



Materials Management
Purchasing Department
101 Old Venice Road, Osprey, FL 34229
Phone 941-486-2183 ▪ Fax 941-486-2188
SarasotaCountySchools.net

MEMORANDUM

TO: Members of the School Board
Dr. Allison Foster, Superintendent
Bonnie Penner, Assistant Superintendent Chief Financial Officer

FROM: Tracy Brizendine, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #23-0014 FOR CAREER AND
TECHNICAL EDUCATION EQUIPMENT AND SUPPLIES**

Bids to provide 'Career and Technical Education Equipment and Supplies' were received from 17 vendors on April 3, 2023. The bids of ABE Paints, The Always Food Safe Company, AVY 808 BRANDED NAILS, Bluegrass Educational Technologies, CAE Healthcare, Inc., DiaMedical USA Products, Emergency Medical Products, Kaduceus Holdings, Inc., Laerdal Medical Corporation, Laguna Tools, Inc., Mobi Medical Supply/MobiMedical Manufacturing, Mock Medical, LLC, Municipal Emergency Services, Inc., Pocket Nurse Enterprises, LLC, and Project Lead The Way, Inc., were the best bids meeting the advertised specifications. The bids of Fisher Scientific Company LLC and Guamard Scientific Co., Inc., were non-responsive to the bid by changing the terms and conditions for the bid. The bid is for a period of one year with two one-year renewals. The funds for these purchases are contained in the budget allocated to Sarasota Technical College.

Requested by:
Ron DiPillo

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 4/11/23

Financial Impact:
Not to exceed:
\$2,000,000.00

Recommended Motion: That the bids of ABE Paints, The Always Food Safe Company, AVY 808 BRANDED NAILS, Bluegrass Educational Technologies, CAE Healthcare, Inc., DiaMedical USA Products, Emergency Medical Products, Kaduceus Holdings, Inc., Laerdal Medical Corporation, Laguna Tools, Inc., Mobi Medical Supply/MobiMedical Manufacturing, Mock Medical, LLC, Municipal Emergency Services, Inc., Pocket Nurse Enterprises, LLC, and Project Lead The Way, Inc., for 'Career and Technical Education Equipment and Supplies' in an amount not to exceed \$2,000,000.00 be approved as presented.

Please provide a percentage discount for the following manufacturers.		ABE Paints	The Always Food Safe Company	AVY 808 BRANDED NAILS	Bluegrass Educational Technologies	CAE Healthcare, Inc.
Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
A.	HEALTH AND PUBLIC SERVICES					
1.	3M Scott Fire & Safety					
2.	Laerdal					
3.	Worldpoint ECC Inc					
4.	CAE Healthcare Inc					5%
5.	Mock Medical					
6.	Anatomage					
7.	Bound Tree Medical LLC					
8.	Mortech Manufacturing Company					
9.	Mobi Medical Supply					
10.	Pocket Nurse					
11.	Wallcur					
12.	Henry Schein Medical					
13.	Steris Corporation					
14.	Roche Diagnostics					
15.	School Kids Healthcare					
16.	Diamedical USA					
17.	Isimulate					
18.	Nimco					
19.	AED Superstore					
20.	OK Fine Productions					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation of Career and Technical Education
Equipment and Supplies - Bid #23-0014

Opened April 3, 2023 at 1:00 p.m. EST

Please provide a percentage discount for the following manufacturers.		DiaMedical USA Equipment LLC	Emergency Medical Products	Fisher Scientific Company LLC	Gaumard Scientific Co., Inc.	Kaduceus Holdings Inc.
Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
A.	HEALTH AND PUBLIC SERVICES					
1.	3M Scott Fire & Safety			33%*		
2.	Laerdal	5%*		33%*		
3.	Worldpoint ECC Inc					
4.	CAE Healthcare Inc	5%*		33%*		
5.	Mock Medical					
6.	Anatomage					
7.	Bound Tree Medical LLC					
8.	Mortech Manufacturing Company					
9.	Mobi Medical Supply					
10.	Pocket Nurse	5%*		33%*		
11.	Wallcur	5%*				
12.	Henry Schein Medical			33%*		
13.	Steris Corporation			33%*		
14.	Roche Diagnostics			33%*		
15.	School Kids Healthcare		25%*			
16.	Diamedical USA	5%*				
17.	Isimulate					
18.	Nimco					
19.	AED Superstore	5%*		33%*		
20.	OK Fine Productions					

Please provide a percentage discount for the following manufacturers.		Laerdal Medical Corporation	Laguna Tools, Inc.	Mobi Medical Supply/MobiMedical Manufacturing	Mock Medical, LLC	Municipal Emergency Services, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
A.	HEALTH AND PUBLIC SERVICES					
1.	3M Scott Fire & Safety					35%
2.	Laerdal	6%				
3.	Worldpoint ECC Inc					
4.	CAE Healthcare Inc					
5.	Mock Medical				1%	
6.	Anatomage					
7.	Bound Tree Medical LLC					
8.	Mortech Manufacturing Company					
9.	Mobi Medical Supply			3%		
10.	Pocket Nurse					
11.	Wallcur					
12.	Henry Schein Medical					
13.	Steris Corporation					
14.	Roche Diagnostics					
15.	School Kids Healthcare					
16.	Diamedical USA					
17.	Isimulate					
18.	Nimco					
19.	AED Superstore					
20.	OK Fine Productions					

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Tabulation of Career and Technical Education
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Please provide a percentage discount for the following manufacturers.		Pocket Nurse Enterprises, LLC	Project Lead The Way, Inc.
Item	Decription	% Discount	% Discount
A.	HEALTH AND PUBLIC SERVICES		
1.	3M Scott Fire & Safety		
2.	Laerdal		
3.	Worldpoint ECC Inc		
4.	CAE Healthcare Inc		
5.	Mock Medical		
6.	Anatomege		
7.	Bound Tree Medical LLC		
8.	Mortech Manufacturing Company		
9.	Mobi Medical Supply		
10.	Pocket Nurse	15%*	
11.	Wallcur		
12.	Henry Schein Medical		
13.	Steris Corporation		
14.	Roche Diagnostics		
15.	School Kids Healthcare		
16.	Diamedical USA		
17.	Isimulate		
18.	Nimco		
19.	AED Superstore		
20.	OK Fine Productions		

Please provide a percentage discount for the following manufacturers.		ABE Paints	The Always Food Safe Company	AVY 808 BRANDED NAILS	Bluegrass Educational Technologies	CAE Healthcare, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
21.	Echo Healthcare					
22.	Simulaids					
23.	Hall Mark Fire Apparatus					
24.	Gaumard Scientific Co					
25.	GT Simulators/ Global Technologies					
Additional Manufacturers for Health and Public Services						
a.	Bluegrass Educational Technologies, LLC				5%	
b.	zSpace				0%	
c.	TenStar				5%	
d.	FSE Science Catalogues 2023 - vendors included within this catalog - Up to 33%					
e.	Kaduceus Holdings Inc					
f.	MobiMedical Manufacturing					
g.	MedLine					
h.	McKesson					
i.	Midcentral Medical					
j.	Seek Thermal					
k.	Maytex Hose					
l.	Akron Brass					
m.	Project Lead the Way, Inc.					

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Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
21.	Echo Healthcare					
22.	Simulaids	5%*		33%*		
23.	Hall Mark Fire Apparatus					
24.	Gaumard Scientific Co	5%*		33%*	2%	
25.	GT Simulators/ Global Technologies	5%*				
Additional Manufacturers for Health and Public Services						
a.	Bluegrass Educational Technologies, LLC					
b.	zSpace					
c.	TenStar					
d.	FSE Science Catalogues 2023 - vendors included within this catalog - Up to 33%			33%*		
e.	Kaduceus Holdings Inc					0%
f.	MobiMedical Manufacturing					
g.	MedLine					
h.	McKesson					
i.	Midcentral Medical					
j.	Seek Thermal					
k.	Maytex Hose					
l.	Akron Brass					
m.	Project Lead the Way, Inc.					

Please provide a percentage discount for the following manufacturers.		Laerdal Medical Corporation	Laguna Tools, Inc.	Mobi Medical Supply/MobiMedical Manufacturing	Mock Medical, LLC	Municipal Emergency Services, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
21.	Echo Healthcare					
22.	Simulaids					
23.	Hall Mark Fire Apparatus					
24.	Gaumard Scientific Co					
25.	GT Simulators/ Global Technologies					
Additional Manufacturers for Health and Public Services						
a.	Bluegrass Educational Technologies, LLC					
b.	zSpace					
c.	TenStar					
d.	FSE Science Catalogues 2023 - vendors included within this catalog - Up to 33%					
e.	Kaduceus Holdings Inc					
f.	MobiMedical Manufacturing			3%		
g.	MedLine				1%	
h.	McKesson				1%	
i.	Midcentral Medical				1%	
j.	Seek Thermal					5%
k.	Maytex Hose					15%
l.	Akron Brass					20%
m.	Project Lead the Way, Inc.					

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a.	Bluegrass Educational Technologies, LLC		
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e.	Kaduceus Holdings Inc		
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g.	MedLine		
h.	McKesson		
i.	Midcentral Medical		
j.	Seek Thermal		
k.	Maytex Hose		
l.	Akron Brass		
m.	Project Lead the Way, Inc.		0%

Please provide a percentage discount for the following manufacturers.		ABE Paints	The Always Food Safe Company	AVY 808 BRANDED NAILS	Bluegrass Educational Technologies	CAE Healthcare, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
n.	Sterling Rope					
o.	CMC					
p.	Petzl					
B.	CULINARY					
26.	Sam Tell & Sons					
27.	Clark Food Service Equipment					
28.	Alack Culinary					
29.	Edward Don & Company					
Additional Manufacturers for Culinary						
a.	Food Manager, Food Handler & Allergen Awareness Certifications		0%			
b.	Bluegrass Educational Technologies, LLC				5%	
c.	zSpace				0%	
C.	HVAC PROGRAM					
30.	Carrier Enterprise LLC					
Additional Manufacturers for HVAC Program						
a.	Bluegrass Educational Technologies, LLC				5%	
b.	zSpace				0%	
c.	Festo Didactic				5%	
d.	FutureTek				5%	

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o.	CMC					
p.	Petzl					
B.	CULINARY					
26.	Sam Tell & Sons					
27.	Clark Food Service Equipment					
28.	Alack Culinary					
29.	Edward Don & Company					
Additional Manufacturers for Culinary						
a.	Food Manager, Food Handler & Allergen Awareness Certifications					
b.	Bluegrass Educational Technologies, LLC					
c.	zSpace					
C.	HVAC PROGRAM					
30.	Carrier Enterprise LLC					
Additional Manufacturers for HVAC Program						
a.	Bluegrass Educational Technologies, LLC					
b.	zSpace					
c.	Festo Didactic					
d.	FutureTek					

Please provide a percentage discount for the following manufacturers.		Laerdal Medical Corporation	Laguna Tools, Inc.	Mobi Medical Supply/MobiMedical Manufacturing	Mock Medical, LLC	Municipal Emergency Services, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
n.	Sterling Rope					15%
o.	CMC					10%
p.	Petzl					20%
B.	CULINARY					
26.	Sam Tell & Sons					
27.	Clark Food Service Equipment					
28.	Alack Culinary					
29.	Edward Don & Company					
Additional Manufacturers for Culinary						
a.	Food Manager, Food Handler & Allergen Awareness Certifications					
b.	Bluegrass Educational Technologies, LLC					
c.	zSpace					
C.	HVAC PROGRAM					
30.	Carrier Enterprise LLC					
Additional Manufacturers for HVAC Program						
a.	Bluegrass Educational Technologies, LLC					
b.	zSpace					
c.	Festo Didactic					
d.	FutureTek					

Please provide a percentage discount for the following manufacturers.		Pocket Nurse Enterprises, LLC	Project Lead The Way, Inc.
Item	Description	% Discount	% Discount
n.	Sterling Rope		
o.	CMC		
p.	Petzl		
B.	CULINARY		
26.	Sam Tell & Sons		
27.	Clark Food Service Equipment		
28.	Alack Culinary		
29.	Edward Don & Company		
Additional Manufacturers for Culinary			
a.	Food Manager, Food Handler & Allergen Awareness Certifications		
b.	Bluegrass Educational Technologies, LLC		
c.	zSpace		
C.	HVAC PROGRAM		
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Additional Manufacturers for HVAC Program			
a.	Bluegrass Educational Technologies, LLC		
b.	zSpace		
c.	Festo Didactic		
d.	FutureTek		

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Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
e.	Simumatik				5%	
D.	CRIMINAL JUSTICE					
31.	Radio One Inc					
32.	TI Training LE					
Additional Manufacturers for Criminal Justice						
a.	Bluegrass Educational Technologies, LLC				5%	
b.	zSpace				0%	
E.	MARINE PROGRAM					
33.	Yamaha Motor Corporation USA					
34.	Suncoast Diesel Marine Inc					
35.	Bigtoy Storage and Sales Center					
36.	Apopka Marine					
37.	Sternmaster Marine Tools					
38.	K & L Supply Co					
Additional Manufacturers for Marine Program						
a.	Bluegrass Educational Technologies, LLC				5%	
b.	MegaTech				5%	
F.	AUTOMOTIVE					
39.	Consulab Educatech Inc					
40.	Matco Tools Corporation					
41.	Mohawk Lifts					

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D.	CRIMINAL JUSTICE					
31.	Radio One Inc					
32.	TI Training LE					
Additional Manufacturers for Criminal Justice						
a.	Bluegrass Educational Technologies, LLC					
b.	zSpace					
E.	MARINE PROGRAM					
33.	Yamaha Motor Corporation USA					
34.	Suncoast Diesel Marine Inc					
35.	Bigtoy Storage and Sales Center					
36.	Apopka Marine					
37.	Sternmaster Marine Tools					
38.	K & L Supply Co					
Additional Manufacturers for Marine Program						
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b.	MegaTech					
F.	AUTOMOTIVE					
39.	Consulab Educatech Inc					
40.	Matco Tools Corporation					
41.	Mohawk Lifts					

Please provide a percentage discount for the following manufacturers.		Laerdal Medical Corporation	Laguna Tools, Inc.	Mobi Medical Supply/MobiMedical Manufacturing	Mock Medical, LLC	Municipal Emergency Services, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
e.	Simumatik					
D.	CRIMINAL JUSTICE					
31.	Radio One Inc					
32.	TI Training LE					
Additional Manufacturers for Criminal Justice						
a.	Bluegrass Educational Technologies, LLC					
b.	zSpace					
E.	MARINE PROGRAM					
33.	Yamaha Motor Corporation USA					
34.	Suncoast Diesel Marine Inc					
35.	Bigtoy Storage and Sales Center					
36.	Apopka Marine					
37.	Sternmaster Marine Tools					
38.	K & L Supply Co					
Additional Manufacturers for Marine Program						
a.	Bluegrass Educational Technologies, LLC					
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41.	Mohawk Lifts					

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Item	Description	% Discount	% Discount
e.	Simumatik		
D.	CRIMINAL JUSTICE		
31.	Radio One Inc		
32.	TI Training LE		
Additional Manufacturers for Criminal Justice			
a.	Bluegrass Educational Technologies, LLC		
b.	zSpace		
E.	MARINE PROGRAM		
33.	Yamaha Motor Corporation USA		
34.	Suncoast Diesel Marine Inc		
35.	Bigtoy Storage and Sales Center		
36.	Apopka Marine		
37.	Sternmaster Marine Tools		
38.	K & L Supply Co		
Additional Manufacturers for Marine Program			
a.	Bluegrass Educational Technologies, LLC		
b.	MegaTech		
F.	AUTOMOTIVE		
39.	Consulab Educatech Inc		
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41.	Mohawk Lifts		

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Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
42.	Snap-On Industrial					
43.	Reliable Auto Paint and Supplies					
44.	Dedoes Industries					
45.	EasyDrift					
Additional Manufacturers for Automotive						
a.	PPG	15%				
b.	Bluegrass Educational Technologies, LLC				5%	
c.	zSpace				0%	
d.	MegaTech				5%	
G.	INDUSTRIAL PROGRAM					
46.	The Lincoln Electric Company					
47.	Haas Factory Outlet					
48.	D C Jaeger Corp					
49.	USCutter Inc					
50.	Trotec Laser					
51.	Shop Outfitters					
52.	Cook & Boardman / Hollow Metal Specialist					
53.	Grainger Industrial Supply					
54.	Southern Machine Tool & Rebuilders					
55.	Fame 3D					
56.	Laguna Tools					

Please provide a percentage discount for the following manufacturers.		DiaMedical USA Equipment LLC	Emergency Medical Products	Fisher Scientific Company LLC	Gaumard Scientific Co., Inc.	Kaduceus Holdings Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
42.	Snap-On Industrial					
43.	Reliable Auto Paint and Supplies					
44.	Dedoes Industries					
45.	EasyDrift					
Additional Manufacturers for Automotive						
a.	PPG					
b.	Bluegrass Educational Technologies, LLC					
c.	zSpace					
d.	MegaTech					
G.	INDUSTRIAL PROGRAM					
46.	The Lincoln Electric Company					
47.	Haas Factory Outlet					
48.	D C Jaeger Corp					
49.	USCutter Inc					
50.	Trotec Laser					
51.	Shop Outfitters					
52.	Cook & Boardman / Hollow Metal Specialist					
53.	Grainger Industrial Supply					
54.	Southern Machine Tool & Rebuilders					
55.	Fame 3D					
56.	Laguna Tools					

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Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
42.	Snap-On Industrial					
43.	Reliable Auto Paint and Supplies					
44.	Dedoes Industries					
45.	EasyDrift					
Additional Manufacturers for Automotive						
a.	PPG					
b.	Bluegrass Educational Technologies, LLC					
c.	zSpace					
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G.	INDUSTRIAL PROGRAM					
46.	The Lincoln Electric Company					
47.	Haas Factory Outlet					
48.	D C Jaeger Corp					
49.	USCutter Inc					
50.	Trotec Laser					
51.	Shop Outfitters					
52.	Cook & Boardman / Hollow Metal Specialist					
53.	Grainger Industrial Supply					
54.	Southern Machine Tool & Rebuilders					
55.	Fame 3D					
56.	Laguna Tools		10%			

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46.	The Lincoln Electric Company		
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Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
Additional Manufacturers for Industrial Program						
a.	Bluegrass Educational Technologies, LLC				5%	
b.	zSpace				0%	
c.	Festo Didactic				5%	
d.	ABB				5%	
e.	Siemens				0%	
f.	EMCO				5%	
g.	Fablicator				5%	
h.	FutureTek				5%	
i.	Techno CNC Systems				5%	
j.	Simumatik				5%	
k.	ROOTS Engineering				0%	
l.	Axiom Precision				0%	
m.	Hoffman Group				0%	
n.	Global Industries				0%	
H.	ROBOTICS					
57.	Roots Engineering Services				5%	
Additional Manufacturers for Robotics						
a.	Bluegrass Educational Technologies, LLC				5%	
b.	Festo				5%	
c.	ABB				5%	

Please provide a percentage discount for the following manufacturers.		DiaMedical USA Equipment LLC	Emergency Medical Products	Fisher Scientific Company LLC	Gaumard Scientific Co., Inc.	Kaduceus Holdings Inc.
Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
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n.	Global Industries					
H.	ROBOTICS					
57.	Roots Engineering Services					
Additional Manufacturers for Robotics						
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b.	Festo					
c.	ABB					

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l.	Axiom Precision					
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d.	ABB		
e.	Siemens		
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g.	Fablicator		
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l.	Axiom Precision		
m.	Hoffman Group		
n.	Global Industries		
H.	ROBOTICS		
57.	Roots Engineering Services		
Additional Manufacturers for Robotics			
a.	Bluegrass Educational Technologies, LLC		
b.	Festo		
c.	ABB		

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Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
d.	Wlakata				0%	
e.	DOBOT				0%	
f.	Kinova				5%	
g.	RoboLink				0%	
h.	Project Lead the Way, Inc.					
i.	COSMETOLOGY					
58.	AB Salon Equipment					
Additional Manufacturers for Cosmetology						
a.	AVY 808 Branded Nails			32.04%		
b.	zSpace				5%	
c.	Bluegrass Educational Technologies, LLC				5%	
J.	DRAFTING					
59.	Formlabs Inc					
60.	Technical Training Aids					
61.	Murphy Enterprises of AI					
Additional Manufacturers for Drafting						
a.	Bluegrass Educational Technologies, LLC				5%	
Free Shipping - YES/NO		YES	YES	NO	YES	NO
DELIVERY OR COMPLETION _____ calendar days after receipt of purchase order.		2			30-120	90

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation of Career and Technical Education
Equipment and Supplies - Bid #23-0014

Opened April 3, 2023 at 1:00 p.m. EST

Please provide a percentage discount for the following manufacturers.		DiaMedical USA Equipment LLC	Emergency Medical Products	Fisher Scientific Company LLC	Gaumard Scientific Co., Inc.	Kaduceus Holdings Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
d.	Wlakata					
e.	DOBOT					
f.	Kinova					
g.	RoboLink					
h.	Project Lead the Way, Inc.					
I.	COSMETOLOGY					
58.	AB Salon Equipment					
Additional Manufacturers for Cosmetology						
a.	AVY 808 Branded Nails					
b.	zSpace					
c.	Bluegrass Educational Technologies, LLC					
J.	DRAFTING					
59.	Formlabs Inc					
60.	Technical Training Aids					
61.	Murphy Enterprises of AI					
Additional Manufacturers for Drafting						
a.	Bluegrass Educational Technologies, LLC					
Free Shipping - YES/NO		NO	YES	YES	NO	YES
DELIVERY OR COMPLETION _____ calendar days after receipt of purchase order.		TBD	0-30	5-7 when in stock		45

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation of Career and Technical Education
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Opened April 3, 2023 at 1:00 p.m. EST

Please provide a percentage discount for the following manufacturers.		Laerdal Medical Corporation	Laguna Tools, Inc.	Mobi Medical Supply/MobiMedical Manufacturing	Mock Medical, LLC	Municipal Emergency Services, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
d.	Wlakata					
e.	DOBOT					
f.	Kinova					
g.	RoboLink					
h.	Project Lead the Way, Inc.					
i.	COSMETOLOGY					
58.	AB Salon Equipment					
Additional Manufacturers for Cosmetology						
a.	AVY 808 Branded Nails					
b.	zSpace					
c.	Bluegrass Educational Technologies, LLC					
J.	DRAFTING					
59.	Formlabs Inc					
60.	Technical Training Aids					
61.	Murphy Enterprises of AI					
Additional Manufacturers for Drafting						
a.	Bluegrass Educational Technologies, LLC					
Free Shipping - YES/NO		NO	NO	NO	NO	NO
DELIVERY OR COMPLETION _____ calendar days after receipt of purchase order.		30			15+	

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Tabulation of Career and Technical Education
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Please provide a percentage discount for the following manufacturers.		Pocket Nurse Enterprises, LLC	Project Lead The Way, Inc.
Item	Decription	% Discount	% Discount
d.	Wlakata		
e.	DOBOT		
f.	Kinova		
g.	RoboLink		
h.	Project Lead the Way, Inc.		0%
I.	COSMETOLOGY		
58.	AB Salon Equipment		
Additional Manufacturers for Cosmetology			
a.	AVY 808 Branded Nails		
b.	zSpace		
c.	Bluegrass Educational Technologies, LLC		
J.	DRAFTING		
59.	Formlabs Inc		
60.	Technical Training Aids		
61.	Murphy Enterprises of AI		
Additional Manufacturers for Drafting			
a.	Bluegrass Educational Technologies, LLC		
Free Shipping - YES/NO		YES	YES
DELIVERY OR COMPLETION _____ calendar days after receipt of purchase order.		*3-10 *(in-stock items)	30

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation of Career and Technical Education
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Please provide a percentage discount for the following manufacturers.		ABE Paints	The Always Food Safe Company	AVY 808 BRANDED NAILS	Bluegrass Educational Technologies	CAE Healthcare, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
Notes:						
Contact:		Shane Lucas	Adam Eastwood	Avrial Evans	Nathan Hicks	Grace Gagliano
Address:		4549 Samuel St.	899 Montreal Circle	5729 Labanon Rd. #144605	771 Corporate Drive Suite 750	6300 Edgelake Dr.
		Sarasota, FL 34233	St. Paul, MN 55102	Frisco, TX 75034	Lexington, KY 40503	Sarasota, FL 34240
Phone:		941-922-4492	844-312-2011	469-993-5363	866-276-6457	941-377-5562
Fax:				800-878-7118	866-275-4660	
EIN#		59-2714320	81-3174306	921447488	26-4710320	22-3437089
Email:		slucas@abepaints.com	adam.eastwood@alwaysfoodsafe.com	info@avy808.com	nhicks@bluegrasset.com	grace.gagliano@cae.com

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation of Career and Technical Education
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Please provide a percentage discount for the following manufacturers.		DiaMedical USA Equipment LLC	Emergency Medical Products	Fisher Scientific Company LLC	Gaumard Scientific Co., Inc.	Kaduceus Holdings Inc.
Item	Decription	% Discount	% Discount	% Discount	% Discount	% Discount
Notes:		The 5% discount on bids will only apply to items that can be found on our website (www.diamedicalusa.com). Some items provided by the manufacturers listed may not be available at www.diamedicalusa.com.	*various manufacturers (see exception letter)	*As spec. Up to 33%		
Contact:		Jeff Ambrose	Haley Rokoskie	Gianluca LaPalombella	Peter Eggert	Karen Dugan
Address:		31440 Northwestern Highway, Suite 150	5000 Tuttle Crossing Blvd	4500 Turnberry Drive	14700 SW 136th Street	13462 FM 529 Road
		Farmington Hills, MI 48334	Dublin, OH 43016	Hanover Park, IL 60133	Miami, FL 33196	Houston, TX 77041
Phone:		248-855-3966	800-558-6270	800-955-1177	305-971-3790	281-447-4200
Fax:		248-671-1550	800-558-1551	800-955-4763	305-252-0755	281-447-4205
EIN#		27-0155770	39-1164909	23-2942737	59-1150440	20-5136711
Email:		jambrose@diamedicalusa.com	submitbids@buyemp.com	Gianluca.LaPalombella@thermofisher.com	sales@gaumard.com	info@kaduceusinc.com

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation of Career and Technical Education
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Opened April 3, 2023 at 1:00 p.m. EST

Please provide a percentage discount for the following manufacturers.		Laerdal Medical Corporation	Laguna Tools, Inc.	Mobi Medical Supply/MobiMedical Manufacturing	Mock Medical, LLC	Municipal Emergency Services, Inc.
Item	Description	% Discount	% Discount	% Discount	% Discount	% Discount
Notes:						
Contact:		James Baker	Jerry Goodman	Eric Haskell	Dari F	Ward Petrie
Address:		167 Myers Corners Road	744 Refuge Way	1 Mauney Court	Box 269	12 Turnberry Lane 2nd floor
		Wappingers Falls, NY 12590	Grand Prairie, TX 75050	Columbia, SC 29201	Terril, Iowa 51364	Sandy Hook, CT 06482
Phone:		800-431-1055	949-527-6143	803-758-1001	712-845-6777	203-304-4110
Fax:		800-227-1143		1-877-821-9504	NA	203-264-3325
EIN#		132587752	931083116	27-4906081	46-3388411	651051374
Email:		james.baker@laerdal.com	jerry_goodman@lagunatools.com	eric@mobimedical.com	Dari@mockmedical.com	wpetrie@mesfire.com

Please provide a percentage discount for the following manufacturers.		Pocket Nurse Enterprises, LLC	Project Lead The Way, Inc.
Item	Description	% Discount	% Discount
Notes:		Please see attached offer letter	
Contact:		Michael Anderson	Katie Mote
Address:		610 Frankfort Road	5939 Castle Creek Parkway North Drive
		Monaca, PA 15061-2218	Indianapolis, IN 46250
Phone:		800-225-1600	317-669-0200
Fax:		800-763-0237	N/A
EIN#		25-1763055	36-4802935
Email:		manderson@pocketnurse.com	productsupport@pltw.org
		Recorded by: Connie Troyer	Witnessed by: Frank Berger

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
JUSTIFICATION FOR AWARD TO OTHER THAN APPARENT LOW BIDDER

Career and Technical Education Equipment and Supplies - Bid #23-0014

Opened April 3, 2023 at 1:00 p.m. EST

Item #	Vendor	Justification
All	Fisher Scientific Company LLC	Non-responsive to the bid due to changing the Terms and Conditions for the bid.
All	Gaumard Scientific Co., Inc.	Non-responsive to the bid due to changing the Terms and Conditions for the bid.