



## **ALEDO ISD BOARD MEETING TEMPLATE**

**MEETING DATE:** April 18, 2017

**AGENDA ITEM:** Consider Approval of Purchase/Lease of Student and Faculty Technology Devices – Technology Package No. 3

**PRESENTER:** Earl Husfeld, April Riley, and Brooks Moore

**ALIGNS TO BOARD GOAL(S):** Financial/Facilities – The District shall exhibit excellence in financial and facility planning, management, and stewardship.

**BACKGROUND INFORMATION:**

- Technology Package No. 3 is primarily comprised of student devices that were included within the technology components of the District's 2015 Bond Election.
- In an effort to get the best pricing for the District, staff devices and peripherals were also included in this Request for Quote.
- As you may remember, the District entered into a three-year lease for staff computers in June 2014.

**ADMINISTRATIVE CONSIDERATIONS:**

- This project was "let out" for quotes on April 3, 2017.
- The District received quotes from eight (8) vendors and manufacturers by the deadline of 5:00 PM on Friday, April 7<sup>th</sup>.
- Based upon a detailed analysis of the quotes received, the listed companies of Apple, CDW, Dell, Earthwalk, and Netsync offer the best value to Aledo ISD for the various components of Technology Package No. 3.
- Following is the Vendor Evaluation and Recommendation Report for your review and consideration. This Report contains a detailed listing of the make, model, quantity, price, etc. of the various components of this quote.
- We will be happy to answer any questions you may have concerning these items.

**FISCAL NOTE:**

The student devices cost of \$1,512,579.36 is within the projected budget and will be paid with 2015 bond proceeds. The first year lease payment for staff devices and cash cost for staff peripherals of \$161,512.64 will be paid from budgeted funds in General Fund 199.

**ADMINISTRATIVE RECOMMENDATION:**

The Administration recommends the Board of Trustees approve acceptance of the quotes received from Apple, CDW, Dell, Earthwalk, and Netsync and award them the components of Technology Package No. 3 as presented.



## **Aledo Independent School District**

*Student and Faculty Devices*

*Technology Package No. 3*

*Vendor Evaluation and Recommendations Report*

*April 13, 2017*

*Prepared by  
Greg Violette*



## Summary

Aledo ISD (“AISD”, “the District”) and True North Consulting Group (“TNCG”) issued a Request for Quotes (RFQ) for #TechPkg3, Student and Faculty Devices. Aledo Independent School District is upgrading student and staff devices and various accessories and peripherals. In March of 2016, True North Consulting Group conducted a Student Device Symposium where leading manufacturers were invited to present current student and faculty device options.

As a result of the evaluation, the District selected devices that were in the best interest of the District based on relative price and value, company strength, product features, device ruggedness and usability, platform ecosystem, management capabilities, and other criteria.

The solicitation was sent to major manufacturers and vendors. The District reserved the right to award multiple vendors, and proposers were given the option of proposing on one or all parts of the RFQ. On April 7, 2017, the District received quotes from eight (8) different vendors and manufacturers.

## Overall Recommendation

True North Consulting Group has reviewed all quotes provided by the manufacturers and vendors with Aledo ISD. Aledo ISD then made edits to the desired quantities and provided True North Consulting Group with final numbers based on the responses. True North Consulting Group recommends that Aledo ISD moves forward with issuing purchase orders to the following vendors for the following dollar amounts:

- Purchase Order No. 1: Apple, \$207,379.00
- Purchase Order No. 2: CDW, \$320,384.10
- Purchase Order No. 3: Dell, \$942,966.26
- Purchase Order No. 4: Earthwalk, \$36,000.00
- Purchase Order No. 5: Netsync, \$5,850.00
- Purchase Order No. 6: Dell, \$161,512.64 (Staff Devices 1-Yr Lease/Peripherals, separate budget)

Please reference the spreadsheet on the following page to see pricing specifics for each purchase order listed above.

Student Devices						
Vendor	ITEM	MAKE	MODEL	QTY	PRICE	TOTAL
Apple	iMac	Apple	iMac 21.5	78	\$ 1,379.00	\$ 107,562.00
Apple	iMac EXTRAS	Apple	iMac 21.5	3	\$ 1,379.00	\$ 4,137.00
Apple	iPads	Apple	32GB	300	\$ 299.00	\$ 89,700.00
Apple	iPads EXTRAS	Apple	32GB	20	\$ 299.00	\$ 5,980.00
CDW	Cart for Classroom Devices	Kensington	AC12	358	\$ 500.00	\$ 179,000.00
CDW	Cart for Classroom Devices EXTRAS	Kensington	AC12	5	\$ 500.00	\$ 2,500.00
CDW	Chromebase	LG	24CV241	245	\$ 278.71	\$ 68,283.95
CDW	Chromebase EXTRAS	LG	24CV241	15	\$ 278.71	\$ 4,180.65
CDW	Google Management	Google	Management	2646	\$ 24.50	\$ 64,827.00
CDW	Google Management EXTRAS	Google	Management	65	\$ 24.50	\$ 1,592.50
Dell	Chromebook	Dell	3189	2401	\$ 250.00	\$ 600,250.00
Dell	Chromebook EXTRAS	Dell	3189	50	\$ 250.00	\$ 12,500.00
Dell	Desktop (High End)	Dell	5250 (i7 16GB RAM)	302	\$ 909.98	\$ 274,813.96
Dell	Desktop (High End) EXTRAS	Dell	5250 (i7 16GB RAM)	5	\$ 909.98	\$ 4,549.90
Dell	Desktop (Low End)	Dell	5250 (i5 8GB RAM)	35	\$ 771.31	\$ 26,995.85
Dell	Desktop (Low End) EXTRAS	Dell	5250 (i5 8GB RAM)	5	\$ 771.31	\$ 3,856.55
Dell	Laptops	Dell	Latitude 11 EDU	35	\$ 500.00	\$ 17,500.00
Dell	Laptops EXTRAS	Dell	Latitude 11 EDU	5	\$ 500.00	\$ 2,500.00
Earthwalk	Cart for General Use Devices	Earthwalk	SS30	34	\$ 1,000.00	\$ 34,000.00
Earthwalk	Cart for General Use Devices EXTRAS	Earthwalk	SS30	2	\$ 1,000.00	\$ 2,000.00
Netsync	Mobile Device Management	Cisco	Meraki	300	\$ 18.00	\$ 5,400.00
Netsync	Mobile Device Management EXTRAS	Cisco	Meraki	25	\$ 18.00	\$ 450.00
					Total	\$ 1,512,579.36
Staff Devices						
Vendor	ITEM	MAKE	MODEL	QTY	PRICE	TOTAL
Dell	Staff Laptops	Dell	Latitude3379	450	\$ 812.86	\$ 365,787.00
					Lease Option	
					Year 1	\$ 115,467.98
					Year 2	\$ 115,467.98
					Year 3	\$ 115,467.98
					Cash Option	\$ 365,787.00
Staff Peripherals						
Vendor	ITEM	MAKE	MODEL	QTY	PRICE	TOTAL
Dell	Dual Monitor Stand	Ergotron	LX Dual	68	252.55	\$ 17,173.40
Dell	Monitors	Dell	22 inch	136	119.99	\$ 16,318.64
Dell	Docking Station	Dell	D3100	68	98.59	\$ 6,704.12
Dell	USB 10-KEY	Dell	10 Key	350	16.71	\$ 5,848.50
					Total	\$ 46,044.66