



To: Dr. Kent Mutchler  
 From: Michael Wilkes  
 Date: April 22, 2019  
 Re: 2019-20 Student Device Purchase Recommendation

In March, the District requested quotes on student devices from several vendors. On April 5<sup>th</sup> official quotes were received from four vendors. Pricing for HP and Lenovo student devices were received and ranged from a low of \$329.00 to \$402.06 per device.

After evaluation of the pricing received and the devices being considered, the recommendation is to purchase the devices and components identified in the table below from Heartland Business Systems (HBS). Below, please find the price per unit, quantity, and extended cost details:

Grade Level	Device	Qty	Cost/Unit	Extended Cost
4 <sup>th</sup> Grade	HP ProBook x360 11EE G3 Celeron Processor	415	\$329	\$136,535
	3-Year Warranty	415	\$ 44	\$ 18,260
6 <sup>th</sup> Grade	HP ProBook x360 11EE G3 Pentium Processor	420	\$380	\$154,980
	Accidental Damage Protection + Warranty	420	\$ 78	\$ 32,760
9 <sup>th</sup> Grade	HP ProBook x360 11EE Pentium Processor	470	\$380	\$173,430
	Accidental Damage Protection + Warranty	470	\$ 78	\$ 36,660

\*Quantities are based on a projected enrollment for 2019-20.

In accordance with the 2019-20 Technology Plan, a combination of a 3-year FMV lease and outright purchase will be used. The funding recommendation, shown below, details the estimated initial and ongoing amounts over the next three years. Bottomline, the estimated 2019-20 funds required: \$350,510.

The Fabyan Foundation's continued support of technology will further offset the funds required for 2019-20. Their support of \$35,000 will help to defray the cost of the first-year lease payment and helps to cover the cost of 4<sup>th</sup> grade devices for nearly two elementary schools.

### Funding Recommendation

<b>Expense</b>	<b>Year 1 (19-20)</b>	<b>Year 2 (20-21)</b>	<b>Year 3 (21-22)</b>	<b>Total</b>
Hardware Purchase (9 <sup>th</sup> Grade)	\$ 173,430	\$ -	\$ -	\$ 173,430
Hardware Lease – 3-Yr FMV* (4 <sup>th</sup> and 6 <sup>th</sup> Grades)	\$ 89,400	\$ 89,400	\$ 89,400	\$ 268,200
3 Year ADP / Warranty	\$ 87,680	\$ -	\$ -	\$ 87,680
<b>Total</b>	<b>\$ 350,510</b>	<b>\$ 89,400</b>	<b>\$ 89,400</b>	<b>\$ 529,310</b>

\*Lease amounts based on terms from prior FMV leases. Actual lease/financing costs shall be obtained once the purchase recommendation of a device is approved.

The combination of a fair-market-value (FMV) lease and purchase is estimated to save \$23,315 over a cash purchase price. Upon the end of the lease term, the plan is to return devices to the lessor.

This purchase recommendation is under the projected 2019-20 Technology Capital Plan budget and has been reviewed by the Technology Task Force.

Thank you for your consideration.