



|            |  |                                |                         |                          |
|------------|--|--------------------------------|-------------------------|--------------------------|
| ITB #:     | <u>FY20-123</u>  | Tentative Board Meeting Date*: | <u>DECEMBER 2019</u>    |                          |
| ITB Title: | <u>TECHNOLOGY COMPUTING DEVICES,<br/>ACCESSORIES &amp; DEPLOYMENT SERVICES</u> | # Notified:                    | <u>912</u>              | # Downloaded: <u>53</u>  |
|            |  | # of Responses Rec'd:          | <u>6</u>                | # of "No Bids": <u>1</u> |
| For:       | <u>INFORMATION TECHNOLOGY</u>  | ITB Opening Date:              | <u>NOVEMBER 8, 2019</u> |                          |
|            | (School/Department)  |                                |                         |                          |
| Fund:      | <u>VARIOUS DISTRICT-WIDE</u>   | Advertised Date:               | <u>OCTOBER 1, 2019</u>  |                          |

**POSTING OF ITB RECOMMENDATION/TABULATION:** ITB Recommendation and Tabulation will be posted in the Procurement & Warehousing Services and www.Demandstar.com on November 15, 2019 @ 3:00 pm and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the District is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(\* The Cone of Silence, as stated in the ITB / RFP / RFQ / HARD BID, is in effect until it is approved by SBBC. The Board meeting date stated above is tentative. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

**RECOMMENDATION TABULATION**

GROUP 1 SHALL BE AWARDED TO ONE (1) PRIMARY MANUFACTURER WITH RESELLER PARTNER AND ONE (1) ALTERNATE MANUFACTURER WITH RESELLER PARTNER. GROUP 2 SHALL BE AWARDED TO ONE (1) PRIMARY AND ONE (1) ALTERNATE BIDDER. FOR BOTH GROUPS, THE BIDDER OFFERING THE LOWEST TOTAL PRICE SHALL BE CONSIDERED THE PRIMARY VENDOR.

**VENDOR NAME(S)**

**GROUP AWARDED**

|   |                   |
|---|-------------------|
| LENOVO (UNITED STATES) INC. WITH AREY JONES EDUCATIONAL SOLUTIONS       | GROUP 1 PRIMARY   |
| DELL MARKETING, L.P. WITH UDT   | GROUP 1 ALTERNATE |
| BROADWAY TYPEWRITER COMPANY INC. D/B/A AREY JONES EDUCATIONAL SOLUTIONS | GROUP 2 PRIMARY   |
| UNITED DATA TECHNOLOGIES, INC. D/B/A UDT                                | GROUP 2 ALTERNATE |

CONTRACT PERIOD: JANUARY 1, 2020, THROUGH DECEMBER 31, 2023 WITH AN OPTION FOR TWO (2) ADDITIONAL ONE (1) YEAR RENEWAL PERIODS.

By: *Sharmou* Date: November 15, 2019  
(Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.



**TABULATION SUMMARY SHEET**

|                               |  |
|-------------------------------|--|
| <b>Bid No:</b>                | <b>FY20-123</b>  |
| <b>Title of Bid:</b>          | <b>Technology Computing Devices, Accessories &amp; Deployment Services</b> |
| <b>Purchasing Agent Name:</b> | <b>Harmoni Clealand</b>  |
| <b>S/M/WBE Evaluator:</b>     | <b>Jasmine Jones</b>   |
| <b>Bid Opening Date:</b>      | <b>November 8, 2019</b>  |

| <b>Group 1</b> | <b>Bidder's Name</b>                         | <b>Total Price</b> | <b>Award</b> |   | <b>Group 1</b> |
|----------------|--|--------------------|--------------|---|----------------|
|                | Dell Marketing, L.P.                         | \$55,182,000.00    | ✓            | A |                |
|                | HP Inc. d/b/a HP Computing and Printing Inc. | \$55,738,170.00    |              |   |                |
|                | Lenovo (United States), Inc.                 | \$54,532,000.00    | ✓            | P |                |

| <b>Group 2</b> | <b>Bidder's Name</b>                              | <b>Total Price</b>  | <b>Award</b> |   | <b>Group 2</b> |
|----------------|---|---------------------|--------------|---|----------------|
|                | Arey Jones Educational Solutions                  | <b>\$473,500.00</b> | ✓            | P |                |
|                | C&C International Computers and Consultants, Inc. | \$787,500.00        |              |   |                |
|                | Dell Marketing, L.P.                              | \$706,550.00        |              |   |                |
|                | United Data Technologies, Inc. d/b/a UDT          | <b>\$515,715.00</b> | ✓            | A |                |

**Legend:**

- Bidder Recommended for Award
- P Primary Awardee
- A Alternate Awardee



**PRICE DETAILS**

| Bid #                |                                    | FY20-123  |                        |            |                 |                   |  |                        |                 |                   |                              |            |                        |                   |  |  |            |
|----------------------|------------------------------------|---|------------------------|------------|-----------------|-------------------|--|------------------------|-----------------|-------------------|------------------------------|------------|------------------------|-------------------|--|--|------------|
| Title of Bid:        |                                    | Technology Computing Devices, Accessories & Deployment Services |                        |            |                 |                   |  |                        |                 |                   |                              |            |                        |                   |  |  |            |
| GROUP 1 - DEVICES    |                                    |   |                        |            |                 |                   |  |                        |                 |                   |                              |            |                        |                   |  |  |            |
| Product              | Description                        | Qty   | List                   | SBBC Price | Ext SBBC Price  | Discount off List | List   | SBBC Price             | Ext SBBC Price  | Discount off List | List                         | SBBC Price | Ext SBBC Price         | Discount off List |  |  |            |
|                      |                                    |   | Dell Marketing, L.P.   |            |                 |                   | HP Inc. d/b/a HP Computing and Printing Inc. |                        |                 |                   | Lenovo (United States), Inc. |            |                        |                   |  |  |            |
| 1A                   | STUDENT LAPTOP CELERON (NON-TOUCH) | 20000   | \$758.29               | \$219.90   | \$4,398,000.00  | 71%               | \$656.00                                     | \$209.00               | \$4,180,000.00  | 68%               | \$359.00                     | \$199.00   | \$3,980,000.00         | 45%               |  |  |            |
| 1B                   | STUDENT LAPTOP CELERON (TOUCH)     | 30000   | \$919.71               | \$268.00   | \$8,040,000.00  | 71%               | \$723.00                                     | \$239.00               | \$7,170,000.00  | 67%               | \$369.00                     | \$229.00   | \$6,870,000.00         | 38%               |  |  |            |
| 1C                   | LAPTOP i3 (NON-TOUCH)              | 20000   | \$1,297.41             | \$445.00   | \$8,900,000.00  | 66%               | \$1,107.06                                   | \$450.00               | \$9,000,000.00  | 59%               | \$1,544.00                   | \$416.00   | \$8,320,000.00         | 73%               |  |  |            |
| 1D                   | LAPTOP i3 (TOUCH)                  | 30000   | \$1,463.41             | \$428.00   | \$12,840,000.00 | 71%               | \$1,177.88                                   | \$479.00               | \$14,370,000.00 | 59%               | \$1,664.00                   | \$482.00   | \$14,460,000.00        | 71%               |  |  |            |
| 1E                   | LAPTOP i5 (NON-TOUCH)              | 2500  | \$1,469.42             | \$541.00   | \$1,352,500.00  | 63%               | \$1,337.04                                   | \$565.00               | \$1,412,500.00  | 58%               | \$1,904.00                   | \$573.00   | \$1,432,500.00         | 70%               |  |  |            |
| 1F                   | LAPTOP i5 (TOUCH)                  | 6000  | \$1,539.42             | \$582.00   | \$3,492,000.00  | 62%               | \$1,407.86                                   | \$594.00               | \$3,564,000.00  | 58%               | \$2,014.00                   | \$624.00   | \$3,744,000.00         | 69%               |  |  |            |
| 1G                   | LAPTOP i7 (NON-TOUCH)              | 2000  | \$1,766.42             | \$675.00   | \$1,350,000.00  | 62%               | \$1,537.04                                   | \$655.00               | \$1,310,000.00  | 57%               | \$2,099.00                   | \$637.00   | \$1,274,000.00         | 70%               |  |  |            |
| 1H                   | LAPTOP i7 (TOUCH)                  | 2000  | \$1,808.42             | \$719.00   | \$1,438,000.00  | 60%               | \$1,607.86                                   | \$684.00               | \$1,368,000.00  | 57%               | \$2,209.00                   | \$692.00   | \$1,384,000.00         | 69%               |  |  |            |
| 1I                   | LAPTOP i7 ULTRA-LIGHT WEIGHT / C   | 2000  | \$2,710.43             | \$1,070.00 | \$2,140,000.00  | 61%               | \$2,870.00                                   | \$999.00               | \$1,998,000.00  | 65%               | \$2,519.00                   | \$856.00   | \$1,712,000.00         | 66%               |  |  |            |
| 1J                   | SMALL FORM FACTOR DESKTOP i5       | 2500  | \$1,199.93             | \$490.00   | \$1,225,000.00  | 59%               | \$1,424.00                                   | \$466.51               | \$1,166,275.00  | 67%               | \$1,488.00                   | \$450.00   | \$1,125,000.00         | 70%               |  |  |            |
| 1K                   | SMALL FORM FACTOR DESKTOP i7       | 2500  | \$1,713.93             | \$513.00   | \$1,282,500.00  | 70%               | \$1,891.00                                   | \$636.51               | \$1,591,275.00  | 66%               | \$2,018.00                   | \$619.00   | \$1,547,500.00         | 69%               |  |  |            |
| 1L                   | ALL-IN-ONE DESKTOP i5              | 2000  | \$1,822.21             | \$753.00   | \$1,506,000.00  | 59%               | \$1,860.00                                   | \$661.51               | \$1,323,020.00  | 64%               | \$1,963.00                   | \$685.00   | \$1,370,000.00         | 65%               |  |  |            |
| 1M                   | ALL-IN-ONE DESKTOP i7              | 2000  | \$2,247.21             | \$928.00   | \$1,856,000.00  | 59%               | \$2,351.00                                   | \$856.51               | \$1,713,020.00  | 64%               | \$2,723.00                   | \$869.00   | \$1,738,000.00         | 68%               |  |  |            |
| 1N                   | MINI / TINY / MICRO DESKTOP i3     | 2000  | \$907.64               | \$313.00   | \$626,000.00    | 66%               | \$1,325.00                                   | \$381.51               | \$763,020.00    | 71%               | \$1,088.00                   | \$325.00   | \$650,000.00           | 70%               |  |  |            |
| 1O                   | MINI / TINY / MICRO DESKTOP i5     | 2000  | \$1,072.64             | \$418.00   | \$836,000.00    | 61%               | \$1,494.00                                   | \$461.51               | \$923,020.00    | 69%               | \$1,368.00                   | \$425.00   | \$850,000.00           | 69%               |  |  |            |
| 1P                   | MINI / TINY / MICRO DESKTOP i7     | 2000  | \$1,443.64             | \$599.00   | \$1,198,000.00  | 59%               | \$1,975.00                                   | \$636.51               | \$1,273,020.00  | 68%               | \$1,968.00                   | \$600.00   | \$1,200,000.00         | 70%               |  |  |            |
| 1Q                   | HYBRID i5                          | 500   | \$2,533.40             | \$1,094.00 | \$547,000.00    | 57%               | \$2,843.00                                   | \$1,126.51             | \$563,255.00    | 60%               | \$3,079.00                   | \$1,150.00 | \$575,000.00           | 63%               |  |  |            |
| 1R                   | HYBRID i7                          | 500   | \$3,108.85             | \$1,305.00 | \$652,500.00    | 58%               | \$3,366.00                                   | \$1,266.51             | \$633,255.00    | 62%               | \$3,529.00                   | \$1,275.00 | \$637,500.00           | 64%               |  |  |            |
| 1S                   | SPECIAL PURPOSE LAPTOP i7+         | 500   | \$2,050.00             | \$2,050.00 | \$1,025,000.00  | 0%                | \$5,623.00                                   | \$1,901.51             | \$950,755.00    | 66%               | \$7,124.00                   | \$2,400.00 | \$1,200,000.00         | 66%               |  |  |            |
| 1T                   | SPECIAL PURPOSE DESKTOP i7+        | 500   | \$2,169.00             | \$955.00   | \$477,500.00    | 56%               | \$4,305.00                                   | \$931.51               | \$465,755.00    | 78%               | \$2,853.00                   | \$925.00   | \$462,500.00           | 68%               |  |  |            |
| <b>Group 1 Total</b> |                                    |   | <b>\$55,182,000.00</b> |            |                 |                   | <b>56%</b>                                   | <b>\$55,738,170.00</b> |                 |                   |                              | <b>78%</b> | <b>\$54,532,000.00</b> |                   |  |  | <b>68%</b> |



**Procurement & Warehousing Services**  
Broward County Public Schools

**PRICE DETAILS**

| <b>Bid #</b>                                      | <b>FY20-123</b>  |         |         |             |         |                      |                      |              |
|---|--|---------|---------|-------------|---------|----------------------|----------------------|--------------|
| <b>Title of Bid:</b>                              | <b>Technology Computing Devices, Accessories &amp; Deployment Services</b> |         |         |             |         |                      |                      |              |
| <b>GROUP 2 - DEPLOYMENT SERVICES</b>              |  |         |         |             |         |                      |                      |              |
| Vendor  | Qty →  | Laptop  | Desktop | Laptop Cart | Tablet  | Existing Laptop Cart | Existing Tablet Cart | TOTAL        |
|   |  | 6006690 | 6006691 | 6006692     | 6006693 | 6006694              | 6006695              |              |
| Arey Jones Educational Solutions                  |  | 50,000  | 2,500   | 1,500       | 1,000   | 1,000                | 1,000                | \$473,500.00 |
| C&C International Computers and Consultants, Inc. |  |         |         |             |         |                      |                      | \$787,500.00 |
| Dell Marketing, L.P.                              |  |         |         |             |         |                      |                      | \$706,550.00 |
| United Data Technologies, Inc. d/b/a UDT          |  |         |         |             |         |                      |                      | \$515,715.00 |