

EDINA – CHROMEBOOK RFP SOURCING SUMMARY

General Information

Organization:	ISD #273 – Edina Public Schools	Date:	2/14/2024
Department:	Media and Technology	Category:	IT Hardware & License (Chromebooks)

Process Notes

Process used	Request for Quote (RFQ) requiring use of valid preexisting Joint Powers Contract
Vendors participating	<ul style="list-style-type: none"> • CDW-G (Submitted) • GovConnection Public Sector Solutions (No Response) • ITsavvy (Submitted) – Warrant Only No Devices Quoted • Nor-Tech (Submitted) • Now Micro (Submitted) • Trafera (Submitted) • Vivacity (Submitted) • Xerox Business Solutions (Submitted)

Submitting Vendor Information

Company Name	Company Contact	Joint Powers Agreement Utilized
CDW-G	Mayank Srivastava	AEPA-022-G
ITSavvy	Chris Elkendier	N/A
Now Micro	Ben Rains	MN State Contract #160321
Trafera	Tara Johnson	TIPS (230105), Omnia (01-43), BuyBoard (661-22)
Vivacity	Ryan Heineman	NCPA/OMNIA 01-97
Xerox	Michaëlle Meland	OMNIA #R191104

References

Company Name	Reference #1	Reference #2
CDW-G	Brainerd Public Schools	Mankato Area Public Schools
ITSavvy	Appleton Area Schools	Batavia Public Schools
Now Micro	Anoka-Hennepin Public Schools	Eastern Carver County Public Schools
Trafera	Hopkins Public Schools	St. Cloud Public Schools
Vivacity	Duluth Public Schools	South Washington
Xerox	Dolton School District	Slinger School District (WI)

Questions

Question/Data Point	CDW-G	ITSavvy	Now Micro	Trafera	Vivacity	Xerox
Have you reviewed & agree with all terms, conditions, specifications, and requirements as described? [Y/N]	N*	Y	Y	Y	Y	Y
Have you provided all documentation required (as found on page 1)? [Y/N]	Y	Y	Y	Y	Y	Y
Did you provided ALL Service Level Agreements to be included in the evaluations process? [Y/N]	Y	Y	Y	Y	Y	Y
What is the approximate number of weeks between order submission date and delivery to district? [#]	2	N/A – Did not quote equipment	3	4-6	3-6	4
What is the latest date for receipt of Purchase Order to ensure delivery by June 10 th , 2024? [DATE]	CDW Cannot Guarantee Delivery by a certain Date	N/A – Did not quote equipment	5/15/2023	4/19/2024	4/29/2024	3/29/2024

Models Proposed

Desc	Qty	CDW-G	ITSavvy	Now Micro	Trafera	Vivacity	Xerox
Chromebook- Option 1	1,300	Lenovo 82JB001US	Quoted Warranty, ADP, license Only	Lenovo 82W4000AUS	Lenovo 500e Yoga Gen 4	Acer Spin 511 R756T C822	Lenovo 82W4000AUS
Chromebook- Option 2	1,300	Lenovo 82W4000AUS	Quoted Warranty, ADP, license Only	Acer Spin 511 R756T-C822	Acer Spin 511 R756T-C822	Acer Spin 511 R756T C822 (MAXcase)	Acer Spin 511 R756T-C822
Chromebook – Option 3	1,300	N/A	N/A	N/A	N/A	N/A	Lenovo 82JB001US

Purchase Price Comparison – OPTION 1

Desc	Qty	CDW-G		ITSavvy*		Now Micro	
		Per Unit	Net	Per Unit	Net	Per Unit	Net
Chromebook	1,300	\$279.00	\$362,700.00	N/A	N/A	\$376.00	\$488,800.00
Google License, ADP, 3-year Warranty	1,300	\$55.00	\$71,500.00	\$88.00	\$114,400.00	\$90.00	\$117,000.00
Total		\$334.00	\$434,200.00	\$88.00	\$114,400.00	\$466.00	\$605,800.00
Desc	Qty	Trafera		Vivacity		Xerox	
		Per Unit	Net	Per Unit	Net	Per Unit	Net
Chromebook	1,300	\$519.00	\$674,700.00	\$294.00	\$382,200.00	\$367.80	\$478,140.00
Google License, ADP, 3-year Warranty	1,300	Included	Included	\$127.00	\$165,100.00	\$107.21	\$139,373.00
Total		\$519.00	\$674,700.00	\$421.00	\$547,300.00	\$475.01	\$617,513.00

Purchase Price Comparison – OPTION 2

Desc	Qty	CDW-G		ITSavvy		Now Micro	
		Per Unit	Net	Per Unit	Net	Per Unit	Net
Chromebook	1,300	\$331.00	\$430,300.00	N/A	N/A	\$365.00	\$474,500.00
Google License, ADP, 3-year Warranty	1,300	\$55.00	\$71,500.00	\$108.00	\$140,400.00	\$30.50**	\$39,650.00
Total		\$386.00	\$501,800.00	\$108.00	\$140,400.00	\$395.50	\$514,150.00
Desc	Qty	Trafera		Vivacity		Xerox	
		Per Unit	Net	Per Unit	Net	Per Unit	Net
Chromebook	1,300	\$576.00	\$748,800.00	\$294.00	\$382,200.00	\$364.38	\$473,694.00
Google License, ADP, 3-year Warranty	1,300	Included	Included	\$137.00	\$178,100.00	\$147.46	\$191,698.00
Total		\$576.00	\$748,800.00	\$431.00	\$560,300.00	\$511.84	\$665,392.00

Purchase Price Comparison – OPTION 3

Desc	Qty	Xerox	
		Per Unit	Net
Chromebook	1,300	\$282.49	\$367,237.00
Google License, ADP, 3-year Warranty	1,300	\$91.00	\$118,300.00
Total		\$373.49	\$485,537.00

Models and Price Summary

Vendor	Model Proposed	Price (Bundled with ADP, License, Warranty)
CDW-G – Option 1	500e 82JB00001US GEN 3	\$434,200.00
CDW-G – Option 2	500e 82W40000AUS GEN 4	\$501,800.00
ITSavvy – Option 1	(Warranty, ADP, Google License) \$100 Deductible	\$114,400.00*
ITSavvy – Option 2	(Warranty, ADP, Google License) No Deductible	\$140,400.00*
Now Micro – Option 1	500e 82W4000AUS GEN 4	\$605,800.00
Now Micro – Option 2	Acer Spin 511 R756T C822	\$514,150.00**
Trafera – Option 1	500e Yoga Chromebook Gen 4	\$674,700.00
Trafera – Option 2	Acer Spin 511 R756T C822	\$748,800.00
Vivacity – Option 1	Acer Spin 511 R756T C822	\$547,300.00
Vivacity – Option 2	Acer Spin 511 R756T C822 (MAXcase Included)	\$560,300.00
Xerox – Option 1	500e 82W4000AUS GEN4	\$617,513.00
Xerox – Option 2	Acer Spin 511 R756T-C822	\$665,392.00
Xerox – Option 3	500e 82JB00001US GEN 3	\$485,537.00

* ITSavvy's quote does not include equipment. ITSavvy quotes is for Google License, ADP, 3-year Warranty Only. Option 1 is with a \$100 Deductible, Option 2 is with a \$0 Deductible

**Now Micro's ACER quote is for the google license only, does not include ADP and 3-year Warranty.