



## UNITED INDEPENDENT SCHOOL DISTRICT AGENDA ACTION ITEM

**Topic:** Presentation and Approval of RFP 2014-054 Computer Equipment / Mobile Learning Devices, Services and Finance Solutions and Authority to enter into the Lease

**Submitted by:** Dr. Guadalupe Gorordo / Ms. Laida Benavides / Ms. Cordelia Flores Jackson / Mr. Rene Cruz of: Curriculum and Instruction Department / Finance Department / Purchasing Department / Technology Department

**Approved for transmittal to school board:** April 15, 2014

**Presentation on Mobile Learning Device Plan & Computer Lease Program by Dr. Guadalupe Gorordo and Mrs. Laida Benavides.**

**Recommendation:**

Award of RFP 2014-054 to the following vendors :

Sequel Data	- \$	2,740,064.73
NetSync	- \$	220,074.70
Lenovo	- \$	21,052.00
Apple	- \$	2,242,029.50
Austin Mac Repair LLC	- \$	377,252.48
CDW	- \$	352,432.43
Hewlett Packard Financial – Sequel		2.63 Lease Rate Factor

**Rationale:**

Staff has complied with all applicable federal, state and local purchasing policies and procedures in obtaining pricing information for the items listed above. Staff is recommending the awards based on being the best value to the district.

**Budgetary Information:**

Title 3, Part A, LEP Grant \$250,000.00

Amount to Lease Payment from General Fund : \$ 5,702,905.84

**Board Policy Reference and Compliance**

CH local – purchasing and acquisition

CH legal – purchasing and acquisition



# United Independent School District

## Mobile Learning Device Plan & Computer Lease Program



Building Learning Environments  
through  
Technology Integration

**UPDATES...**

Curriculum & Instruction

Presented to Board of Trustees:

April 2014

August 2013

April 2013



# Project Development & Implementation Timeline

YR 1:



2012–13

Research and Planning

YR 2:



2013–14

Mobile Learning Device (MLD) Summer & Continued in School Year Pilot Plan

8 Elementary Campuses – 1<sup>st</sup> Grade Classrooms  
9 Middle School Campuses – 8<sup>th</sup> Grade Science  
4 High School Campuses – 9<sup>th</sup> Grade Biology

Establishment of District Level Technology (DLT) Committee – Nov. 2013

- \*Recommendations for Mobile Learning Devices aligned with MLD plan & Operating platform
- \*Will recommend interactive technology to be purchased from bond

District Wireless Infrastructure Plan

**COMPLETED: December 2013**



# Project Development & Implementation Timeline (cont'd)

<b>YR 3:</b>	<b>2014–15</b>	<b>Gradual &amp; Systematic Campus Rollout</b> Include computer lease additions and interactive technology per recommendations by DLT committee
<b>YR 4–5</b>	<b>2015–16 &amp; 2016–17</b>	<b>Continuation and/or Expansion of Rollout</b> As applicable to current technology

# 2013–14 Pilot Maintenance: Extended Year & Professional Development (PD)

## ▶ **\*Elementary**

- 8 campuses continue to participate
- 1<sup>st</sup> Gr Teachers plus summer teachers as single unit users
  - 4 schools with 1:1 devices
  - 4 School with Centers Sets of up to 7 devices
  - Center Set size depending on enrollment of 1:1 classrooms

Class Set  
Gutierrez  
Kazen  
Ruiz  
Prada

Center Set  
Clark  
Finley  
Salinas  
Arndt



## ▶ **\*Middle**

- 9 All Middle schools continue to participate
- 8<sup>th</sup> Grade Science Teachers selected by campus principals
  - Summer pilot teachers continue as Single Unit Users Science Grades 6–8
- 9 Classrooms 1 per Campus – Set of 25 student devices

## ▶ **\*High**

- 4 All High Schools continue to participate
- 9<sup>th</sup> Grade Biology teachers selected by Principals
  - Summer Pilot Teachers continue as Single Unit Users Science Grades 9–12
- 4 Classroom 1 per campus – Set of 25 student devices

## ▶ **Professional Development (PD) for Extended Year Teachers**

- Fall 2013 – Spring 2014 – Specific dates TBA
  - iPad District User Updates
  - Productivity Apps
  - iPad Basics – For New participating teachers
  - Integrating iPads into School Year Curriculum
  - Atomic Learning – On-Line subscription service

**\* Various Campus Administrators are using iPads for Observations, Walk-throughs and Professional Development Appraisal System (PDAS) Evaluations, meetings, presentations, access to Instructional Reports & Information System (IRIS) , Data Management for Assessment & Curriculum (DMAC), etc...**

# 2013–14 Pilot Maintenance: Evaluation Plan

## ▶ Evaluation Plan Expectations

- Measure Pilot's Instructional Value
  - Student Achievement
  - Level of Engagement
  - Attendance
  - Discipline
- Pilot's Infrastructure & Technical Support
  - Wireless Network Connectivity
  - Air Watch Administrator Reports
  - MDM Administrator Support
  - Device Technical Support (Work Orders)



## ▶ Evaluation Methods

- District Designed Instruments
  - Instructional Evaluation Forms
    - Classroom Observations
    - End of Pilot Evaluation
- Participating Student Test Scores
  - Compare scores of similar student groups

## ▶ Pilot Campus Observations

- Instructional Coordinators
  - Elementary – Math, Reading, Writing
  - Middle – 8<sup>th</sup> Grade Science Pull Outs
  - High – 9<sup>th</sup> Grade Biology – EOC
  - Technology & Online Curriculum
- Instructional Technology Program Coordinators
  - Elementary – 1
  - Middle – 1
  - High – 1
  - Elem, Middle High – 1

## ▶ Middle Of Year (MOY) and End of Year (EOY) Program Pilot Survey

- eChalk
  - Students,
  - Teachers
  - Administrators

## ▶ Instructional TV – EOY

- Record Anecdotal Pilot Program Remarks
  - Students
  - Teachers
  - Administrators

# Special Education & Mobile Devices for Assistive Learning & Instructional Use

## ▶ Assistive Learning

- Campus & Home Instruction
  - Teachers & Students
    - Classroom setting as per ARD recommendation
    - As a communication Device for Life Skills
    - Behavior Management Tool
    - Speech Tools
    - Instructional Apps

## ▶ Access to Programs

- OdysseyWare – Supplementary, Credit Recovery, Advancement to remain on cohort
- Achieve 3000 – Reading & Writing
- Ignite Learning – Homebound Supplementary Instruction
  - All Core Subject
  - Functional Skills Systems – Social Skills App (Autistic Population)
- Adobe Connect – Distance Ed
  - Campus to Home for Real Time Instruction
- SMART Exchange
  - Access to over 50,000 Teaching Resources
- eChalk
  - Teacher Communication
  - Scope & Sequence
  - Class Pages



# Special Education & Mobile Devices for Assistive Learning & Administrative Use

- ▶ Administrative Use – Campus and Department
  - Executive Director, Directors, Coordinators, Diagnosticians, Speech Therapists, Behavior Specialists, Licensed Specialist In School Psychology, Occupational Therapists
    - Access to eSPED system
    - DMAC Access
      - Campus Data
      - PDAS
    - IRIS
    - Texas Special Education Reference Suite
    - Special Education Reference Guide – Region 4
    - CourseSmart – Online Textbooks
    - Khan Academy
    - Office Suite





# Developing Unity, Achievement, Language (DUAL) Program – Elementary iPad Pilot



- ▶ Phase 1: 2013–2014
  - ▶ Implementation Grade: 3<sup>rd</sup>
  - ▶ Teachers Per Campus: 2
  - ▶ Phase 1 Campuses: 14
- |             |           |
|-------------|-----------|
| Arndt       | Malakoff  |
| Borchers    | Muller    |
| Col. Santos | Nye       |
| Cuellar     | Perez     |
| Garcia      | Ruiz      |
| Gutierrez   | Salinas   |
| Killam      | Zaffirini |
- ▶ Deployment Type: Student Centers (Set of 10 per class)
  - ▶ Total Student Units: 142
  - ▶ Total Teacher Units: 28
  - ▶ Phase 2 Date: January 2014
  - ▶ Phase 2: Cluster 1 & 2 Schools : All 26 Elementary Schools  
2<sup>nd</sup> Grade DUAL Program Classrooms



# Interactive Technology

(updates will include survey recommendations by the DLT committee)

## Proposed Plan for Interactive Technology

- A. New Interactive Technology will allow for the replacement of aged projectors, screens and televisions.
- B. New Interactive Technology from Bond funds can be used as:
  - Quad Touch Interactive Boards
  - Projection Screens
  - Televisions
  - To lead the integration of instructional activities with mobile learning devices
  - V-Brick System is a video on demand system which allows campuses to broadcast video Public Announcements to all classrooms and allow for on line training content for Teachers to view on their own time. It will be supported by bond funds and has been installed at (8) campuses. Training for staff is being provided April 4<sup>th</sup>-9<sup>th</sup>.



# Interactive Technology

## Professional Development

- A. Train Administrator's on enhancing instructional expectations for the integration and use of Interactive Technology in the lesson cycle
- B. Instructional Technology staff will provide Interactive Technology trainings for:
  - Core Instructional Coordinators
  - Campus Administrators
  - Campus Educational Technology Trainers (ETT's)
  - Core Teachers and Media Specialists
- C. Instructional Technology staff will provide Instructional Technology trainings on:
  - Basic Interactive Technology Board Use
  - Creating Integrated Interactive Technology Lessons
  - Accessing Lessons from the SMART Exchange



# COMPUTER LEASE PROGRAM

## Background

- ▶ **United ISD's last computer lease commenced Summer 2010**
  - Over 3,500 desktops (HP 8000 Elite) were placed throughout the district
  - Units were disseminated to comply with the District Technology plan's student to computer ratios
    - Elementary 4:1
    - Secondary 3:1
  - Lease was only for STUDENT computers (not teachers or administrators)
  - In 2010, UISD was receiving \$1.1 Million (about \$30 per student) for technology needs through the Technology Allotment; these funds now come through the Instructional Materials Allotment (IMA)

# NEW COMPUTER LEASE PROGRAM Timeline

- ▶ **September 2013:** United ISD's Technology Department produced a computer inventory listing per campus including model and age of equipment:
  - A. Identified about 4,800 units over 5 years old which will be replaced with the new computer lease
  - B. An additional 1,750 units (1 / 2) from the last (2010) lease will be replaced while the remaining units will be used in the lower grades for 2 more years as we roll out the Mobile Learning Devise (MLD) plan

# NEW COMPUTER LEASE PROGRAM Timeline (Cont'd)

## ▶ October 2013–December 2013

A. Determined the number of student units needed to comply with the Technology Plan student-to-computer ratio:

- |                            |                       |
|----------------------------|-----------------------|
| • Elementary Schools (4:1) | 5,076 student units   |
| • Middle Schools (3:1)     | 3,399 student units   |
| • High Schools (3:1)       | 4,310 student units   |
| • TOTAL district-wide      | 12,785 students units |

NOTE: Used projected enrollment for school year 2014–15

B. Worked with C&I Department to determine type of device needed in classroom (desktop vs MLD)

# NEW COMPUTER LEASE PROGRAM

## Timeline (Cont'd)

### ▶ December 16, 2013

- Presented to the District Level Technology (DLT) Committee the computer lease proposal including number of students units needed to be replaced and leased to meet the Technology plan ratios

### ▶ February 4<sup>th</sup>–12, 2014

- C & I reviews Desktop/MLD plan to finalize specifications for computer lease RFP

### ▶ February 16<sup>th</sup>/23<sup>rd</sup>

- Administration requests proposals from vendors for new computer units for a 4 year lease to be delivered and installed Summer 2014
- Due Date: March 7, 2014

# NEW COMPUTER LEASE PROGRAM Timeline (Cont'd)

- ▶ **March 20, 2014**
  - DLT committee meeting held to review operating systems. Committee selects which operating systems to include in new mobile devices and computers
- ▶ **April 1, 2014**
  - A sub-committee of DLT committee members (teachers, librarians & a principal) reviewed products from vendors who had submitted proposals
- ▶ **April 3, 2014**
  - Product and vendor selections based on sub-committee's recommendations for desktops, accessories and carts for units. Elementary and Middle School selected iPads/iPad mini's for their MLD rollout plan.



# COMPUTER LEASE PROGRAM

## 2014 Computer Lease Program

- ▶ will replace campus computers older than 5 years
- ▶ will meet the student-to-computer ratio outlined in the District's Technology Plan
- ▶ new units for students will provide for the first (2) years of C&I's MLD rollout plan:
  - Elementary            4,036 units
  - Middle                2,857 units
  - High School         3,326 units
  - TOTAL                10,224 student units to be ordered under a new lease program; keeping 2,591 units less than 4 years old

# COMPUTER LEASE PROGRAM

**Total New Computers to be leased 7,486 student units & 657 teachers units:**

- 3,989 Desktops
  - Elementary 1,849 desktops
  - Middle School 444 desktops
  - High School 1,441 desktops +255 UHS teachers
- 3,752 MLDs
  - 2,187 iPad Mini's for Elem 1<sup>st</sup> & 2<sup>nd</sup> grade students: (7) per classroom
  - 1,565 iPad Airs for MS Science Classes: (25) per classroom
- 402 iPad Airs (1<sup>st</sup> & 2<sup>nd</sup> grade teachers/MS Science Teachers)

# COMPUTER LEASE PROGRAM

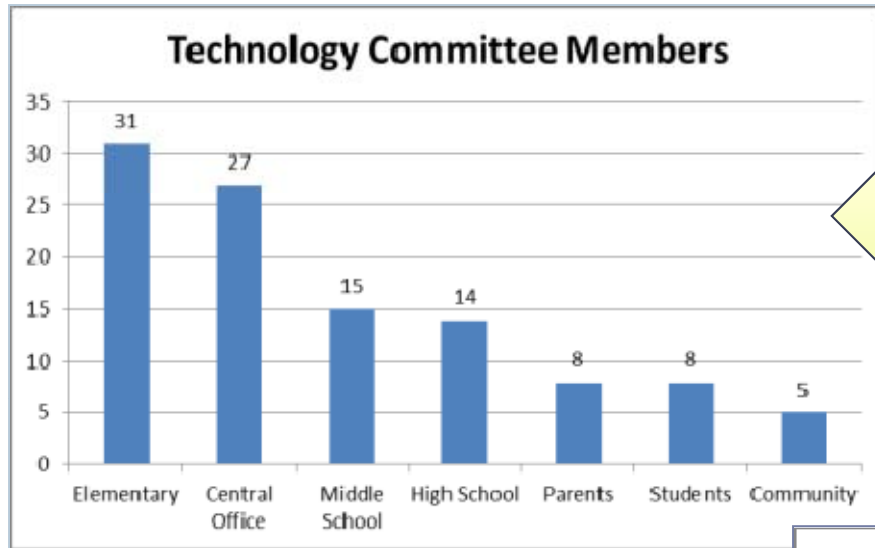
- ▶ **Total New Computers to be bid out in the future:**
  - MLDs for High School 929 units for Biology plus 78 units for teachers to be bid out by end of summer 2014
  - 30% of units for HS and MS are reserved to be ordered next summer 2015 for School year 2015–16: 981 units for HS and 848 units for MS for next core subject
  - Units for 3<sup>rd</sup> grade will be ordered next summer 2015 for School year 2015–16

# COMPUTER LEASE PROGRAM

- ▶ **Financing Options Recommended:**
  - Total new lease amount for 7,486 student units & 657 teachers units along with accessories, carts and related technology equipment is \$5.8 M
  - Annual lease payment over (4) years is estimated to be \$ 1.55 M per year based on a 2.63% lease rate factor
    - The current (2010) lease annual payment was \$1.23M
  - To facilitate the MLD rollout, the District will purchase \$1 M for Airwatch and iPad Apps, and also update Microsoft office to 2010 version.

# Technology Committee Membership

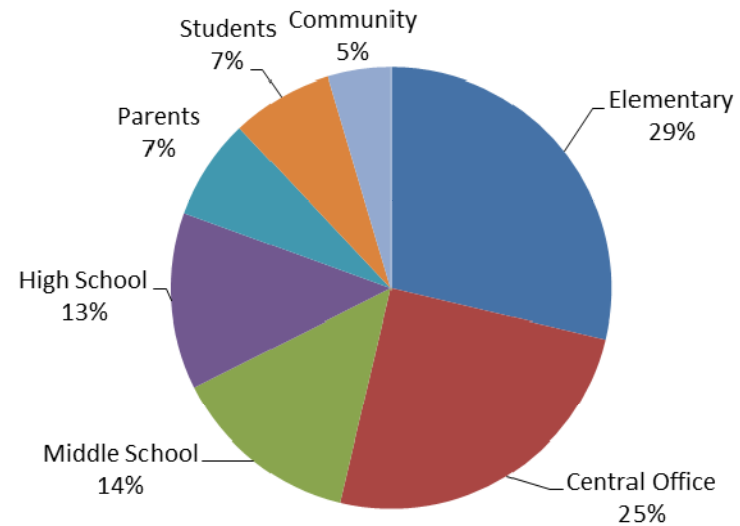
Established November 21, 2013



108 members

75% Teachers, Parents, Students, Community

## Technology Committee Members



# Technology Committee Members

## *Elementary*



Campus/Department	Grade Level	Last Name	First Name
Arndt Elementary	3	Gonzalez	Alexis
Borchers Elementary	3	Garcia-Perez	Marissa
Centeno Elementary	Principal	De Los Santos	Laura
Centeno Elementary	3	Gonzalez	Nora
Clark Elementary	3	Mendez	Rebecca
Col. Santos Benavides Elementary	K	Ramirez	Cynthia
Cuellar Elementary	1	Gonzalez	Carla
De Llano Elementary	4	Martinez	Silvia
Fasken Elementary	1	Posadas	Belinda
Finley Elementary	4	Castillo	Elvia
Finley Elementary	Library Media Spec.	Ramos	Jackie
Garcia Elementary	1	Knudson	Diana
Gutierrez Elementary	Principal	Dovalina	Claudia
Gutierrez Elementary	2	Esparza	Patricia
Juarez-Lincoln ECC	K	Saldana	Juan
Juarez-Lincoln Elementary	4	Escamilla	Beatriz
Kazen Elementary	3	Martinez	Lorie
Kennedy-Zapata Elementary	K	Cardenas	Patricia
Killam Elementary	4	Esquivel	Ofilia
Malakoff Elementary	1	Flores	Michelle
Muller Elementary	2	Martinez	Elsie
Newman Elementary	5	Hinojosa	Rachel
Nye Elementary	1	Benavides	Luis
Perez Elementary	3	Flores	Araceli
Prada Elementary	PK	Gonzalez	Julio
Roosevelt Elementary	1	Infante	Aurora
Roosevelt Elementary	3	Salinas	Angie
Ruiz Elementary	5	Garza	Danelle
Salinas Elementary	2	Perez	Juan
Trautman Elementary	5	Lewis	Adriana G

# Technology Committee Members

## *Secondary (Middle and High School)*



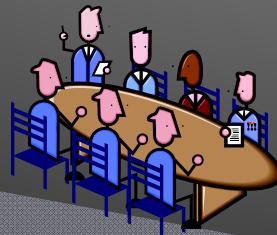
Campus/Department	Grade Level	Last Name	First Name
Antonio Gonzalez M.S.	7	Cantu	Timothy
Clark M.S.	Principal	Rodriguez	Rene
Clark M.S.	8	Rodriguez-Hill	Teresa
Lamar Bruni Vergara M.S.	8	Hernandez	Maria
Los Obispos M.S.	8	Costilla	Anita
Los Obispos M.S.	8	Duarte	Alexander
Salvador Garcia M.S.	8	Gonzalez	Brenda
Trautmann M.S.	7	Garcia	Cesar
Trautmann M.S.	Principal	Menchaca	Leticia
Trautmann M.S. 6th Grade Campus			
	6	Maldonado	Darlene
United M.S.	8	Rodriguez	Rosalinda
United M.S.	6	Salinas	Selika
United South M.S.	8	Sanchez	Gloria
Washington M.S.	Library Media Spec.	Ortiz	Laura
Washington M.S.	8	Pena	Carmen
Cherish Center	12	Avalos	SanJuanita
J.B. Alexander H.S.	12	Escamilla	Carmen
J.B. Alexander H.S.	12	Longoria	Jose Luis
L.B. Johnson H.S.	12	Garza	Jessica
L.B. Johnson H.S.	Asst. Principal	Hinojosa	Patricia
L.B. Johnson H.S.	Library Media Spec.	Ramon	Raquel
S.T.E.P. Academy	9	Pecina	Frances
United H.S.	11	Garza	Elise
United H.S.	Asst. Principal	Lopez	Joseph C.
United H.S.	Library Media Spec.	Rodriguez	Nidia
United H.S. 9th Grade Campus	Library Media Spec.	Moncivais	Leticia
United H.S. 9th Grade Campus	9	Tamez	Norma
United South H.S.	12	Garcia	Rachel
United South H.S.	12	Gonzalez	Griselda

# Technology Committee Members

## *Community, Parents, Students*



Campus/Department	Grade Level	Last Name	First Name
FalconSure Insurance Agency	Business/Industry	Gonzalez	Jorge
J.B. Alexander H.S.	Parent	Avina	Lourdes G.
J.B. Alexander H.S.	Parent	Avina	Ramon
J.B. Alexander H.S.	Student	Barrera	Elizabeth
J.B. Alexander H.S.	Student	Saldana	Ricardo
L.B. Johnson H.S.	Student	Aguilar	Alesandra
L.B. Johnson H.S.	Parent	Hinojosa	Janie
L.B. Johnson H.S.	Parent	Landa	Griselda
L.B. Johnson H.S.	Student	Rangel	Ricardo
Laredo Community College	Business/Industry	Ramon	Luciano
Laredo Federal Credit Union	Business/Industry	Martinez	Rafael
South Texas Workforce	Business/Industry	Trevino	Rogelio
TAMIU	Business/Industry	Abrego	Patricia
United H.S.	Parent	Aldape	Cindy
United H.S.	Parent	Misteli	Leticia
United H.S.	Student	Morales	Virginia
United H.S.	Student	Ramirez	Selika
United South H.S.	Student	Flores	Alejandra
United South H.S.	Student	Medellin	Alex
United South H.S.	Parent	Ponce	Rita
United South H.S.	Parent	Solis	Dean





# Technology Committee Members

## *Central Office*



Campus/Department	Grade Level	Last Name	First Name
Construction Management	Director of Construction	Alaniz	Ignacio
Curriculum and Instruction	Exec. Director of High School Ed.	Canales	David
Curriculum and Instruction	Exec. Director of School Improvement	Cruz	Melissa
Curriculum and Instruction	Middle School Science Coordinator	Gabrillo	Claudia
Curriculum and Instruction	IT Coord/Online	Garcia	Judy
Curriculum and Instruction	Exec. Director of Middle School Ed.	Gonzalez	David
Curriculum and Instruction	Exec. Director of Accountability	Leza	Emma
Curriculum and Instruction	Instr. Tech. Coord.	Manning	Belinda
Curriculum and Instruction	Director of Special Ed.	Perez	Lupita
Curriculum and Instruction	Bilingual Director	Pompa	Carmen
Curriculum and Instruction	Library Media Spec.	Ramirez	Adriana
Curriculum and Instruction	Exec. Director of Elementary Ed.	Rodriguez	Cindy
Curriculum and Instruction	Instr. Tech. Coord.	Romanelli	Chris
Curriculum and Instruction	Prof. Dev. Director	Taboada	Celia
Curriculum and Instruction	Instr. Tech. Coord.	Vidaurri	Christina
Facilities/Maintenance	Facilities Director	Davila	Juan
Information Technology	Telecommunications	King	Casey
Information Technology	Network Supervisor	Tamez	Cesar
Purchasing	Purchasing Manager	Mendoza	Karina
Superintendent's Office	Asst. Super. for Bus./Finance	Benavides	Laida
Superintendent's Office	Director of Information Technology	Cruz	Rene
Superintendent's Office	Director of Purchasing	Flores-Jackson	Cordy
Superintendent's Office	Exec. Director of Fed. & State Comp.	Juarez	Elia
Superintendent's Office	Director of Student Relations	Perez	Annette
Superintendent's Office	Exec. Director of IT	Perez	Hector
Superintendent's Office	Facilities/Construction	Rangel	Enrique
Superintendent's Office	Asst. Super. for Administration	Rendon	Gloria

# QUESTIONS



### Summary of Recommendation for RFP 2014-054


Vendor(s)	Section	Amount	Vendor Total
<b>Sequel Data</b>	Section 1 – Desktops	\$2,393,040.99	
	Section 2 – Blade Servers	\$127,087.52	
	Section 3 – HP Virtual Connect Flex	\$61,853.64	
	Section 5 – Vmware Software	\$125,240.00	
	Section 7 – Accessories	\$14,892.08	
	Section 9 – Services / Value Adds	\$17,950.50	<b>\$2,740,064.73</b>
<b>NetSync</b>	Section 1 – Desktops	\$127,249.10	
	Section 7 – Accessories	\$92,825.60	<b>\$220,074.70</b>
<b>Lenovo</b>	Section 4 – Network Area Storage (NAS)	\$21,052.00	<b>\$21,052.00</b>
<b>Apple</b>	Section 6 – iPads & Mac Book Air	\$2,178,738.00	
	Section 7 – Accessories	\$43,560.00	
	Section 9 – Services / Value Adds	\$19,731.50	<b>\$2,242,029.50</b>
<b>CDW</b>	Section 7 – Accessories	\$2,675.20	
	Section 8 – Carts	\$349,757.23	<b>\$352,432.43</b>
<b>Austin Mac Repair</b>	Section 6 – Ipads & Mac Book Air	\$326,976.00	
	Section 7 – Accessories	\$50,276.48	<b>\$377,252.48</b>
<b>HP Financial -Sequel</b>	Section 10 - Finance Solution	<b>2.63 Lease Rate Factor</b>	
<b>Grand Total</b>			<b>\$5,952,905.84</b>



# UNITED INDEPENDENT SCHOOL DISTRICT

Roberto J. Santos  
Superintendent

TO: Board of Trustees

FROM: Cordelia Flores Jackson, Director of Purchasing 

Through: Subcommittee of the District Wide Technology Committee

DATE: April 4, 2014

SUBJECT: RFP 2014-054 Computer Equipment/Mobile Learning Devices and Finance Solutions

The Purchasing Department distributed one hundred and sixty-three (163) requests for proposals and advertised on February 16th and February 23rd, 2014, in the Laredo Morning Times as well as on the District's web page. Eleven (11) responses were received on March 7, 2014, at 3:00 p.m. at the Purchasing Department located at 3501 E. Saunders. A subcommittee of the District Wide Technology Committee was formed which includes teachers, librarians and Technology department staff from throughout the district for the purpose of reviewing and evaluating the proposals submitted. The following is a list of the subcommittee members:

<b>Laida Benavides</b> , Asst. Superintendent Business/Finance	<b>Teresa Rodriguez-Hill</b> , Clark Middle School Teacher
<b>Sam Flores</b> , Director of Accounting	<b>Rachel Garcia</b> , United South High School Teacher
<b>Rene Cruz</b> , Technology Director	<b>Timothy Cantu</b> , Gonzalez Middle School Teacher
<b>Judith Garcia</b> , C&I Technology Coordinator	<b>Claudia Dovalina-Guzman</b> , Principal AGMS
<b>Michelle M. Flores</b> , Malakoff Teacher	<b>Jackie L. Ramos</b> , Finley Elementary Teacher
<b>Belinda L. Posadas</b> , Fasken Elementary	<b>Jessica Garza</b> , LBJ Teacher
<b>Norma Tamez</b> , UHS 9th Grade Teacher	<b>Cordelia Flores Jackson</b> , Director of Purchasing
<b>Selika Salinas</b> , UMS Librarian	<b>David Morales</b> , Procurement Officer

The committee met on April 1st to review the proposals submitted and evaluated the submittals based on Cost, Performance, Footprint/Aesthetics, Technical Support and References. The following is a summary of the committee's recommendation:

Section	Vendor(s)	Amount
Section 1 - Desktops	Sequel Data	\$2,393,040.99
	NetSync	\$127,249.10
Section 6 - Ipads & Mac Book	Apple Inc.	\$2,178,738.00
	Austin Mac Repair	\$326,976.00
Section 7 - Accessories	Apple Inc.	\$43,560.00
	Austin Mac	\$50,276.48
	CDW	\$2,675.20
	NetSync	\$92,825.60
	Sequel Data	\$14,892.08
Section 8 - Carts	CDW	\$349,757.23
Section 9 - Services/Value Adds	Apple, Inc.	\$19,731.50
	Sequel Data	\$17,950.50

If you have any questions, please feel free to call me at (956) 473-7921.

**Purchasing Department**  
**Cordelia Flores Jackson, Director**

3501 E. Saunders Rd. - Laredo, Texas 78041 - (956) 473-7921 - Fax (956) 473-7950



# UNITED INDEPENDENT SCHOOL DISTRICT

Rene Cruz  
Director of Technical Services

## MEMORANDUM

**To:** Cordelia Flores Jackson  
Director of Purchasing

**From:** Rene Cruz *RC*  
Director of Technical Services

**Through:** Hector J. Perez *HJP*  
Executive Director of Information Technology

**Date:** April 4, 2014

**Subject:** Recommendation on RFP 2014-054 Computer Equipment / Mobile Learning Devices, Services and Finance Solutions

Staff is recommending awarding **RFP 2014-054 Computer Equipment / Mobile Learning Devices, Services and Finance Solutions** to the following vendors:

Section	Awarded Vendor
Section 2: Blade Servers	Sequel Data Systems
Section 3: HP Virtual Connect Flex	Sequel Data Systems
Section 4 : Network Storage	Lenovo
Section 5: Vmware Software	Sequel Data Systems

Sequel Data Systems will provided the following services valued at \$27,600, estimated 15 days of service, at no charge to the district:

- HP c7000 Chassis and Blade firmware updates
- VDI Assessment
- Windows 7 Optimization services
- Update Vmware software

Sequel Data Systems and Lenovo have adhered to the needs and specifications of the district as stated on RFP 2014-054 Computer Equipment / Mobile Learning Devices, Services and Finance Solutions.

Do not hesitate to call me at extension 6370 if you have any questions.

# UNITED INDEPENDENT SCHOOL DISTRICT

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## **Board of Trustees**

Javier Montemayor, Jr.  
President  
District 5

Juan Roberto Ramirez  
Vice President  
District 6

Ricardo "Rick" Rodriguez  
Secretary  
District 2

Ricardo Molina, Sr.  
Parliamentarian  
District 1

Pat Campos  
Member  
District 3

Ramiro Veliz, III  
Member  
District 4

Judd Gilpin  
Member  
District 7

**Roberto J. Santos**  
**Superintendent**

201 Lindenwood Drive  
Laredo, Texas 78045  
Phone: (956) 473-6219  
Facsimile: (956) 728-8691

## Memorandum

To: Cordelia Flore Jackson  
Director of Purchasing

From: Laida P. Benavides  
Asst. Supt. for Business & Finance

Sam Flores  
Director of Accounting

Date: April 3, 2014

Subject: Recommendation on RFP 2014-054 Computer Equipment/Mobile Learning Devices,  
Services & Financial Solutions

We are recommending to award Section 10 Financial Solutions of RFP 2014-054 to HP Financial Services through Sequel Data. The company has financed our computer leases in the past and has a Master Agreement in place with us currently. This financing option offers the best value to the District and the company is willing to finance all aspects of this RFP.

Do not hesitate to contact us at ext. 6231 or ext. 6368 if you have any questions.

**United Independent School District**  
**Computer Equipment / Mobile Learning Devices, Services and Finance Solutions**  
**RFP 2014-054**

**Section 1 – Desktops**

Vendors		Apple Inc.			CDW			Lenovo (US) Inc.			Netsync			Tech Depot			Reyna Enterprises (CRC)			Sequel Data		
	Qty	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
HP ProOne 400 G1 19.5-inch Non-Touch All-in-One PC or equal	3989	DNMS			\$897.86	\$3,581,563.54	As Specified	\$720.00	\$2,872,080.00	10BBCTO1 VW- ThinkCentre M73z AIO	\$635.50	\$2,535,009.50	As Specified	\$880.90	\$3,513,910.10	As Specified	\$635.00	\$2,533,015.00	As Specified	\$599.91	\$2,393,040.99	As Specified
Ergot Neo Flex LCD Stand	3989	No Bid			\$33.08	\$131,956.12	As Specified				\$31.90	\$127,249.10	As Specified	\$36.37	\$145,079.93	As Specified				\$38.59	\$153,935.51	As Specified

**Section 2 – Blade Servers**

Vendors		Netsync			Tech Depot			Reyna Enterprises (CRC)			Sequel Data		
	Quantity	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
HP ProLiant BL460c G* Server Blade	8	\$151,994.64	\$1,215,957.12	As Specified	\$13,867.92	\$110,943.36	Vendor did not submit supporting documentation to verify they met specifications	\$17,013.00	\$136,104.00	As Specified	\$15,885.94	\$127,087.52	As Specified
<b>Totals</b>		<b>\$1,215,957.12</b>			<b>\$110,943.36</b>			<b>\$136,104.00</b>			<b>\$127,087.52</b>		

**Section 3 – HP Virtual Connect Flex**

Vendors		Netsync			Tech Depot			Sequel Data		
	Quantity	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
HP Virtual Connect Flex10 Module	6	\$8,071.12	\$48,426.72	As Specified	\$9,238.00	\$55,428.00	As Specified	\$7,922.25	\$47,533.50	As Specified
HP Blc SFP +3m 10Gbe Copper Cable	48	\$134.14	\$6,438.72	As Specified	\$266.00	\$12,768.00	As Specified	\$131.67	\$6,320.16	As Specified
Installation and Configuration Service	1	\$3,591.25	\$3,591.25	As Specified	No Bid			1 per c 7000 chassis at 2,666.66 each	\$7,999.98	As Specified
<b>Totals</b>		<b>\$58,456.69</b>			<b>Incomplete</b>			<b>\$61,853.64</b>		

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**Computer Equipment / Mobile Learning Devices, Services and Finance Solutions**

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**Section 4 – Network Area Storage (NAS)**

Vendors		Lenovo (US) Inc.			Netsync			Office Depot/Max			Sequel Data		
	Qty	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
HP StoreEasy 1630 42TB SAS Storage	4	\$4,645.00	\$18,580.00	NAS APP PX12-450R SC 48TB12HDX4TB WWR	\$12,326.87	\$49,307.48	As Specified	\$13,876.00	\$55,504.00	As Specified	\$12,485.25	\$49,941.00	As Specified
		\$618.00	\$2,472.00	3 year 24/7 maintenance/support - Warranty SVC PRM3YR PX12-4R SC WW: \$618.00 X 2									
<b>Totals</b>		<b>\$21,052.00</b>			<b>\$49,307.48</b>			<b>\$55,504.00</b>			<b>\$49,941.00</b>		

**Section 5 – VMware Software**

Vendors		Netsync			Sequel Data		
	Qty	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
Academic Production Support/Subscription for VMware Horizon View 5 Bundle: 100 Pack for 3 Years Technical Support, 24 Hour Service/Support, 7 days a week	5	\$27,976.00	\$139,880.00	HP OEM	\$25,048.00	\$125,240.00	As Specified
<b>Totals</b>		<b>\$139,880.00</b>			<b>\$125,240.00</b>		



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**Section 6 – Ipad & Mac Book Air**

Vendors		Apple Inc.			Austin Mac Repair LLC			Educational Resources			Sequel Data		
	Est. Qty	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
iPad Mini (32GB) with Retina Display	2187	\$479.00	\$1,047,713.00	10 pack Bundle \$4,790 (per 10 pack)	No Bid			No Bid			DNMS		
		\$499.00		Unit Cost									
Apple Care for iPad Mini	2187	\$79.00	\$172,773.00	\$49.00 Deductable; Free Shipping	\$78.00	\$170,586.00	No Deductable; Free Shipping	No Bid			No Bid		
IPad Air (32GB)	1967	\$575.00	\$1,131,025.00		No Bid			DNMS			No Bid		
Apple Care for iPad Air	2005	\$79.00	\$158,395.00	\$49.00 Deductable; Free Shipping	\$78.00	\$156,390.00	No Deductable; Free Shipping	DNMS			No Bid		
MAC Book Air	37	\$919.00	\$34,003.00	As Specified	No Bid			No Bid			No Bid		

DNMS: Did not meet specifications

**Section 7 – Accessories**

Vendors		Apple Inc.			Austin Mac Repair LLC			Camcor Inc.			CDW			Netsync			Tech Depot			Sequel Data		
	Quantity	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
Apple TV	440	\$99.00	\$43,560.00	As Specified	No Bid			No Bid			No Bid			No Bid			No Bid					
HDMI Cable for Apple TV - 10 feet long	440	\$28.00	\$12,320.00	As Specified	\$14.98	\$6,591.20	As Specified	No Bid			\$6.08	\$2,675.20	As Specified	\$12.50	\$5,500.00	As Specified	\$4.12	\$1,812.80	As Specified	No Bid		
Apple Lightning to VGA Adapter (Ipad Air)	440	\$45.00	\$19,800.00	Product Number : MD 826ZM/A	\$41.00	\$18,040.00	Product Number : MD 826ZM/A	No Bid			No Bid	No Bid	No Bid	\$48.15	\$21,186.00	As Specified	No Bid			\$46.74	\$20,565.60	As Specified
Kanex ATV Pro Connector	392	\$55.00	\$21,560.00	As Specified	\$58.43	\$22,904.56	As Specified	\$42.21	\$16,546.32	As Specified	\$58.50	\$22,932.00	As Specified	\$45.85	\$17,973.20	As Specified	No Bid			\$37.99	\$14,892.08	As Specified
Proective Case - Ipad Mini - Griffin Survivor Play (Midnight Blue)	2187	No Bid			\$31.99	\$69,962.13	As Specified	No Bid			\$15.63	\$34,182.81	As Specified	\$15.30	\$33,461.10	As Specified						
Screen Protector for iPad Mini - Targus Screen Protector in clear with Bubble free adhesive	2187	No Bid			\$7.69	\$16,818.03	As Specified	No Bid			\$10.88	\$23,794.56	As Specified	No Bid	No Bid	No Bid	\$12.61	\$27,578.07	As Specified	\$15.92	\$34,817.04	Targus Screen Protector w/ Bubble Free
Protective Case for iPad Air - Griffin Survivor Play (Midnight Blue)	2005	No Bid			\$39.99	\$80,179.95	As Specified				\$16.36	\$32,801.80	As Specified	\$15.30	\$30,676.50	As Specified				\$17.98	\$36,049.90	As Specified
Screen Protector for iPad Air - Targus Screen Protector in clear with Bubble free adhesive	2005	No Bid			\$7.69	\$15,418.45	As Specified	No Bid			\$10.99	\$22,034.95	As Specified	No Bid	No Bid	No Bid	\$12.72	\$25,503.60	As Specified	\$12.40	\$24,862.00	Prism Crystal Premium Screen Protector
IPad Air Case - Kensington Keyfolio Pro with Bluetooth Keyboard	440	No Bid			\$73.99	\$32,555.60	As Specified	No Bid			\$68.99	\$30,355.60	As Specified	\$65.20	\$28,688.00	As Specified	\$66.86	\$29,418.40	As Specified	\$84.89	\$119,575.68	As Specified Note: \$72.66/ea. if before 4/30/14

**United Independent School District  
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**Section 8 – Carts**

Vendors		Apple Inc.			Austin Mac Repair LLC			Camcor Inc.			CDW		
	Quantity	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
Power Sync Cart with lightning connector for 10 iPads	331	\$1,104.00	\$365,424.00	Bretford PowerSync Tray for Ipad with	\$679.99	\$225,076.69	DS-NetSafe-IPCS	\$1,945.00	\$643,795.00	Dukane MCC2	\$649.33	\$214,928.23	DS-NetSafe-IPCS
Power Sync Cart with lightning connector for 30 iPads	71	\$2,576.00	\$182,896.00	Bretford PowerSync Cart for Ipad with	\$2,329.39	\$165,386.69	DS-GR-T-M32-SC	\$2,279.00	\$161,809.00	Dukane MCC2	\$1,899.00	\$134,829.00	DS-GR-T-M32-SC Top loading

Vendors		Educational Resources			J.R. Inc.			Netsync			Sequel Data		
	Quantity	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
Power Sync Cart with lightning connector for 10 iPads	331	No bid			\$359.00	\$118,829.00	Balt #27704	\$1,543.50	\$510,898.50	Anthor'sTablet Charging Cart	\$374.00	\$146,608.00	HP Multi Tablet Charging Module (QTY: 392)
Power Sync Cart with lightning connector for 30 iPads	71	\$1,599.00	\$113,529.00	Anthor'sTablet Charging Cart - No Sync Additional	\$1,818.00	\$129,078.00	Balt #27679	\$1,543.50	\$109,588.50	Anthor'sTablet Charging Cart - Side loading			

**Section 9 – Services / Value Adds**

Vendors		Apple Inc.			CDW			Lenovo (US) Inc.			Netsync			Tech Depot			Reyna Enterprises (CRC)			Sequel Data		
	Quantity	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid	Unit Price	Total	Item Bid
Disk Imaging Services - Desktops	3684	\$33.48	\$123,340.32	As Specified	\$25.00	\$92,100.00	As Specified	\$0.00	\$0.00	Note: Lenovo image verification and load at manufacturing	\$6.00	\$22,104.00	As Specified	\$24.72	\$91,068.48	As Specified	\$12.00	\$44,208.00	As Specified	\$11.50	\$42,366.00	As Specified
Asset Tag Management - Desktops	3989	\$4.65	\$18,548.85	As Specified	\$5.00	\$19,945.00	As Specified	\$0.00	\$0.00	Note: Lenovo asset tagging at manufacturing included	\$2.00	\$7,978.00	As Specified	\$12.36	\$49,304.04	As Specified	\$4.00	\$15,956.00	As Specified	\$4.50	\$17,950.50	As Specified
Asset Tag Management - iPads	4154	\$4.75	\$19,731.50	As Specified	\$10.00	\$41,540.00	As Specified	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$12.36	\$51,343.44	As Specified	No Bid	No Bid	No Bid	\$4.50	\$18,693.00	As Specified
Please list all value adds with value on space provided in section 9 of specifications or on company letterhead		Apple has included this information in the Appendices section of our response.			\$11.00	\$11.00	As Specified	Will certify all techs if they win the desktop portion of the RFP			3,677 X \$9.00	\$33,093.00	Note: Inside Delivery to one location for each school site	No Bid			No Bid	No Bid	No Bid	Sequel Data Systems will provided the following services valued at \$27,600 at no charge to the district: - HP c7000 Chassis and Blade firmware updates - VDI Assessment - Update Vmware software - Windows 7 Optimization		

**United Independent School District  
Computer Equipment / Mobile Learning Devices, Services and Finance Solution  
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**Section 10 Computer  
Finance Solution**

Vendors	CDW				Lenovo (US) Inc.				Netsync			
<b>4 YEAR TERM LEASE RATE FACTOR FOR \$1,000,000</b>	<b>HP Financial Services 2.63% Lease rate factor</b>				<b>Lenovo Financial Services 0.258735 Lease rate factor</b>				<b>HP Financial Services 2.63% Lease rate factor</b>			
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value
1	\$259,820.00	0.00	\$259,820.00	\$1,000,000.00	\$258,735.19	1825.00	\$256,910.19	\$772,813.40	\$259,820.00	0.00	\$259,820.00	
2	\$259,820.00	19471.00	\$240,348.52	\$754,983.60	\$258,735.19	16438.01	\$242,297.18	\$520,824.30	\$259,820.00	19471.00	\$240,349.00	
3	\$259,820.00	13148.77	\$249,671.23	\$258,225.50	\$258,735.19	11078.12	\$247,657.07	\$263,261.00	\$259,820.00	1348.77	\$258,471.23	
4	\$259,820.00	6659.75	\$253,160.25	\$0.00	\$258,735.19	5599.63	\$253,135.56		\$259,820.00	6659.75	\$253,160.25	

<b>4 YEAR TERM LEASE RATE FACTOR FOR \$2,500,000</b>	<b>HP Financial Services 2.63% Lease rate factor</b>				<b>Lenovo Financial Services 0.258735 Lease rate factor</b>				<b>HP Financial Services 2.63% Lease rate factor</b>			
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value
1	\$649,550.00	0.00	\$649,550.00	\$2,500,000.00	\$646,837.99	4562.50	\$642,275.49	\$1,932,033.49	\$649,550.00		\$649,550.00	
2	\$649,550.00	48678.71	\$600,871.29	\$1,887,459.00	\$646,837.99	41095.03	\$605,742.96	\$1,302,060.81	\$649,550.00	48678.71	\$600,871.29	
3	\$649,550.00	32871.94	\$616,678.06	\$1,274,570.00	\$646,837.99	27695.29	\$619,142.70	\$658,152.40	\$649,550.00	32871.94	\$616,678.06	
4	\$649,550.00	16649.35	\$632,900.65	\$645,558.70	\$646,837.99	13999.14	\$632,838.85		\$649,550.00	16649.35	\$632,900.65	

<b>4 YEAR TERM LEASE RATE FACTOR FOR \$5,000,000</b>	<b>HP Financial Services 2.63% Lease rate factor</b>				<b>Lenovo Financial Services 0.258333 Lease rate factor</b>				<b>HP Financial Services 2.63% Lease rate factor</b>			
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value
1	\$1,299,100.00	0.00	\$1,299,100.00	\$5,000,000.00	\$1,291,667.37	8708.33	\$1,282,959.04	\$3,865,722.59	\$1,299,100.00	\$0.00	\$1,299,100.00	
2	\$1,299,100.00	97357.42	\$1,201,742.58	\$3,774,918.00	\$1,291,667.37	78434.66	\$1,213,232.71	\$2,603,960.58	\$1,299,100.00	\$97,357.42	\$1,201,742.58	
3	\$1,299,100.00	65743.87	\$1,233,356.13	\$2,549,140.57	\$1,291,667.37	52833.79	\$1,238,833.58	\$1,315,573.66	\$1,299,100.00	\$65,743.87	\$1,233,356.13	
4	\$1,299,100.00	33298.71	\$1,256,801.29	\$1,291,117.32	\$1,291,667.37	26692.70	\$1,264,974.67		\$1,299,100.00	\$33,298.71	\$1,265,801.29	

<b>4 YEAR TERM LEASE RATE FACTOR FOR \$7,500,000</b>	<b>HP Financial Services 2.63% Lease rate factor</b>				<b>Lenovo Financial Services 0.258132 Lease rate factor</b>				<b>HP Financial Services 2.63% Lease rate factor</b>			
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value
1	\$1,948,649.99	0.00	\$1,948,649.99	\$7,500,000.00	\$1,935,995.36	12750.00	\$1,923,245.36	\$5,799,824.82	\$1,948,649.99	0.00	\$1,948,649.99	
2	\$1,948,649.99	146036.12	\$1,802,613.87	\$5,662,377.01	\$1,935,995.36	114835.56	\$1,821,159.80	\$3,905,818.63	\$1,948,649.99	146036.12	\$1,802,613.87	
3	\$1,948,649.99	98615.81	\$1,850,034.18	\$3,823,710.86	\$1,935,995.36	7734.55	\$1,858,660.81	\$1,972,811.39	\$1,948,649.99	98615.81	\$1,850,034.18	
4	\$1,948,649.99	49948.03	\$1,898,701.86	\$1,936,676.00	\$1,935,995.36	39061.33	\$1,896,934.03		\$1,948,649.99	49948.03	\$1,898,701.96	

<b>4 YEAR TERM LEASE RATE FACTOR FOR \$10,000,000</b>	<b>HP Financial Services 2.63% Lease rate factor</b>				<b>Lenovo Financial Services 0.257932 Lease rate factor</b>				<b>HP Financial Services 2.63% Lease rate factor</b>			
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value
1	\$2,598,199.09	0.00	\$2,598,199.99	\$10,000,000.00	\$2,579,320.23	16583.33	\$2,562,736.90	\$7,734,753.62	\$2,598,199.09	\$0.00	\$2,598,199.09	
2	\$2,598,199.09	194714.83	\$2,403,485.16	\$7,549,836.01	\$2,579,320.23	149358.92	\$2,429,961.31	\$5,207,593.86	\$2,598,199.09	\$194,714.83	\$2,403,484.26	
3	\$2,598,199.09	131487.75	\$2,466,712.24	\$5,098,281.15	\$2,579,320.23	100559.20	\$2,478,761.03	\$2,629,682.39	\$2,598,199.09	\$131,487.75	\$2,466,711.34	
4	\$2,598,199.09	66597.38	\$2,531,602.61	\$2,582,234.66	\$2,579,320.23	50779.47	\$2,528,540.76		\$2,598,199.99	\$66,597.38	\$2,531,602.61	

<b>Special Notes</b>	<p>I.) Termination Value includes the balance and the 2% prepayment premium in the event the lease early terminates.</p> <p>II.) All pricing offered by HP Financial Services is predicated upon the usage of the attached executed State and Local Government Master Lease and Finance Agreement between United ISD and HP Financial Services in it's entirety.</p> <p>I.) Termination Value includes the balance and the 2% prepayment premium in the event the lease early terminates.</p> <p>II.) All pricing offered by HP Financial Services is predicated upon the usage of the attached executed State and Local Government Master Lease and Finance Agreement between United ISD and HP Financial Services in it's entirety.</p>	<p>Financing provided by 3rd party financing source/designated funding partner of Lenovo Financial Services Amortization is based on the first annual lease payment being due 30 days from the date of booking</p> <p>Termination value reflects the amount required to terminate the contract on each payment date after receipt of the payment then due.</p> <p><b>The Rates Quoted are only for Tier one Products</b></p>	<p>We provided a Capital Lease Structure where ownership transfers to the Lessee at the end of the original term for \$1.00. The school district would depreciate these assets on their books for the term their accountants choose for them. No tax is applicable since the district is tax exempt. We would not charge interim rent, multiple schedules may be used, and HP Financial Services would provide all legal documentation for the financing of this purchase. HP Financial Services would be the company financing. HP Financial is the company that USD used previously and that was negotiated Master Agreement.</p> <p>This new financing would be an additional schedule to the current Master Agreement, so no new negotiation would be required, since you have this Master Agreement in place currently.</p>
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**United Independent School District  
Computer Equipment / Mobile Learning Devices, Services and Finance Solution  
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**Section 10 Computer  
Finance Solution**

Vendors		Tech Depot				Reyna Enterprises (CRC)				Sequel Data			
4 YEAR TERM LEASE RATE FACTOR FOR \$1,000,000		Marlin Leasing 3.25%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor	
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	
1	\$264,989.12	10952.05	\$254,037.07	\$1.00	\$259,820.00	0.00	\$259,820.00	\$1,000,000.00	\$259,820.00	0.00	\$259,820.00	\$1,000,000.00	
2	\$264,989.12	24243.88	\$240,745.24	\$1.00	\$259,820.00	19471.00	\$240,349.00	\$754,983.60	\$259,820.00	19471.00	\$240,349.00	\$754,983.00	
3	\$264,989.12	16419.57	\$248,569.55	\$1.00	\$259,820.00	13148.77	\$246,671.23	\$258,225.50	\$259,820.00	13148.77	\$246,671.23	\$509,828.10	
4	\$264,989.12	8341.06	\$256,648.06	\$1.00	\$259,820.00	6659.75	\$253,160.25	\$0.00	\$259,820.00	6659.75	\$253,160.25	\$258,225.60	

4 YEAR TERM LEASE RATE FACTOR FOR \$2,500,000		Marlin Leasing 3.25%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor	
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	
1	\$662,472.80	27380.14	\$635,092.66	\$1.00	\$649,550.00	0.00	\$649,550.00	\$2,500,000.00	\$649,550.00	0.00	\$649,550.00	\$2,500,000.00	
2	\$662,472.80	60609.49	\$601,863.31	\$1.00	\$649,550.00	48678.71	\$600,871.29	\$1,887,459.00	\$649,550.00	48678.71	\$600,871.29	\$1,887,459.00	
3	\$662,472.80	41048.93	\$621,423.87	\$1.00	\$649,550.00	32871.94	\$616,678.06	\$1,274,570.00	\$649,550.00	32871.94	\$616,678.06	\$1,274,570.00	
4	\$662,472.80	20852.64	\$641,620.16	\$1.00	\$649,550.00	16649.35	\$632,900.65	\$645,558.70	\$649,550.00	16649.35	\$632,900.65	\$645,558.70	

4 YEAR TERM LEASE RATE FACTOR FOR \$5,000,000		Marlin Leasing 3.25%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor	
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	
1	\$1,324,945.61	54760.27	\$1,270,185.34	\$1.00	\$1,299,100.00	0.00			\$1,299,100.00	\$0.00	\$1,299,100.00	\$5,000,000.00	
2	\$1,324,945.61	121218.98	\$1,203,726.63	\$1.00	\$1,299,100.00	97357.42			\$1,299,100.00	\$97,357.42	\$1,201,100.00	\$3,774,918.00	
3	\$1,324,945.61	82097.86	\$1,242,847.75	\$1.00	\$1,299,100.00	65743.87			\$1,299,100.00	\$65,743.87	\$1,233,356.13	\$2,549,140.57	
4	\$1,324,945.61	41705.33	\$1,283,240.28	\$1.00	\$1,299,100.00	33298.71			\$1,299,100.00	\$33,298.71	\$1,265,801.29	\$1,291,117.32	

4 YEAR TERM LEASE RATE FACTOR FOR \$7,500,000		Marlin Leasing 3.25%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor	
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	
1	\$1,987,418.41	82140.41	\$1,905,278.00	\$1.00	\$1,948,649.99	0.00	\$1,948,649.99	\$7,500,000.00	\$1,948,649.99	0.00	\$1,948,649.99	\$7,500,000.00	
2	\$1,987,418.41	181828.47	\$1,805,589.94	\$1.00	\$1,948,649.99	146036.12	\$1,802,613.87	\$5,662,377.01	\$1,948,649.99	146036.12	\$1,802,613.87	\$5,662,377.01	
3	\$1,987,418.41	123146.79	\$1,864,271.62	\$1.00	\$1,948,649.99	98615.81	\$1,850,034.18	\$3,823,710.86	\$1,948,649.99	98615.81	\$1,850,034.18	\$3,823,710.86	
4	\$1,987,418.41	62557.97	\$1,924,860.44	\$1.00	\$1,948,649.99	49948.03	\$1,898,701.96	\$1,936,676.00	\$1,948,649.99	49948.03	\$1,898,701.96	\$1,936,676.00	

4 YEAR TERM LEASE RATE FACTOR FOR \$10,000,000		Marlin Leasing 3.25%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor		HP Financial Services 2.63%		Lease rate factor	
Year	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	Payment	Interest Portion	Principal Portion	Termination Value	
1	\$2,649,891.00	\$109,520.55	\$2,540,370.45	\$1.00	\$2,598,199.99	0.00	\$2,598,199.99	\$10,000,000.00	\$2,598,199.99	0.00	\$2,598,199.99	\$10,000,000.00	
2	\$2,649,891.00	\$242,437.95	\$2,407,453.05	\$1.00	\$2,598,199.99	194714.83	\$2,403,485.16	\$7,549,836.01	\$2,598,199.99	194714.83	\$2,403,485.16	\$7,549,836.01	
3	\$2,649,891.00	\$164,195.72	\$2,485,695.28	\$1.00	\$2,598,199.99	131487.75	\$2,466,712.24	\$5,098,281.15	\$2,598,199.99	131487.75	\$2,466,712.24	\$5,098,281.15	
4	\$2,649,891.00	\$83,410.62	\$2,566,480.38	\$1.00	\$2,598,199.99	66597.38	\$2,531,602.61	\$2,582,234.66	\$2,598,199.99	66597.38	\$2,531,602.61	\$2,582,234.66	

<b>Special Notes</b>	<p>Partnered with Martin Leasing for technology financing. We have provided a 4 yr. \$1 buy out lease. Given the volume, they were able to extend the rate for all pricing brands.</p>	<p>HP Financial Services will be providing the Master Lease option along with the Lease schedule or schedules depending on the finance option adopted by United ISD.</p>	<p>HP Financial Services (HPFS) provided a Capital Lease Structure where ownership transfers to the Lessee (United ISD) at the end of the original term for \$1.00. The school district would depreciate these assets on their books for the term their accountants choose for them. No tax is applicable since the district is tax exempt. HPFS would not charge interim rent, multiple schedules may be used, and HP Financial Services would provide all legal documentation for the financing of this purchase. HP is providing the financing. The district has previously executed Master Agreement in place. This new financing would be an additional schedule to the current Master Agreement, so no new negotiation is required, since the district has this Master Agreement in place currently.</p>
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