

REGULAR MEETING

January 08, 2024
6:30 p.m.

MEMORANDUM

G.2 Award Contract for Digital Signage – District-Wide

Mr. Sederlund

RECOMMENDED MOTION: “That the Chippewa Valley Schools Board of Education award a contract totaling \$284,806.00 to Bluum of Minnesota, LLC for new digital sign players and displays districtwide.”

RATIONALE: This project includes the acquisition and implementation of 130 digital sign players and 119 commercial grade displays at all district buildings. The players and displays will replace existing, outdated systems.

The bid pricing was reviewed and approved by the Technology Services Department and Technology Sub-Committee. Funding will come from the 2018 Bond Fund for this purchase.



Metro Technology Services IT, Inc.
 59 North Walnut Street, Suite 202
 Mount Clemens, MI 48043
 Phone: (586) 203-8423

Chippewa Valley Schools
 BP 19-T14 Letter of Recommendation
 December 4, 2023

Ms. Sarah Monnier-White
 Director of Information Technology
 Chippewa Valley Schools
 19120 Cass Avenue
 Clinton Township, MI 48038

Re: Chippewa Valley Schools
 2018 Bond Issue
 BP 19-T14 – Digital Signage

Dear Ms. Monnier-White,

Metro Technology Services, along with Chippewa Valley Schools' staff, have evaluated the bid proposals for Bid Package 19-T14 – Digital Signage.

The bid package provided for two scopes of work:
 BP19-T14 – 17430(A) – Audio/Video Equipment: Digital Signage Players (130)
 BP19-T14 – 17430(B) – Audio/Video Equipment: Displays (119)

Section 17430(A) includes the acquisition and implementation of 130 Digital Signage Players throughout the District. The Base Bid includes removal/recycling of current equipment, installation of new players, user training, five years of licensing, and a five-year warranty. We also requested, as an alternate, pricing for an additional five years of Digital Signage licensing.

Section 17430(B) includes the purchase and installation of 119 commercial grade displays to exhibit the digital signage provided for in Section 17430(A). The base bid includes removal/recycling of existing displays, installation of new devices, and a five-year warranty.

We received nine bid responses for Section 17430(A) and eight for Section 17430(B). We recommend accepting the lowest qualified combined bid from Bluum. The RFP specified a cloud-based solution. The low bid from UTEC is an on-premise server based environment and therefore does not meet the technical specifications of the bid.

This purchase will be paid using 2018 bond funds. It is under the budgeted amount for Digital Signage/Common Space Video.

It is recommended that the Chippewa Valley Schools' Board of Education award the contract as presented:

Bid Category	Scope	Vendor	Contract Amount
Base Bid 17430(A)	Digital Signage Players	Bluum of Minnesota, LLC	\$ 96,062.00
Alternate	Plus Five Year Licensing	Bluum of Minnesota, LLC	\$ 64,858.00
Base Bid 17430(B)	Displays	Bluum of Minnesota, LLC	\$109,398.00
Alternate	43" Displays	Bluum of Minnesota, LLC	\$ 10,379.00
	Performance Bond	Bluum of Minnesota, LLC	\$ 4,109.00
		Total Contract Award:	\$284,806.00

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A bid tabulation and bid comparison are attached herewith.

Please feel free to contact me at (248) 212-4532 if you should have any questions or comments regarding this award recommendation.

Sincerely,

Angela Fucich
Metro Technology Services IT, Inc.

cc: Scott Sederlund, Chippewa Valley Schools
Tom Giachino



Chippewa Valley Schools
 Bid Package 19-T14 - Digital Signage
 Due: November 2, 2023 at 2:00PM

	IMAGE TECH	PTIG	ELECTRO-MATIC	LAT	UNIQUEST
Bid Bond Included	provided after opening	YES	NO	YES	YES
Familial Disclosure Included	YES	YES	NO	YES	YES
Asbestos Notification	YES	YES	NO	YES	YES
Iran Sanctions Act Form Included	YES	YES	NO	YES	YES
Criminal Background Check Form Included	YES	YES	NO	YES	YES
Addendum #1 & Addendum #2 Acknowledged	YES	YES 1, YES (LATER) 2	YES	YES	YES
Bid 17430(A) Digital Signage Players	251,380.50	196,733.00	80,560.00	165,690.00	60,950.00
17430(A) Base Bid	-	-	-4,560.00	-1,946.50	-
17430(A) Deduct for Taxes	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00
17430(A) Allowance (included in base)					
Bid 17430(A) Digital Signage Players Alternates	234,000.00	110,500.00	40,000.00	116,610.00	97,500.00
17430(A) - Additional Five Years Software Licensing					
Bid 17430(A) Digital Signage Players Voluntary Alternates					
Licensing... add to base					4845.00 for 50 hours +
Content creation	175.00 per hour		260,832.98		
Eliminate player, run Carousel Cloud				50.00 per school per included	
Concierge service					
Two extra players per location					
Rise Vision AIO					
LG WebOS					
17430(B) Base Bid	114,734.74	50,411.00	220,833.00	3	68,310.00
17430(B) Deduct for Taxes	-	-	-12,499.98		-
17430(B) Allowance (included in base)	10,000.00	10,000.00	10,000.00		10,000.00
43"	4,094.10	+			
32"					
Articulating mount					
LG 43" U13-LM AIO					
Implementation... add to base					
Shipping... add to base					
Performance Bond... add to base					
Bid 17430(A) Digital Signage Players - TOTAL		N/A			N/A
Can Chippewa Valley Schools take the indicated Tax Deduct?			YES	YES	158,450.00
17430(A) Base Bid with Tax Deduct	251,380.50	196,733.00	76,000.00	163,743.50	255,950.00
17430(A) Base Bid with Tax Deduct	485,380.50	307,233.00	116,000.00	280,353.50	
17430(A) Base Bid with Additional Five Years Software Licensing					
17430(A) Total Bid with Tax Deduct & Accepted Alternate(s)					
Can Chippewa Valley Schools take the indicated Tax Deduct?		YES	YES		N/A
17430(B) Base Bid with Tax Deduct	114,734.74	50,411.00	208,333.02		177,210.00
17430(B) Base Bid with Tax Deduct..... 43"	118,768.84	50,411.00			177,210.00
17430(B) Total Bid with Tax Deduct & Accepted Alternate(s)					
17430(A) & 17430(B) Base	366,115.24	247,144.00	284,333.02		335,660.00
43"	600,115.24	247,144.00	324,333.02		433,160.00
17430(A) & 17430(B) with additional five years	604,149.34	357,644.00			433,160.00
17430(A) & 17430(B) with additional five years and 43" displays					
CIT Alternate solution AIO					
Post-Bid Interview Recommendation		11.20.23, 10:00am			



Chippewa Valley Schools
 Bid Package 19-T14 - Digital Signage
 Due: November 2, 2023 at 2:00PM

	BLUUM	UITEC	CIT	TOSHIBA
Bid Bond Included	YES	YES	YES	YES
Familial Disclosure Included	YES	YES	YES	YES
Asbestos Notification	YES	YES	YES	YES
Iran Sanctions Act Form Included	YES	YES	YES	YES
Criminal Background Check Form Included	YES	YES (LATER VERBALLY)	YES	YES
Addendum #1 & Addendum #2 Acknowledged				
Bid 17430(A) Digital Signage Players	96,062.00	80,625.00	367,820.00	225,248.00
17430(A) Base Bid				
17430(A) Deduct for Taxes	20,000.00	20,000.00	20,000.00	20,000.00
17430(A) Allowance (Included in base)				
Bid 17430(A) Digital Signage Players Alternates	64,858.00	13,685.00	247,000.00	96,200.00
17430(A) - Additional Five Years Software Licensing				
Bid 17430(A) Digital Signage Players Voluntary Alternates				
Licensing... add to base				150.00 per hour
Content creation				
Eliminate player, run Carousel Cloud				
Concierge service				
Two extra players per location	173,653.00		208,585.00	
Rise Vision AIO				
LG WebOS				
17430(B) Base Bid	109,598.00	123,960.00	143,664.37	109,704.00
17430(B) Deduct for Taxes				
17430(B) Allowance (Included in base)	10,000.00	10,000.00	10,000.00	10,000.00
43"	10,379.00			
32"		13,685.00	31,195.85	14,037.24
Articulating mount				
LG 43" UL3-M AIO				
Implementation... add to base				
Shipping... add to base	4,109.00			
Performance Bond... add to base				
Bid 17430(A) Digital Signage Players - TOTAL	N/A	N/A	N/A	N/A
Can Chippewa Valley Schools take the indicated Tax Deduct?				
17430(A) Base Bid with Tax Deduct	96,062.00	80,625.00	367,820.00	225,248.00
17430(A) Base Bid with Additional Five Years Software Licensing	160,920.00	94,310.00	614,820.00	321,448.00
17430(A) Total Bid with Tax Deduct & Accepted Alternate(s)				
Can Chippewa Valley Schools take the indicated Tax Deduct?	N/A	N/A	N/A	N/A
17430(B) Base Bid with Tax Deduct	113,507.00	123,960.00	143,664.37	109,704.00
17430(B) Base Bid with Tax Deduct..... 43"	123,886.00	123,960.00		109,704.00
17430(B) Total Bid with Tax Deduct & Accepted Alternate(s)				
43"	209,569.00	204,585.00	511,484.37	334,952.00
17430(A) & 17430(B) Base	219,948.00	204,585.00		344,952.00
43"	274,427.00	218,270.00	758,484.37	431,152.00
17430(A) & 17430(B) with additional five years	284,806.00	218,270.00	334,095.22	431,152.00
17430(A) & 17430(B) with additional five years and 43" displays				
CIT Alternate solution AIO				
Post-Bid Interview Recommendation	11.20.23, 9:00am	11.20.23, 11:00am		
		SERVER BASED		



Client Name: Chippewa Valley Schools
 Bid Package Name: Digital Signage
 Bid Package Number: 19-T14
 Bid Section: 17430(A) Digital Signage Players
 Bid Package Due Date: Thursday, November 2, 2023 @ 2:00pm

Bidder's Contact Information	Bid Amount	Comments/Notes
Image Tech Group	Bid Section: 17430(A)	Bid Bond/Security Y/N
	Base Bid: \$ 251,380.50	Familial Disclosure Y/N
	Alternate #1: \$ 234,000.00	Asbestos Notification Y/N
	Voluntary Alternate: 175 per hour	Iran Sanctions Affidavit Y/N
	Voluntary Alternate:	Criminal Background Check Y/N
	Voluntary Alternate:	Addendum 1 X/N
	Voluntary Alternate:	Addendum 2 Y/N
Promtion Technology Group	Bid Section: 17430(A)	Bid Bond/Security Y/N
	Base Bid: \$ 196,733.00	Familial Disclosure Y/N
	Alternate #1:	Asbestos Notification Y/N
	Voluntary Alternate: 200,000.00	Iran Sanctions Affidavit Y/N
	Voluntary Alternate:	Criminal Background Check X/N
	Voluntary Alternate:	Addendum 1 Y/N
	Voluntary Alternate:	Addendum 2 Y/N
Electro Matrix Ventures	Bid Section: 17430(A)	Bid Bond/Security Y/N
	Base Bid: \$ 80,560.00	Familial Disclosure Y/N
	Alternate #1: \$ 40,000.00 Adf	Asbestos Notification Y/N
	Voluntary Alternate:	Iran Sanctions Affidavit Y/N
	Voluntary Alternate: 200,000.00	Criminal Background Check Y/N
	Voluntary Alternate:	Addendum 1 Y/N
	Voluntary Alternate:	Addendum 2 Y/N
LAT	Bid Section: 17430(A)	Bid Bond/Security Y/N
	Base Bid: \$ 165,690.00	Familial Disclosure Y/N
	Alternate #1: \$ 116,610.00	Asbestos Notification Y/N
	Voluntary Alternate:	Iran Sanctions Affidavit Y/N
	Voluntary Alternate: 150	Criminal Background Check X/N
	Voluntary Alternate: senior schol	Addendum 1 X/N
	Voluntary Alternate: per hour	Addendum 2 Y/N
Uniqwest	Bid Section: 17430(A)	Bid Bond/Security Y/N
	Base Bid: \$ 40,950.00	Familial Disclosure Y/N
	Alternate #1: \$ 97,500.00	Asbestos Notification Y/N
	Voluntary Alternate:	Iran Sanctions Affidavit Y/N
	Voluntary Alternate:	Criminal Background Check Y/N
	Voluntary Alternate:	Addendum 1 Y/N
	Voluntary Alternate:	Addendum 2 Y/N

Bid Tabulation Completed By: _____
 Date Completed: _____



Client Name: Chippewa Valley Schools
 Bid Package Name: Digital Signage
 Bid Package Number: 19-T14
 Bid Section: 17430(A) Digital Signage Players
 Bid Package Due Date: Thursday, November 2, 2023 @ 2:00pm

Bidder's Contact Information	Bid Amount	Comments/Notes
Bluum	Bid Section: 17430(A)	Bid Bond/Security <input checked="" type="radio"/> Y <input type="radio"/> N
	Base Bid: \$96,002.00	Familial Disclosure <input checked="" type="radio"/> Y <input type="radio"/> N
	Alternate #1: \$24,854.00	Asbestos Notification <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: <i>Discussion At table</i>	Iran Sanctions Affidavit <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: \$173,653.00	Criminal Background Check <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: <i>15 years \$24,854.00</i>	Addendum 1 <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: \$96,002.00	Addendum 2 <input checked="" type="radio"/> Y <input type="radio"/> N
UTech	Bid Section: 17430(A)	Bid Bond/Security <input checked="" type="radio"/> Y <input type="radio"/> N
	Base Bid: \$80,625.00	Familial Disclosure <input checked="" type="radio"/> Y <input type="radio"/> N
	Alternate #1: 13,685 \$13,685	Asbestos Notification <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Iran Sanctions Affidavit <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Criminal Background Check <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Addendum 1 <input type="radio"/> Y <input checked="" type="radio"/> N
	Voluntary Alternate:	Addendum 2 <input type="radio"/> Y <input checked="" type="radio"/> N
CIT	Bid Section: 17430(A)	Bid Bond/Security <input checked="" type="radio"/> Y <input type="radio"/> N
	Base Bid: 367,820.00	Familial Disclosure <input checked="" type="radio"/> Y <input type="radio"/> N
	Alternate #1: \$247,000.00	Asbestos Notification <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: <i>Deduct \$208,585</i>	Iran Sanctions Affidavit <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Criminal Background Check <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Addendum 1 <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Addendum 2 <input checked="" type="radio"/> Y <input type="radio"/> N
Toshiba	Bid Section: 17430(A)	Bid Bond/Security <input checked="" type="radio"/> Y <input type="radio"/> N
	Base Bid: \$225,248.00	Familial Disclosure <input checked="" type="radio"/> Y <input type="radio"/> N
	Alternate #1: \$96,200.00	Asbestos Notification <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: <i>Cont. of Bid amount</i>	Iran Sanctions Affidavit <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate: 150/hour	Criminal Background Check <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Addendum 1 <input checked="" type="radio"/> Y <input type="radio"/> N
	Voluntary Alternate:	Addendum 2 <input checked="" type="radio"/> Y <input type="radio"/> N
	Bid Section: 17430(A)	Bid Bond/Security <input type="radio"/> Y <input checked="" type="radio"/> N
	Base Bid:	Familial Disclosure <input type="radio"/> Y <input checked="" type="radio"/> N
	Alternate #1:	Asbestos Notification <input type="radio"/> Y <input checked="" type="radio"/> N
	Voluntary Alternate:	Iran Sanctions Affidavit <input type="radio"/> Y <input checked="" type="radio"/> N
	Voluntary Alternate:	Criminal Background Check <input type="radio"/> Y <input checked="" type="radio"/> N
	Voluntary Alternate:	Addendum 1 <input type="radio"/> Y <input checked="" type="radio"/> N
	Voluntary Alternate:	Addendum 2 <input type="radio"/> Y <input checked="" type="radio"/> N

Bid Tabulation Completed By: _____
 Date Completed: _____

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Client Name: Chippewa Valley Schools
 Bid Package Name: Digital Signage
 Bid Package Number: 19-T14
 Bid Section: 17430(B) Displays
 Bid Package Due Date: Thursday, November 2, 2023 @ 2:00pm

Bidder's Contact Information	Bid Amount	Comments/Notes
Image Tech Group	Bid Section: 17430(B)	Bid Bond/Security <u>Y/N</u>
	Base Bid: \$ 114,734.74	Familial Disclosure <u>Y/N</u>
	Voluntary Alternate: 43" \$504.00	Asbestos Notification <u>Y/N</u>
	Voluntary Alternate: <u>unit price</u>	Iran Sanctions Affidavit <u>Y/N</u>
	Voluntary Alternate:	Criminal Background Check <u>Y/N</u>
	Voluntary Alternate:	Addendum 1 <u>Y/N</u>
	Voluntary Alternate:	Addendum 2 <u>Y/N</u>
Promotion Technology Group	Bid Section: 17430(B)	Bid Bond/Security <u>Y/N</u>
	Base Bid: \$50,416.00	Familial Disclosure <u>Y/N</u>
	Voluntary Alternate: _____	Asbestos Notification <u>Y/N</u>
	Voluntary Alternate: _____	Iran Sanctions Affidavit <u>Y/N</u>
	Voluntary Alternate: _____	Criminal Background Check <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 1 <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 2 <u>Y/N</u>
Electro-Macke Ventures	Bid Section: 17430(B)	Bid Bond/Security <u>Y/N</u>
	Base Bid: \$220,833.00	Familial Disclosure <u>Y/N</u>
	Voluntary Alternate: _____	Asbestos Notification <u>Y/N</u>
	Voluntary Alternate: _____	Iran Sanctions Affidavit <u>Y/N</u>
	Voluntary Alternate: _____	Criminal Background Check <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 1 <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 2 <u>Y/N</u>
LAST	Bid Section: 17430(B)	Bid Bond/Security <u>Y/N</u>
	Base Bid: <u>NO Bid Section B</u>	Familial Disclosure <u>Y/N</u>
	Voluntary Alternate: _____	Asbestos Notification <u>Y/N</u>
	Voluntary Alternate: _____	Iran Sanctions Affidavit <u>Y/N</u>
	Voluntary Alternate: _____	Criminal Background Check <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 1 <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 2 <u>Y/N</u>
Uniquist	Bid Section: 17430(B)	Bid Bond/Security <u>Y/N</u>
	Base Bid: \$68,310.00	Familial Disclosure <u>Y/N</u>
	Voluntary Alternate: _____	Asbestos Notification <u>Y/N</u>
	Voluntary Alternate: _____	Iran Sanctions Affidavit <u>Y/N</u>
	Voluntary Alternate: _____	Criminal Background Check <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 1 <u>Y/N</u>
	Voluntary Alternate: _____	Addendum 2 <u>Y/N</u>

Bid Tabulation Completed By: _____
 Date Completed: _____

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Client Name: Chippewa Valley Schools
 Bid Package Name: Digital Signage
 Bid Package Number: 19-T14
 Bid Section: 17430(B) Displays
 Bid Package Due Date: Thursday, November 2, 2023 @ 2:00pm

Bidder's Contact Information	Bid Amount	Comments/Notes
Blum	Bid Section: 17430(B)	Bid Bond/Security <input checked="" type="checkbox"/> Y/N
	Base Bid: \$109,398. ⁰⁰	Familial Disclosure <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Asbestos Notification <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: 43" - 119 771. ⁰⁰	Iran Sanctions Affidavit <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: Pat Bond.	Criminal Background Check <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: 4,109. ⁰⁰	Addendum 1 <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 2 <input checked="" type="checkbox"/> Y/N
UTech	Bid Section: 17430(B)	Bid Bond/Security <input checked="" type="checkbox"/> Y/N
	Base Bid: \$123,900. ⁰⁰	Familial Disclosure <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: 115. ⁰⁰ ea →	Asbestos Notification <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: \$13,685	Iran Sanctions Affidavit <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: Attending Man	Criminal Background Check <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 1 <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 2 <input checked="" type="checkbox"/> Y/N
CIT	Bid Section: 17430(B)	Bid Bond/Security <input checked="" type="checkbox"/> Y/N
	Base Bid: \$143,004. ³⁷	Familial Disclosure <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: 31,195. ⁸⁵	Asbestos Notification <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: Addl Displays	Iran Sanctions Affidavit <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Criminal Background Check <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 1 <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 2 <input checked="" type="checkbox"/> Y/N
Toshiba	Bid Section: 17430(B)	Bid Bond/Security <input checked="" type="checkbox"/> Y/N
	Base Bid: \$109,704. ⁰⁰	Familial Disclosure <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: 32" - 5	Asbestos Notification <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate: \$293. ⁰⁰	Iran Sanctions Affidavit <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Criminal Background Check <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 1 <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 2 <input checked="" type="checkbox"/> Y/N
	Bid Section: 17430(B)	Bid Bond/Security <input checked="" type="checkbox"/> Y/N
	Base Bid:	Familial Disclosure <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Asbestos Notification <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Iran Sanctions Affidavit <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Criminal Background Check <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 1 <input checked="" type="checkbox"/> Y/N
	Voluntary Alternate:	Addendum 2 <input checked="" type="checkbox"/> Y/N

Bid Tabulation Completed By: _____
 Date Completed: _____

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