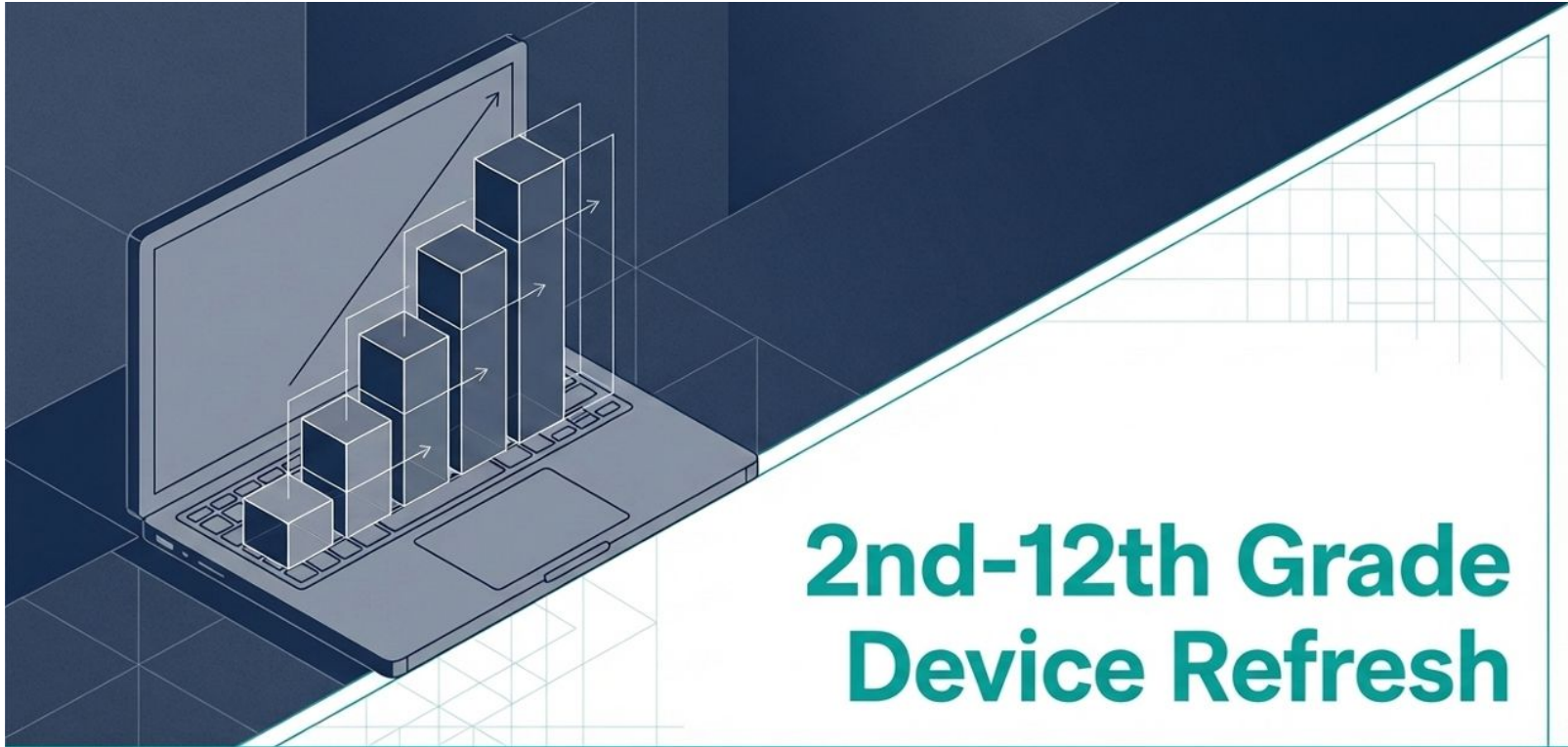




2nd -12th Grade Device Refresh

Writing Success Stories, One Student At A Time.

2nd-12th Grade Device Refresh



2nd-12th Grade Device Refresh

Program Scope: 10,000 Devices

4-Year Lifecycle

Spring 2026 Deployment

2nd-12th Grade Device Refresh



Executive Summary & The Procurement Decision

The Requirement



Equip 10,000 students (3,000 Elementary, 3,000 Middle, 4,000 High School) with a 4-year continuous learning technology stack.

Option A: Direct Purchase



Traditional Capital Expenditure (CapEx) model. District purchases hardware upfront and internalizes all deployment, ongoing repair, and lifecycle logistics.

Option B: Managed Service



Operational Expenditure (OpEx) service model. District pays one-time setup fee plus annual subscription. Service Partner provides hardware, deployment, and comprehensive 4-year lifecycle management.

Key Finding: The Managed Service model projects a **\$1.45M reduction** in Total Cost of Ownership (TCO) over 4 years by consolidating unpredictable repair pipelines and internal service burdens into a fixed annual fee.

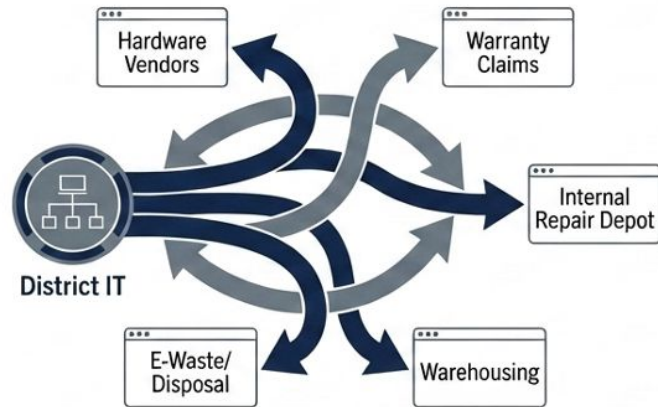
2nd-12th Grade Device Refresh



Architectural Difference: Capital Asset vs. Managed Service

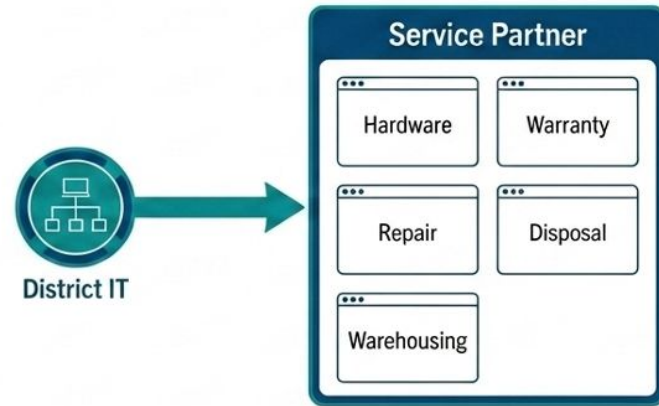
Direct Purchase (CapEx)

District assumes absolute ownership of physical assets. Internal IT department serves as the logistics hub, managing disparate vendors, assuming hardware depreciation risk, and executing all daily lifecycle maintenance.



Managed Service Model







District shifts ownership risk to a Service Partner. Hardware, deployment, protective cases, licensing, and 4-year break/fix services are bundled into a unified Service Level Agreement (SLA).



2nd-12th Grade Device Refresh



Operational Burden: Deployment & Lifecycle Servicing

	Direct Purchase (Handled By)	Managed Service Model (Handled By)
 OS Imaging & Config	District IT	Service Partner
 Asset Tagging & Inventory	District IT	Service Partner
 Warehousing & Logistics	District IT	Service Partner
 Pre-School Year Delivery	District IT	Service Partner
 Ongoing Daily Repairs	District IT	Service Partner
 Annual Summer Deep Clean	Rarely Done / Internal	Included (All 10k devices sanitized)



The Labor Recovery

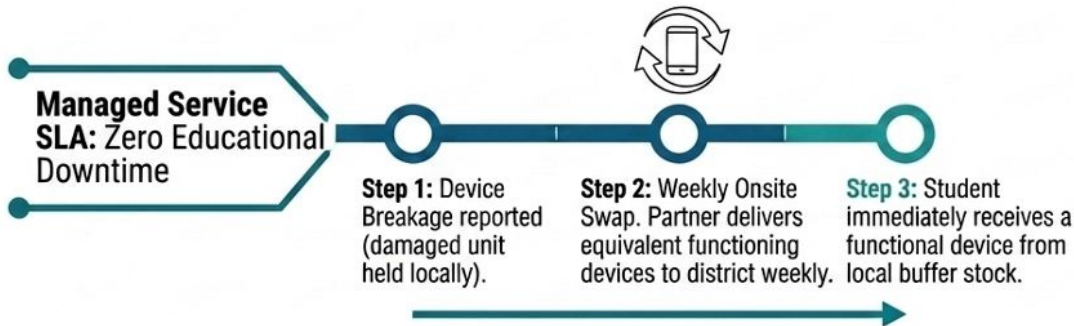
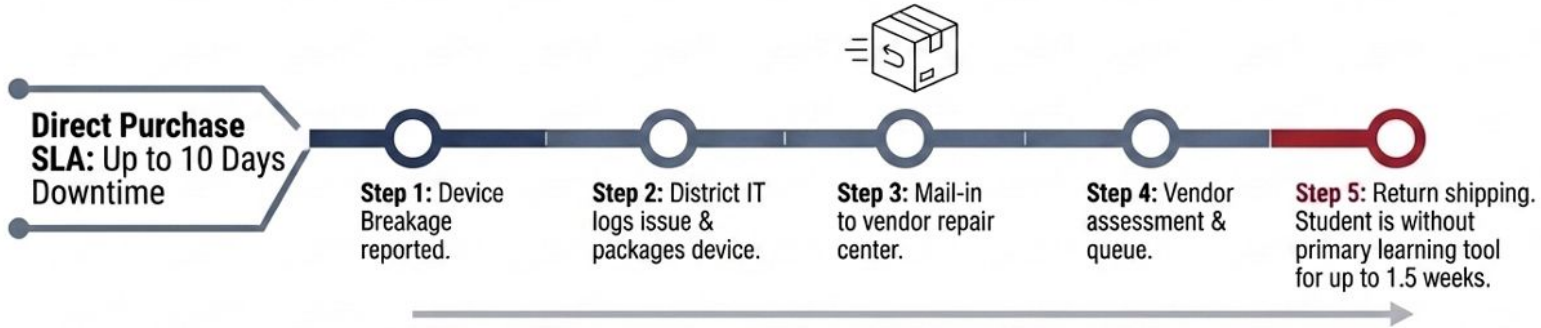
Current historic models require an estimated 12 dedicated tech hours per day solely for Chromebook repair administration. The Managed Service Model entirely reclaims this bandwidth for instructional IT support.

2nd -12th Grade Device Refresh



Break/Fix Impact: The Service Level Agreement (SLA) Reality

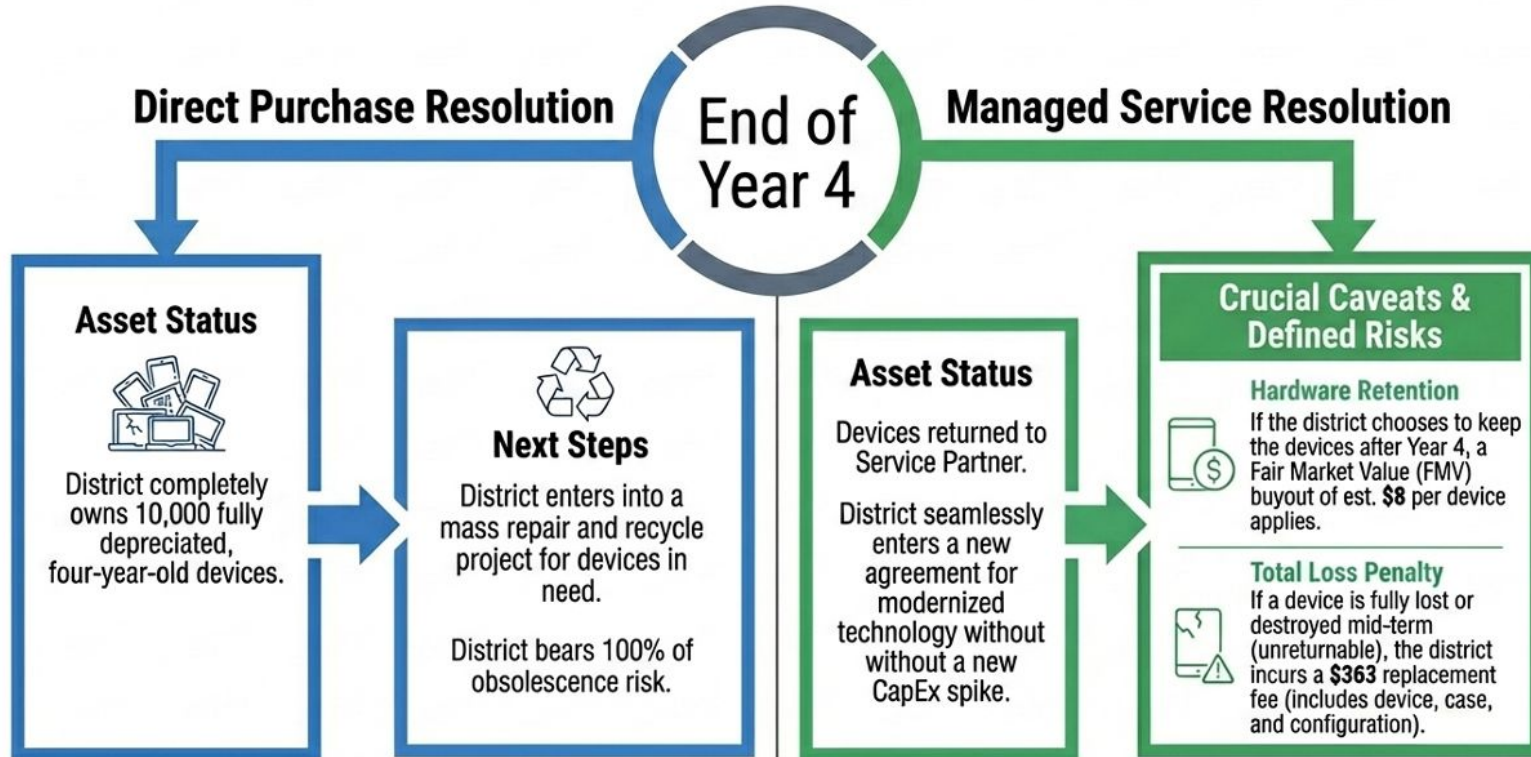
With an estimated 4,520 device repairs per year across 10,000 students, SLA terms dictate continuous learning uptime.



2nd-12th Grade Device Refresh



Year 4 Resolution: End-of-Term Lifecycle Scenarios



2nd-12th Grade Device Refresh



Executive Synthesis & Decision Matrix

Dimension	Direct Purchase	Managed Service Model
Financial Efficiency (TCO & Predictability)	<p>LOW High overall cost, highly unpredictable</p>	<p>HIGH Lowest overall cost, perfectly flat annual spend</p>
IT Operational Focus	<p>LOW Staff bogged down by warehouse and repair logistics</p>	<p>HIGH Staff freed to focus on instructional technology integration</p>
Educational Uptime (Student Access)	<p>MEDIUM 10-day repair cycles interrupt learning</p>	<p>HIGH Instant swap buffering ensures continuous access</p>
Physical Asset Control	<p>HIGH District holds absolute sovereignty over hardware</p>	<p>LOW District manages leased assets subject to return/loss policies</p>

Takeaway – Direct Purchase optimizes for absolute physical control. Managed Service Model optimizes for financial efficiency, IT operational health, and guaranteed educational uptime.

2nd-12th Grade Device Refresh



Recommended Next Steps to Spring 2026 Deployment



Phase 1: Board Information (April) Action (May)

- **Action:** Finalize strategic decision on procurement model (CapEx Ownership vs. OpEx Service).
- **Milestone:** Contract execution and Purchase Order issuance.



Phase 2: Equipment Lead Time (2-3 Weeks Post-PO)

- **Action:** Trigger hardware order for 10,000 Lenovo Gen 5 units.
- **Milestone:** Spring 2026 physical receiving at district/partner staging facilities.



Phase 3: Deployment Preparation (Spring/Summer 2026)

- **Action:** Initiate device configuration, asset tagging, Google Workspace integration, and school-site delivery mapping.
- **Milestone:** Flawless student distribution prior to Day 1 of the Fall Academic Year.

Direct Purchase vs. Managed Service Model Summary



Direct Purchase Model

- 10,000 Devices: 2nd-12th Grades
- Large, upfront cost of \$5,193,100.00
- Accidental Damage Protection only covers true accidents, not the typical student damage
- Leaves most repair costs for the District
- 10 day repair time
- Long repair time equals lost instruction time
- 4520 device repairs made yearly
- \$1,254,029.00 in repair costs over 4 years
- Total cost = Approx. \$6,447,129.00
- \$644.71/student
- Depleted, fully depreciated devices remain for district staff to clean, repair, and redistribute

Managed Service Model

- 10,000 Devices: 2nd-12th Grades
- Upfront cost of \$216,667.00 then 4 equal, annual payments of \$1,194,530.00
- Included in the Managed Service Model:
 - Devices
 - Licenses
 - Cases
 - White Glove Service: Setup, tagging, delivery
 - All repairs
 - Yearly pickup, cleaning, sanitation, and repair
- Students get a direct replacement when turned in for repair, giving quality instruction time back
- Vendor picks up devices weekly for repair and leaves devices ready for students at each campus
- Total cost = \$4,994,787.00
- \$499.48/student
- Option to purchase all devices for \$8 each or re-enter a new agreement with a full device refresh
- **Savings over 4 Years = \$1,452,342.00**



Questions?

Writing Success Stories, One Student At A Time.