

Denton Independent School District

Printer Refresh Project

August 27, 2019

SUMMARY:

This item requests approval of the Printer Refresh Project service agreement with the associated Managed Print Services from ImageNet Consulting, LLC in an amount not to exceed \$500,000.

BOARD GOAL:

Growth & Management - demonstrate effective and efficient management of district resources

PREVIOUS BOARD ACTION:

None

BACKGROUND INFORMATION:

Denton ISD was notified that Dell EMC, the District's preferred print vendor, is exiting the printer industry. Due to this vendor product change, Denton ISD needs to select a new preferred print vendor.

The selection of the District's new print vendor was conducted by the Technology Department in 3 phases.

Phase 1 included a committee of 20 District staff members. The goal of Phase 1 was to determine the needs of the District moving forward regarding printing.

The goal of Phase 2 was to conduct a cost comparison with different print manufacturers utilizing Bell ES, Rodriguez MS and Braswell HS. These schools were selected because they represent the District print standard model for each type of campus. Upon completion of the Phase 2 cost comparison, Hewlett Packard was selected as the print manufacturer that offered the best overall value to meet the District's printer needs. Hewlett Packard does not sell directly to districts which necessitated the vendor cost comparison of Phase 3.

The goal of Phase 3 was to determine which re-seller offered the best device pricing, secure print options, Managed Print Services pricing, white glove service as well as maintenance turn-around. Image Net was chosen as Denton ISD's Hewlett Packard print partner.

SIGNIFICANT ISSUES:

There are currently more than 2,000 printers in the District. Of those 2,000 printers, approximately 60% have reached end-of-life. All the end-of-life printers will need to be replaced as parts and consumables for these models are no longer available.

Additionally, Microsoft will no longer be supporting the Windows 7 operating system as of January 14, 2020. Updated security patches will no longer be available which make these devices vulnerable to cyberattacks. For this reason, all Windows 7 devices will be removed from the DISD network by the end of this calendar year.

The exit of Dell as a printer vendor, the number of aging or malfunctioning printers, and the incompatibility of a significant portion of the District's printer fleet with Windows 7 necessitates a printer refresh to mitigate these issues.

The printers, Managed Print Services (MPS), and installation will be purchased through a Texas Local Governmental Purchasing Cooperative (TIPS). This purchase is being brought for approval in accordance with the District's CH (local) policy.

FISCAL IMPLICATIONS:

The project cost will be borne by general fund-fund balance.

BENEFIT OF ACTION:

The approval of this purchase will allow the District to continue the daily operations and services provided to students and staff using the Microsoft platform for the entirety of the 2019-2020 school year and beyond without interruption by establishing a standard printer vendor with the associated equipment and services.

SUPERINTENDENT’S RECOMMENDATION:

It is recommended that the service agreement from ImageNet Consulting, LLC for the Printer Refresh Project with the associated Managed Print Services in an amount not to exceed \$500,000.00 be approved.

STAFF PERSONS RESPONSIBLE:

Ernie Stripling, Technology Information Officer
Susan Cheatham, Senior Technology Services Manager
Dianna Casper, Director of Purchasing

ATTACHMENTS:

Printer Refresh Project Service Agreement

APPROVAL:

Signature of Staff Member Proposing Recommendation: _____

Signature of Divisional Assistant Superintendent: _____

Signature of Superintendent: _____