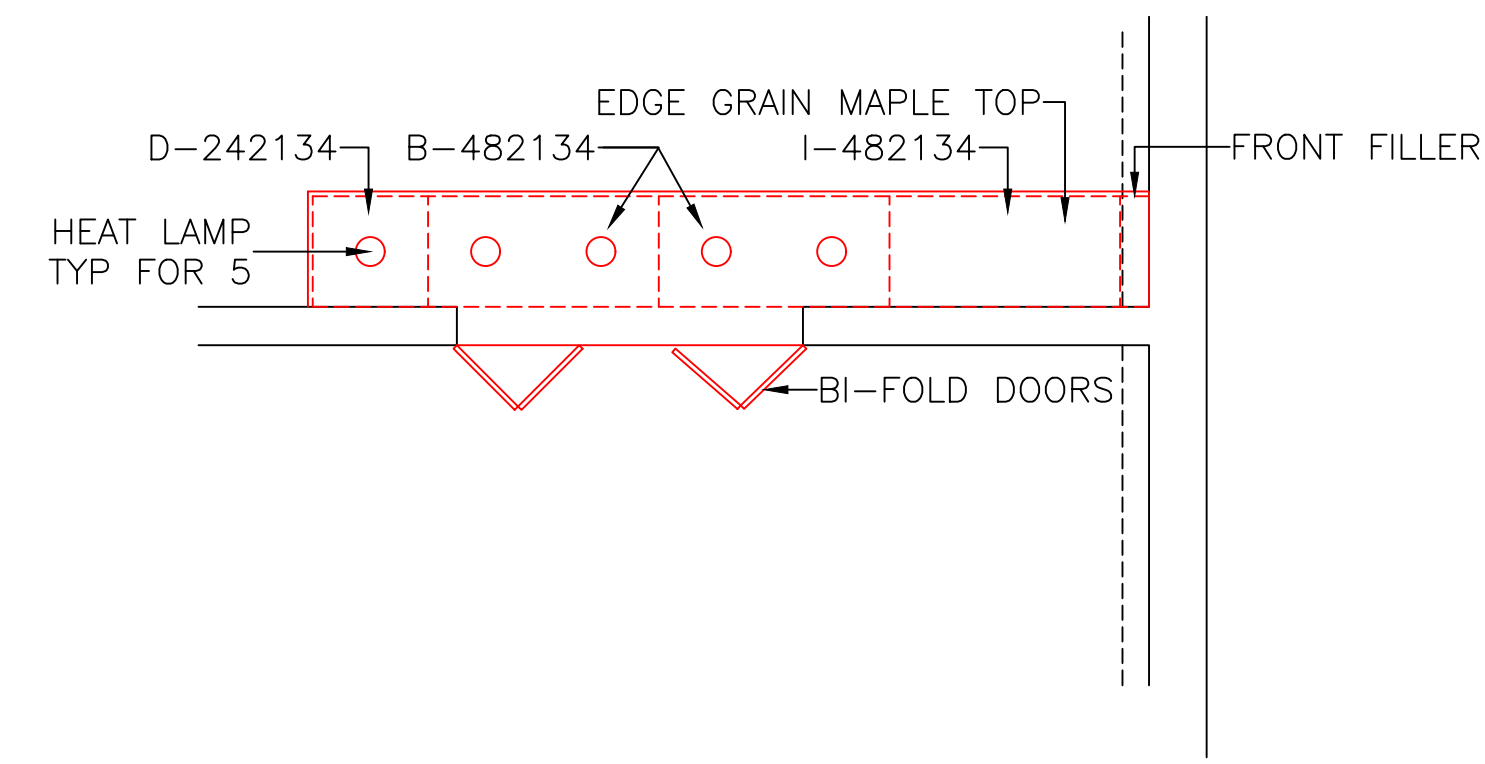


CTE NURSING & SURGICAL TECH LABS FURNITURE & EQUIPMENT LEGEND			
NO.	DESCRIPTION	MANUFACTURER	MODEL NO.
NL-01	STUDENT MOBILE CUBBIES	CASE SYSTEMS	CUSTOM
NL-02	HAND WASH SINK	---	---
NL-03	MEDICAL CURTAIN	MEDICAL PRODUCTS DIRECT	CUSTOM
NL-04	HOSPITAL BED	DIAMEDICAL	BS029901
NL-05	OVER BED TABLE	DIAMEDICAL	FRO23202
NL-06	MOBILE TREATMENT CABINET	MEDLINE	MPH01W4
NL-07	HEAD WALL W/SIM AIR, VAC & O2	DIAMEDICAL	HW020802
NL-07A	HEAD WALL (NON-FUNCTIONING)	DIAMEDICAL	HW010802
NL-08	MEDICAL STOOL	CLINTON INDUSTRIES	2135
NL-09	IV POLE	DIAMEDICAL	IV043201
NL-10	MAYO STAND	CLINTON INDUSTRIES	9540127
NL-11	TRAINING MANIKIN	CAE	JUNO
NL-12	NURSE'S STATION	CUSTOM	DES
NL-13	TEACHER DESK	KI	ATMTD2460-74P-WSL
NL-14	TEACHER CHAIR	KI	IWPD18A
NL-15	48" X 72" TABLE	BOSTON TECH	AFC4872-MP
NL-16	STUDENT STOOLS	KI	IWS
NL-17	HOYER LIFT	JOERNS	HOY-ADVANCE-E
NL-18	WHEEL CHAIR	DIAMEDICAL	MDS806600N
NL-19	BARIATRIC WHEELCHAIR	ALIMED	72338
NL-20	SPOT MONITOR	WELCH ALLYN	71XX-B CONNEX
NL-21	EKG MACHINE	GE HEALTHCARE	MAC 2000
NL-22	ADULT CRASH CART	DIAMEDICAL	LC027920
NL-23	GERI CHAIR	ALIMED	713158
NL-24	STERILIZER/AUTOCLAVE	FISCHER	STE2422005
NL-25	MICROWAVE	FISCHER	10LCE TSA
NL-26	STACKED WASHER/DRYER	---	---
NL-27	LINEN HAMPER & BAG	MEDLINE	CX302
NL-28	LINEN CART	METRO	LSH56C
NL-29	24" X 36" WIRE SHELVING UNIT	METRO	5A537C
NL-30	18" X 36" WIRE SHELVING UNIT	METRO	5A337C
NL-31	AMBULANCE STRETCHER	MOBI MEDICAL	650 Elite
NL-32	TRANSFER BOARD	MOBI MEDICAL	PRO SLIDER
NL-33	SCALE W/HEIGHT MEASURE	DETECTO	DG082501
NL-34	HAND WASH SINK	---	---
NL-35	NON-FUNCTIONING ADA TOILET	---	---
NL-36	NON-FUNCTIONING ADA SHOWER	---	---
NL-37	36" WIDE TALL STORAGE CABINET	LEONARD PETERSON	HW-362484
NL-38	48" TWO DRAWER CUPBOARD CABINET	LEONARD PETERSON	I-482134
NL-39	48" WALL CASE	LEONARD PETERSON	HW-481230
NL-40	SHARPS CONTAINER	COVIDIEN	14-830-122
NL-41	GLOVE BOX DISPENSER	BOWMAN	GL033-0613
NL-42	REFRIGERATOR	FISCHER	10LCE TSA
NL-42	OVERHEAD CORD REEL	REELCRAFT	L 4035 163 3-RP

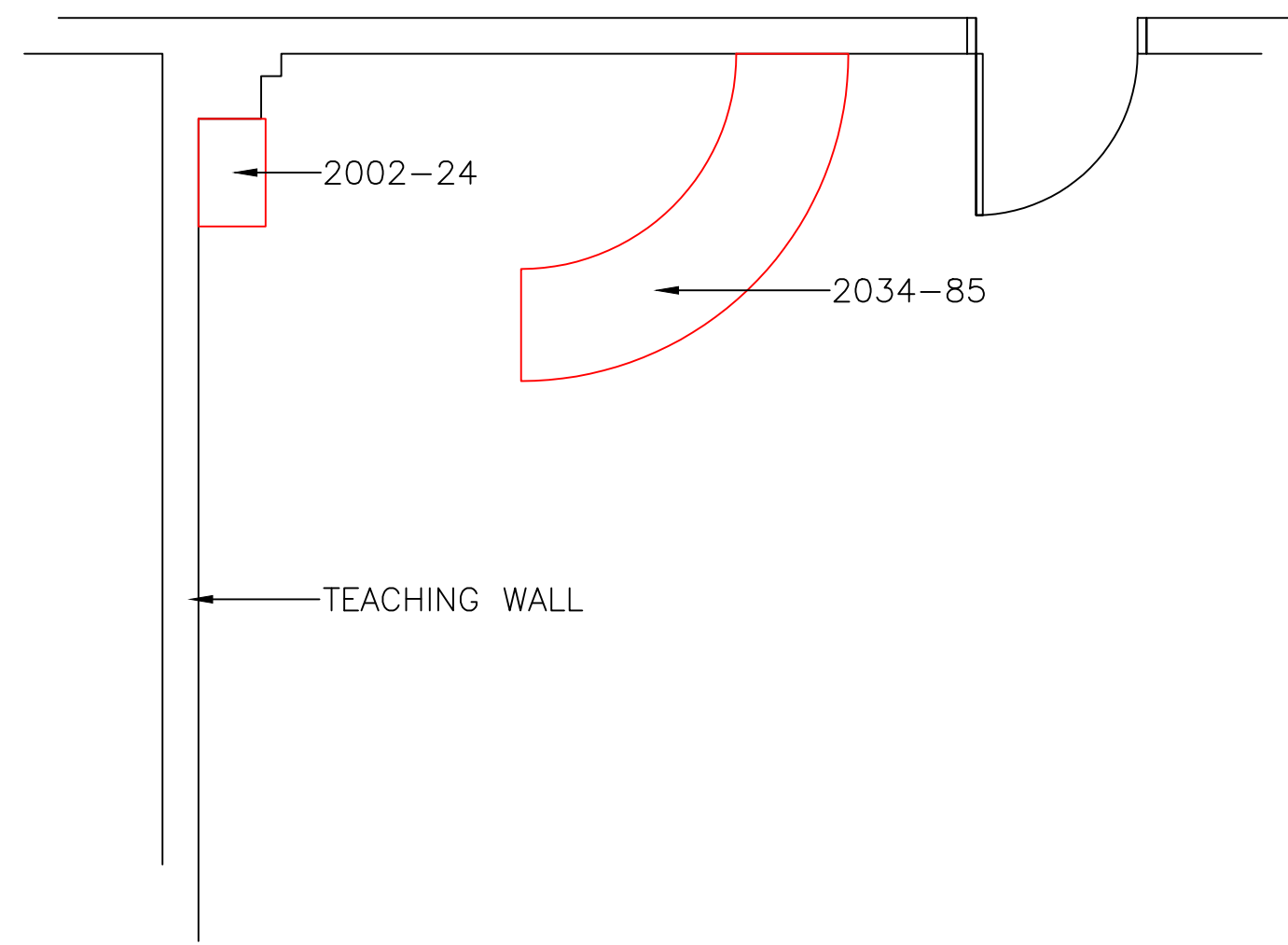


CTE BIOMED LAB FURNITURE & EQUIPMENT LEGEND			
NO.	DESCRIPTION	MANUFACTURER	MODEL NO.
BL-01	GOGGLE CABINET	LEONARD PETERSON	B1255
BL-02	FIRE BLANKET	LEONARD PETERSON	B-1248
BL-03	FIRST AID KIT	LEONARD PETERSON	B-1249
BL-04	24" X 60" X 30"H TWO STUDENT TABLE	LEONARD PETERSON	B-2942
BL-05	STUDENT TASK CHAIR	KI	---
BL-06	MOBILE TEACHER DESK	KI	ATMTD2460-74P-WSL
BL-07	TEACHER CHAIR	KI	IWPD18A
BL-08	STUDENT STOOL	KI	IWS
BL-09	LAB REFRIGERATOR/FREEZER	THERMO	10LCEETSA
BL-10	DISHWASHER	UNIVERSAL	1663ADA
BL-11	48" TALL TOTE TRAY CABINET	LEONARD PETERSON	B-1490
BL-12	48" TALL STORAGE CABINET	LEONARD PETERSON	HW-482484
BL-13	72" APRON ASSEMBLY	LEONARD PETERSON	P-723034
BL-14	36" WALL CASE	LEONARD PETERSON	HW-301230
BL-15	48" SINK CABINET W/DOUBLE BOWL SINK	LEONARD PETERSON	E-482134
BL-16	24" FLAMMABLE CABINET	LEONARD PETERSON	SC1822 (34" H)
BL-17	24" ACID CABINET	LEONARD PETERSON	SC1424 (34" H)
BL-18	24" 4 DRAWER CABINET	LEONARD PETERSON	D-242134
BL-19	45" TWO DRAWER CUPBOARD CABINET	LEONARD PETERSON	I-452134
BL-20	48" TWO DRAWER CUPBOARD CABINET	LEONARD PETERSON	I-482134
BL-21	PANEL LEG	LEONARD PETERSON	PNL-2934
BL-22	PANEL LEG	LEONARD PETERSON	PNL-5834
BL-23	24" X 36" MOBILE WIRE SHELVING	METRO	---
BL-24	MICROWAVE	FISHER	9540127
BL-25	INCUBATOR	THERMO	HERATHERM IGS100
BL-26	CENTRIFUGE	EPPENDORF	5418
BL-27	BENCHTOP SLIDE WARMER	FISHER	11474470
BL-28	BENCHTOP LAB OVEN	FISHER	15-103-0503
BL-29	STERILIZER	FISHER	STE2422005
BL-30	WATER BATH	FISHER	FSGPD2S
BL-31	HOT PLATE W/STIRRER	FISHER	S05258
BL-32	DIGITAL SCALE	FISHER	S72424
BL-33	BALANCE WITH DRAFT SHIELD	FISHER	S72475
BL-34	SCALE WITH WEIGHT & MEASURE	DETECTO	438
BL-35	MEDICAL WASTE CONTAINER	REUBBERMAID	ST7E
BL-36	ARTICULATED SKELETON	GT SIMULATORS	A15-3
BL-37	UNISE HUMAN TORSO MODEL 12 PART	3B SCIENTIFIC	1000186
BL-38	UMAN FULL ARM MUSCLE MODEL (LEFT ARM)	GT SIMULATORS	LA00129U
BL-39	UMAN FULL LEG MUSCLE MODEL (LEFT LEG)	GT SIMULATORS	LA00131U
BL-40	HEAD & NECK MODEL	GT SIMULATORS	LA00140U
BL-41	JOINT SET ANATOMICAL MODEL	3B SCIENTIFIC	8000834
BL-42	OVERHEAD CORD REEL	REELCRAFT	L 4035 163 3-RP

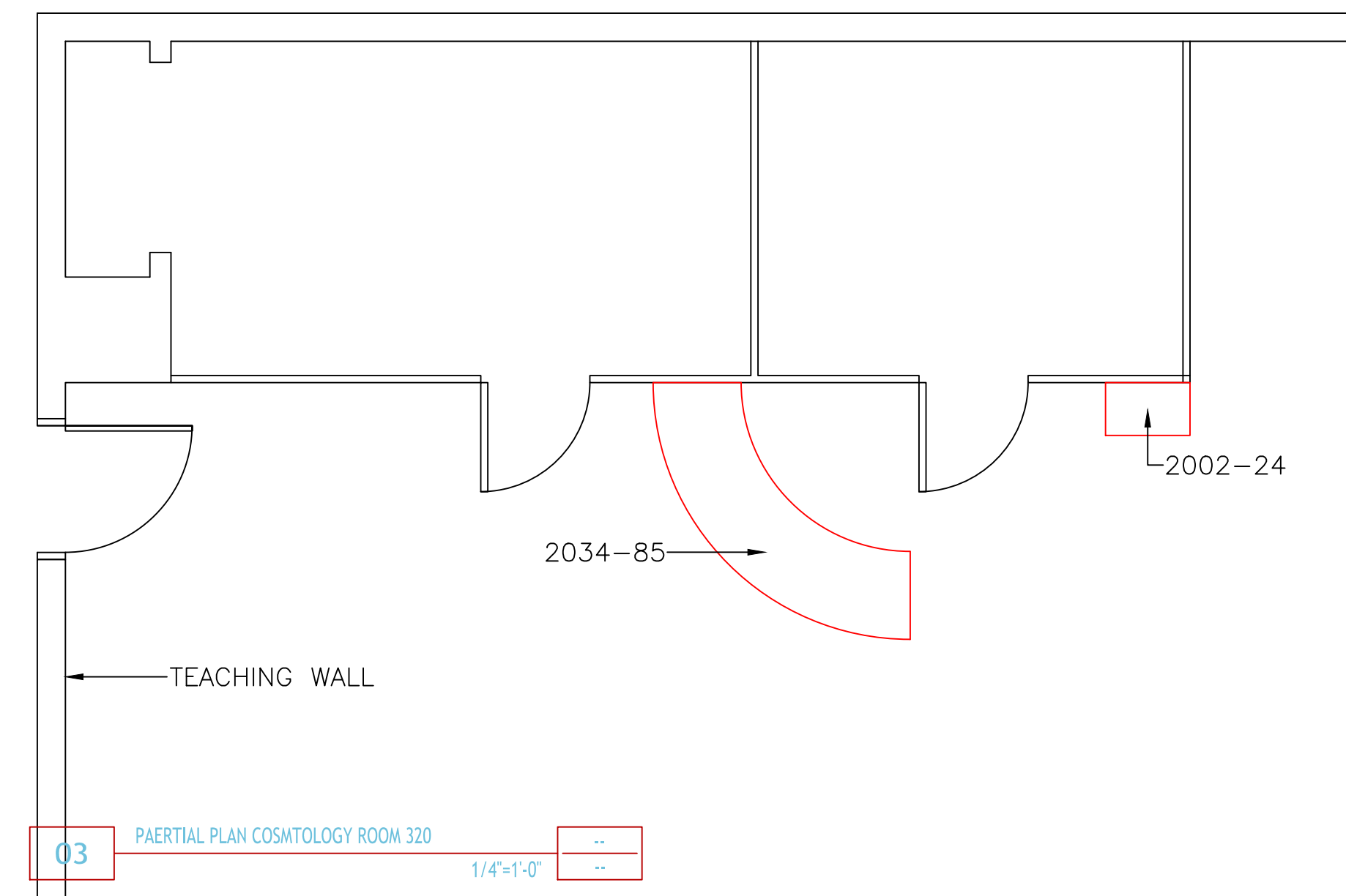
02 BIOMED LAB 1/4"=1'-0"



03 PARTIAL PLAN CULINARY ARTS ROOM 314
1/4"=1'-0"



03 PARTIAL PLAN BARBERING ROOM 307
1/4"=1'-0"



03 PARTIAL PLAN COSMETOLOGY ROOM 320
1/4"=1'-0"

JOBNAME : CROSSLAND HIGH SCHOOL

SECTION :

ARCHITECT :

CONTRACTOR :

DATE : 10/14/2022

SCALE : AS NOTED

DRAWN BY: RPM

CHECKED: DS

REV. :

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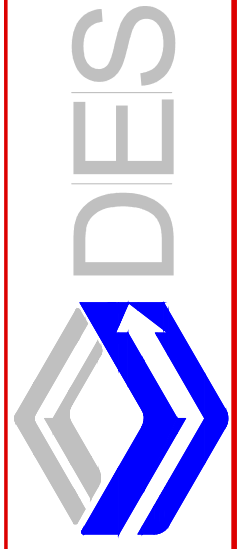
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DES
PO BOX 368
205 E. WASHINGTON ST.
MIDDLEBURG, VA 20118
PHONE: 540-667-7060

JOB #

DWG #

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