



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-19.

MEETING DATE	2019-12-10 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request	<input type="radio"/> Yes <input checked="" type="radio"/> No
Time	
Open Agenda	<input checked="" type="radio"/> Yes <input type="radio"/> No

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

REQUESTED ACTION:
Approve the recommendation to award the above Invitation to Bid (ITB). Contract Term: January 1, 2020 through December 31, 2023, 3 Years with an option for two (2) additional one (1) year renewal periods; User Department: District-wide; Award Amount: \$65,200,000; Awarded Vendor(s): Lenovo (United States) Inc. with Arey Jones Educational Solutions; Dell Marketing, L.P. with UDT; Broadway Typewriter Company Inc. d/b/a Arey Jones Educational Solutions; United Data Technologies, Inc. d/b/a UDT; Small/Minority/Women Business Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
This Bid is used for the purchase of computers including laptops, desktops, tablets, hybrids, and special-purpose devices and includes the imaging, etching and deployment services of such devices. The purchase of these devices is in line with the District's goal of maintaining a 2.5:1 ratio of students to devices as presented by Information Technology at various School Board workshops. This 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.
A copy of the ITB documents are available online at:
http://www.broward.k12.fl.us/supply/agenda/ITB_FY20-123_TechnologyComputingDevices,AccessoriesandDeploymentServices.pdf

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Safe & Supportive Environment Goal 3: Effective Communication

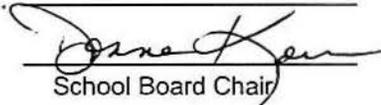
FINANCIAL IMPACT:
The estimated financial impact to the District will be \$65,200,000. The funding source will be through the master lease with Bank of America and supported by the capital fund. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the contract award amount.

EXHIBITS: (List)
(1) Executive Summary (2) Financial Analysis Worksheets-2 (3) Recommendation Tabulation

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:	
Name: Phillip H. Dunn	Phone: 754-321-2607
Name: Mary C. Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title
Maurice L. Woods - Chief Strategy & Operations Officer

Approved In Open Board Meeting On: **DEC 10 2019**
By: 
School Board Chair

Signature
Maurice Woods
12/3/2019, 10:54:54 AM

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

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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.~~ **Dade Technology Services LLC**
- 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

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

* 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.



ITB #:	<u>FY20-123</u>	Tentative Board Meeting Date*:	<u>DECEMBER 2019</u>	
ITB Title:	<u>TECHNOLOGY COMPUTING DEVICES, ACCESSORIES & 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

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

Group 1	Bidder's Name	Total Price	Award		Group 1
	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	

Group 2	Bidder's Name	Total Price	Award		Group 2
	Arey Jones Educational Solutions	\$473,500.00	✓	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	\$515,715.00	✓	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%			
Group 1 Total			\$55,182,000.00				56%	\$55,738,170.00				78%	\$54,532,000.00				68%



Procurement & Warehousing Services
Broward County Public Schools

PRICE DETAILS

Bid #	FY20-123						
Title of Bid:	Technology Computing Devices, Accessories & Deployment Services						
GROUP 2 - DEPLOYMENT SERVICES							
Vendor	Laptop 6006690	Desktop 6006691	Laptop Cart 6006692	Tablet 6006693	Existing Laptop Cart 6006694	Existing Tablet Cart 6006695	TOTAL
	Qty →	50,000	2,500	1,500	1,000	1,000	
Arey Jones Educational Solutions	\$8.50	\$10.00	\$5.00	\$8.00	\$5.00	\$3.00	\$473,500.00
C&C International Computers and Consultants, Inc.	\$14.00	\$14.00	\$11.00	\$14.00	\$11.00	\$11.00	\$787,500.00
Dell Marketing, L.P.	\$12.85	\$15.70	\$3.30	\$12.45	\$3.70	\$3.70	\$706,550.00
United Data Technologies, Inc. d/b/a UDT	\$9.38	\$11.53	\$2.26	\$9.38	\$2.56	\$2.56	\$515,715.00