



Platinum
VISUAL SOLUTIONS

RELAX, WE'VE GOT
YOUR BACK.

RFP Proposal

#R10-1176 FOR:
FURNITURE AND STORAGE RELATED PRODUCTS AND SERVICES

PREPARED FOR:

Region 10 ESC
The Equalis Group

PREPARED BY:

Hailey James

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April 10, 2025

Mr. Clint Pechacek
Principal Contract Officer
Region 10 Education Service Center
400 E. Spring Valley Rd.
Richardson, TX 75081

Subject: Response to RFP #R10-1176 for Furniture and Storage Related Products and Services

Dear Mr. Pechacek,

On behalf of Platinum Visual Solutions, I am pleased to submit our proposal in response to RFP #R10-1176 for Furniture and Storage Related Products and Services. With over 60 years of experience in transforming learning and collaborative environments, Platinum Visual Solutions is uniquely positioned to deliver innovative, high-quality solutions that meet the diverse needs of Region 10 ESC and Equalis Group members.

At the heart of our offering is our **P360 Solutions**, a revolutionary approach to reimagining educational and collaborative spaces. P360 Solutions are designed to activate every inch of a learning environment, combining cutting-edge technology, customizable features, and ADA-compliant designs to foster creativity, collaboration, and engagement. Key features include:

- **Interactive Technology Integration:** Adjustable screens and writable surfaces that enhance interactive learning experiences.
- **Space Optimization:** Functional storage and ideation walls that maximize usable space while maintaining a clean, clutter-free environment.
- **Customizable Designs:** Tailored solutions that adapt to diverse learning styles and institutional needs, ensuring accessibility and inclusivity.
- **Enhanced Aesthetics and Functionality:** From sound-optimized surfaces to visually engaging designs, P360 Solutions create environments that inspire and support productivity.





Our commitment to excellence extends beyond our products. Through our network of authorized dealers, we offer comprehensive services, including design consultation, installation, and ongoing support, ensuring seamless implementation and long-term satisfaction. By leveraging our expertise and the cooperative purchasing power of Equalis Group, we aim to deliver unparalleled value to your members.

We are excited about the opportunity to partner with Region 10 ESC and Equalis Group, and contribute to the success of its members. We are confident that our P360 Solutions and broader product portfolio align perfectly with the goals outlined in the RFP.

Thank you for considering Platinum Visual Solutions as a trusted partner. We look forward to the possibility of working together to enhance learning and collaborative environments nationwide. Please do not hesitate to contact me if you have any questions or require additional information.

Best regards,

Hailey James

Marketing Execution Specialist

hjames@pvsusa.com



Proposal Form Checklist

The following documents must be submitted with the Proposal

The below documents can be found in Section 2; Proposal Submission and Required Bid Forms and must be submitted with the proposal. Please note Proposal Form 1 is a separate attachment (attachment B).

PROPOSAL PRICING: Attachment B is provided separately in a Microsoft Excel file and is required to complete your price proposal.

☒ **PROPOSAL FORM 1: ATTACHMENT B - PRICING**

QUESTIONNAIRE & EVALUATION CRITERIA:

☒ **PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA**

OTHER REQUIRED PROPOSAL FORMS:

- ☒ **PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES**
- ☒ **PROPOSAL FORM 4: CLEAN AIR AND WATER ACT**
- ☒ **PROPOSAL FORM 5: DEBARMENT NOTICE**
- ☒ **PROPOSAL FORM 6: LOBBYING CERTIFICATION**
- ☒ **PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS**
- ☒ **PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS**
- ☒ **PROPOSAL FROM 9: IMPLEMENTATION OF HOUSE BILL 1295**
- ☒ **PROPOSAL FROM 10: BOYCOTT CERTIFICATION AND FOREIGN ENTITIES CERTIFICATION**
- ☒ **PROPOSAL FORM 11: RESIDENT CERTIFICATION**
- ☒ **PROPOSAL FORM 12: FEDERAL FUNDS CERIFICATION FORM**
- ☒ **PROPOSAL FORM 13: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS**
- ☒ **PROPOSAL FORM 14: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)**
- ☒ **PROPOSAL FORM 15: NON-COLLUSION AFFIDAVIT**
- ☒ **PROPOSAL FORM 16: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)**
- ☒ **PROPOSAL FORM 17: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM**
- ☒ **PROPOSAL FORM 18: STOCKHOLDER DISCLOSURE CERTIFICATION**
- ☒ **PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM**
- ☒ **PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT**
- ☒ **PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE**
- ☒ **PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM**

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PROPOSAL PRICING



PROPOSAL FORM 1: ATTACHMENT B – PRICING

Pricing should be entered in the attachment B Excel form provided in this RFP packet. Please reference Section 1, Part B, Instructions to Proposers, for more information on how to complete pricing.

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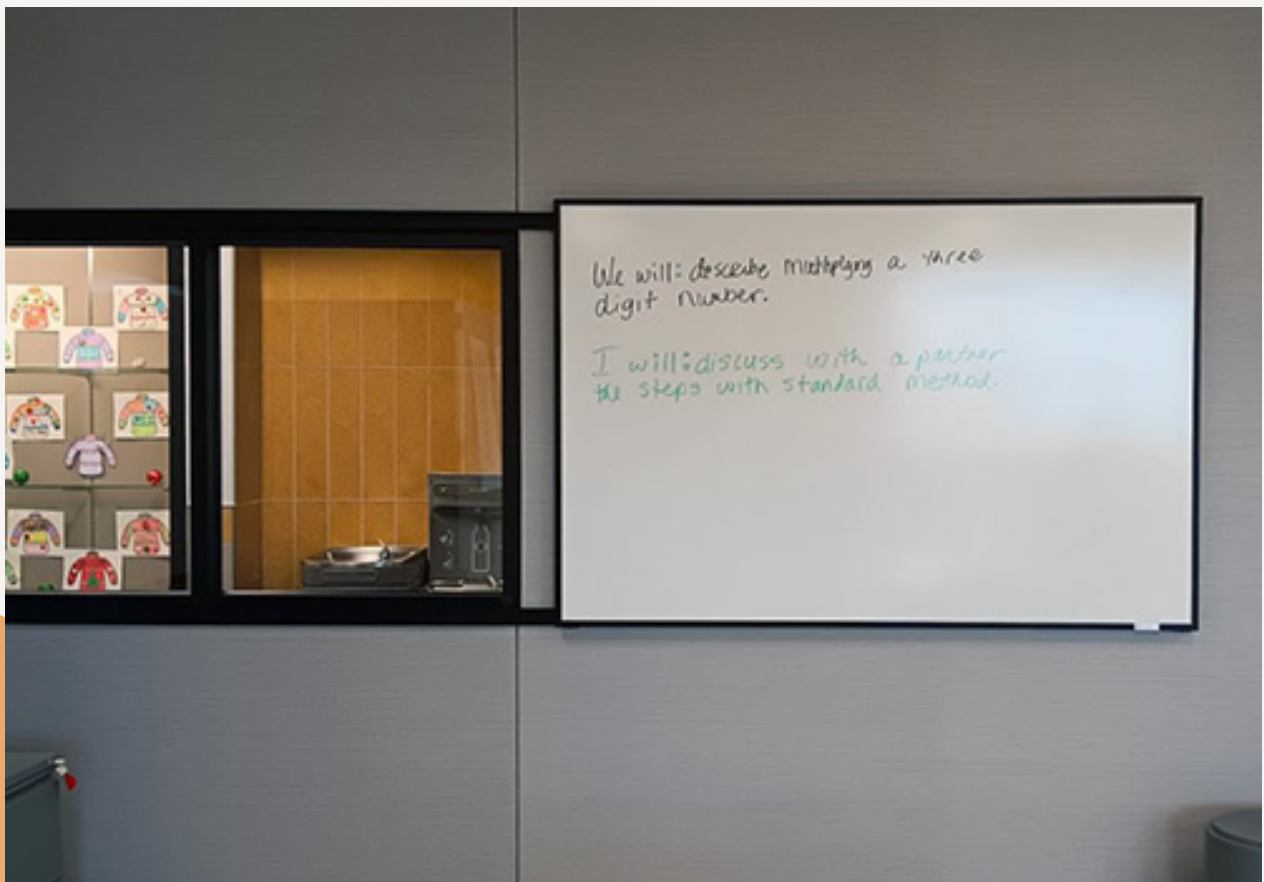
Attachment 1 - Price Proposal has been uploaded per the RFP requirements.



Platinum
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QUESTIONNAIRE &

EVALUATION CRITERIA



The following should replace the questionnaire in Section 2 in its entirety.

1. PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

Instructions:

Respondents should incorporate their questionnaire responses directly into the green cells below. Failure to provide responses in this format may result in the proposal being deemed as non-responsive at the sole discretion of Region 10.

Respondents may incorporate additional documents as part of their response which may be utilized by Region 10 as part of the evaluation. Additional documents must be consolidated as part of this Section 2 at the end of your response. **Vendor responses are strictly limited to 100 total pages (not including Attachment B – Pricing Excel pricesheet).** Vendors who submit more than 30 additional pages may result in the proposal being deemed non-responsive at the sole discretion of Region 10.

Region 10 has associated the evaluation criteria with the question that most closely aligns with that respective evaluation criteria. Region 10 reserves the right at its sole discretion to base its evaluation and specific evaluation criteria on any part of the respondent's proposal.

Evaluation Criteria	Question	Answer
Basic Information		
Required information for notification of RFP results	<i>What is your company's official registered name?</i>	Platinum Visual Solutions
	<i>What is the mailing address of your company's headquarters?</i>	1451 E. 6th Street Corona, CA 92879-1715
	<i>Who is the main contact for any questions and notifications concerning this RFP response, including notification of award? Provide name, title, email address, and phone number.</i>	Hailey James Marketing Execution Specialist hjames@pvsusa.com 1-800-498-2990
Products/Pricing (35 Points)		
Coverage of products and services	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Ability of offered products and services to meet the needs requested in the scope	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Competitive pricing for all available products and services, including warranties if applicable	<i>Does pricing submitted include the required administrative fee?</i>	Yes
	<i>Please provide your proposed administrative fee percentage or structure.</i>	Our proposed administrative fee is set at 2% for all products offered. This fee is calculated as a percentage of the total expenditure by agencies that procure products through the Master Agreement. By structuring the fee this way, we ensure transparency and consistency, providing a clear and straightforward approach for all participating agencies.

	<i>The administrative fee is normally calculated as a percentage of the total Spend for agencies accessing product and services through the Master Agreement and is typically between two percent (2%) to three percent (3%). In some categories, a flat fee or another fee structure may be acceptable.</i>	
	<i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i>	<p>We have offered tiered discounts based on order sizes, providing greater savings for larger list price orders. For example:</p> <ul style="list-style-type: none"> • \$1–\$50K: 56% discount • \$50,001–\$100K: 57% discount • \$100,001+: Discounts are negotiable. <p>Additionally, we periodically run promotions in collaboration with the Equalis Group team to further benefit Equalis Group members.</p>
Ability of Customers to verify that they received contract pricing	<i>Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections, including shipping, installation, and other peripheral costs/fees?</i>	<p>Yes, all product lines are proposed in Attachment B. These include:</p> <ul style="list-style-type: none"> ❖ Markerboards: Including whiteboards, glassboards, mobiles, and customizable options. ❖ Tackboards: Available in various materials like cork, vinyl, and fabric. ❖ Sliding Systems: Horizontal and vertical sliding units for versatile use. ❖ Display Cases: Bulletin boards, trophy cases, and directory boards. ❖ Magnetic Glassboards: Sleek and modern writing surfaces. ❖ Accessories: Complementary items to enhance functionality. <p>These products are designed to meet diverse needs, from educational environments to corporate spaces in the public sector market.</p>
Payment methods	<i>Define your invoicing process and methods of payments you will accept. Please include the overall process for agencies to make payments</i>	<p>Platinum Visual Solutions facilitates order placements through their network of authorized dealers, who take an active role in the design process. Here's how the process typically works:</p> <ul style="list-style-type: none"> ❖ Design and Consultation: <ul style="list-style-type: none"> ➢ Authorized dealers collaborate with customers to design tailored solutions that meet their specific needs. ➢ Platinum Visual Solutions provides expert guidance on product customization, finishes, and configurations. ❖ Order Placement: <ul style="list-style-type: none"> ➢ Once designs are finalized, the dealer submits the order to Platinum Visual Solutions on behalf of the customer. ❖ Order Fulfillment: <ul style="list-style-type: none"> ➢ Dealers coordinate with Platinum Visual Solutions for efficient processing, production, and delivery. ➢ Dealers to provide installation ➢ Freight will be handled separately on a per-job basis.

		By empowering dealers to manage the design process, Platinum Visual Solutions ensures highly personalized solutions and localized expertise for our clients. Invoice and payment methods will vary by dealer, as each authorized dealer working with Platinum Visual Solutions may have their own policies and systems in place. This flexibility allows dealers to accommodate different client preferences and streamline transactions based on their unique processes.
Other factors relevant to this section as submitted by the Respondent	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Performance Capability (25 Points)		
Product and service features and capabilities	Please provide a high-level overview of the products and services being offered and how they address the scope being requested herein.	<p>Platinum Visual Solutions offers a wide range of high-quality visual display products designed to inspire and facilitate teaching, creativity, and innovation. Our offerings include:</p> <ul style="list-style-type: none">❖ Boards:<ul style="list-style-type: none">➤ Markerboards and chalkboards with Writanium® porcelain surfaces, which are durable, nonporous, and resistant to impacts, abrasions, scratching, and fading.<ul style="list-style-type: none">• Various series of boards including DTS, BTS, WTS and combination boards.• Graphic boards with custom imprints and combination boards.❖ Sliding Units:<ul style="list-style-type: none">➤ Horizontal and vertical sliding units to maximize workspace and visual communication.❖ Display Cases:<ul style="list-style-type: none">➤ Bulletin and directory boards, trophy and display cases.❖ Magnetic Glassboards:<ul style="list-style-type: none">➤ Brilliant Glass series with options for custom graphics and various mounting styles.<ul style="list-style-type: none">▪ Brilliant Glass Markerboards feature a premium, ultra-clear, low-iron writing surface➤ MobileMate™ series for easy mobility. .❖ Customization and Accessories:<ul style="list-style-type: none">➤ Dry erase markers, magnetic trays, map rail accessories, unframed material, roll stock, surface colors, trim system colors, and veneer & finish colors.❖ Specialty Products:<ul style="list-style-type: none">➤ Platinum Revolving Roll-Rite double-sided mobile board, Fixed Roll-Rite double-sided board, and Roll-Rite Room Dividers.❖ Retrofit Boards:<ul style="list-style-type: none">➤ Face-mounted systems for resurfacing old boards.❖ Floor to Ceiling Markerboards, Glassboards & Tackboards:<ul style="list-style-type: none">• Large panels joined together for extensive writing space that are fully customizable to any space. <p>These products cater to diverse needs, from education to corporate settings, addressing functionality, durability, and aesthetic appeal.</p>

	<p><i>Outline how your products and services compare to those of your competitors.</i></p>	<p>Platinum Visual Solutions is distinguished from competitors through several key aspects:</p> <p>Innovation in the Marketplace - P360 Wall Solutions by Platinum Visual Solutions:</p> <ul style="list-style-type: none"> ❖ Armed with Insight and Expertise: Drawing from a diverse community of educators, designers, researchers, and experts, Platinum Visual Solutions developed vertical learning solutions that activate all four walls of a space. These solutions are designed to foster a deeper connection between educators, learners, and their environments ❖ Bridging Research and Practical Solutions: P360 Wall Solutions bridge the gap between research and dynamic learning environments. These fully integrated wall systems are crafted with features that enhance the experience for all users. Key focuses include visual acuity, acoustics, contrast and clarity, reducing wall clutter, and ensuring safety and engagement. ❖ Four Core Wall Solutions: Platinum Visual Solutions offers four main wall solutions tailored to diverse needs: <ul style="list-style-type: none"> ➢ EDTech Wall: Integrates technology to empower digital learning experiences. ➢ IDEAtion Wall: Provides writable surfaces to inspire collaboration and teamwork. ➢ Jobs Wall: Enhances organization with storage solutions that free up floor space. ➢ Window Wall: Transforms windows into functional learning surfaces, maximizing space. <p>Quality and Durability:</p> <ul style="list-style-type: none"> ❖ Writanium® Surfaces: Our markerboards and chalkboards feature Writanium® surfaces, which offer superior durability, nonporous characteristics, and resistance to impacts, abrasions, scratching, and fading. This ensures long-lasting performance compared to standard vinyl dry erase surfaces or melamine surfaces. ❖ Lifetime Warranty: Our porcelain-on-steel surfaces come with a lifetime warranty, highlighting our commitment to quality and durability. <p>Customization:</p> <ul style="list-style-type: none"> ❖ Custom Graphics: Platinum Visual Solutions offers custom imprints on boards, including music staff lines, graphs, guidelines, logos, and more, allowing for tailored solutions to meet specific needs. ❖ Variety of Trim Systems: We provide multiple trim system options, including Box Tray, Drop-in Tray, Hanger Bar "Versimount", Narrow Hanger Bar, Modular, Standard, and Wide Profile, catering to diverse preferences and applications. <p>Environmental Commitment:</p> <ul style="list-style-type: none"> ❖ We care about the impact our products & processes have on the world. Our products not only facilitate learning, teaching and collaboration; they are, due to their functional properties, sustainable products and often have a useful life of more than 25 years. Our Writanium boards are 99% recyclable. They don't contain volatile organic compounds, making it the perfect material to support the requirements for a healthy indoor environment, and are certified Indoor Advantage Gold for Indoor Air Quality.
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		<p>Customer Service:</p> <ul style="list-style-type: none"> ❖ Expert Support: Platinum Visual Solutions emphasizes friendly, courteous, and helpful customer service, ensuring that any questions or complaints are promptly addressed and resolved. ❖ Customization and Ordering: We offer extensive customization options and accessories, making it easy for customers to create the perfect visual display system for their specific environment. ❖ 60 years of Excellence: As the industry's "Most Dependable Brand" in education, we've expanded our team with top talent to ensure we continue to support you effectively for the next 60 years. Our expertise means you can focus on what you do best while we handle the rest. <p>Product Range:</p> <ul style="list-style-type: none"> ❖ Comprehensive Offerings: From boards and sliding units to display cases and magnetic glass boards, Platinum Visual Solutions provides a wide range of products to meet various needs, ensuring that customers can find everything they require in one place. <p>To summarize, Platinum Visual Solutions sets a new standard with P360 Wall Solutions—a suite of innovative, research-driven systems that transform all four walls into dynamic learning tools. From tech-enabled surfaces to writable, collaborative spaces, each solution is designed to enhance engagement, clarity, and connection in the classroom.</p> <p>Backed by Writanium® durability, customization options, and a lifetime warranty, our products deliver long-term value with sustainability at their core. With over 60 years of trusted service and a deep commitment to quality, Platinum Visual Solutions continues to lead the way in creating smarter, more inspiring environments for learning and beyond.</p>
	<p><i>Describe any customization capabilities offered for standard product lines.</i></p>	<p>Platinum Visual Solutions offers extensive customization capabilities for our standard product lines, ensuring that customers can tailor products to meet their specific needs. Here are some key customization options:</p> <ul style="list-style-type: none"> ❖ Custom Graphics: <ul style="list-style-type: none"> ➤ Permafuse™ Process: This process seamlessly embeds UV-resistant graphics into the board surface, allowing for custom imprints such as music staff lines, graphs, grids, lines, maps, or logos. This is available for both markerboards and chalkboards. ❖ Trim Systems - Variety of Trim Options: Customers can choose from multiple trim systems, from narrow to wide. Each trim system offers different features and aesthetics to suit various applications. ❖ Surface Colors:

		<ul style="list-style-type: none"> ➤ Wide Range of Colors: Writanium® porcelain markerboards and chalkboards are available in several colors, including bright white, soft grey, beige, black, green, and slate. Colored cork, vinyl, and fabric tackboards come in a broad range of hues designed to complement contemporary or classic interior colors such as natural cork. ❖ Board Sizes: <ul style="list-style-type: none"> ➤ Custom Sizes: Many products, including markerboards, chalkboards, tackboards, and sliding units, can be customized in size to fit specific spaces and requirements. ❖ Mounting Options: <ul style="list-style-type: none"> ➤ Brilliant Glass Magnetic Glassboards: These are available in flush or offset mounts, with options for flushmount “pucks,” flushmount “caps,” wallmount hanger bar “Versimount”, and 1” offset mount “holes.” ❖ Combination Boards: <ul style="list-style-type: none"> ➤ Multi-Purpose Configurations: Combination boards can be configured with different modules, such as half markerboard and half tackboard, or other combinations to suit multitasking needs. ❖ Material Choices: <ul style="list-style-type: none"> ➤ Tackable Surfaces: Customers can choose from colored cork, natural cork, vinyl, and fabric each offering different properties and aesthetics. ❖ Accessories: <ul style="list-style-type: none"> ➤ Map Rail Accessories: Customizable map rails lined with durable cork inserts, flag holders, clips, end stops, and roller brackets can be added to trim systems. ➤ Magnetic Trays: Portable magnetized trays for markers and chalk can be easily transferred across boards. ❖ Display Cases: <ul style="list-style-type: none"> ➤ Customizable Options: Recessed and freestanding cases can be customized with different tackable surfaces, hinged or sliding doors, and adjustable shelves to accommodate various display needs. ❖ Retrofit Boards: <ul style="list-style-type: none"> ➤ Surface Replacement: Customized panels fit easily over old boards to update pre-existing structures without the hassle of removal. ❖ Roll Stock: <ul style="list-style-type: none"> ➤ Extended Surfaces: Colored cork, vinyl, and natural cork roll stock can be used for custom applications, including sound and shock absorption or recovering old tackboards. <p>These customization capabilities ensure that Platinum Visual Solutions’ products can be tailored to meet the unique requirements of any environment, providing versatile and personalized solutions for visual display needs.</p>
	<p><i>Outline your digital design and visualization capabilities including digital rendering options.</i></p>	<p>We currently have in-house digital design capabilities for 2D wall elevations - flat illustrations for initial design concepts and product detailing - and 3D cad images for Integration into architectural and interior design plans. We source high quality digital rendering designs to</p>

		provide realistic, high-resolution models showing depth, texture, and accurate lighting with our customizable products.
	<i>List the number and location of offices or service centers for all states being proposed in solicitation. Additionally, if your company does not offer all products and services in all 50 states, please describe any geographical limitations on any product or service offered.</i>	<p>PVS operates from two primary locations: one in Corona, California, and another in Dixonville, Pennsylvania. These facilities enable coast-to-coast coverage and efficient service across the United States.</p> <p>While PVS does not have physical offices or service centers in every state, the company collaborates with an extensive network of dealers strategically located throughout the country. This dealer network ensures that PVS products are available and supported at a local level in all 50 states. By leveraging this network, PVS provides seamless access to its products and services, ensuring consistent quality and customer satisfaction nationwide.</p>
	<i>Outline any value-added capabilities not already addressed.</i>	<p>Platinum Visual Solutions offers several value-added capabilities that enhance their product offerings and customer experience:</p> <ul style="list-style-type: none"> ❖ Technical Support: <ul style="list-style-type: none"> ➤ Comprehensive online technical support, including downloadable product specifications, drawings, and installation instructions. ➤ Access to LEED credit information and SCS Indoor Advantage™ Gold Certification details. ❖ Product Samples: <ul style="list-style-type: none"> ➤ Individual product corner samples for approval or demonstration purposes. ➤ Electronic color cards and actual samples of vinyl, fabric, or fine-grain colored cork are available upon request. ❖ Customization: <ul style="list-style-type: none"> ➤ Tailored solutions for unique challenges and opportunities in learning and collaboration spaces. ➤ Options for custom oversized cases and sliding doors to meet specific needs. ❖ Customer Service: <ul style="list-style-type: none"> ➤ Dedicated support team available for technical data, green certifications, product photos, and material samples. ➤ Assistance with installation questions and project management. ❖ Nationwide Delivery: <ul style="list-style-type: none"> ➤ Coast-to-coast service with timely deliveries and seamless support, with manufacturing plants in CA and PA. <p>These capabilities reflect our commitment to quality, innovation, and customer satisfaction.</p>
Customer implementation and project management	<i>Outline project management methodologies from initial assessment to final installation.</i>	<p>Project management and final installation services are handled through our authorized dealer network. Platinum Visual Solutions' project management methodologies follow a structured approach to ensure seamless execution from initial assessment to final installation. A general outline for such processes typically includes:</p> <ul style="list-style-type: none"> ❖ Initial Assessment: <ul style="list-style-type: none"> ➤ Conducting a needs analysis to understand the client's requirements. ➤ Evaluating the project scope, budget, and timeline. ➤ Collaborating with stakeholders to define objectives and expectations. ❖ Design and Development: <ul style="list-style-type: none"> ➤ Creating design concepts and prototypes based on client input.

		<ul style="list-style-type: none"> ➤ Refining designs through feedback and ensuring alignment with project goals. ➤ Preparing detailed plans, including material specifications and customization options. <p>❖ Production and Quality Assurance:</p> <ul style="list-style-type: none"> ➤ Manufacturing products with a focus on quality and precision. ➤ Conducting thorough quality checks to ensure compliance with standards. ➤ Coordinating logistics for timely delivery. <p>❖ Installation and Finalization:</p> <ul style="list-style-type: none"> ➤ Managing on-site installation with skilled professionals. ➤ Ensuring proper assembly and functionality of products. ➤ Conducting a final walkthrough with the client to address any adjustments or concerns.
	<i>Outline what ongoing training and consulting support is available to customers.</i>	<p>Platinum Visual Solutions emphasizes building strong relationships with our sales representatives and our dealers, which extends to ongoing training and consulting support.</p> <p>❖ Product Training:</p> <ul style="list-style-type: none"> ➤ Guidance on assembling and maintaining our products. ➤ Training sessions for staff to ensure proper use and care <p>❖ Customer Support:</p> <ul style="list-style-type: none"> ➤ Dedicated customer care team available for troubleshooting and inquiries. ➤ Access to resources like user manuals, material specifications, and design guides. <p>❖ Consulting Services:</p> <ul style="list-style-type: none"> ➤ Assistance with space planning and furniture selection to optimize functionality and aesthetics. ➤ Recommendations for integrating our products into various environments, such as offices, hospitality spaces, or educational settings. <p>❖ Ongoing Updates:</p> <ul style="list-style-type: none"> ➤ Notifications about new product launches, features, or updates. ➤ Blog posts and newsletters regarding industry trends and thought leadership
Maintenance services and staff qualifications	<i>Outline your preventative maintenance program for the offered products and services.</i>	<p>Platinum Visual Solutions' preventative maintenance program includes:</p> <p>❖ Regular Inspections:</p> <ul style="list-style-type: none"> ➤ Periodic checks to ensure product remains in optimal condition. ➤ Identification of wear and tear or potential issues before they escalate. <p>❖ Cleaning and Care Guidelines:</p> <ul style="list-style-type: none"> ➤ Recommendations for cleaning materials and methods to maintain product finishes. <p>❖ Component Maintenance:</p> <ul style="list-style-type: none"> ➤ Ensuring moving parts are lubricated and function smoothly. ➤ Replacement of worn-out components to extend product lifespan. <p>❖ Customer Support:</p> <ul style="list-style-type: none"> ➤ Access to a dedicated team for troubleshooting and maintenance advice.

		➤ Availability of replacement parts or repair services
	<i>Identify certifications and qualifications required by installation and maintenance staff.</i>	<p>The following certifications and qualifications that are relevant to our Authorized Dealers typically includes:</p> <ul style="list-style-type: none"> ❖ OSHA Certification: Ensures staff are trained in workplace safety and hazard prevention. ❖ Forklift and Equipment Operation Certification: For handling heavy equipment during installation. ❖ Certified Maintenance and Reliability Technician (CMRT): Demonstrates expertise in maintenance and reliability practices. ❖ HVAC/R Maintenance Technician Certification: If their products involve climate control or ventilation systems. ❖ Technical Training: Specialized training in assembling and maintaining furniture or modular systems. ❖ Customer Service Skills: To ensure effective communication and support during installation and maintenance.
	<i>Outline any warranty programs offered including term length and coverage details.</i>	<p>Platinum Visual Solutions offers warranties for their products, which include:</p> <ul style="list-style-type: none"> ❖ Lifetime Warranty: <ul style="list-style-type: none"> ➤ Applies to Writanium® Markerboards and Chalkboards (porcelain on steel finish) ➤ Covers durability, resistance to impacts, abrasions, scratching, and fading. ❖ 10-Year Warranty: <ul style="list-style-type: none"> ➤ Available for Colored Cork Tackboards, Vinyl Tackboards, Fabric Tackboards and Brilliant Glass ➤ Ensures protection against fading, soil resistance, and microbial growth. <p>These warranties reflect our commitment to quality and long-term customer satisfaction.</p> <p>See our Warranty in Supporting Documents.</p>
Integration with other platforms	<i>Outline any online ordering system applications and integration capabilities with existing systems.</i>	<p>At Platinum Visual Solutions, our dedicated customer service team—many with over 25 years of experience within the company—provides expert support every step of the way. We strive to deliver on our promise “Relax, we’ve got your back” in every aspect. With most orders being made-to-order and built to meet unique project requirements, our team ensures a seamless, personalized ordering process tailored to each client’s needs. Ordering is facilitated through close collaboration with our customer service and sales representatives, offering hands-on guidance and support from initial inquiry to final delivery. We are currently working on integrating an online dealer portal into our website, with a projected launch in late 2026 to early 2027. This enhancement will streamline the ordering process and offer integration capabilities with existing systems to better support our partners</p>
Quality control and compliance	<i>Identify relative quality control processes in place including material selection, testing protocols, and compliance with industry standards.</i>	<p>Platinum Visual Solutions employs rigorous quality control processes to ensure the highest standards in material selection, testing protocols, and compliance with industry standards:</p> <ul style="list-style-type: none"> ❖ Testing Protocols: <ul style="list-style-type: none"> ➤ Porcelain-on-Steel Surfaces: Our Writanium® porcelain markerboards and chalkboards undergo a porcelain-on-steel process that creates a durable, nonporous surface with high resistance to impacts, abrasions, scratching, and fading. These surfaces are tested for superior color contrast, smooth writability, and easy erasure.

		<ul style="list-style-type: none"> ➤ Custom Graphics: The Permafuse™ process seamlessly embeds UV-resistant graphics into the surface of our boards, ensuring durability and resistance to impacts, abrasions, scratching, and fading. ➤ Magnetic Glassboards: Our Brilliant Glass Magnetic Glassboards are made from tempered glass with a steel backing, tested to ensure they do not ghost or stain and are built to last. ❖ Compliance with Industry Standards: <ul style="list-style-type: none"> ➤ Indoor Air Quality Standards: Platinum boards meet the gold level indoor air quality environmental standards of the Scientific Certification Systems, ensuring they are safe for use in various environments. ➤ Fire Resistance: Our markerboards and chalkboards have flame-resistant surfaces that are 100% noncombustible, ensuring safety in various applications. ❖ Quality Control Processes: <ul style="list-style-type: none"> ➤ Stringent Quality Controls: We manufacture our markerboards, chalkboards, and tackboards under stringent quality controls, ensuring each product meets our world-class standards. ➤ Lifetime Warranty: We warranty our porcelain-on-steel surfaces for a lifetime of dependable use, reflecting our confidence in the quality and durability of our products. ➤ Customer Satisfaction: Our commitment to 100% customer satisfaction allows the return of stock products with a 40% restocking charge, ensuring customers receive products that meet their expectations. <p>By implementing these quality control processes, Platinum Visual Solutions ensures that our products are of the highest quality, durable, and compliant with industry standards, providing reliable and innovative solutions for our customers.</p>
	<p><i>Identify measures taken to stay current with technological advancements and integration into product lines.</i></p>	<p>Platinum Visual Solutions takes several measures to stay current with technological advancements and integrate them into our product lines:</p> <ul style="list-style-type: none"> ❖ Advanced Surface Technology: <ul style="list-style-type: none"> ➤ Writanium® Markerboards and Chalkboards: Our surfaces are engineered using a porcelain-on-steel process that creates a durable, nonporous surface with high resistance to impacts, abrasions, scratching, and fading. The Writanium® porcelain surfaces offer superior color contrast, smooth writability, and easy erasure, incorporating the most advanced technology to ensure lifetime performance. ❖ Custom Graphics Integration: <ul style="list-style-type: none"> ➤ Permafuse™ Process: We use the Permafuse™ process to seamlessly embed UV-resistant graphics into the surface of our boards. This allows for custom graphics such as music staff lines, graphs, grids, lines, maps, or logos to be integrated into the boards, enhancing their functionality for educational, business, and creative applications. ❖ Magnetic Glassboards: <ul style="list-style-type: none"> ➤ Brilliant Glass Series: Our Brilliant Glass Magnetic Glassboards showcase elegant yet versatile glass surfaces that do not ghost or stain. These boards are available in multiple aesthetically pleasing colors and can be customized with graphics like company logos or calendars. The tempered glass with a steel backing ensures durability and longevity.

		<ul style="list-style-type: none"> ❖ Mobile Solutions: <ul style="list-style-type: none"> ➤ Brilliant Glass MOBILEMATE™ Series: These magnetic glassboards are designed for easy mobility and nesting, making them ideal for dynamic environments such as classrooms, offices, and medical facilities. The MobileMate™ series includes durable casters and magnetic accessory trays for enhanced functionality. ❖ Refurbishment and Retrofit Solutions: <ul style="list-style-type: none"> ➤ Retrofit Boards: We offer retrofit solutions for updating old, faded, scratched, or worn markerboards and chalkboards. Our customized panels fit easily over existing boards, providing a cost-effective and environmentally friendly way to extend the life of pre-existing installations. ❖ Customization and Versatility: <ul style="list-style-type: none"> ➤ Combination Boards: We provide versatile, multi-purpose combination boards that can be configured with different modules to suit various needs. This flexibility allows for the integration of the latest surface technologies and customization options. ❖ Research and Design: <ul style="list-style-type: none"> ➤ Continuous Innovation: Our dedicated research and design team works tirelessly to explore new materials, technologies, and design methodologies. This commitment to innovation ensures that we stay ahead of industry trends and deliver cutting-edge solutions that meet the evolving needs of our customers. <p>By incorporating these technological advancements, customization options, and continuous research and design efforts into our product lines, Platinum Visual Solutions ensures that our products remain innovative, functional, and environmentally responsible.</p>
	<p><i>Outline all applicable product certifications currently held such as BIFMA or ADA.</i></p>	<p>PVS utilizes Writanium®, this is a premium porcelain markerboard surface offered only by PVS. It is designed to provide an exceptional writing experience and is widely used in educational and professional settings. Key features of Writanium® include:</p> <ul style="list-style-type: none"> ❖ Projection-Friendly Surface: Ideal for presentations and multimedia use. ❖ Magnetic Compatibility: Accepts magnetic accessories for added functionality. ❖ Durability: Resistant to ghosting, staining, and wear, ensuring long-lasting performance. ❖ SCS Indoor Advantage™ Gold Certification: Recognized for contributing to healthier indoor air quality. ❖ Customizable Options: Available in various colors, including Bright White, Soft Grey, and Beige, to suit different environments. ❖ Compliance with AIA Standards: Designed to meet the standards set by the American Institute of Architects (AIA), ensuring architectural quality and compatibility. ❖ Writanium® markerboards are backed by a "forever warranty," reflecting their reliability and quality. They are available in multiple configurations, such as drop-in tray systems, modular trim systems, and sleek iFrame designs, catering to diverse needs and preferences.

	<p><i>Describe initiatives in place to address environmental impact measures such as product recycling, refurbishment, and disposal at end of life.</i></p>	<p>Platinum Visual Solutions has several initiatives in place to address environmental impact measures, including product recycling, refurbishment, and disposal at end of life:</p> <ul style="list-style-type: none"> ❖ SCS Certified Gold Indoor Advantage: <ul style="list-style-type: none"> ➤ Certification: Platinum Visual Solutions' products, including markerboards, chalkboards, and tackboards, have earned the SCS Certified Gold Indoor Advantage status. This certification ensures that the products meet stringent indoor air quality environmental standards. ❖ Refurbishment and Retrofit Boards: <ul style="list-style-type: none"> ➤ Retrofit Solutions: For classrooms, businesses, and other institutions with old, faded, scratched, or worn markerboards or chalkboards, Platinum Visual Solutions offers retrofit solutions. Our customized panels fit easily over old boards to update pre-existing structures without the hassle of removal, extending the life of existing installations and reducing waste. ❖ Sustainable Manufacturing Practices: <ul style="list-style-type: none"> ➤ Quality Materials: Platinum Visual Solutions uses superior heavy-duty 6063-T5 aluminum alloy exclusively to produce our aluminum extrusions. This ensures durability and longevity, reducing the need for frequent replacements. ➤ Environmentally Friendly Products: Our commitment to developing environmentally friendly visual products includes stringent quality controls and the use of sustainable materials. ❖ Product Recycling and Disposal: <ul style="list-style-type: none"> ➤ Recyclable Components: Many of our products, such as aluminum frames and rubber tackboards, are designed to be recyclable at the end of their life cycle. ➤ Disposal Guidance: Platinum Visual Solutions provides guidance on the proper disposal of our products, ensuring that materials are recycled or disposed of in an environmentally responsible manner. ❖ Warranty and Longevity: <ul style="list-style-type: none"> ➤ Lifetime Warranty: The lifetime warranty on many of our porcelain-on-steel surfaces ensures that these products are built to last, reducing the need for frequent replacements and minimizing waste. <p>These initiatives demonstrate Platinum Visual Solutions' commitment to reducing environmental impact through sustainable manufacturing practices, product recycling, refurbishment, and responsible disposal at the end of life.</p>
Customer service/problem resolution	<p><i>Describe your company's Customer Service Department (hours of operation, how you resolve issues, number of service centers, etc.).</i></p>	<p>Platinum Visual Solutions is dedicated to providing top-notch customer service to ensure complete satisfaction for our clients. Here are the key aspects of our Customer Service Department:</p> <ul style="list-style-type: none"> ❖ Hours of Operation: <ul style="list-style-type: none"> ➤ Our customer service team is available during regular business hours to assist with inquiries, orders, and support Monday through Friday during standard business hours. ❖ Issue Resolution:

		<ul style="list-style-type: none"> ➤ Prompt Responses: If you have a question, we'll get it answered. If you have a complaint, we'll make it right. Our team is committed to providing friendly, courteous, and helpful support every time we speak to you. ➤ Return Merchandise: At Platinum Visual, we strive to ensure customer satisfaction with every purchase. Many of our products are made to order, and returns will not be accepted without prior written consent from Platinum Visual. Platinum reserves the right to refuse returns on any items, including custom or specialty merchandise. For approved returns, the Customer is responsible for prepaying all return freight charges, and a 40% restocking fee will apply. Returned merchandise must be unused, in resalable condition, and in its original packaging. An RA number, issued by customer service, is required for all returns ➤ Freight, Damages, or Shortages: In the event of visible freight damage, customers are advised to note the damage on the freight bill and notify the carrier at once for inspection. Taking photographs of any damaged product, shipping carton, container, packaging, etc., is highly recommended. Customers have the right to refuse the delivery of any shipment showing visible damage or to note "possibility of concealed damage" if the packaging is questionable. ❖ Number of Service Centers: <ul style="list-style-type: none"> ➤ Platinum Visual Solutions operates from our facility in Corona, California, where we take pride in every aspect of delivering a top-quality visual display system. ➤ We also operate from our facility in Dixonville, PA to provide coast-to-coast service. ❖ Customer Satisfaction: <ul style="list-style-type: none"> ➤ Commitment to Excellence: In everything we create and everything we do — it's your complete satisfaction that drives us to be the very best. We make it easy so you can be brilliant. Platinum Visual Solutions continues to set the highest standard for quality, reliability, and integrity in our products, combined with unsurpassed service. <p>By focusing on these aspects, Platinum Visual Solutions ensures that our Customer Service Department is equipped to handle inquiries, resolve issues efficiently, and maintain high levels of customer satisfaction.</p>
Financial condition of vendor	<i>Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of credit, and detailed reference letters</i>	<p>Platinum Visual Solutions has demonstrated its financial strength and stability by providing a comprehensive DUNS and Bradstreet report. This report offers meaningful data showcasing our creditworthiness, financial reliability, and operational capacity. We are committed to transparency and accountability, ensuring that all required information is readily available to instill confidence in our business practices.</p> <p>Duns and Bradstreet report can be located in Supporting Documents.</p>
	<i>What was your annual sales volume over last three (3) years?</i>	<p>Our annual sales volume has shown consistent and significant growth over the last three years, reflecting our strong market presence and successful strategies.</p> <ul style="list-style-type: none"> • 2022: \$13,194,084.43 • 2023: \$18,621,575.88 • 2024: \$34,426,871.48

		<p>This upward trend demonstrates our ability to adapt to market demands, expand our customer base, and deliver value-driven solutions. The consistent increase, culminating in 2024 sales volume more than doubling that of 2022, highlights the effectiveness of our initiatives and our commitment to meeting the needs of our clients.</p>
History of meeting products and services deadlines	<p><i>Outline the process timeline for product pickup, delivery and any other applicable capabilities not already addressed.</i></p>	<p>Platinum Visual Solutions outlines a comprehensive process timeline for product pickup, delivery, and other applicable capabilities to ensure efficient and timely service:</p> <ul style="list-style-type: none"> ❖ Order Submission: <ul style="list-style-type: none"> ➤ Written Orders: All orders must be submitted in writing by US mail, Fax, or E-mail. Verbal orders are not acceptable. Complete order information is required for prompt entry and scheduling for manufacturing and shipment. ❖ Order Acknowledgement: <ul style="list-style-type: none"> ➤ Acknowledgement: Orders for custom designs, custom, and non-stocked material will be acknowledged within 48 hours of receipt of the completed order. It is the buyer's responsibility to check orders and their corresponding acknowledgments for accuracy and notify Platinum Visual Solutions of any discrepancies within 48 hours. ❖ Lead Times: <ul style="list-style-type: none"> ➤ Establishment of Lead Times: Lead times are established at the time of order entry. Platinum Visual Solutions aims to meet all requested ship dates. In case of unforeseen product issues causing delays, notification will be given as soon as possible. ❖ Product Manufacturing: <ul style="list-style-type: none"> ➤ Manufacturing Process: Upon order acknowledgment and lead time establishment, products are manufactured under stringent quality controls to ensure they meet world-class standards. ❖ Product Pickup and Delivery: <ul style="list-style-type: none"> ➤ Shipping: Every effort is made to ship in accordance with customer-requested freight carriers. Platinum Visual Solutions is not responsible for damage in shipment when the product is shipped on a third-party or collect basis. ➤ Visible Freight Damage: In the event of visible freight damage, customers should note the damage on the freight bill and notify the carrier immediately for inspection. Reporting damage within 15 days of delivery is required by carriers. ➤ Concealed Damage: If the possibility exists for concealed damage, opening and inspecting the merchandise should be completed at the first available opportunity. Any shortages discovered should be reported to customer service immediately. ❖ Returned Merchandise: <ul style="list-style-type: none"> ➤ Return Policy: At Platinum Visual, we strive to ensure customer satisfaction with every purchase. Many of our products are made to order, and returns will not be accepted without prior written consent from Platinum Visual. Platinum reserves the right to refuse returns on any items, including custom or specialty merchandise. For approved returns, the Customer is responsible for prepaying all return freight charges, and a 40% restocking fee will apply. Returned merchandise must be unused, in resalable condition, and in its original packaging. An RA number, issued by customer service, is required for all returns

		<p>❖ Customer Service and Support:</p> <ul style="list-style-type: none"> ➤ Issue Resolution: The customer service team is available to assist with inquiries, resolve complaints, and provide support. They ensure friendly, courteous, and helpful service every time. <p>❖ Payment Terms:</p> <ul style="list-style-type: none"> ➤ Invoicing: For credit-approved customers, all merchandise is invoiced when shipped; FOB Corona, CA 92879. Standard terms are net 30 days. Interest charges of 1.5% per month may be assessed on invoices not paid within terms. <p>❖ Change Orders and Cancellations:</p> <ul style="list-style-type: none"> ➤ Change Orders: All change orders must be in writing, and additional charges may apply. Orders are considered firm and cannot be canceled except by written consent from Platinum Visual Systems. Cancellation fees may apply, especially for custom or non-stocked material. <p>By following this process timeline, Platinum Visual Solutions ensures efficient order handling, manufacturing, and delivery, while maintaining high standards of customer service and satisfaction.</p>
Other factors relevant to this section as submitted by the Respondent	<i>Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency</i>	Platinum Visual Solutions has the capacity and ability to provide management reports such as consolidated billing by location, time and attendance reports for each eligible agency upon request. This process can also be automated through the current software that we use.
	<i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i>	Please see our Workers' Compensation Experience Rating & our EMR Rating in Supporting Documents.
Qualification and Experience (25 Points)		
Respondent reputation in the marketplace	<i>Provide a link to your company's website</i>	www.pvsusa.com
	<i>Please provide a brief history of your company, including the year it was established.</i>	<p>Platinum Visual Solutions boasts a proud legacy that spans over six decades. Established as ABC School Equipment, Inc., we have been a steadfast and trusted name in the industry, consistently delivering quality products and fostering strong relationships with our clients. Throughout our history, we have evolved to meet the changing needs of the market, ensuring that our offerings remain relevant and impactful.</p> <p>In April 2024, we took a transformative step forward by rebranding as Platinum Visual Solutions. This rebranding signifies more than a name change; it represents our journey of growth and transformation—from being a traditional product vendor to becoming a strategic, solutions-oriented partner. By expanding our capabilities and focusing on innovation, we aim to address the diverse challenges our clients face, offering tailored solutions that deliver long-term value.</p> <p>This milestone underscores our dedication to adaptability and customer-centricity. We remain committed to exceeding expectations, embracing new technologies, and driving</p>

		success for the organizations we serve. As Platinum Visual Solutions, we are not just adapting to industry evolution—we are leading it.
Past relationship with Region 10 ESC and/or Region 10 ESC members	<i>Have you worked with Region 10 in the past? If so, provide the timeframe and main contact for that work?</i>	While we have not had the opportunity to work with Region 10 in the past, we are genuinely excited about the chance to collaborate with you and Equalis Group. We look forward to bringing our expertise and robust product offerings to the table to support Region 10's and Equalis Group's goals effectively.
Experience and qualification of key employees	<p><i>Please provide contact information and resumes for the person(s) who will be responsible for the following areas. Region 10 requests contacts to cover the following:</i></p> <ul style="list-style-type: none"> <i>* Executive Support</i> <i>* Account Manager</i> <i>* Contract Manager</i> <i>* Marketing</i> <i>* Billing, reporting & Accounts Payable</i> 	<p>Executive Support Mark Lawer, mlawer@pvsusa.com, Mark Lawer is a seasoned executive with extensive experience in the visual display and solutions industry. As the CEO of Platinum Visual Solutions, Mark leads with a vision to innovate and transform collaborative and educational environments. His expertise spans strategic leadership, operational excellence, and fostering growth in competitive markets. Mark's career is rooted in a deep understanding of the visual solutions sector, having honed his skills through decades of hands-on experience and leadership. Under his guidance, Platinum Visual Solutions continues to deliver cutting-edge products, including the revolutionary P360 Solutions, which redefine functionality and engagement in learning and collaborative spaces.</p> <p>A results-driven leader, Mark is committed to driving organizational success by leveraging his strategic acumen, industry knowledge, and dedication to quality. His ability to build strong partnerships and inspire teams has positioned him as a trusted leader in the industry.</p> <p>& Gregg Steliga, gsteliga@pvsusa.com Gregg Steliga is a highly experienced professional with over 30 years of expertise in the furniture, design, and manufacturing industries. Throughout his career, Gregg has specialized in the sale and design of visual communication products, particularly within the furniture and construction sectors. His deep understanding of these industries has positioned him as a trusted leader in delivering innovative solutions that meet the evolving needs of clients. Gregg currently serves as Senior Vice President at Platinum Visual Solutions, where he leverages his extensive knowledge to drive strategic growth and operational excellence. His leadership focuses on enhancing product offerings, fostering collaboration, and ensuring customer satisfaction. Gregg's commitment to quality and innovation continues to make a significant impact in the visual solutions space.</p> <p>Account Manager – Hailey James, hjames@pvsusa.com Contract Manager – Hailey James, hjames@pvsusa.com Hailey James is a dynamic marketing and partnerships professional with a strong background spanning marketing execution, strategic partnerships, and medical device sales. Currently serving as a Marketing Execution Specialist for Platinum Visual Solutions & P360 Wall Solutions, Hailey leverages her creative and analytical skills in a hybrid role based in California.</p> <p>Previously, she was the Manager of Partnerships and Events at Solo Stove, where she led event strategy and cultivated high-impact partnerships, enhancing brand presence and customer engagement across key markets. With a foundation in medical sales, Hailey brings over four years of experience from Alphatec Spine and Globus Medical, where she developed a reputation for client relationship management, team leadership, and exceeding sales targets.</p>

		<p>Hailey’s early experience at FOX Sports as a Technological Operations Intern allowed her to gain cross-functional collaboration skills in digital product development, enhancing her ability to work seamlessly across departments.</p> <p>Her career reflects a unique blend of marketing expertise, event leadership, and a results-driven mindset, making her a versatile asset in both creative and technical industries.</p> <p>Marketing Kurt James, kjames@pvsusa.com Kurt James has an extensive marketing and entrepreneurial background as a brand strategist and marketing consultant where he designed and implemented fully-integrated marketing campaigns for clients like INDEAL, Platinum Visual Solutions, Claridge Products, Travis Mathew, BEHR Paint, Avery, BJ’s Restaurant and Brewhouse, Mazda, and Alorica.</p> <p>& Anays Ramirez, aramirez@pvsusa.com Anays Ramirez is a dynamic marketing professional based in Santa Ana, CA, with a robust background in crafting and executing marketing initiatives across diverse industries. With experience as a Marketing Coordinator, Assistant Marketing Manager, and Marketing Administrative Assistant, she brings a unique blend of strategic insight and operational expertise to every project. Anays excels in developing targeted digital campaigns, managing brand communications, and streamlining marketing processes, all while supporting high-level executive operations. Her ability to adapt quickly and collaborate across teams makes her an invaluable asset in driving brand visibility and business growth</p> <p>Billing, reporting and AP – Reporting – Martin Quiroz Jr., mquirozjr@pvsusa.com Martin “Jr” Quiroz is a seasoned sales and customer service leader with over 17 years of experience in the visual communications and manufacturing industries. Currently serving as the Director of Inside Sales and Customer Service at Platinum Visual Solutions, Martin brings a wealth of industry knowledge and a proven track record of driving operational excellence. He excels at formulating strategic sales initiatives, optimizing customer engagement processes, and leading high-performance teams to exceed performance targets. Known for his ability to integrate deep industry insights with practical, results-oriented strategies, Martin is dedicated to enhancing client relationships and fostering a customer-centric culture. His commitment to innovation and continuous improvement has been instrumental in streamlining sales processes, improving service delivery, and ultimately contributing to sustainable business growth. Martin’s leadership and expertise position him as a key asset in delivering superior value in competitive markets.</p> <p>AP Ira Garcia-Salazar, igarcia-salazar@pvsusa.com Ira has been an integral part of Platinum Visual Solutions for the past five years, bringing exceptional expertise in processing high-volume invoices across all departments and locations. Her meticulous attention to detail ensures the accurate entry and verification of invoices, matching them seamlessly with purchase orders for raw materials, freight bills for sales order shipments, and services from on-site vendors such as landscaping, HVAC maintenance, and janitorial suppliers.</p>
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Past experience working with the public sector	<p><i>What are your overall public sector sales, excluding Federal Government, for last three (3) years?</i></p>	<p>Overall Public Sector Sales (Excluding Federal Government):</p> <p>Over the last three years, our company achieved overall sales of \$66 million. Of this total, approximately 90% of the sales volume has been associated with the K-12 education market.</p> <p>We are excited about the opportunity to secure the Equalis Group contract, which would enable us to further focus on the education market and expand our commitment to serving K-12 institutions through this partnership.</p>
	<p><i>What is your strategy to increase market share in the public sector?</i></p>	<p>Platinum Visual Solutions' Public Sector Growth Strategy Leveraging the Equalis Group Agreement</p> <p>Platinum Visual Solutions is dedicated to expanding our market share in the public sector through a strategic, multi-faceted approach focused on collaboration, innovation, and targeted market entry. At the heart of this strategy is the Equalis Group agreement, which provides us with a vetted, alternative pathway to reach new public sector clients.</p> <ul style="list-style-type: none"> ❖ Strengthening Partnerships <ul style="list-style-type: none"> ➤ Localized Expertise: We collaborate with authorized dealers to deliver tailored services and localized expertise, ensuring that public sector clients receive the dedicated support they need. ➤ Deep Relationships: By forging strong bonds with key public sector agencies, we gain critical insights into their specific challenges and requirements. ➤ Leveraging the Equalis Group Agreement: The Equalis Group agreement will serve as our vital go-to-market vehicle, validating our credibility and opening exclusive channels for engagement. This strategic alliance is not just an add-on—it is integral to our approach, enabling us to access, engage, and serve diverse public sector segments more effectively. ❖ Expanding Product Accessibility <ul style="list-style-type: none"> ➤ Streamlined Procurement: We are enhancing our online ordering systems and integration capabilities to simplify procurement processes, making our range of customizable products more accessible to public sector clients. ➤ Tailored Solutions: Our product offerings are designed to be flexible and responsive, addressing the evolving needs of public sector operations. ❖ Promoting Sustainability <ul style="list-style-type: none"> ➤ Environmental Initiatives: Sustainability is a core priority. Our initiatives include robust product recycling and refurbishment programs that align with the public sector's increasing focus on eco-friendly practices.

		<ul style="list-style-type: none"> ➤ Alignment with Policy: By integrating sustainability into our product lifecycle, we ensure that our solutions meet the environmental standards and policy objectives of public sector agencies. ❖ Investing in Innovation <ul style="list-style-type: none"> ➤ Continuous Improvement: We are committed to continually enhancing our product designs and visualization capabilities to stay ahead of industry trends. ➤ Future-Ready Solutions: Our focus on innovation guarantees that we provide forward-thinking, value-added services tailored to the dynamic needs of public sector clients. ❖ Enhancing Market Presence Through Strategic Events <ul style="list-style-type: none"> ➤ Targeted Engagement: We will actively participate in key industry tradeshows and dedicated public sector purchasing events, directly engaging with decision-makers and procurement specialists. ➤ Maximizing Equalis Opportunities: We will actively participate in Equalis Group events to capture invaluable insights by listening to success stories and understanding firsthand which strategies are working for our industry peers. This direct exchange of best practices will allow us to dynamically refine our public sector approach and transform these insights into enhanced strategies, innovative practices, and a stronger competitive edge in our market. <p>By centering our go-to-market strategy around the Equalis Group agreement, Platinum Visual Solutions is uniquely positioned to penetrate and expand within the public sector. This integrated approach—blending robust partnerships, enhanced product accessibility, sustainability, innovation, and strategic event participation—ensures that we not only capture new opportunities but also become a trusted, industry-leading partner in this vital market segment.</p>
Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors	<i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i>	<p>In April 2024, we underwent a significant rebranding to reflect our evolution as a company. Formerly known as ABC School Equipment, Inc., our new identity as Platinum Visual Solutions underscores our transition from a traditional product vendor to a forward-thinking, solutions-oriented partner. This change highlights our commitment to innovation, adaptability, and addressing the changing needs of our clients. By adopting the name "Platinum Visual Solutions," we emphasize our focus on delivering premium-quality visual communication products and services that meet the demands of modern learning and collaborative spaces.</p> <p>Additionally, we are proud to confirm that Platinum Visual Solutions has not been involved in any past or present litigation.</p>
Minimum of 5 public sector customer references relating to the products and services within this RFP	<i>Provide a minimum of five (5) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide references for</i>	Chaffey Community College; Parawana Ayobi (Buyer); Rancho Cucamonga, CA; 909-652-6182; Serviced since 2010; total volume \$27,000

	<i>K12, Higher Education, City/County and State entities. Provide the entity; contact name & title; city & state; phone number; years serviced; description of services; and annual volume</i>	<p>El Camino Community College; Melissa Lopez (District Buyer); Torrance, CA; 310-660-3976; serviced since 2006; total volume \$71,000</p> <p>Glendale Community College; Silva Sorkazian (Assistant Director of Facilities); Glendale, CA; 818-551-5221; serviced since 2011; Total volume \$243,000</p> <p>Los Angeles Mission College; Danielle Fuller (Project Coordinator); Sylmar, CA; 805-294-3021; Serviced since 2016; Total volume \$14,000</p> <p>Mira Costa College; Erin McGowen (Project Engineer); Oceanside, CA; 760-522-8910; Serviced since 2009; Total volume \$25,500</p>
Company profile and capabilities	<i>Do you plan to sell to customers directly, use resellers or subcontractors, or a combination of both? If you intend to use resellers and/or subcontractors, describe your process for ensuring that resellers and subcontractors comply with the pricing and terms of the contract.</i>	<p>Platinum Visual Solutions sells through an authorized dealer network. To ensure compliance with pricing and the terms of the contract, Platinum Visual Solutions maintains transparency by making their pricing public. Discounts are also publicly available, and list prices will always be verifiable online.</p> <p>This approach ensures that resellers and subcontractors adhere to the established pricing and terms, providing consistency and reliability for all customers.</p>
Exhibited understanding of cooperative purchasing	No answer is required. Region 10 will utilize your overall response to this questionnaire to make this determination. Previous experience with cooperatives is not necessary to score well for this criterion.	
Other factors relevant to this section as submitted by the Respondent	<i>If your company is a privately held organization, please indicate if the company is owned or operated by anyone who has been convicted of a felony. If yes, a detailed explanation of the names and conviction is required.</i>	Platinum Visual Solutions is a privately held organization, and we are proud to confirm that no individual involved in the ownership or operation of our company has been convicted of a felony.
	Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services. These will be provided in the space provided in Form 3. No answer is required here.	
Commitment to Service Equalis Group Members (15 Points)		
Marketing plan, capability, and commitment	<i>Detail how your organization plans to market and promote this contract upon award, including how this contract will fit into your organization’s current go-to-market strategy in the public sector.</i>	<p>Platinum Visual Solutions’ Strategic Approach for Promoting the Awarded Contract</p> <p>❖ Centralizing the Contract in Our Public Sector Value Proposition: Upon being awarded the Equalis Group contract, it will be prominently positioned as a cornerstone of our public sector portfolio. We will update our messaging across digital platforms, collateral, and sales narratives to underscore how this contract validates our expertise and capability to deliver tailored, public sector solutions. This shift will not only reinforce our credibility with existing public sector clients but also serve as a strong differentiator when engaging with new prospects.</p> <p>❖ Multi-Channel Digital and Print Marketing:</p> <p>➤ Targeted Content Creation: We will develop a series of thought leadership articles, success stories, and case studies that illustrate how the contract enhances our service offerings.</p>

		<ul style="list-style-type: none"> ➤ Press Releases & Public Announcements: A press release announcing the contract award will be distributed through key industry media outlets and public sector publications, ensuring widespread visibility among decision-makers. ➤ Social Media & Email Campaigns: Our campaign will leverage social media, email newsletters, and targeted online advertising to reach public sector stakeholders, highlighting the transformative impact of our solutions enabled by the contract. <p>❖ Trade Shows and Industry Events:</p> <ul style="list-style-type: none"> ➤ Strategic Event Participation: A major part of our promotional efforts will involve attending key public sector trade shows and dedicated purchasing events. These events provide us with the ideal platform to: <ul style="list-style-type: none"> ▪ Showcase our enhanced capabilities tied to the contract. ▪ Conduct live demonstrations and interactive sessions tailored to public sector needs. ▪ Network directly with procurement officers, decision-makers, and industry influencers. ➤ Equalis Group Events: We will actively participate in Equalis Group events as strategic learning opportunities. Rather than solely focusing on promotion, our hope is that these events will provide us with a platform to engage with fellow manufacturers and gain firsthand insights from their success stories. By exchanging best practices and innovative strategies, we can enhance our own approaches and ultimately refine our public sector solutions in a rapidly evolving market. <p>❖ Sales Enablement and Stakeholder Engagement:</p> <ul style="list-style-type: none"> ➤ Internal Training: We will engage in a comprehensive training for our sales and customer engagement teams so they can effectively articulate the benefits of the contract and how it positions us for sustained growth in the public sector. ➤ Partner Collaboration: Building on existing relationships with authorized dealers and local partners, we will integrate the contract into our joint marketing initiatives and co-branded events, ensuring that every touchpoint with the public sector is leveraging this key achievement. <p>❖ Measuring Impact and Refining Strategy:</p> <ul style="list-style-type: none"> ➤ Analytics and Feedback Loops: We will implement robust performance metrics at every stage—from digital engagement and media reach to direct inquiries and leads generated at trade shows. This feedback will enable us to refine our messaging and tactics continuously. ➤ Customer Success Stories: Ongoing success stories from our public sector clients will be featured in follow-up marketing campaigns, reinforcing the ongoing impact
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		<p>of the contract and fostering long-term relationships.</p> <p>By centering our go-to-market strategy around the awarded contract and using it as a critical proof point in our public sector engagements, Platinum Visual Solutions is poised to not only capture new market share but also to establish itself as the go-to partner for public sector technology solutions. Our proactive participation in trade shows and industry events further amplifies our outreach, creating actionable connections and expanding our footprint within government markets.</p>
	<p><i>Detail how your organization will train your sales force and customer service representatives on this contract to ensure that they can competently and consistently present the contract to public agency customers and answer any questions they might have concerning it.</i></p>	<p>Platinum Visual Solutions is committed to ensuring that our sales force and customer service representatives are thoroughly trained to competently and consistently present this contract to public agency customers. Our training strategy includes:</p> <ul style="list-style-type: none"> ❖ Comprehensive Training Programs: <ul style="list-style-type: none"> ➤ Conducting in-depth training sessions to familiarize the team with the contract's terms, benefits, and key selling points. ➤ Providing detailed product knowledge, including customization options and compliance with public sector requirements ❖ Resource Accessibility: <ul style="list-style-type: none"> ➤ Equipping the team with easy-to-access resources, such as FAQs, product catalogs, and digital guides, to support their understanding and ability to address customer inquiries. ➤ Offering ongoing access to technical support and customer service for additional assistance. ❖ Regular Updates and Feedback: <ul style="list-style-type: none"> ➤ Keeping the team informed about any updates or changes to the contract through regular briefings. ➤ Gathering feedback from the sales force and customer service representatives to continuously improve training effectiveness. ❖ Collaboration with Authorized Dealers: <ul style="list-style-type: none"> ➤ Partnering with our network of authorized dealers to ensure consistent messaging and alignment in presenting the contract to public agency customers. <p>This structured approach ensures that our team is well-prepared to represent the contract effectively and provide exceptional service to public sector clients.</p>
	<p><i>Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and agrees to provide permission for reproduction of such logo in marketing communications and promotions</i></p>	<p>Platinum Visual Solutions agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and grants permission for the reproduction of these logos in marketing communications and promotions.</p>
Ability to manage a cooperative contract	<p><i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i></p>	<p>Platinum Visual Solutions has the capacity to report monthly sales through this agreement to Equalis Group. Our streamlined systems and processes ensure accurate and timely reporting. We utilize advanced tracking tools to monitor sales data, allowing us to compile</p>

		comprehensive reports that meet the requirements of Equalis Group. This capability reflects our commitment to transparency and effective collaboration with our partners.
	Define the specific, step-by-step process for your sales and/or quote generation team to tie a quote, proposal, invoice, and/or purchase order to the Equalis cooperative contract in your Customer Relationship Management (“CRM”), sales system, or Enterprise Resource Planning (“ERP”) system. Include any individuals and/or teams involved in this process.	<ol style="list-style-type: none"> 1. Initial Customer Inquiry: <ul style="list-style-type: none"> ○ Customers reach out to an authorized dealer to discuss their needs and request a quote. The dealer identifies the Equalis Group cooperative contract as the applicable agreement. 2. Quote Generation: <ul style="list-style-type: none"> ○ The authorized dealer uses their quoting system to generate a quote tied to the Equalis Group contract. This includes referencing the contract's pricing structure and terms to ensure accuracy. 3. Proposal Development: <ul style="list-style-type: none"> ○ If the customer requires a formal proposal, the dealer collaborates with their team to prepare a proposal that aligns with the Equalis Group contract. This may include detailed product descriptions, customization options, and compliance information. 4. Purchase Order Processing: <ul style="list-style-type: none"> ○ The customer submits a purchase order to the authorized dealer. The dealer processes the order through their Enterprise Resource Planning (ERP) system, tying it directly to the Equalis Group contract. 5. Order Fulfillment: <ul style="list-style-type: none"> ○ The dealer coordinates with Platinum Visual Solutions to fulfill the order, ensuring all specifications are met. 6. Installation (if required): <ul style="list-style-type: none"> ○ If installation is required by the agency, the dealer works with qualified installation teams to deliver and install the products, adhering to all specifications and timelines. 7. Invoice and Payment Terms: <ul style="list-style-type: none"> ○ After completion of the order and any necessary installation, the dealer generates an invoice, referencing the Equalis Group cooperative contract details. Payment is due within 30 days, as outlined in the invoice. <p>This process integrates installation as a key step while maintaining clarity and compliance with the Equalis Group cooperative contract.</p>
	Identify any contracts with other cooperative or government group purchasing organizations of which your company is currently a part of:	TIPS, MHEC, The Foundation, NCEPC - San Diego County
Commitment to supporting agencies to utilize the contract	If awarded a contract, how would you approach agencies in regards to this contract? Please indicate how this would work for both new customers to your organization, as well as existing.	<p>If awarded a contract, Platinum Visual Solutions would implement a tailored approach to engage both new and existing customers effectively:</p> <ul style="list-style-type: none"> ❖ For New Customers: <ul style="list-style-type: none"> ➤ Targeted Outreach: <ul style="list-style-type: none"> ▪ Conduct outreach campaigns to introduce the contract and highlight its benefits. ▪ Leverage our authorized dealer network to connect with potential customers in their regions.

		<ul style="list-style-type: none"> ➤ Educational Efforts: <ul style="list-style-type: none"> ▪ Host webinars, presentations, and demonstrations to showcase how our products and services align with their needs under the contract. ▪ Provide detailed materials, such as brochures and case studies, to build trust and understanding. ➤ Personalized Support: <ul style="list-style-type: none"> ▪ Assign dedicated representatives to guide new customers through the procurement process and answer any questions. ▪ Offer consultations to identify specific needs and recommend tailored solutions. <p>❖ For Existing Customers:</p> <ul style="list-style-type: none"> ➤ Contract Integration: <ul style="list-style-type: none"> ▪ Inform existing customers about the new contract and how it enhances their current purchasing options. ▪ Highlight any additional benefits or streamlined processes available through the contract. ➤ Strengthening Relationships: <ul style="list-style-type: none"> ▪ Conduct regular check-ins to ensure satisfaction and explore opportunities for expanded collaboration. ▪ Share updates on new products or services that may be of interest under the contract. ➤ Seamless Transition: <ul style="list-style-type: none"> ▪ Work closely with existing customers to transition their purchases to the new contract, ensuring minimal disruption. ▪ Provide training or resources to help them navigate the contract's terms and benefits. <p>This dual approach ensures that both new and existing customers are well-informed, supported, and able to maximize the value of the contract.</p>
Other factors relevant to this section as submitted by the Respondent	<i>Provide the number of sales representatives which will work on this contract and where the sales representatives are located.</i>	PVS will leverage its extensive authorized dealer network of over 800 dealers across the United States. This open-line network ensures that all dealers have access to the contract, promoting broad availability and seamless service delivery. We are committed to providing comprehensive training to our dealers, ensuring they fully understand the details and benefits of the contract. Additionally, we will collaborate with our dealers to develop strategic plans for both new and existing customers, maximizing the utilization and effectiveness of the contract to meet the needs of the education market.



Platinum
VISUAL SOLUTIONS

REQUIRED

PROPOSAL FORMS



The following should replace Proposal Form 3 in its entirety.

PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications.


PROPOSAL FORM 4: CLEAN AIR WATER ACT

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: Platinum Visual Solutions

Title of Authorized Representative: Chairman of the Board

Mailing Address: 1451 E. 6th Street, Corona, CA 92879-1715

Signature: 

PROPOSAL FORM 5: DEBARMENT NOTICE

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: Platinum Visual Solutions

Title of Authorized Representative: Chairman of the Board

Mailing Address: 1451 E. 6th Street, Corona, CA 92879-1715


Signature:  _____

PROPOSAL FORM 6: LOBBYING CERTIFICATION

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.


Signature of Respondent

4/8/2025
Date

PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

Fingerprint & Criminal Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.



Signature of Respondent

4/8/2025

Date

PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

VENDOR Platinum Visual Solutions

ADDRESS 1451 E. 6th Street

Corona, CA 92879-1715

PHONE 1-800-498-2990

FAX _____

RESPONDANT

Hailey James
Signature

Hailey James
Printed Name

Marketing Exuction Specialist
Position with Company

AUTHORIZING OFFICIAL


Signature

Gary P. Stell Jr
Printed Name

Chairman of the Board
Position with Company

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

Certificate Number:
2025-1286001

Date Filed:
03/24/2025

Date Acknowledged:

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Platinum Visual Solutions
Corona, CA United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Region 10 ESC

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

R10-1176
FURNITURE AND STORAGE RELATED PRODUCTS AND SERVICES

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	Platinum Visual Solutions	Corona, CA United States	X	

5 Check only if there is NO Interested Party. ☐

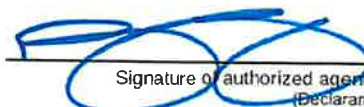
6 UNSWORN DECLARATION

My name is Gary P. Stell Jr., and my date of birth is 2/2/1968.

My address is 1451 E. 6th Street, Corona, CA, 92879, Riverside.
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Riverside County, State of California, on the 7th day of April, 20 25.
(month) (year)



Signature of authorized agent of contracting business entity
(Declarant)

PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295

Certificate of Interested Parties (Form 1295):

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

Filing Process:

Starting on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016.
https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

PROPOSAL FORM 11: RESIDENT CERTIFICATION

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- ☐ I certify that my company is a "**resident Bidder**"
- ☒ I certify that my company qualifies as a "**nonresident Bidder**"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

Platinum Visual Solutions

1451 E. 6th Street

Company Name

Address

Corona

CA

92879-1715

City

State

Zip

The following should replace Proposal Form 12 in its entirety. Changes have been highlighted.

PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or “EDGAR” requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract’s general terms and conditions, to address the member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Vendor should certify Vendor’s agreement and ability to comply, where applicable, by having Vendor’s authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor’s response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? _____

(Initials of Authorized Representative)

2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating

Does vendor agree? _____

3. Equal Employment Opportunity:

Does vendor agree? _____

(Initials of Authorized Representative)

Does vendor agree?

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement:

Vendor agrees to comply with the above requirements when applicable.

7. Clean Air Act and Federal Water Pollution Control Act:


When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension:

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accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree?  _____
(Initials of Authorized Representative)


9. Byrd Anti-Lobbying Amendment:

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree?  _____
(Initials of Authorized Representative)

10. Procurement of Recovered Materials:

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree?  _____
(Initials of Authorized Representative)

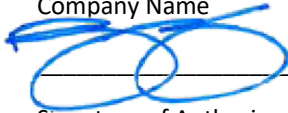
11. Profit as a Separate Element of Price:

(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Platinum Visual Solutions

Company Name



Signature of Authorized Company Official

Gary P. Stell Jr

Printed Name

Chairman of the Board

Title

4/8/2025

Date

The following should replace Proposal Form 13 in its entirety. Changes have been highlighted.

PROPOSAL FORM 13: FEMA REQUIREMENTS

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or “EDGAR” requirements). Additionally, Appendix II to Part 200 authorizes FEMA to require or recommend additional provisions for contracts.

All respondents submitting proposals must complete this FEMA Recommended Contract Provisions Form regarding respondent’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using FEMA funds. This completed form will be made available to Members for their use while considering their purchasing options when using FEMA grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract’s general terms and conditions, to address the member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Respondent should certify Respondent’s agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item in this form, Region 10 ESC will consider the respondent’s response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

1. Access to Records

For All Procurements

The Winning Supplier agrees to provide the participating agency, the pass-through entity (if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

The Winning Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

The Winning Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

Does Respondent agree? ☒
(Initials of Authorized Representative)

For Contracts Entered into After August 1, 2017 Under a Major Disaster or Emergency Declaration

In compliance with section 1225 of the Disaster Recovery Reform Act of 2018, the participating agency, and the Winning Supplier acknowledge and agree that no language in this contract is intended to

prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.”

Does Respondent agree? A
(Initials of Authorized Representative)

2. Changes

FEMA recommends that all contracts include a changes clause that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may depend on the nature of the contract and the procured item(s) or service(s). The participating agency should also consult their servicing legal counsel to determine whether and how contract changes are permissible under applicable state, local, or tribal laws or regulations.

Does Respondent agree? A
(Initials of Authorized Representative)

3. Use of DHS Seal, Logo, and Flags

The Winning Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The contractor shall include this provision in any subcontracts.

Does Respondent agree? A
(Initials of Authorized Representative)

4. Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding

This is an acknowledgement that when FEMA financial assistance is used to fund all or a portion of the participating agency’s contract with the Winning Supplier, the Winning Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

Does Respondent agree? A
(Initials of Authorized Representative)

5. No Obligation by Federal Government

The federal government is not a party to this or any contract resulting from this or future procurements with the participating agencies and is not subject to any obligations or liabilities to the non-federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

Does Respondent agree? A
(Initials of Authorized Representative)

6. Program Fraud and False or Fraudulent Statements or Related Acts

The Winning Supplier acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor’s actions pertaining to this contract.

Does Respondent agree? ☒
 (Initials of Authorized Representative)

7. **Compliance with 2 CFR 200.321(b)(1)-(5)**

If subcontracts are to be let, the Winning Supplier is required to take all necessary steps identified in 2 C.F.R. § 200.321(b)(1)-(5) to the extent required and/or allowed by Federal law.

Does Respondent agree? ☒
 (Initials of Authorized Representative)

8. *License and Delivery of Works Subject to Copyright and Data Rights*

The Winning Supplier grants to the participating agency, a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Winning Supplier will identify such data and grant to the participating agency or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Winning Supplier will deliver to the participating agency data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of the non-federal entity).

Does Respondent agree? ☒
 (Initials of Authorized Representative)

PROPOSAL FORM 14: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS

AZ Compliance with Federal and state requirements: Contractor agrees when working on any federally assisted projects with more than \$2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements: Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, "...every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program" Region 10 ESC reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Region 10 ESC and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Contractor Employee Work Eligibility: By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Region 10 ESC and/or Region 10 ESC members may request verification of compliance from any contractor or sub contractor performing work under this contract. Region 10 ESC and Region 10 ESC members reserve the right to confirm compliance. In the event that Region 10 ESC or Region 10 ESC members suspect or find that any contractor or subcontractor is not in compliance, Region 10 ESC may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

AZ Non-Compliance: All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona): For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Region 10 ESC member's discretion. Contractor must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited: Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments: In accordance with A.R.S. 35-392, Region 10 ESC and Region 10 ESC members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.


Signature of Respondent

4/8/2025

Date

PROPOSAL FORM 15: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: Platinum Visual Solutions

Street: 1451 E. 6th Street

City, State, Zip Code: Corona, CA 92879-1715

Complete as appropriate:

I Gary P. Stell Jr, certify that I am the sole owner of Platinum Visual Solutions, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.


OR:

I _____, an authorized representative of _____, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
none		

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



Authorized Signature and Title

Chairman of the Board

4/8/2025
Date

PROPOSAL FORM 16: NON-COLLUSION AFFIDAVIT

Company Name: Platinum Visual Solutions

Street: 1451 E. 6th Street

City, State, Zip Code: Corona, CA 92879-1715

State of ~~New Jersey~~ California

County of Riverside

I, Gary P. Stell Jr. of the Corona
Name City

in the County of Riverside, State of California of full
age, being duly sworn according to law on my oath depose and say that:

I am the Chairman of the Board of the firm of Platinum Visual Solutions
Title Company Name

the Respondent making the Proposal for the goods, services or public work specified under the Harrison Township Board of Education attached proposal, and that I executed the said proposal with full authority to do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Harrison Township Board of Education relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

Platinum Visual Solutions
Company Name

 Chairman of the Board
Authorized Signature & Title

Subscribed and sworn before me

this 7th day of April, 20 25

Christi L. Bachar
Notary Public of ~~New Jersey~~ California
My commission expires 11/15, 2026

SEAL



PROPOSAL FORM 17: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

Company Name: Platinum Visual Solutions

Street: 1451 E. 6th Street

City, State, Zip Code: Corona, CA 92879-1715

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR

2. A photo copy of their Certificate of Employee Information Report

OR

3. A complete Affirmative Action Employee Information Report (AA302)

✓

Public Work – Over \$50,000 Total Project Cost:

A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Harrison Township Board of Education

B. Approved Federal or New Jersey Plan – certificate enclosed

✓

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



Chairman of the Board

Authorized Signature and Title

4/8/2025

Date

P.L. 1995, c. 127 (N.J.A.C. 17:27)

MANDATORY AFFIRMATIVE ACTION LANGUAGE

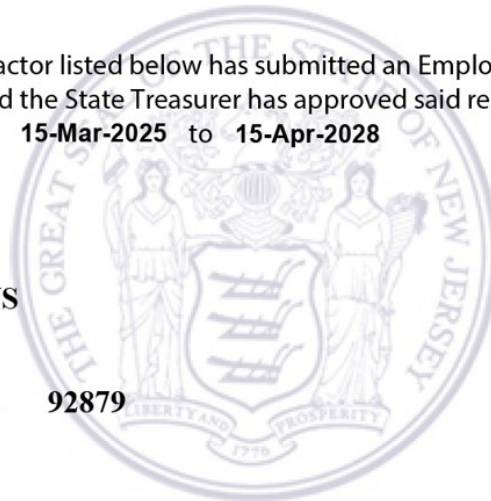
PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color,

CERTIFICATE OF EMPLOYEE INFORMATION REPORT**INITIAL**

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-Mar-2025** to **15-Apr-2028**

PLATINUM VISUAL SOLUTIONS**1451 E 6TH ST****CORONA****CA 92879**

A handwritten signature in blue ink, reading "Elizabeth Maher Muoio".

ELIZABETH MAHER MUOIO

State Treasurer

national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).



Signature of Procurement Agent

PROPOSAL FORM 18: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.**

What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information is available in Local Finance Notice 2006-1 (https://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at https://www.state.nj.us/dca/divisions/dlgs/programs/pay_2_play.html They will be updated from time-to-time as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used “as-is”, subject to edits as described herein.
 - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

1. any State, county, or municipal committee of a political party
2. any legislative leadership committee*
3. any continuing political committee (a.k.a., political action committee)
4. any candidate committee of a candidate for, or holder of, an elective office:
 1. of the public entity awarding the contract
 2. of that county in which that public entity is located
 3. of another public entity within that county
 4. or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

5. individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
6. all principals, partners, officers, or directors of the business entity or their spouses
7. any subsidiaries directly or indirectly controlled by the business entity
8. IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker

List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26

County Name:

n/a

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

PROPOSAL FORM 19: STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

☒ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

☐ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

☐ Partnership

☐ Sole Proprietorship

☐ Limited Liability Partnership

☐ Corporation

☐ Limited Partnership

☐ Limited Liability

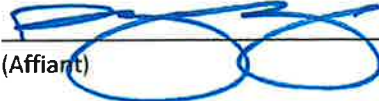
☒ Subchapter S

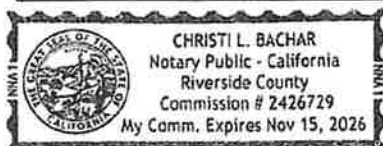
Corporation

Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Gary P. Stell Jr.	Name:
Home Address: 1451 E. 6th Street Corona CA 92879	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this <u>7th</u> day of <u>April</u> , 2 <u>5</u> .	
(Notary Public) <i>Christi L. Bachar</i>	 (Affiant)
My Commission expires: November 15 2026	<u>Gary P. Stell Jr. / Chairman of the Board</u> (Print name & title of affiant)
	(Corporate Seal)



PROPOSAL FORM 20: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and Conditions:

☐ We take no exceptions/deviations to the general terms and conditions

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

☒ We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:
(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)

While we have proposed certain exceptions and revisions to the contract terms, our intent is to align with the goals and requirements of Region 10 ESC. Should any of these changes be deemed unacceptable, we are open to direct discussions to explore mutually agreeable solutions. Our commitment is to collaborate effectively to ensure the contract meets the needs of all parties involved.

4.4 Assignment of Contract: No assignment of contract may be made without the prior written approval of Region 10 ESC. ~~Purchase orders and payment can only be made to awarded vendor unless otherwise approved by Region 10 ESC.~~ No assignment of contract may be made without the prior written approval of Region 10 ESC. The vendor may designate authorized dealers to accept purchase orders and payments on their behalf, provided such arrangements are documented and communicated to Region 10 ESC and participating Members. Purchase orders and payment can only be made to the awarded vendor or its authorized dealers unless otherwise approved by Region 10 ESC.

Awarded vendor is required to notify Region 10 ESC when any material change in operations is made that may adversely affect Members (i.e. awarded vendor bankruptcy, change of ownership, merger, etc.).

4.7 Supplemental Agreements: The entity participating in the Region 10 ESC contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. Neither Region 10 ESC, Equalis Group, its agents, Members and employees shall be made party to any claim for breach of such agreement. Vendor's obligations under supplemental agreements shall be conditional upon compliance by the participating Member.

5.3 Force Majeure: If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch. Vendor shall not bear liability for delays or failure to perform work caused by lack of preparedness or actions of participating Members.

PROPOSAL FORM 20: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

5.4 Cancellation for convenience: Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. Vendor reserves the right to be paid for work in progress, including partially completed services or products, up to the effective date of termination or cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time.

7.2 Inspection & Acceptance: If defective or incorrect material is delivered, participating Member may make the determination to return the material to the vendor at no cost to the participating Member. ~~The vendor agrees to pay all shipping costs for the return shipment.~~ The vendor agrees to cover return shipping costs for defective or incorrect material only when defects are attributable to Vendor negligence. Vendor shall be responsible for arranging the return of the defective or incorrect material.

8.1 Payments: The participating entity using the contract will make payments directly to the awarded vendor or to the vendor's authorized dealers, as designated by the vendor in writing. Vendor may designate authorized dealers to accept purchase orders and payments on their behalf, provided such arrangements are documented and communicated to the participating entity in advance. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.

10.1 Audit rights: Vendor shall, at Vendor's sole expense, maintain appropriate due diligence of all purchases made by Region 10 ESC and any participating entity that accesses this Agreement. Equalis Group and Region 10 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In the State of New Jersey, this audit right shall survive termination of this Agreement for a period of five (5) years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request. Region 10 ESC shall have the authority to conduct random audits of Vendor's pricing that is offered to eligible entities at Region 10 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 10 ESC is made aware of any pricing being offered to eligible agencies that is materially inconsistent with the pricing under this agreement, Region 10 ESC shall have the ability to conduct an extensive audit of Vendor's pricing at Vendor's sole cost and expense. Region 10 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 10 ESC or Equalis Group. Audits will be conducted with reasonable notice and limited to the scope of pricing, sales data, and purchase records related to the agreement.

11.7 Buy American requirement: ~~Vendors may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.~~ When federal funds are being utilized, and upon the end user's request prior to the Vendor's acceptance of an order, the Vendor certifies that it will: (1) confirm its individual products comply with the applicable provisions of the Buy American Act and provide the necessary certification; (2) decline the order if compliance cannot be achieved; or (3) furnish an applicable waiver for specific products upon request from any participating entity.

PROPOSAL FORM 20: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

12.6 Stored materials: Upon prior written agreement between the vendor and Member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Participating Member with the application for payment seeking compensation for stored materials. Vendor's authorized dealers may manage stored material inventory and receive payment for such materials on the vendor's behalf, provided these arrangements are documented and approved in advance. Such materials must be stored and protected in a secure location and be insured for their full value by the vendor against loss and damage. Vendor agrees to provide proof of coverage and/or addition of Participating Member as an additional insured upon Participating Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Participating Member and be separated from other materials. Participating Member must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Indemnification. Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Lead Agency by or from Supplier under the Lead Agency Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, its agents, employees, directors, and representatives under this Agreement including, but not limited to, the Supplier's obligation to provide appropriate insurance. Region 10 ESC and Equalis Group shall indemnify Vendor against claims, damages, or losses arising from their negligence or failure to comply with contract obligations.

PROPOSAL FORM 21: EQUALIS GROUP ADMINISTRATION AGREEMENT

Requirements for Master Agreement To be administered by Equalis Group

Attachment A, Equalis Group Administrative Agreement is used in administering Master Agreements with Region 10 and is preferred by Equalis Group. Redlined copies of this agreement should not be submitted with the response. Should a respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the respondent. **Respondents must select one of the following options for submitting their response.**

- ☐ Respondent agrees to all terms and conditions outlined in each of the Administration Agreement.
- ☒ Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Administration Agreement. Negotiations will commence after sealed Proposals are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

PROPOSAL FORM 22: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE

OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:

☒ We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)

☐ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).)

4/8/2025
Date




Chairman of the Board
Authorized Signature & Title

PROPOSAL FORM 23: VENDOR CONTRACT AND SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

VENDORS MUST SUBMIT THIS FORM COMPLETED AND SIGNED TO BE CONSIDERED

Prices are guaranteed: **120 days**

Company name	Platinum Visual Solutions
Address	1451 E. 6th Street
City/State/Zip	Corona, CA 92879-1715
Telephone No.	1-800-498-2990
Email address	gstell@pvsusa.com
Printed name	Gary P. Stell Jr
Position with company	Chairman of the Board
Acknowledgement of Amendments 1 & 2 (Initial)	
Authorized signature	

Term of contract July 1, 2025 to June 30, 2028

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional two (2) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

Region 10 ESC Authorized Agent

Date

Print Name

Equalis Group Contract Number _____

PROPOSAL FORM 24: MANUFACTURER LETTER AFFIDAVIT

Respondents should indicate below whether they manufacture all the products offered in their proposal or if they operate as an authorized reseller, dealer, distributor, or manufacturer's representative for any products offered in their proposal.

Respondents submitting proposals as an authorized reseller, dealer, distributor, or manufacturer's representative shall indicate that they are able, upon request, to provide a letter from the manufacturer certifying that Respondent is an actual authorized reseller, dealer, distributor, or manufacturer's representative for that manufacturer and that the Respondent is authorized to submit a proposal for that product, and which guarantees that if the Respondent should fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume the Respondent's obligations or arrange for fulfillment through another competent dealer to complete the balance of the project.

Manufacturer letters will be requested from vendors being considered for award before final recommendations are made to the board. Failure to provide manufacturer letters may result in a respondent being eliminated from consideration for award.

Check one of the following:

- ☒ Our company manufactures all products offered in this response
- ☐ Our company operates as an authorized reseller, dealer, distributor, or manufacturer's representative and will provide the required letter from every manufacturer represented upon request from Region 10 ESC. I understand that failure to provide said letters may result in my response being rejected in part or in whole, and that misrepresentation of manufacturer consent may result in termination of any resulting contract for cause.



Did you sign the vendor contract and signature form? **If not, your Proposal will be rejected.**

Region 10 will negotiate any exceptions and both parties will agree upon which exceptions will be accepted or altered before the Region 10 board votes to accept or reject the proposals.

SUPPORTING **DOCUMENTS**



Warranty

Platinum Warranty Overview



Our Promise

For the lifetime of the original installation, Platinum Visual Solutions warrants that the porcelain-on-steel finish, under normal conditions of use, shall not exhibit excessive fading of color, crazing, cracking or flaking.

Platinum Visual Solutions warrants the following products for ten years from the date of sale: Colored Cork Pinboards, Vinyl Pinboards, Fabric Pinboards, Natural Cork Pinboards, Cork Roll Stock, and Brilliant Glass.

Our obligation under these warranties is limited to supplying, free of charge, new products for the defective goods, or at our option, refunding the purchase price thereof, with due allowance made for the service rendered by such products. All products are sold and warranted only pursuant to our published terms and conditions of sale. We are not responsible to the user for any consequential, incidental or special damage resulting from improper use or installation. Platinum Visual Solutions reserves the right to modify or discontinue any of our warranted products. Warranty does not cover the cost, removal or reinstallation.



LIVE REPORT

ABC SCHOOL EQUIPMENT, INC.

Tradestyle(s): PLATINUM VISUAL SYSTEMS

ACTIVE

SINGLE LOCATION

D-U-N-S Number:02-844-2135

Phone:+1 951 817 2200

Address:1451 E Sixth St, Corona, CA, 92879, United States Of America

Web:www.abcschoolequipment.com

Endorsement:sbryan@abcse.com

Summary

Currency: USD

KEY DATA ELEMENTS (Formerly: SCORE BAR)			
KDE Name		Current Status	Details
PAYDEX®	↑	79	2 Days Beyond Terms
Delinquency Score	↓	94	Low Risk of severe payment delinquency.
Failure Score	↑	87	Low to Moderate Risk of severe financial stress.
D&B Viability Rating		<div>21BG</div>	View More Details
Bankruptcy Found		N	
D&B Rating		1R2	10 employees and over, Low Risk

D&B RATING ⓘ

Employee Size

1R: [10 employees and over](#)

Current Rating as of 05/02/2022

Risk Indicator

2: [Low Risk](#)

D&B MAX CREDIT RECOMMENDATION ⓘ

MAXIMUM CREDIT RECOMMENDATION

180,000 (USD)

The recommended limit is based on a low probability of severe delinquency.

VIABILITY RATING SUMMARY

Viability Score

2

High Risk (9)

Low Risk (1)

Data Depth Indicator

B

Descriptive (G)

Predictive (A)

Portfolio Comparison

1

High Risk (9)

Low Risk (1)

Financial Data	Unavailable
Trade Payments	Available: 3+Trade
Company Size	Large: Employees:50+ or Sales: \$500K+
Years in Business	Established

DETAILED TRADE RISK INSIGHT

Days Beyond Terms

1 Days

3 Months

From Feb-25 to Apr-25

1

High Risk (120+)

Low Risk (0)

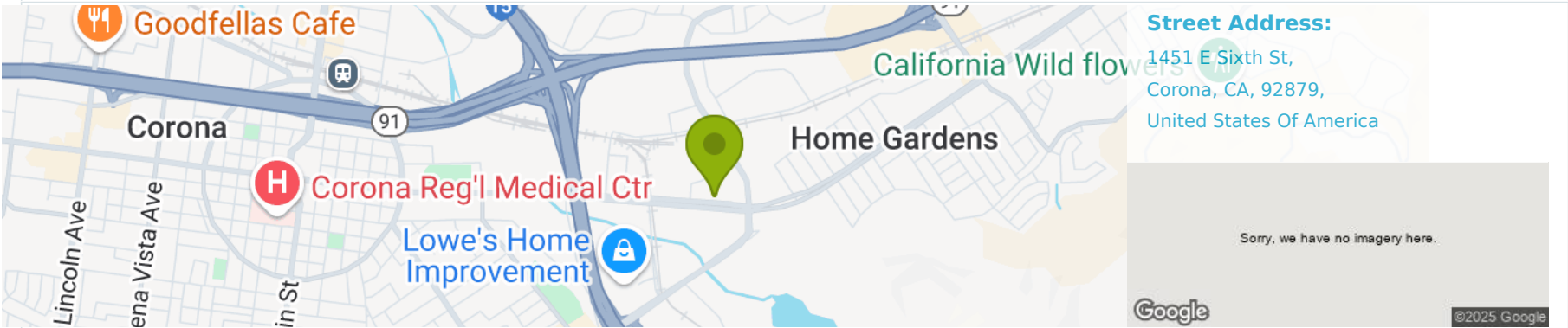
Days Beyond Terms Past 3 months : 1

Low Risk:0 ; High Risk:120+

Dollar-weighted average of 8 payment experiences reported from 8 companies.


COMPANY PROFILE

D-U-N-S 02-844-2135	Mailing Address UNITED STATES	Employees 70
Legal Form Corporation (US)	Telephone +1 951 817 2200	Age (Year Started) 61 Years(1964)
History Record Clear	Website www.abcschoolequipment.com	Named Principal Gary P Stell Jr , CEO
Date Incorporated 04/22/1970	Present Control Succeeded 1993	Line of Business Whol professional equipment
State of Incorporation CALIFORNIA		SIC 5049
Ownership Not publicly traded		NAICS 423490





PAYDEX TREND CHART

STOCK PERFORMANCE



No stock performance data is available for this D-U-N-S Number.


ALERTS 



There are no alerts for this D-U-N-S Number.

LEGAL EVENTS		
Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	13	11/29/2024

OWNERSHIP



No Data Available

The scores and ratings included in this report are designed as a tool to assist the user in making their own credit related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and where appropriate on other information sources. The score and rating models are developed using statistical analysis in order to generate a prediction of future events. Dun & Bradstreet monitors the performance of thousands of businesses in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, Dun & Bradstreet cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this report is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

D&B RISK ASSESSMENT

OVERALL BUSINESS RISK

HIGH

MODERATE-HIGH

MODERATE

LOW-MODERATE

LOW

MAXIMUM CREDIT RECOMMENDATION

180,000 (USD)

The recommended limit is based on a low probability of severe delinquency.

Dun & Bradstreet thinks...

Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**

Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**

Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score

Compared to All US Businesses within the D&B Database:

Level of Risk:Low Risk

Businesses ranked 2 have a probability of becoming no longer viable: 2 %

Percentage of businesses ranked 2: 4 %

Across all US businesses, the average probability of becoming no longer viable:14 %

Portfolio Comparison

Compared to All US Businesses within the same MODEL SEGMENT:

Model Segment :Established Trade Payments

Level of Risk:Low Risk

Businesses ranked 1 within this model segment have a probability of becoming no longer viable: 2 %

Percentage of businesses ranked 1 with this model segment: 11 %

Within this model segment, the average probability of becoming no longer viable:5 %

Data Depth Indicator

Data Depth Indicator:

Rich Firmographics

Extensive Commercial Trading Activity

Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.

Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.

Company Profile:

Company Profile Details:

Financial Data: False

Trade Payments: Available: 3+Trade

Company Size: Large: Employees:50+ or Sales: \$500K+

Years in Business: Established: 5+

G

Financial Data	Trade Payments	Company Size	Years in Business
False	Available: 3+Trade	Large	Established

FAILURE SCORE FORMERLY FINANCIAL STRESS SCORE

High Risk (1)

87

Low Risk (100)

UCC Filings reported

Business does not own facilities

Higher risk legal structure

Level of Risk	Raw Score	Probability of Failure	Average Probability of Failure for Businesses in D&B Database	Class
Low-Moderate	1545	0.08 %	0.48	2

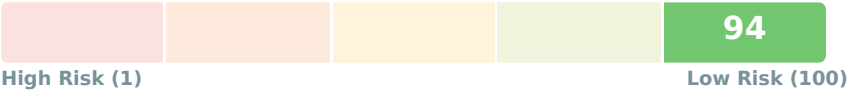
Business and Industry Trends

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	87
Region:(PACIFIC)	33
Industry:WHOLESALE	33
Employee range:(20-99)	56
Years in Business:(26+)	68

DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE



- Higher risk industry based on delinquency rates for this industry
- Proportion of slow payments in recent months

Level of Risk Low	Raw Score 594	Probability of Delinquency 1.24 %	Compared to Businesses in D&B Database 10.2 %	Class 1
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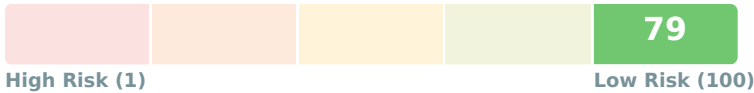
Business and Industry Trends

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	94
Region:(PACIFIC)	32
Industry:WHOLESALE	37
Employee range:(20-99)	82
Years in Business:(26+)	79

D&B PAYDEX

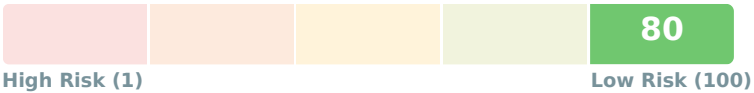


When weighted by amount, Payments to suppliers average 2 Days Beyond Terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 76
Equals 6 Days Beyond Terms

D&B 3 MONTH PAYDEX



Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average ON TERMS

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 77
Equals 5 Days Beyond Terms

Business and Industry Trends

5049 - Whol professional equipment

D&B RATING

Current Rating as of 05/02/2022

Employee Size 1R : 10 employees and over	Risk Indicator 2 : Low Risk
Previous Rating	
Employee Size 1R : 10 employees and over	Risk Indicator 3 : Moderate Risk

History since 02/26/2001

Date Applied	D&B Rating
02/10/2006	1R3
11/16/2005	1R4
06/24/2004	2A3
03/18/2004	1R3

Currency: All figures in USD unless otherwise stated

Overall Payment Behaviour

2 Days Beyond Terms

Total Trade Experiences:
25
Largest High Credit :
200,000 (USD)
Average High Credit :
18,736 (USD)

Total Unfavorable Comments :
0
Largest High Credit:
0 (USD)

Total Placed in Collections:
0
Largest High Credit:
0 (USD)

High Risk (1) Low Risk (100)

79

When weighted by amount, Payments to suppliers average 2 Days Beyond Terms

- ☐ High risk of late payment (Average 30 to 120 days beyond terms)
- ☐ Medium risk of late payment (Average 30 days or less beyond terms)
- ☐ Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 76
Equals 6 Days Beyond Terms

High Risk (1) Low Risk (100)

80

Based on payments collected 3 months ago.

When weighted by amount, Payments to suppliers average ON TERMS

- ☐ High risk of late payment (Average 30 to 120 days beyond terms)
- ☐ Medium risk of late payment (Average 30 days or less beyond terms)
- ☐ Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 77
Equals 5 Days Beyond Terms

Based on 24 months of data

5049 - Whol professional equipment

	Current																							
	5/23	6/23	7/23	8/23	9/23	10/23	11/23	12/23	1/24	2/24	3/24	4/24	5/24	6/24	7/24	8/24	9/24	10/24	11/24	12/24	1/25	2/25	3/25	2025
This Business Industry Quartile	79	78	79	79	79	79	79	79	79	79	79	78	78	78	78	79	79	79	79	79	79	79	79	79
Upper	-	79	-	-	79	-	-	79	-	-	79	-	-	79	-	-	80	-	-	80	-	-	-	-
Median	-	75	-	-	76	-	-	76	-	-	76	-	-	76	-	-	77	-	-	76	-	-	-	-
Lower	-	68	-	-	68	-	-	67	-	-	67	-	-	68	-	-	69	-	-	68	-	-	-	-

Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value	% Within Terms
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100,000 & over	1	200,000 (USD)	100
50,000 - 99,999	0	0 (USD)	0
15,000 - 49,999	3	95,000 (USD)	87
5,000 - 14,999	5	30,000 (USD)	100
1,000 - 4,999	6	10,500 (USD)	85
Less than 1,000	3	1,750 (USD)	100

[Collapse All](#) | [Expand All](#)

Industry Category-	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
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▼26 - Paper and Allied Products	1	5,000	100	0	0	0	0
2653 - Mfg corrugated boxes	1	5,000	100	0	0	0	0
▼32 - Stone, Clay, Glass, and Concrete Products	1	7,500	100	0	0	0	0
3231 - Mfg glass products	1	7,500	100	0	0	0	0
▼38 - Measuring Analyzing and Controlling Instruments; Photographic Medical and Optical Goods; Watches and Clocks	1	5,000	100	0	0	0	0
3861 - Mfg photograph equip	1	5,000	100	0	0	0	0
▼42 - Motor Freight Transportation and Warehousing	1	200,000	100	0	0	0	0
4213 - Trucking non-local	1	200,000	100	0	0	0	0
▼48 - Communications	2	750	50	0	0	0	0
4812 - Radiotelephone commun	1	750	100	0	0	0	0
4813 - Telephone communictns	1	0	0	0	0	0	0
▼50 - Wholesale Trade - Durable Goods	3	45,000	100	0	0	0	0
5051 - Whol metal	1	45,000	100	0	0	0	0
5045 - Whol computers/softwr	1	2,500	100	0	0	0	0
5085 - Whol industrial suppl	1	1,000	100	0	0	0	0
▼51 - Wholesale Trade - Nondurable Goods	3	25,000	78	23	0	0	0
5131 - Whol piece goods	2	25,000	55	45	0	0	0
5113 - Whol service paper	1	5,000	100	0	0	0	0
▼59 - Miscellaneous Retail	1	1,000	50	50	0	0	0
5943 - Ret stationery	1	1,000	50	50	0	0	0
▼60 - Depository Institutions	1	7,500	100	0	0	0	0
6021 - Natnl commercial bank	1	7,500	100	0	0	0	0
▼61 - Nondepository Credit Institutions	2	25,000	50	25	0	0	25

6153 - Short-trm busn credit	1	25,000	100	0	0	0	0
6159 - Misc business credit	1	1,000	0	50	0	0	50
▼73 - Business Services	1	500	100	0	0	0	0
7374 - Data processing svcs	1	500	100	0	0	0	0
▼87 - Engineering Accounting Research Management and Related Services	1	0	0	0	0	0	0
8741 - Management services	1	0	0	0	0	0	0
▼93 - Public Finance Taxation and Monetary Policy	2	2,500	100	0	0	0	0
9311 - Public finance	2	2,500	100	0	0	0	0

TRADE LINES

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
02/25	Pays Promptly	-	0	0	0	Between 6 and 12 Months
02/25	Pays Promptly	-	200,000	25,000	0	1
02/25	Pays Promptly	-	45,000	0	0	1
02/25	Pays Promptly	-	25,000	0	0	Between 4 and 5 Months
02/25	Pays Promptly	-	7,500	1,000	0	1
02/25	Pays Promptly	-	7,500	500	0	1
02/25	Pays Promptly	-	5,000	5,000	0	1
02/25	Pays Promptly	N30	2,500	0	0	Between 2 and 3 Months
02/25	Pays Promptly	N30	2,500	0	0	Between 4 and 5 Months
02/25	Pays Promptly	N30	1,000	250	0	1
02/25	Pays Promptly	-	750	750	0	1
02/25	Pays Promptly	-	500	500	0	1
02/25	Pays Promptly	-	0	0	0	1
02/25	-	Cash account	500	0	0	1
02/25	-	Cash account	50	0	0	1
12/24	Pays Prompt to Slow 30+	-	25,000	1,000	500	1
11/24	Pays Promptly	-	5,000	0	0	1
08/24	Pays Promptly	-	2,500	0	0	1
08/24	Pays Promptly	-	500	0	0	1
07/24	-	Cash account	250	0	0	1
06/24	Pays Promptly	N30	5,000	0	0	Between 2 and 3 Months
06/24	-	Cash account	250	0	0	1
02/24	-	Cash account	50	0	0	Between 4 and 5 Months
12/23	Pays Slow 30-180+	-	1,000	0	0	Between 6 and 12 Months

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
02/23	Pays Prompt to Slow 30+	-	1,000	1,000	500	1

OTHER PAYMENT CATEGORIES

Other Payment Categories	Experience	Total Amount
Cash experiences	5	1,100 (USD)
Payment record unknown	0	0 (USD)
Unfavorable comments	0	0 (USD)
Placed for collections	0	0 (USD)
Total in D&B's file	25	338,350 (USD)

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed. Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc. Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported.

Legal Events

Currency: All figures in USD unless otherwise stated

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
No	0	0	0	13
	Latest Filing: -	Latest Filing: -	Latest Filing: -	Latest Filing: 11/29/2024

EVENTS

UCC Filing - Amendment

Filing Date	11/29/2024
Filing Number	240091883738
Received Date	12/07/2024
Original Filing Date	05/20/2002
Original Filing Number	0214060857
Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Continuation

Filing Date	03/30/2022
Filing Number	220179980739
Received Date	04/04/2022

Original Filing Date	05/29/2012
Original Filing Number	127315058698
Secured Party	HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, BERKELEY HEIGHTS, NJ
Debtors	ABC SCHOOL EQUIPMENT, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Amendment

Filing Date	08/09/2017
Filing Number	1776004214
Received Date	08/25/2017
Collateral	All Inventory including proceeds and products - All Account(s) including proceeds and products - All General intangibles(s) including proceeds and products - All Vehicles including proceeds and products - and OTHERS
Original Filing Date	05/20/2002
Original Filing Number	0214060857
Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Continuation

Filing Date	04/15/2017
Filing Number	1775805550
Received Date	04/17/2017
Original Filing Date	05/20/2002
Original Filing Number	0214060857
Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Continuation

Filing Date	03/29/2017
Filing Number	1775778652
Received Date	03/31/2017
Original Filing Date	05/29/2012
Original Filing Number	127315058698
Secured Party	HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, BERKELEY HEIGHTS, NJ
Debtors	ABC SCHOOL EQUIPMENT, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Amendment

Filing Date	08/10/2016
Filing Number	1675407756
Received Date	08/23/2016
Collateral	Inventory including proceeds and products - Account(s) including proceeds and products - General intangibles(s) including proceeds and products - Vehicles including proceeds and products - and OTHERS
Original Filing Date	05/20/2002
Original Filing Number	0214060857
Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Amendment

Filing Date	08/10/2016
Filing Number	1675407823
Received Date	08/23/2016
Original Filing Date	05/20/2002
Original Filing Number	0214060857
Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Original

Filing Date	05/29/2012
Filing Number	127315058698
Received Date	06/07/2012
Collateral	General intangibles(s) including proceeds and products - Equipment including proceeds and products - Computer equipment including proceeds and products
Secured Party	HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, BERKELEY HEIGHTS, NJ
Debtors	ABC SCHOOL EQUIPMENT, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Continuation

Filing Date	11/25/2011
Filing Number	1172920956
Received Date	11/28/2011
Original Filing Date	05/20/2002

Original Filing Number	0214060857
Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Original

Filing Date	04/28/2011
Filing Number	117267958995
Received Date	05/05/2011
Collateral	Leased Equipment including proceeds and products
Secured Party	GREATAMERICA LEASING CORPORATION, CEDAR RAPIDS, IA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Original

Filing Date	11/05/2010
Filing Number	107250764749
Received Date	11/15/2010
Collateral	Equipment and proceeds
Secured Party	GENERAL ELECTRIC CAPITAL CORPORATION, BILLINGS, MT
Debtors	ABC SCHOOL EQUIPMENT, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Original

Filing Date	10/26/2010
Filing Number	107249483331
Received Date	11/04/2010
Collateral	Equipment and proceeds
Secured Party	CISCO SYSTEMS CAPITAL CRP, WAYNE, PA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

UCC Filing - Continuation

Filing Date	12/04/2006
Filing Number	0670944158
Received Date	12/08/2006
Original Filing Date	05/20/2002
Original Filing Number	0214060857

Secured Party	COMMUNITY BANK, CITY OF INDUSTRY, CA
Debtors	ABC SCHOOL EQUIPMENT, INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction.

There may be additional UCC Filings in D&Bs file on this company available by contacting 1-800-234-3867.

Special Events

Currency: All figures in USD unless otherwise stated

There are no Special Events recorded for this business.

Financials - D&B

Currency: All figures in USD unless otherwise stated

A detailed financial statement is not available from this company for publication.

Currency: All figures in USD unless otherwise stated

A detailed financial statement is not available from this company for publication.

D&B currently has no financial information on file for this company. Currency: All figures in USD unless otherwise statedCurrency: All figures in USD unless otherwise stated

Currency: All figures in USD unless otherwise stated

D&B currently has no financial information on file for this company

Currency: All figures in USD unless otherwise stated

D&B currently has no financial information on file for this company

Company Profile

Currency: All figures in USD unless otherwise stated

COMPANY OVERVIEW		
D-U-N-S 02-844-2135	Mailing Address UNITED STATES	Employees 70
Legal Form Corporation (US)	Telephone +1 951 817 2200	Age (Year Started) 61 Years(1964)
History Record Clear	Website www.abcschoolequipment.com	Named Principal Gary P Stell Jr, CEO
Date Incorporated 04/22/1970	Present Control Succeeded 1993	Line of Business Whol professional equipment
Business Commenced On 1964	SIC 5049	
State of Incorporation CALIFORNIA	NAICS 423490	
Ownership Not publicly traded		



BUSINESS REGISTRATION	
Corporate and business registrations reported by the secretary of state or other official source as of: 2025-03-24 This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.	
Registered Name	PLATINUM VISUAL SOLUTIONS
Corporation Type	Corporation (US)
State of Incorporation	CALIFORNIA
Date Incorporated	04/22/1970
Registration ID	0596860
Registration Status	ACTIVE
Filing Date	04/22/1970
Where Filed	BUSINESS PROGRAMS DIVISION
Registered Agent	
Name	GARY P STELL
Address	1451 E. 6TH STREET, CORONA, CA, 928790000
Registered Principal	
Name	GARY P STELL
Title	Director
Address	1451E. 6TH STREET, CORONA, CA, 928790000
Name	GARY P STELL
Title	Chief Financial Officer

Registered Principal	
Address	1451E. 6TH STREET, CORONA, CA, 928790000
Name	GARY P STELL
Title	Secretary
Address	1451E. 6TH STREET, CORONA, CA, 928790000
Name	GARY P STELL JR.
Title	Chief Executive Officer
Address	1451E. 6TH STREET, CORONA, CA, 928790000

PRINCIPALS
Officers
GARY P STELL JR, CEO THOMAS MENDEZ, CFO
Directors
DIRECTOR(S): THE OFFICER(S)

COMPANY EVENTS
<p>The following information was reported on: 05/02/2022</p> <p>The California Secretary of State's business registrations file showed that A B C School Equipment, Inc. was registered as a Corporation on July 01, 1970.</p> <p>Business started 1964 by Peter Consentino with corporation succeeding. Present control succeeded 1993. 100% of capital stock is owned by Gary Stell Jr.</p> <p>GARY P STELL JR born 1968. 1984-present active here.</p> <p>THOMAS MENDEZ. Antecedents not available.</p> <p>Business address has changed from 1020 Railroad St, Corona, CA, 92882 to 1451 E 6th St, Corona, CA, 92879.</p> <p>Business address has changed from 1451 E 6th St, Corona, CA, 92879 to 1451 E. Sixth Street, Corona, CA, 92879.</p>

BUSINESS ACTIVITIES AND EMPLOYEES	
The following information was reported on: 05/02/2022	
Business Information	
Trade Names	PLATINUM VISUAL SYSTEMS
Description	Wholesales professional equipment, specializing in school supplies. Manufactures photographic equipment or supplies. Manufactures public building or related furniture. Contracts call for. Terms are Net 30 days. Has 1300 account(s). Terms are Net 30 days. Sells to unified school districts, hospitals, fire stations and general business concerns. Territory : United States.
Employees	70 which includes officer(s). Employees peak to 70 during summer and drop to 16 during fall-winter.
Financing Status	Secured
Seasonality	Season peaks May-Sept. Business slow Oct-April.
Facilities	Leases 35,000 sq. ft. on second floor of a two story brick building.
Related Concerns	
SIC/NAICS Information	

Industry Code	Description	Percentage of Business
5049	Whol professional equipment	-
50499906	School supplies	-
38610000	Photographic equipment and supplies	-
25310000	Public building and related furniture	-
NAICS Codes	NAICS Description	
423490	Other Professional Equipment and Supplies Merchant Wholesalers	
333310	Commercial and Service Industry Machinery Manufacturing	
337127	Institutional Furniture Manufacturing	

GOVERNMENT ACTIVITY	
Activity Summary	
Borrower(Dir/Guar)	No
Administrative Debt	No
Contractor	No
Grantee	No
Party excluded from federal program(s)	No

Your Information

Currency: All figures in USD unless otherwise stated

Record additional information about this company to supplement the D&B information.

Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

In Folders: [View](#)

Account Number	Endorsement/Billing Reference *	Sales Representatives
	sbryan@abcse.com	
Credit Limit	Total Outstanding	Your Information Currency
		US Dollar (USD)

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC
(DBA) PLATINUM VISUAL SYSTEMS
1451 E 6TH ST
CORONA CA 928790-0000

Bureau Number 2-05-60-42-R Page 1 of 3
Effective Date **02/15/2024**
Issue Date 01/02/2024
Experience Modification **80%**
Insurer TRAVELERS PROP CAS CO OF AM
Insurer Group TRAVELERS GRP #2
Policy Number UB4P6223612314G
Issuing Office DIAMOND BAR
Experience Period 05/15/2019 to 05/15/2022
Rerate Number: 1
Rerate Reason: Exposure Correction ¹
Supersedes X-Mod Issued 11/14/2023

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
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Insurer: 843 Policy Period : 05/01/2022 to 05/01/2023

5146	26,620	2.06	548	0.385	211	337
Totals	26,620		548		211	337

Insurer: 843 Policy Period : 04/01/2022 to 10/01/2022

5146	3,273	2.06	67	0.385	26	41
Totals	3,273		67		26	41

Insurer: 697 Policy Period : 02/15/2022 to 02/15/2023

3060	1,162,915	3.14	36,516	0.446	16,286	20,230
5146	462,206	2.06	9,521	0.385	3,666	5,855
8742	93,070	0.10	93	0.404	38	55
8810	1,230,735	0.08	985	0.456	449	536
Totals	2,948,926		47,115		20,439	26,676

Insurer: 744 Policy Period : 08/24/2021 to 08/24/2022

5146	46,196	2.06	952	0.385	367	585
Totals	46,196		952		367	585

Insurer: 732 Policy Period : 08/01/2021 to 08/01/2022

5146	6,192	2.06	128	0.385	49	79
Totals	6,192		128		49	79

Insurer: 843 Policy Period : 05/30/2021 to 05/30/2022

5146	12,494	2.06	257	0.385	99	158
Totals	12,494		257		99	158

Insurer: 843 Policy Period : 05/01/2021 to 05/01/2022

5146	13,811	2.06	285	0.385	110	175
Totals	13,811		285		110	175

Insurer: 843 Policy Period : 04/01/2021 to 04/01/2022

5146	6,798	2.06	140	0.385	54	86
Totals	6,798		140		54	86

Insurer: 697 Policy Period : 02/15/2021 to 02/15/2022

3060	1,530,543	3.14	48,059	0.446	21,434	26,625
5146	598,249	2.06	12,324	0.385	4,745	7,579
8742	99,239	0.10	99	0.404	40	59
8810	1,094,546	0.08	876	0.456	399	477
Totals	3,322,577		61,358		26,618	34,740

Summary of Claims and Actual Losses

Primary Threshold: 22,500

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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¹ Rerate due to exposure correction(s) for year(s) 2022
(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any
CN#RS333373

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC

Bureau Number

2-05-60-42-R

Page 2 of 3

Effective Date

02/15/2024

Issue Date

01/02/2024

Experience Modification

80%

Insurer

TRAVELERS PROP CAS CO OF AM

Insurer Group

TRAVELERS GRP #2

Policy Number

UB4P6223612314G

Issuing Office

DIAMOND BAR

Experience Period

05/15/2019 to 05/15/2022

Rerate Number:

1

Rerate Reason:

Exposure Correction ¹

Supersedes X-Mod Issued

11/14/2023

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
------------	---------	---	-----------------	---------	-------------------------	------------------------

Insurer: 742 Policy Period : 02/01/2021 to 02/01/2022

5146	27,766	2.06	572	0.385	220	352
Totals	27,766		572		220	352

Insurer: 744 Policy Period : 08/24/2020 to 08/24/2021

5146	7,350	2.06	151	0.385	58	93
Totals	7,350		151		58	93

Insurer: 843 Policy Period : 07/01/2020 to 10/01/2020

5146	4,582	2.06	94	0.385	36	58
Totals	4,582		94		36	58

Insurer: 742 Policy Period : 06/24/2020 to 02/01/2021

5146	28,823	2.06	594	0.385	229	365
Totals	28,823		594		229	365

Insurer: 843 Policy Period : 05/30/2020 to 05/30/2021

5146	407	2.06	8	0.385	3	5
Totals	407		8		3	5

Insurer: 437 Policy Period : 05/05/2020 to 12/31/2020

5146	4,988	2.06	103	0.385	40	63
Totals	4,988		103		40	63

Insurer: 843 Policy Period : 05/01/2020 to 05/01/2021

5146	36,295	2.06	748	0.385	288	460
Totals	36,295		748		288	460

Insurer: 843 Policy Period : 04/01/2020 to 04/01/2021

5146	13,832	2.06	285	0.385	110	175
Totals	13,832		285		110	175

Insurer: 744 Policy Period : 02/17/2020 to 02/17/2021

5146	10,866	2.06	224	0.385	86	138
Totals	10,866		224		86	138

Insurer: 697 Policy Period : 02/15/2020 to 02/15/2021

3060	1,216,282	3.14	38,191	0.446	17,033	21,158
5146	591,169	2.06	12,178	0.385	4,689	7,489
8742	55,726	0.10	56	0.404	23	33
8810	1,133,610	0.08	907	0.456	414	493
Totals	2,996,787		51,332		22,159	29,173

Insurer: 437 Policy Period : 10/01/2019 to 10/01/2020

5146	2,224	2.06	46	0.385	18	28
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Summary of Claims and Actual Losses

Primary Threshold: 22,500

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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FQF2016	06	Closed	732	482
FRN7902	06	Closed	851	601
FRR2643	04	Closed	15,721	15,471
FRV5988	05	Closed	34,303	22,250
Totals	4		51,607	38,804

1 Rerate due to exposure correction(s) for year(s) 2022
(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any
CN#RS333373

Workers' Compensation Insurance Rating Bureau of California[®]

01/01/2024

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC

Bureau Number 2-05-60-42-R Page 3 of 3
Effective Date 02/15/2024
Issue Date 01/02/2024
Experience Modification 80%
Insurer TRAVELERS PROP CAS CO OF AM
Insurer Group TRAVELERS GRP #2
Policy Number UB4P6223612314G
Issuing Office DIAMOND BAR
Experience Period 05/15/2019 to 05/15/2022
Rerate Number: 1
Rerate Reason: Exposure Correction 1
Supersedes X-Mod Issued 11/14/2023

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
------------	---------	--------------------------------------	-----------------	---------	-------------------------	------------------------

Totals 2,224 46 18 28

Insurer: 744 Policy Period : 08/24/2019 to 08/24/2020

5146	7,497	2.06	154	0.385	59	95
Totals	7,497		154		59	95

Insurer: 732 Policy Period : 08/01/2019 to 08/01/2020

5146	403	2.06	8	0.385	3	5
Totals	403		8		3	5

Insurer: 843 Policy Period : 07/01/2019 to 07/01/2020

5146	9,236	2.06	190	0.385	73	117
Totals	9,236		190		73	117

Insurer: 742 Policy Period : 06/24/2019 to 06/24/2020

5146	15,382	2.06	317	0.385	122	195
Totals	15,382		317		122	195

Insurer: 744 Policy Period : 06/06/2019 to 09/30/2019

5146	5,073	2.06	105	0.385	40	65
Totals	5,073		105		40	65

Summary of Claims and Actual Losses

Primary Threshold: 22,500

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
--------------	-------------	---------------	---------------	-----------------------

Totals 0 0 0

Totals 0 0 0

Totals 0 0 0

Totals 0 0 0

Totals 0 0 0

Totals 0 0 0

Experience Period Totals	Expected Losses	Expected Primary Losses	Expected Excess Losses	Number of Claims	Actual Losses	Actual Primary Losses
	C 165,781	71,517	B 94,264	4	51,607	A 38,804

Actual Primary Losses Expected Excess Losses Expected Losses
[A 38,804 + B 94,264] / C 165,781 = 80% Experience Modification
Loss-Free Rating: 57%

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC
 (DBA) PLATINUM VISUAL SYSTEMS
 1451 E 6TH ST
 CORONA CA 928790-0000

Bureau Number 2-05-60-42-R Page 1 of 3
 Effective Date **02/15/2023**
 Issue Date 11/12/2022
 Experience Modification **111%**
 Insurer TRAVELERS PROP CAS CO OF AM
 Insurer Group TRAVELERS GRP #2
 Policy Number UB4P6223612214G
 Issuing Office DIAMOND BAR
 Experience Period 05/15/2018 to 05/15/2021

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
------------	---------	---	-----------------	---------	-------------------------	------------------------

Insurer: 843 Policy Period : 05/01/2021 to 05/01/2022

5146	13,811	1.88	260	0.390	101	159
Totals	13,811		260		101	159

Insurer: 843 Policy Period : 04/01/2021 to 04/01/2022

5146	6,798	1.88	128	0.390	50	78
Totals	6,798		128		50	78

Insurer: 697 Policy Period : 02/15/2021 to 02/15/2022

3060	1,530,543	2.69	41,172	0.452	18,610	22,562
5146	598,249	1.88	11,247	0.390	4,386	6,861
8742	99,239	0.11	109	0.405	44	65
8810	1,094,546	0.09	985	0.463	456	529
Totals	3,322,577		53,513		23,496	30,017

Insurer: 744 Policy Period : 08/24/2020 to 08/24/2021

5146	7,350	1.88	138	0.390	54	84
Totals	7,350		138		54	84

Insurer: 843 Policy Period : 07/01/2020 to 10/01/2020

5146	4,582	1.88	86	0.390	34	52
Totals	4,582		86		34	52

Insurer: 742 Policy Period : 06/24/2020 to 02/01/2021

5146	28,823	1.88	542	0.390	211	331
Totals	28,823		542		211	331

Insurer: 843 Policy Period : 05/30/2020 to 05/30/2021

5146	407	1.88	8	0.390	3	5
Totals	407		8		3	5

Insurer: 437 Policy Period : 05/05/2020 to 12/31/2020

5146	4,988	1.88	94	0.390	37	57
Totals	4,988		94		37	57

Insurer: 843 Policy Period : 05/01/2020 to 05/01/2021

5146	36,295	1.88	682	0.390	266	416
Totals	36,295		682		266	416

Insurer: 843 Policy Period : 04/01/2020 to 04/01/2021

5146	13,832	1.88	260	0.390	101	159
Totals	13,832		260		101	159

Summary of Claims and Actual Losses
Primary Threshold: 23,000

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
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Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any

CN#RS722546

Workers' Compensation Insurance Rating Bureau of California®

11/11/2022

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC

Bureau Number

2-05-60-42-R

Page 2 of 3

Effective Date

02/15/2023

Issue Date

11/12/2022

Experience Modification

111%

Insurer

TRAVELERS PROP CAS CO OF AM

Insurer Group

TRAVELERS GRP #2

Policy Number

UB4P6223612214G

Issuing Office

DIAMOND BAR

Experience Period

05/15/2018 to 05/15/2021

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
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Insurer: 744 Policy Period : 02/17/2020 to 02/17/2021

5146	10,866	1.88	204	0.390	80	124
Totals	10,866		204		80	124

Insurer: 697 Policy Period : 02/15/2020 to 02/15/2021

3060	1,216,282	2.69	32,718	0.452	14,789	17,929
5146	591,169	1.88	11,114	0.390	4,334	6,780
8742	55,726	0.11	61	0.405	25	36
8810	1,133,610	0.09	1,020	0.463	472	548
Totals	2,996,787		44,913		19,620	25,293

Insurer: 437 Policy Period : 10/01/2019 to 10/01/2020

5146	2,224	1.88	42	0.390	16	26
Totals	2,224		42		16	26

Insurer: 744 Policy Period : 08/24/2019 to 08/24/2020

5146	7,497	1.88	141	0.390	55	86
Totals	7,497		141		55	86

Insurer: 732 Policy Period : 08/01/2019 to 08/01/2020

5146	403	1.88	8	0.390	3	5
Totals	403		8		3	5

Insurer: 843 Policy Period : 07/01/2019 to 07/01/2020

5146	9,236	1.88	174	0.390	68	106
Totals	9,236		174		68	106

Insurer: 742 Policy Period : 06/24/2019 to 06/24/2020

5146	15,382	1.88	289	0.390	113	176
Totals	15,382		289		113	176

Insurer: 744 Policy Period : 06/06/2019 to 09/30/2019

5146	5,073	1.88	95	0.390	37	58
Totals	5,073		95		37	58

Insurer: 843 Policy Period : 05/01/2019 to 05/01/2020

5146	16,321	1.88	307	0.390	120	187
Totals	16,321		307		120	187

Insurer: 744 Policy Period : 02/17/2019 to 02/17/2020

5146	56,490	1.88	1,062	0.390	414	648
Totals	56,490		1,062		414	648

Summary of Claims and Actual Losses

Primary Threshold: 23,000

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
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Totals	0		0	0
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FQF2016	06	Closed	732	482
FRN7902	06	Closed	851	601
FRR2643	04	Open	38,106	22,750
FRV5988	05	Closed	34,303	22,750
Totals	4		73,992	46,583

Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any

CN#RS722546

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC

Bureau Number 2-05-60-42-R Page 3 of 3
Effective Date **02/15/2023**
Issue Date 11/12/2022
Experience Modification **111%**
Insurer TRAVELERS PROP CAS CO OF AM
Insurer Group TRAVELERS GRP #2
Policy Number UB4P6223612214G
Issuing Office DIAMOND BAR
Experience Period 05/15/2018 to 05/15/2021

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
Insurer: 133 Policy Period : 02/15/2019 to 02/15/2020						
3060	1,274,576	2.69	34,286	0.452	15,497	18,789
5146	628,035	1.88	11,807	0.390	4,605	7,202
8742	107,528	0.11	118	0.405	48	70
8810	1,286,038	0.09	1,157	0.463	536	621
Totals	3,296,177		47,368		20,686	26,682

Insurer: 697 Policy Period : 01/01/2019 to 10/31/2019

3060	255,633	2.69	6,877	0.452	3,108	3,769
8742	108,603	0.11	119	0.405	48	71
8810	114,071	0.09	103	0.463	48	55
Totals	478,307		7,099		3,204	3,895

Insurer: 437 Policy Period : 10/01/2018 to 10/01/2019

5146	58,128	1.88	1,093	0.390	426	667
Totals	58,128		1,093		426	667

Insurer: 843 Policy Period : 07/01/2018 to 07/01/2019

5146	1,166	1.88	22	0.390	9	13
Totals	1,166		22		9	13

Insurer: 291 Policy Period : 05/30/2018 to 05/30/2020

5146	6,237	1.88	117	0.390	46	71
Totals	6,237		117		46	71

Summary of Claims and Actual Losses

Primary Threshold: 23,000

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
Y2EC06702	05	Closed	43,754	22,750
Y2EC13681	04	Closed	15,749	15,499
Y2EC20528	06	Closed	386	136
Y2EC23759	05	Closed	1,375	1,125
Totals	4		61,264	39,510

Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Totals	0		0	0
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Experience Period Totals	Expected Losses C	Expected Primary Losses B	Expected Excess Losses	Number of Claims	Actual Losses	Actual Primary Losses A
	158,645	69,250	89,395	8	135,256	86,093

Actual Primary Losses Expected Excess Losses Expected Losses

[^A 86,093 + ^B 89,395] / ^C 158,645 = **111%** Experience Modification

Loss-Free Rating: 56%

(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any

CN#RS722546

Workers' Compensation Insurance Rating Bureau of California®

11/11/2022

Calculation of Your Experience Modification

This Experience Rating Form provides detailed information about the calculation of your experience modification. Experience rating is a state-mandated merit rating program established in the California Insurance Code. The specific rules and guidelines are contained in the *California Workers' Compensation Experience Rating Plan—1995* (Experience Rating Plan). The primary purpose of experience rating is to reduce workplace injuries by providing a direct financial incentive for workplace safety. To accomplish this goal, the experience rating system compares an employer's history of claims against others in its industry that are of similar size. This comparison based on an employer's own claim history is used in determining the premium the employer pays.

Experience rating uses past experience to forecast future losses. An increase in an experience modification is not intended to collect additional premium to recoup the cost of claims that were filed in past years. Rather, it uses an individual employer's loss history as a predictor of what might be expected in the future. An employer that is experience rated will have an experience modification, which is expressed as a percentage on the bottom of this Experience Rating Form. An experience modification below 100% reflects better than the industry average claim history while an experience modification over 100% reflects worse than the industry average claim history. Insurers must apply the issued experience modification in their premium computation, but can also apply other debits and credits to determine the final premium to be charged.

Data Used for Experience Rating and the Experience Period

With few exceptions, the payrolls and losses arising from all policies incepting within the experience period as reported by the insurer are used in the calculation of your experience modification.

The experience period is defined in the Experience Rating Plan as a 3-year time period that commences 4 years and 9 months prior and terminates 1 year and 9 months prior to the date for which an experience modification is to be established. The actual experience period used to calculate this experience modification is shown in the heading of the Experience Rating Form.

About the Experience Rating Form

This form shows the payrolls for each applicable classification and the claims reported by the insurer and used in the experience modification calculation. This data is reported to the WCIRB in accordance with the *California Workers' Compensation Uniform Statistical Reporting Plan—1995* (Reporting Plan).

The Experience Rating Form is divided into four main sections: Heading, Summary of Payroll and Expected Losses, Summary of Claims and Actual Losses, and Rating Procedure.

Heading

Your company name, address and other business names that are included on your insurance policy are captured from the policy information page. This section also includes the date the experience modification is effective and the date the Experience Rating Form was issued to the insurer. If a previously published experience modification was revised, the rerate number and reason are included in this section.

Summary of Payroll and Expected Losses

This section reflects the payrolls reported by the insurer for each applicable classification. The payrolls shown reflect audited payrolls, which result from the final audits conducted by the insurer. The expected losses for each classification are derived from the reported payrolls for that classification and the corresponding expected loss rate approved by the California Insurance Commissioner. Your expected excess losses are the portion of the expected losses that is, on average, above the primary threshold (see Summary of Claims and Actual Losses) that applies to your business. Your expected losses and expected excess losses are used to calculate your experience modification.

Summary of Claims and Actual Losses

This section reflects the losses on claims reported by the insurer for each policy included in the experience period.

The actual loss shown for each reported claim represents the total incurred loss value of the claim. This includes the actual loss amount paid and, for claims that were open when the loss information was provided, a loss amount reserved by the insurer for future expected loss payments. (Loss adjustment expenses are not included.) The loss amounts generally reflect the insurer's most recently reported valuation of the incurred loss value as required pursuant to the Reporting Plan prior to the effective date of the experience modification.

The actual primary loss shown for each claim is the dollar amount of the actual loss of each claim that is used in the experience modification calculation. For most claims, it is the loss amount of each claim up to your primary threshold less \$250. (Your primary threshold is shown on the top line of this section and is based on the size of your business as measured by your total expected losses.) If the actual loss of the claim is \$250 or less, it is not used in the experience modification calculation. Your actual primary losses are used to calculate your experience modification.

Rating Procedure

This section reflects the calculation of the experience modification. The rating procedure and the information used in calculating the experience modification are detailed in the Experience Rating Plan. Your experience modification is determined as the ratio of the sum of your actual primary losses and expected excess losses compared to your expected losses. This section also shows the loss-free rating which is the experience modification that would have been calculated if no claims were incurred during the experience period or if the only claims incurred were for \$250 or less. When there is only a single claim in the experience period in excess of \$250, the experience modification is limited to be no higher than 25 percentage points above the loss-free rating.

Find Out More

The WCIRB website contains free information for employers regarding the California workers' compensation system—including the Online Guide to Workers' Compensation, Frequently Asked Questions, and Education on Demand online learning modules. See the *Employer/Policyholder* section on www.wcirb.com.

About the WCIRB

The Workers' Compensation Insurance Rating Bureau of California is a licensed rating organization and is the California Insurance Commissioner's designated statistical agent. To accurately measure the cost of providing workers' compensation benefits, the WCIRB performs a number of functions, including collection of coverage and loss data on every workers' compensation insurance policy, inspections of insured businesses, and test audits of insurer policy audits.

The WCIRB also provides free educational information to employers, agents and brokers, and insurers regarding the California workers' compensation insurance market. The WCIRB is a private, nonprofit association of licensed workers' compensation insurers. No state money is used to fund WCIRB operations.

Workers' Compensation Insurance Rating Bureau of California
1901 Harrison Street, 17th Floor
Oakland, CA 94612
888.229.2472
wcirb.com

Risk Summary Report**Bureau Number: 2-05-60-42****Date Created: March 09, 2023****Risk's Primary Name and Mailing Address:**ABC SCHOOL EQUIPMENT INC
1451 E 6TH ST
CORONA, CA 92879-0000**Experience Modification(s) – last 10 years:**

Rating Year	X-Mod	X-Mod Status	Rerate
2024		Missing Experience	0
2023		Missing Experience	0
2023	111	Published	0
2022	102	Published	0
2021	105	Published	0
2020	90	Published	0
2019	91	Published	0
2018	68	Published	2
2017	55	Published	0
2016	89	Published	1
2015	93	Published	0

Classification developing the most payroll during current Experience Period

Class Code	Inspected	Description
3060	No	Door/Window Mfg-metal/plastic

WCIRB Assigned Classification(s):

Class Code	Suffix	Inspected	Description
WCIRB has not assigned any class code to this risk.			

Additional Names on current policies

(DBA) PLATINUM VISUAL SYSTEMS
ABC SCHOOL EQUIPMENT INC
ABC SCHOOL EQUIPMENT, INC

ABC SCHOOL EQUIPMENT INC
(DBA) PLATINUM VISUAL SYSTEMS
1451 E 6TH ST
CORONA CA 928790-0000

3060 DOOR/WINDOW FRAME MFG-METAL/PLASTIC
3060 DOOR/WINDOW MFG-METAL/PLASTIC
5146 CABINET/FIXTURES INSTALLATION
#8742 SALESPERSONS-OUTSIDE
8810 CLERICAL OFFICE EMPLOYEES

Bureau Number 2-05-60-42-R
Effective Date **02/15/2022**
Issue Date 12/31/2021
Experience Modification **102%**
Insurer TRAVELERS PROP CAS CO OF AM
Insurer Group TRAVELERS GRP #2
Policy Number UB4P6223612114G
Issuing Office DIAMOND BAR
Experience Period 05/15/2017 to 05/15/2020

Summary of Payroll and Expected Losses							Summary of Claims and Actual Losses			Primary Threshold: 24,500	
Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses	Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
Insurer: 437 Policy Period : 05/05/2020 to 12/31/2020											
5146	4,988	1.94	97	0.413	40	57					
Totals	4,988		97		40	57	Totals	0		0	0
Insurer: 843 Policy Period : 05/01/2020 to 05/01/2021											
5146	36,295	1.94	704	0.413	291	413					
Totals	36,295		704		291	413	Totals	0		0	0
Insurer: 843 Policy Period : 04/01/2020 to 04/01/2021											
5146	13,832	1.94	268	0.413	111	157					
Totals	13,832		268		111	157	Totals	0		0	0
Insurer: 744 Policy Period : 02/17/2020 to 02/17/2021											
5146	10,866	1.94	211	0.413	87	124					
Totals	10,866		211		87	124	Totals	0		0	0
Insurer: 697 Policy Period : 02/15/2020 to 02/15/2021											
3060	1,216,282	2.55	31,015	0.470	14,577	16,438	FQF2016	06	Closed	732	482
5146	591,169	1.94	11,469	0.413	4,737	6,732	FRN7902	06	Closed	851	601
8742	55,726	0.14	78	0.443	35	43	FRR2643	06	Open	9,400	9,150
8810	1,133,610	0.11	1,247	0.494	616	631	FRV5988	05	Open	42,854	24,250
Totals	2,996,787		43,809		19,965	23,844	Totals	4		53,837	34,483
Insurer: 437 Policy Period : 10/01/2019 to 10/01/2020											
5146	2,224	1.94	43	0.413	18	25					
Totals	2,224		43		18	25	Totals	0		0	0
Insurer: 744 Policy Period : 08/24/2019 to 08/24/2020											
5146	7,497	1.94	145	0.413	60	85					
Totals	7,497		145		60	85	Totals	0		0	0
Insurer: 732 Policy Period : 08/01/2019 to 08/01/2020											
5146	403	1.94	8	0.413	3	5					
Totals	403		8		3	5	Totals	0		0	0
Insurer: 843 Policy Period : 07/01/2019 to 07/01/2020											
5146	9,236	1.94	179	0.413	74	105					
Totals	9,236		179		74	105	Totals	0		0	0
Insurer: 742 Policy Period : 06/24/2019 to 06/24/2020											
5146	15,382	1.94	298	0.413	123	175					
Totals	15,382		298		123	175	Totals	0		0	0

* Not Physically Inspected; # If Any; F = Federal
(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC

Bureau Number

2-05-60-42-R

Page 2 of 3

Effective Date

02/15/2022

Issue Date

12/31/2021

Experience Modification

102%

Insurer

TRAVELERS PROP CAS CO OF AM

Insurer Group

TRAVELERS GRP #2

Policy Number

UB4P6223612114G

Issuing Office

DIAMOND BAR

Experience Period

05/15/2017 to 05/15/2020

Summary of Payroll and Expected Losses

Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses
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Insurer: 744 Policy Period : 06/06/2019 to 09/30/2019

5146	5,073	1.94	98	0.413	40	58
Totals	5,073		98		40	58

Insurer: 843 Policy Period : 05/01/2019 to 05/01/2020

5146	16,321	1.94	317	0.413	131	186
Totals	16,321		317		131	186

Insurer: 744 Policy Period : 02/17/2019 to 02/17/2020

5146	56,490	1.94	1,096	0.413	453	643
Totals	56,490		1,096		453	643

Insurer: 133 Policy Period : 02/15/2019 to 02/15/2020

3060	1,274,576	2.55	32,502	0.470	15,276	17,226
5146	628,035	1.94	12,184	0.413	5,032	7,152
8742	107,528	0.14	151	0.443	67	84
8810	1,286,038	0.11	1,415	0.494	699	716
Totals	3,296,177		46,252		21,074	25,178

Insurer: 697 Policy Period : 01/01/2019 to 10/31/2019

3060	255,633	2.55	6,519	0.470	3,064	3,455
8742	108,603	0.14	152	0.443	67	85
8810	114,071	0.11	125	0.494	62	63
Totals	478,307		6,796		3,193	3,603

Insurer: 437 Policy Period : 10/01/2018 to 10/01/2019

5146	58,128	1.94	1,128	0.413	466	662
Totals	58,128		1,128		466	662

Insurer: 843 Policy Period : 07/01/2018 to 07/01/2019

5146	1,166	1.94	23	0.413	9	14
Totals	1,166		23		9	14

Insurer: 291 Policy Period : 05/30/2018 to 05/30/2020

5146	6,237	1.94	121	0.413	50	71
Totals	6,237		121		50	71

Insurer: 843 Policy Period : 05/01/2018 to 05/01/2019

5146	25,618	1.94	497	0.413	205	292
Totals	25,618		497		205	292

Insurer: 744 Policy Period : 02/17/2018 to 02/17/2019

5146	35,598	1.94	691	0.413	285	406
Totals	35,598		691		285	406

Summary of Claims and Actual Losses

Primary Threshold: 24,500

Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
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Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Y2EC06702	05	Closed	43,754	24,250
Y2EC13681	04	Closed	15,749	15,499
Y2EC20528	06	Closed	386	136
Y2EC23759	05	Closed	1,375	1,125
Totals	4		61,264	41,010

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

Totals	0		0	0

* Not Physically Inspected; # If Any; F = Federal
(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any

Workers' Compensation Experience Rating Form

ABC SCHOOL EQUIPMENT INC

Bureau Number 2-05-60-42-R Page 3 of 3
Effective Date 02/15/2022
Issue Date 12/31/2021
Experience Modification 102%
Insurer TRAVELERS PROP CAS CO OF AM
Insurer Group TRAVELERS GRP #2
Policy Number UB4P6223612114G
Issuing Office DIAMOND BAR
Experience Period 05/15/2017 to 05/15/2020

Summary of Payroll and Expected Losses							Summary of Claims and Actual Losses Primary Threshold: 24,500				
Class Code	Payroll	Expected Loss Rate per \$100 payroll	Expected Losses	D-Ratio	Expected Primary Losses	Expected Excess Losses	Claim Number	Injury Type	Open / Closed	Actual Losses	Actual Primary Losses
Insurer: 775 Policy Period : 02/15/2018 to 02/15/2019											
3060	1,339,525	2.55	34,158	0.470	16,054	18,104	Y67C76954	06	Closed	50	0
5146	714,690	1.94	13,865	0.413	5,726	8,139	Y67C78870	06	Closed	50	0
8742	112,591	0.14	158	0.443	70	88	Y67C85713	06	Closed	228	0
8810	1,248,761	0.11	1,374	0.494	679	695	Y67C90030	06	Closed	401	151
Totals	3,415,567		49,555		22,529	27,026	Totals	4		729	151
Insurer: 697 Policy Period : 01/01/2018 to 01/01/2019											
3060	266,691	2.55	6,801	0.470	3,196	3,605					
8742	120,000	0.14	168	0.443	74	94					
8810	122,343	0.11	135	0.494	67	68					
Totals	509,034		7,104		3,337	3,767	Totals	0		0	0
Insurer: 744 Policy Period : 12/31/2017 to 12/31/2018											
5146	5,560	1.94	108	0.413	45	63					
Totals	5,560		108		45	63	Totals	0		0	0
Insurer: 437 Policy Period : 10/01/2017 to 10/01/2018											
5146	5,661	1.94	110	0.413	45	65					
Totals	5,661		110		45	65	Totals	0		0	0
Insurer: 744 Policy Period : 07/06/2017 to 07/06/2018											
5146	4,498	1.94	87	0.413	36	51					
Totals	4,498		87		36	51	Totals	0		0	0
Insurer: 291 Policy Period : 05/30/2017 to 05/30/2018											
5146	3,534	1.94	69	0.413	28	41					
Totals	3,534		69		28	41	Totals	0		0	0

Experience Period Totals	Expected Losses		Expected Primary Losses		Expected Excess Losses		Number of Claims	Actual Losses		Actual Primary Losses
	C	159,814	B	72,698		87,116		A	115,830	75,644

Actual Primary Losses Expected Excess Losses Expected Losses

$\left[\begin{matrix} A \\ 75,644 \end{matrix} + \begin{matrix} B \\ 87,116 \end{matrix} \right] / \begin{matrix} C \\ 159,814 \end{matrix} = \begin{matrix} 102\% \end{matrix}$ Experience Modification

Loss-Free Rating: 55%

* Not Physically Inspected; # If Any; F = Federal
(S) Subrogation; (J) Joint Claim; (P) Partially Fraudulent, if any

Calculation of Your Experience Modification

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Data Used for Experience Rating and the Experience Period

With few exceptions, the payrolls and losses arising from all policies incepting within the experience period as reported by the insurer are used in the calculation of your experience modification.

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The Experience Rating Form is divided into four main sections: Heading, Summary of Payroll and Expected Losses, Summary of Claims and Actual Losses, and Rating Procedure.

Heading

Your company name, address and other business names that are included on your insurance policy are captured from the policy information page. This section also includes the date the experience modification is effective and the date the Experience Rating Form was issued to the insurer. If a previously published experience modification was revised, the rerate number and reason are included in this section.

Summary of Payroll and Expected Losses

This section reflects the payrolls reported by the insurer for each applicable classification. The payrolls shown reflect audited payrolls, which result from the final audits conducted by the insurer. The expected losses for each classification are derived from the reported payrolls for that classification and the corresponding expected loss rate approved by the California Insurance Commissioner. Your expected excess losses are the portion of the expected losses that is, on average, above the primary threshold (see Summary of Claims and Actual Losses) that applies to your business. Your expected losses and expected excess losses are used to calculate your experience modification.

Summary of Claims and Actual Losses

This section reflects the losses on claims reported by the insurer for each policy included in the experience period.

The actual loss shown for each reported claim represents the total incurred loss value of the claim. This includes the actual loss amount paid and, for claims that were open when the loss information was provided, a loss amount reserved by the insurer for future expected loss payments. (Loss adjustment expenses are not included.) The loss amounts generally reflect the insurer's most recently reported valuation of the incurred loss value as required pursuant to the Reporting Plan prior to the effective date of the experience modification.

The actual primary loss shown for each claim is the dollar amount of the actual loss of each claim that is used in the experience modification calculation. For most claims, it is the loss amount of each claim up to your primary threshold less \$250. (Your primary threshold is shown on the top line of this section and is based on the size of your business as measured by your total expected losses.) If the actual loss of the claim is \$250 or less, it is not used in the experience modification calculation. Your actual primary losses are used to calculate your experience modification.

Rating Procedure

This section reflects the calculation of the experience modification. The rating procedure and the information used in calculating the experience modification are detailed in the Experience Rating Plan. Your experience modification is determined as the ratio of the sum of your actual primary losses and expected excess losses compared to your expected losses. This section also shows the loss-free rating which is the experience modification that would have been calculated if no claims were incurred during the experience period or if the only claims incurred were for \$250 or less. When there is only a single claim in the experience period in excess of \$250, the experience modification is limited to be no higher than 25 percentage points above the loss-free rating.

Find Out More

The WCIRB website contains free information for employers regarding the California workers' compensation system—including the Online Guide to Workers' Compensation, Frequently Asked Questions, and Education on Demand online learning modules. See the *Employer/Policyholder* section on www.wcirb.com.

About the WCIRB

The Workers' Compensation Insurance Rating Bureau of California is a licensed rating organization and is the California Insurance Commissioner's designated statistical agent. To accurately measure the cost of providing workers' compensation benefits, the WCIRB performs a number of functions, including collection of coverage and loss data on every workers' compensation insurance policy, inspections of insured businesses, and test audits of insurer policy audits.

The WCIRB also provides free educational information to employers, agents and brokers, and insurers regarding the California workers' compensation insurance market. The WCIRB is a private, nonprofit association of licensed workers' compensation insurers. No state money is used to fund WCIRB operations.

Workers' Compensation Insurance Rating Bureau of California
1901 Harrison Street, 17th Floor
Oakland, CA 94612
888.229.2472
wcirb.com



February 8, 2023

RE: ABC School Equipment, Inc.
(DBA) Platinum Visual Systems

To Whom it May Concern:

Please find the Experience Modifications listed below for the current and prior years:

- 2023 – 1.11 or 111%
- 2022 – 1.02 or 102%
- 2021 – 1.05 or 105%
- 2020 – 0.90 or 90%

Sincerely,

Laura Robinson

Laura Robinson

Sr. Account Manager

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