

## CCSD Technology Refresh Proposal

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### OVERVIEW

With the budget in mind, I sought to find the least expensive and most predictable route to maintain the current systems in place. I reached out to Apple explaining our dilemma with Elementary laptops no longer supported for State testing next year and the rest of the laptops being out of warranty and our budget being what is.

### Apple's Proposed Solution

1. Sell current fleet of laptops and iPads, quoted at \$68,000 by LynxAlaska
2. Enter a structured payment agreement for 240 macbooks & 50 ipads at \$70,469.38 per year for 4 years with a 0% interest rate as opposed to paying for it all at once.

### Clarification

Apple's structured payment differs from a traditional lease as at the end of the term we own the devices and can opt to enter into a new agreement and sell the devices back or keep them. If we opt to sell back directly to Apple, they guarantee a minimum return of \$20,500 but encourage working with a third party buy back to potentially get a higher return. FY26 would see us needing to come up with around \$2500 after our resale. Apple also agreed to NET terms that would allow us to receive devices as early as May and not pay anything until as late as September giving us plenty of time to complete the resale process and receive our funds. This would provide time to migrate staff data to new devices.

### Alternate Proposals

It was brought to my attention that the board had concerns about the cost of Apple vs other vendors which is understandable. Since then I've reached out to SHI, a reseller we have done business with for years to engage their team to gather quotes for several vendors as quickly as possible.

# {Proposals Incoming}

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## Considerations

While other vendors may save money per device, a shift like this comes with other costs. When I was hired the district had their 1:1 program in place and they were looking for someone with Apple experience. Neither Karen nor I have experience managing or supporting the Windows environment at this scale. Many if not most of the teachers and staff do not have experience teaching or working with Windows.

### Additional costs:

1. Tech Department Training
2. Professional Services, Microsoft or otherwise as we'd be tasked with rebuilding all the systems and settings developed over the past 18 years for an unfamiliar platform in less than 5 months if we started today.
3. Professional Development for teachers from an educator perspective with new tools.

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## Comments

My opinion is that this would be chaotic and all this in a time where the Middle School staff and students are displaced. Any savings left after all this will be on the backs of CCSD teachers, students and staff as they attempt to figure out how to make everything work and likely line up for assistance pulling them away from what otherwise would have been a typical day in school.

Over the past several years there have been questions as to how or why the school selected Apple products. I didn't start until 2008 so I asked some people that were around at the time. Between 2000 - 2005, prior to the start of the district's 1:1 program, the school had some Windows laptop carts and Windows desktop labs and some Apple carts and labs. It was determined that the Windows devices were more difficult to manage and broke more often. In 2006 the district started its 1:1 program through the AASB Consortium for Digital Learning which granted millions of dollars to schools in the state to start this initiative. Schools were given choice of vendors who all gave education pricing, many schools selected Apple which garnered additional volume discounts for the consortium. This funding not only provided devices but professional development and services. This grant was renewed a couple of times until 2013 when the last of the funding was used. In 2017 CCSD was faced with needing to refresh devices and no more AASB CDL grant. Fortunately Hydaburg had invested in a grant writer and wrote CCSD into their RUS grant application which allowed us to refresh our devices to what we have currently. We were in the process of doing the same application with Hydaburg last summer but the application deadline was missed.

I think it would be in the best interest of CCSD to invest in some grant writing to fill some of the voids we currently face in funding not just for technology but for our aging security systems and even personnel which have formerly been funded by grants rather than hope the state or feds decide to increase funding as that has proven detrimental to the opportunities we can offer our students and families.