



ALEDO ISD BOARD MEETING TEMPLATE

MEETING DATE: August 17, 2020

AGENDA ITEM: Consider Approval of Purchase of Additional Technology Devices

PRESENTER: Earl Husfeld, Chief Financial Officer and Brooks Moore, Director of Technology

BACKGROUND INFORMATION:

- Projected student enrollment for the 2020-2021 school year is approximately 6,800 students.
- The District currently owns approximately 3,500 Chromebooks and 600 iPads. The majority of these devices were purchased in the summer of 2017 with 2015 bond funds.
- 959 Chromebooks and 411 iPads were distributed to students in March and April for remote learning due to COVID-19.
- If we were to repurpose every Chromebook and iPad we have in our inventory and assign each to a student, we would need to purchase an additional 2,750 Chromebooks. All iPads would be repurposed and distributed to Early Education, Pre-K, and Kindergarten students.
- Due to COVID-19, Chromebooks are currently being bought at a record pace. Therefore, available quantities are extremely limited.
- The District has requested the opportunity to purchase an additional 2,750 Chromebooks through the Operation Connectivity Program. If this request is approved, the Texas Education Agency (TEA) would match funding for 884 devices, which is based on the District's October 2019 PEIMS economically disadvantaged student count.
- The benefits of the Operation Connectivity statewide bulk-purchasing program are a lower price per device and a priority in the supply chain. If this request is denied, the District would purchase directly from an approved vendor.
- As an alternative to making a cash purchase of these devices, financing terms of 36 and 48 months are offered through approved vendors. At the end of the financing term, the District would pay \$1 per device and own the device outright. The current financing interest rates are between 2.87% - 3.12% depending on financing term.
- Lastly, in the future the District will need to determine a replacement plan for the 3,500 Chromebooks that we purchased in 2017 with 2015 bond funds. The end of support date for these devices is June 2022. If possible, the best scenario would be to replace them after their 4th year in service, which would be summer of 2021. Based on current pricing, the total investment would be approximately \$1,050,000.



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FISCAL INFORMATION:

Purchase cost through Operation Connectivity: 2,750 Chromebooks @ \$237/unit = \$651,750 minus \$69,204 TEA match (884 Chromebooks minus 300 Chromebooks previously matched = 584 @ \$118.50/unit) = \$582,546.

Not to exceed purchase cost directly from an approved vendor: 2,750 Chromebooks @ \$301.68/unit = \$829,620.

Either option will be paid from the 2019-2020 General Fund budget.

ATTACHMENTS:

CDW-G Quote Confirmations and HP Financial Services Proposal

ADMINISTRATIVE RECOMMENDATION:

The Administration recommends the Board of Trustees approve the District's purchase of 2,750 Chromebooks through Operation Connectivity at a net cost of \$582,546 if awarded. If the Operation Connectivity purchase is not awarded, the Administration recommends approval of the district's purchase of 2,750 Chromebooks directly from an approved vendor in an amount not to exceed \$829,620.

QUOTE CONFIRMATION



DEAR BROOKS MOORE,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LNVR840	8/5/2020	HP	4039233	\$3,452,040.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Google Chrome Management Console License - Education Mfg. Part#: CROSSWDISEDU UNSPSC: 43232804 Electronic distribution - NO MEDIA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	3000	3577022	\$24.68	\$74,040.00
HP Chromebook 11A G8 - Education Edition - 11.6" - A4 9120C - 4 GB RAM - 32 Mfg. Part#: 2D606UT#ABA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	3000	5978437	\$246.00	\$738,000.00
HP Chromebook x360 11 G3 - Education Edition - 11.6" - Celeron N4020 - 4 GB Mfg. Part#: 1A767UT#ABA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	3000	5927219	\$277.00	\$831,000.00
HP Chromebook x360 11 G3 - Education Edition - 11.6" - Celeron N4020 - 4 GB Mfg. Part#: 1A783UT#ABA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	3000	5927220	\$288.00	\$864,000.00
HP Chromebook x360 11 G3 - Education Edition - 11.6" - Celeron N4020 - 4 GB Mfg. Part#: 1A768UT#ABA Contract: NIPA ESCR4 Tech & IWB Solutions Products/Services (R160201)	3000	6030733	\$315.00	\$945,000.00

PURCHASER BILLING INFO	SUBTOTAL	\$3,452,040.00
Billing Address: ALEDO INDEPENDENT SCHOOL DISTRICT ACCOUNTS PAYABLES 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 Phone: (817) 441-5176 Payment Terms: NET 30 Days-Govt/Ed	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$3,452,040.00
	DELIVER TO Shipping Address: ALEDO INDEPENDENT SCHOOL DISTRICT BROOKS MOORE 1 DEAN DR ALEDO, TX 76008-3100 Phone: 817441832 Shipping Method: CEVA Deferred, 3-5 Days	
Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515		



CDW Account Team - Corey
and Becky

| (866) 222-9713

| coreyandbecky@cdw.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.aspx>
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QUOTE CONFIRMATION



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QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LNVR430	8/5/2020	LENOVO	4039233	\$854,040.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Lenovo 300e Chromebook G2 11.6" A4-9120C 4GB RAM 32GB Chrome Mfg. Part#: 82CE0000US Contract: Texas DIR Lenovo (DIR-TSO-3808)	3000	5959650	\$260.00	\$780,000.00
Google Chrome Management Console License - Education Mfg. Part#: CROSSWDISEDU UNSPSC: 43232804 Electronic distribution - NO MEDIA Contract: Texas Google DIR TSO 4180 (DIR-TSO-4180)	3000	3577022	\$24.68	\$74,040.00

PURCHASER BILLING INFO	SUBTOTAL	\$854,040.00
Billing Address: ALEDO INDEPENDENT SCHOOL DISTRICT ACCOUNTS PAYABLES 1008 BAILEY RANCH RD ALEDO, TX 76008-3110 Phone: (817) 441-5176 Payment Terms: NET 30 Days-Govt/Ed	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$854,040.00
	DELIVER TO Shipping Address: ALEDO INDEPENDENT SCHOOL DISTRICT BROOKS MOORE 1 DEAN DR ALEDO, TX 76008-3100 Phone: 817441832 Shipping Method: UPS Ground	

Need Assistance? CDW•G SALES CONTACT INFORMATION		
 CDW Account Team - Corey and Becky	(866) 222-9713	coreyandbecky@cdw.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
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Financial Services Proposal



HP Financial Services

Prepared for: Aledo Independent School District

Submitted: August 7, 2020

With technology changing every day, leasing provides you with the flexibility you need to meet your ongoing business needs, as well as being a cost effective way to use operating capital and preserve bank credit lines.

- 1) Capital Lease – The Lessee will purchase the Equipment for an amount not to exceed \$1.00 at the end of the original lease term.
- 2) Fair Market Value – At the end of the original term, the Lessee may purchase or renew the Equipment for its then Fair Market Value, or return the Equipment to the Lessor.

Aledo Independent School District				36 MONTHS	48 MONTHS
DESCRIPTION	QTY	UNIT COST	TOTAL COST	PAYMENT	PAYMENT
CDW-G Quote LMTN636				ADVANCE	ADVANCE
HP CHROMEBOOK	2750	\$246.00	\$676,500.00	\$19,659.09	\$14,896.53
GOOGLE CONSOLE	2750	\$24.68	\$67,870.00	\$1,972.30	\$1,494.50
TOTALS			\$744,370.00	\$21,631.39	\$16,391.03
INTEREST RATE				3.12%	2.87%

Aledo Independent School District				FMV/PPT	36 MONTHS	48 MONTHS
DESCRIPTION	QTY	UNIT COST	TOTAL COST	PAYMENT	PAYMENT	
CDW-G Quote LMTN636				ADVANCE	ADVANCE	
HP CHROMEBOOK	2750	\$246.00	\$676,500.00	\$17,298.11	\$14,280.92	
GOOGLE CONSOLE	2750	\$24.68	\$67,870.00	\$2,100.58	\$1,615.31	
TOTALS			\$744,370.00	\$19,398.68	\$15,896.22	

Lease pricing is valid if product is accepted no later than 10/31/2020. The Capital Lease is a \$1.00 buyout structure. Payments shown are payable for thirty six (36) and forty eight (48) months, payable monthly in advance. The interest rate for each term is shown also above for the \$1.00 buyout structure. The Fair Market Value (FMV) structure also includes Personal Property Tax, which is an additional cost under the FMV structure.

We appreciate the opportunity to provide you with this pricing.

Sincerely,
Paul Hermann

214-600-9678 (Cell Phone)
Paul.hermann@hpe.com (Email)