

EXECUTIVE SUMMARY

Recommendation of \$500,000 or Greater FY20-123 – Technology Computing Devices, Accessories and Deployment Services

Introduction

Responsible: Procurement and Warehousing Services (PWS)

This request is to approve the recommendation to award Invitation to Bid (ITB) FY20-123 for three (3) years starting January 1, 2020 through December 31, 2023, with an option for two (2) additional one (1) year renewals periods with \$65,200,000 spending authority. ITB FY20-123 will facilitate the purchase of Windows computer devices such as tablets, laptops, desktops, accessories and includes computer device deployment services. FY20-123 is the primary procurement vehicle supporting the Broward County Public Schools (BCPS) technology refresh and ongoing annual device purchases.

The purchase of these devices is in line with the District's goal of maintaining a two-point-five one (2.5:1) ratio of students to devices as presented by Information Technology (IT) at various School Board workshops. This request is also aligned to the BCPS 2024 Strategic Plan as indicated in the Campaign: Our Data, Our Tools - Initiative: Tool Development, Implementation, and Use. This initiative has a primary tactic of "Develop a sustainable plan for technology refresh."

The total spending authority being requested is \$65,200,000. The funding will be through the master lease with Bank of America and supported by the Capital Budget as approved by the School Board on September 4, 2019.

Goods/Services Description

Responsible: Information Technology (IT)

ITB FY20-123, Technology Computing Devices, Accessories, and Deployment Services allows the District to procure technology devices using the Microsoft Windows operating system to support the educational and administrative environment. The bid will be used to deliver computing devices to Broward County School students and staff. A three (3) year warranty on computing devices and repair is included in the bid.

The bid has a primary and alternate vendor designated to ensure that the District receives the lowest cost based on availability and the District's needs. The Technology Advisory Committee (TAC) assisted in the verification of specifications submitted by the vendors. IT, Office of Academics, and OSPA will collaborate on the technology refresh allocation and deployment strategy to ensure equity and equality.

Procurement Method

Responsible: PWS

The solicitation ran from starting October 1, 2019 through November 8, 2019. There were nine hundred and twelve (912) vendors notified, fifty-three (53) vendors downloaded the ITB, and six (6) bids were received before bid opening.

The bid contains two (2) groups. Group 1 is Computer Devices, and Group 2 is Computer Device Deployment Services. The bid shall be awarded by group to a primary and an alternate vendor, based on the lowest total price. Including alternate awardees allows for continuity of products and/or services in the event the primary vendor(s) cannot comply with the delivery requirements, specifications, or in emergency cases

Recommendation of \$500,000 or Greater
FY20-123 – Technology Computing Devices, Accessories and Deployment Services
December 10, 2019 Board Agenda
Page 2

Awarded Vendors include:

- Group 1 Primary: Lenovo (United States) Inc. with Arey Jones Educational Solutions
- Group 1 Alternate: Dell Marketing, L.P. with UDT
- Group 2 Primary: Broadway Typewriter Company Inc. d/b/a Arey Jones Educational Solutions
- Group 2 Alternate: United Data Technologies, Inc. d/b/a UDT

The Affirmative Procurement Initiative recommended by the Supplier Diversity Outreach Program for Group 1 is Voluntary Minority/Women Business Enterprise (M/WBE) Distributorship Development Program and Group 2 is an Annual Aspirational Goal of thirty-four (34) percent MBE prime contract participation and sixteen (16) percent WBE prime contract participation.

One (1) bid was from an S/M/WBE vendor. In addition, the following S/W/MBE vendors were named as subcontractors as noted below:

- Lenovo (United States). Inc., (prime):
 - Dade Technology Services LLC
- Arey Jones Educational Solutions (prime)
 - Phone and Pad Warehouse, Inc.
- United Data Technologies, Inc. d/b/a UDT (prime)
 - Phone and Pad Warehouse, Inc.

Financial Impact
Responsible: PWS and IT

This Bid replaces two (2) previous solicitations: ITB 16-059E with \$81,040,000 spending authority and contract term of February 9, 2016 through December 31, 2019 for computer devices; and ITB 17-092E with \$2,000,000 spending authority and contract term of January 1, 2017 through December 31, 2019 for computer device deployment services.

The total spending authority requested is \$65,200,000 and is based on historical purchase volume and anticipated computer refresh. The annual cost estimates to refresh student and staff devices (noted below as A+B) were referenced in the adopted 2019-2020 District Educational Facilities Plan.

Annual estimate to refresh student devices, PK-8 & Centers	\$ 5,151,360
<u>Annual estimate to refresh student devices, 9th – 12th</u>	<u>\$ 4,442,400</u>
Refresh subtotal for student (A)	\$ 9,593,760
<u>Annual estimate to refresh staff devices (B)</u>	<u>\$ 5,040,408</u>
Refresh subtotal for student and staff (A+B)	\$ 14,634,168

Recommendation of \$500,000 or Greater
FY20-123 – Technology Computing Devices, Accessories and Deployment Services
December 10, 2019 Board Agenda
Page 3

Historical annual expenditure ITB 16-059E [Fiscal Year (FY) 2018-FY2020]	*\$ 6,845,172
<u>Historical annual expenditure ITB 17-092E</u>	<u>\$ 249,444</u>
Historical subtotal (C)	\$ 7,094,616
Total annual spend authority (A+B+C)	\$ 21,728,784
<u>Number of years in bid period</u>	<u>x3</u>
Total spend authority	\$ 65,186,352
<u>Total spend authority requested (rounded)</u>	<u>\$ 65,200,000</u>

* Historical calculation above reflects school and department spend outside of District-wide refresh projects. The funding source for this bid is assorted District-wide budgets.

The approval of this recommendation does not mean the authorized amount will be spent.