



To: Dr. Kent Mutchler
From: Michael Wilkes
Date: April 23, 2018
Re: Employee Device Purchase Recommendation

In late March, the District requested quotes on staff devices from several vendors. On April 9th official pricing was received from four vendors. The District requested quotes for three different models and pricing for the recommended device ranged from a low of \$964.62 to \$1,319. The device being recommended for this year's purchase is the same make/model as the one purchased last year. This device meets the technical expectations for staff devices and will allow for consistency across the District.

The vendors submitting quotes were:

- CDW-G
- COTG
- Insight Public Sector, Inc
- Paragon Development Systems (PDS)

Insight Public Sector, Inc. provided the lowest quoted price for the recommended device. To this end, the table below shows the price per device, quantity, and extended cost:

Deploy To	Device	Qty	Cost/Unit	Extended Cost
Staff: GMS North, FES, HES, HSS, MCS, WAS, CESC, BUS	Lenovo ThinkPad Yoga 370	290	\$964.62	\$279,739.80
Total		290		\$279,739.80

The cost per unit figure reflects the following:

- Base cost of device: \$964.62
- 3-Year Warranty: Included

In accordance with the 2018-19 Technology Plan, the devices are planned to be leased for a term of four years, after which, the District would have ownership. The funding recommendation, shown below, details the estimated initial and ongoing amounts over this time. Bottomline 2018-19 funds needed: \$72,400.

Funding Recommendation

Expense	Year 1 (18-19)	Year 2 (19-20)	Year 3 (20-21)	Year 4 (21-21)	Total
Hardware Lease – 4-Yr*	\$ 72,400	\$ 72,400	\$ 72,400	\$ 72,400	\$ 289,600

*Lease amounts based on last year's lease terms. Estimates are based on a traditional lease with a \$1 buyout.

The \$1 buyout approach is estimated to cost an additional ~\$10,000 (3.5%) over a Cash purchase price. This approach is preferred over a FMV lease as the District plans to use these devices beyond year four.