

## **BOARD ACTION REQUEST FORM**

**DATE OF BOARD MEETING:** April 22 , 2020

**ITEM:** Bond Series 1 Projects – Student and Staff Device Procurement

**AGENDA LOCATION** (please check one)

- Discussion (*Items where board information/interaction/discussion is needed*)  
 Action (*Items requiring the board to vote or take action, including resolutions*)

### **EQUIPMENT DESCRIPTION**

Purchasing devices from the District's preferred technology vendor SEHI Computer Products, Inc. and Apple MacBook Air Laptops and iPads. This is the THIRD recommendation to purchase student and staff devices.

**ADMINISTRATOR SUBMITTING ITEM:** John Fitzgerald, Assistant Superintendent

### **BACKGROUND INFORMATION:**

At the June 5, 2019 Board of Education meeting, the Board authorized the Administration to execute a multi-year preferred vendor contract with SEHI Computer Products, Inc. to provide the district with student, teacher, and staff devices.

Attached herein is the recommendation letter from our Technology Designer, Plante Moran, outlining the third procurement of equipment and devices. This purchase focusses on student devices and some staff devices. The Mac equipment's pricing is from the Regional Educational Media Center (REMC) cooperative. All other pricing is from the SEHI's cooperative contract pricing. A breakdown by equipment type for this procurement is included in the Plante Moran recommendation letter. Total cost is \$1,921,856.49.

### **FUNDING SOURCE & ACCOUNT NUMBER:**

Primary funding for this procurement will be provided by FY2019 series-1 bond dollars. Please note that \$10,000 will be provided from CTE-CAD source funding.

### **RECOMMENDED ACTION:**

It is recommended the Board of Education authorize the Administration to execute the third phase of purchases for student and staff devices totaling **\$1,921,856.49**.



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April 15, 2020

Mr. John D. Fitzgerald  
Assistant Superintendent for Business & Finance  
Lake Orion Community Schools  
315 N. Lapeer Street  
Lake Orion, MI 48362

Dear John,

This letter outlines the recommendation for Lake Orion Community Schools to purchase new devices for students. Lake Orion Community Schools undertook a competitive bidding process in 2019 to provide the District with a purchasing vehicle to be used for bond purchases of end user devices. Plante Moran worked with members of the IT Bond Steering Committee throughout the selection process. This three-year contract (with options for extensions) was awarded to Sehi Computer Products, Inc in June 2019. Additionally, the District is purchasing MacBook Air laptops and iPads via a REMC quote.

#### **Sehi Purchase**

The District made an initial purchase of student devices from Sehi in 2019 and is now seeking to purchase the next phase of student devices which will include devices district-wide. The devices to be purchased include the following:

- Elementary:
  - A set of 16 two-in-one laptops per 4<sup>th</sup> grade classroom
  - Mobile labs at Paint Creek & Webber (32 two-in-one laptops at each building)
- Middle School
  - A set of 16 two-in-one laptops for each classroom in the math department
  - A set of 16 two-in-one laptops for each classroom in the ELA department
  - A set of 16 two-in-one laptops for each classroom in the science department
- High School
  - A set of 16 two-in-one laptops for each classroom in the math department
  - A set of 16 two-in-one laptops for each classroom in the ELA department
  - A set of 16 two-in-one laptops for each classroom in the science department
  - Three labs with a combination of two-in-one laptops and desktops (32 devices per lab)
  - 21 high-end desktops and monitors for the CTE-CAD lab
- Learning Options:
  - Four sets of 16 two-in-one laptops for core classes
- Special Education:
  - 144 two-in-one laptops

The purchase includes 2,448 two-in-one laptops, 39 desktops and 36 monitors, at a cost of **\$1,810,917.24**. This cost includes Sehi Computer Products providing unboxing and asset tagging

services. It should be noted that approximately \$10,000 of the CTE-CAD costs will be paid for via CTE funds.

**Apple Purchase**

The District is purchasing the following:

- MacBook Air laptops for the music department (1 per teacher)
- A set of 16 iPads for each elementary school for the specials departments to share
- Two sets of 16 iPads for each middle school for the specials departments to share
- An iPad for each music teacher
- An iPad for each specials teacher in the elementary (art, physical education and media)

This purchase includes 15 MacBook Air's and 240 iPads at a cost of **\$110,939.25**.

**The total combined purchase for both Sehi & Apple is \$1,921,856.49.**

Plante Moran appreciates the opportunity to be of assistance to Lake Orion Community Schools. Please call Amy Sasina at 248.223.3681 or me at 248.223.3304 if you have any questions.

Sincerely,

PLANTE MORAN, PLLC



Judy Wright

cc: Amy Sasina

Lake Orion Community Schools  
2020 Student & Specials Device Purchase

Equipment Description	Sehi Purchase		
	Unit Count	Unit Price	Sub-Total Costs
<b>Sehi</b>			
HP Probook X360 435 G7 13.3"	2412	\$716.43	\$1,728,029.16
HP Elitebook x360 830 G6 13.3"	36	\$800.00	\$28,800.00
HP Deskpro 400 G5 Mini	18	\$475.00	\$8,550.00
HP 24" P240V Monitors	36	\$140.28	\$5,050.08
HP ProDesk 600 G5 MT Business PC - CTE CAD	24	\$1,209.00	\$29,016.00
HP 34" E344C Curved Monitors - CTE CAD	24	\$478.00	\$11,472.00
Sehi Total:			\$1,810,917.24
<b>Apple</b>			
MacBook Air	15	\$1,091.95	\$16,379.25
iPads	240	\$394.00	\$94,560.00
Apple Total:			\$110,939.25
<b>Grand Total Cost:</b>			
Grand Total Cost:			\$1,921,856.49