



Board Meeting Date: May 15, 2023

Title: 23-24 Technology Purchases

Type: Consent

Presenter(s): Natasha Monsaas-Daly

Description:

The purpose of this consent agenda item is to inform the board of upcoming technology purchases for the 23-24 school year. These purchases are part of either our annual technology refresh of staff/student devices, or a part of our 3-year classroom technology standard updates.

As a part of our annual device refresh cycle,

- DMTS will be refreshing 200 staff laptops,
- 65 staff desktops, and
- 19 staff all-in-one computers.
- This aforementioned is a standard yearly refresh. This procurement of this purchase will be via an RFP orchestrated by Catalyst Sourcing Solutions. Approximate cost: \$250,000

As part of the second year of our three year classroom instructional technology standards update (which was presented to the board last spring),

- 155 Audiobeam Pro systems
- 110 Epson 982W projectors
- 22 Viewboards
- The procurement of these purchases was orchestrated by Catalyst Sourcing Solutions. Approximate cost: \$375,000

Recommendation: Approve via Consent

Desired Outcomes from the Board: Approve recommendation.

Attachments:

- Sourcing Memo re: Audio Enhancement Beam Pro
- Sourcing Summary re: Staff Devices
- Note: Sourcing Summary for Projectors and Viewboards to come

Sourcing Memo

General Information

Organization:	ISD #273 – Edina Public Schools	Date:	5/10/2023
Department:	Media and Technology	Category:	Classroom A/V Equipment
Supplier:	Tierney Brothers (Bloom)	Est Qty:	\$196,520.00
Sourcing Process:	Cooperative Purchasing Connection Cooperative Agreement #21.10-TBS		

Purchase Notes

- This purchase is the next phase of A/V classroom upgrades that began in 2022.
 - One of the key objectives to this process was to standardize the devices used in the classroom technology to add additional efficiency to the maintenance and repair processes.
 - This reduces the time required from the district's Media and Technology staff.
- In 2022, a purchase of one-hundred-ninety (190) Audio Enhancement Beam Pro audio projection systems that were awarded via RFP to Tierney Brothers (Bloom)
 - This process required the quote to be based on a valid Joint-Powers-eligible agreement (agreement used for the award was Cooperative Purchasing Connection Cooperative Agreement #21.10-TBS)
 - The original award included installation of the units (\$120.00 per unit)
- For 2023, an additional 138 rooms will be upgraded via the following process:
 1. A quote was requested for Tierney Brothers (Bloom) with the proposed price utilizing the same agreement (CPC #21.10-TBS).
 2. For 2023, the contract price per unit is \$1,445.00 per unit
 - Up from \$1,249.00 per unit in 2022 due to manufacturer rate increase
- The recommendation to move forward with the cooperative quote based on the following rationale:
 - The continued use of the same device allows the Media and Technology team:
 - Ability to self-install devices (in lieu of an estimated install cost of \$16,560.00)
 - Maintain device/infrastructure consistency across all classrooms (per original strategy)
 - Ability to compliantly (sourcing) order immediately, allowing for maximum flexibility for installation with respect to device supply chain/delivery timeline.

Question/Additional Data

In the event that there are additional questions or clarifications required, feel free to reach out at any time.

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Sourcing Summary

admin General Information

.Organization:	ISD #273 – Edina Public Schools	Date:	4/10/2023
.Department:	Media and Technology	.Category:	Windows-based Devices

Process Notes

Process used	Request for Quote (RFQ) requiring use of valid preexisting Joint Powers Contract
Vendors participating	<ul style="list-style-type: none"> Best Buy (No Submission) CDW-G (Submitted) NOW Micro (Submitted) Nor-Tech (No Submission) Xerox Business Solutions (Submitted)

Submitting Vendor Information

Company Name	Company Contact	Joint Powers Agreement utilized
CDW-G	Mayank Srivasta	MN Services Cooperative: 022-G
Now Micro	Sydney Ellison	MN State Contract # 160321
Xerox	Michaelle Meland	Omnia Contract Number: R171406

References

Company Name	Reference #1	Reference #2
CDW-G	Brainard Public School	Mankato Public Schools
Now Micro	Minneapolis Public Schools	Anoka Hennepin Public Schools
Xerox	Dolton Schools	Slinger School District

Questions/Responses

Question	CDW	Now Micro	Xerox
Have you reviewed and agree with the District Terms, conditions, specifications, and requirements as described? [Y/N]	*	Y	Y
Have you provided all documentation required? [Y/N]	Y	Y	Y
Did you provided ALL Service Level Agreements (or docs) to be included in the evaluations process? [Y/N]	Y	Y	Y
What is the approximate number of weeks between order submission date and delivery to district? [Y/N]	4	1-2	4-6
What is the latest date for receipt of Purchase Order to ensure delivery by 7/4/2023? [Y/N]	**	6/10/2023	ASAP

** Due to current market conditions and supply chain disruptions caused by the COVID-19 Pandemic, CDW-G will notify Edina Public Schools ISD No 273 of the realistic delivery timeline.

Sourcing Summary

Pricing Comparison

Desc	Qty	CDW Desc	Per Unit	Net	Now Micro Desc	Per Unit	Net	Xerox Desc	Per Unit	Net
Laptop	200	Lenovo ThinkPad L14 G3	\$985.00	\$197,000.00	Dell Latitude 3440	\$785.00	\$157,000.00	Acer TravelMate P6	\$812.74	\$162,548.00
Desktop	65	Lenovo ThinkCentre M70q	\$710.00	\$71,000	Dell OptiPlex 3000	\$595.00	\$38,675.00	Acer Veriton X4860G	\$754.54	\$49,045.10
All-in-One	19	Lenovo ThinkCentre M90a G3	\$1,000.00	\$19,000	Dell OptiPlex 7410	\$918.00	\$17,442.00	Acer Veriton Z4880G	\$1,013.07	\$19,248.33
Parts Depot Warranty - Laptop	200	3-Year Depot	Included	Included	3-Year Depot	Included	Included	4-Year Depot*	\$85.00	\$17,000.00
Parts Depot Warranty - Laptop	65	3-Year Depot	Included	Included	3-Year Depot	Included	Included	3-Year Depot	Included	Included
Parts Depot Warranty - Desktop	19	3-Year Depot	Included	Included	3-Year Depot	Included	Included	3-Year Depot	Included	Included
				\$287,000.00	Total:		\$213,117.00	Total		\$247,841.43

Optional Services Proposed

Desc	CDW	Now Micro	Xerox
Complimentary Waste-Free Delivery	No Quote	\$0	No Quote

*Acer's TravelMate p6 includes a free 2-year warranty, A 4-year warranty is available for \$85.00