

Service Contract for Tech Support with Visual Edge I.T.

Background:

Belmond-Klemme has been shopping for technology support services in an effort to expedite work orders and improve cyber security.

Visual Edge I.T. is a national company that has recently entered the North Iowa area following its acquisition of a small technology operation in Emmetsburg. They are a company with broad services and an array of specialists able to assist in areas specifically relevant to Belmond-Klemme such as MacBook computers and Google applications.

Among the strengths of Visual Edge is their expertise in cyber security. One of the nation's leading experts works for the company and is training the security team for Visual Edge.

Competitive Bid:

School board policy 705.1, Purchasing – Bidding, requires competitive, sealed bids for good and services exceeding, \$25,000. This works well for school buses like Thomas or Bluebird.

Likewise, it works well for services like A&E or Blue Bunny milk. However, some services in the 21st Century are more complex, especially those relating to technology and technical issues.

We would like to change our tech support service provider. If we take competitive bids, we are going to get the lowest price, but not the best quality. In this era when cyber security is such a big deal, we need tech support that best protects all our technology assets.

This is completely legal. While Iowa law dictates threshold amounts for quotes and bids for public improvement projects, there is no such requirement for goods and services.

We have shopped around, and we believe we have found an excellent tech support service, although we did not use competitive bidding.

Cost/benefit Analysis:

The cost for Visual Edge service is approximately \$90,000 per year. This is approximately 40% more than we are paying with our current provider, but our current cost are expected to rise significantly.

Strategic Plan:

The district has three overarching strategies which include the following:

- 2) We will integrate relevant technologies to support optimal learning.

The contract with Visual Edge I.T. appears in the **EXTRAS** tab of BoardBook.

Recommended Action:

I recommend the board move to approve a three-year contract with Visual Edge I.T. by the resolution below.

Resolution on the Contract with Visual Edge I.T.

Director _____ introduced and caused to be read the Resolution hereinafter set out and moved its adoption; seconded by Director _____ after due consideration thereof by the Board, the President put the question upon the adoption of said Resolution and, the roll having been called, the following Directors voted:

Aye: _____

Nay: _____

Whereupon the President declared said Resolution duly adopted as follows:

RESOLUTION

WHEREAS, computers have become ubiquitous in our modern world and computer skills have become largely essential to the modern workplace; and,

WHEREAS, the Belmond-Klemme Community School District wishes to provide students with a modern curriculum designed to prepare them for the world they will enter upon graduation; and,

WHEREAS, the Belmond-Klemme Board of Directors voted to make Belmond-Klemme a one-to-one school by provide a computing device to every student in grades 5 through 12; and,

WHEREAS, the Belmond-Klemme faculty has committed itself to effectively using technology in teaching by adopting the following goal: "We will integrate relevant technologies to support optimal learning".

NOW, THEREFORE, be it resolved by the Board of Directors of the Belmond-Klemme Community School District on this date that Belmond-Klemme will contract with Visual Edge I.T. for technology support services, in accordance with the following:

1. The Board of Directors approves Visual Edge I.T. as service provider for the district's technology support;

2. The Board authorizes the contract in the approximate amount of \$90,000.00 annually;
3. This purchase to be paid from revenues from the Physical Plant and Equipment Levy and the SILO Sales Tax; and
4. This Resolution notwithstanding Board Policy 705.1, Purchasing – Bidding, technology support services are highly specialized with great diversity of quality among providers; and
5. The Board may elect to exempt certain professional services contracts from the thresholds and procedures outlined in Board Policy 705.1.

Passed and approved this 16th day of June, 2022.

Board President

Attest:

Board Secretary
