

2020 – 2021 New Option 2

180 student days 187 teacher days Qualifies for ADSY funding

August 2020						
Su	Mo	Tu	We	Th	Fr	Sa
		28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

September 2020						
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27	28	29	30			

October 2020						
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November 2020						
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December 2020						
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27	28	29	30	31		

January 2021						
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17	▲	19	20	21	22	23
24	25	26	27	28	29	30
31						

February 2021						
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28						










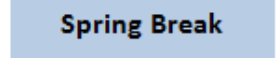

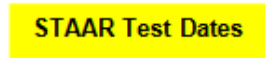

March 2021						
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28	29	30	31			

April 2021						
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25	26	27	28	29	30	

May 2021						
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23	24	25	26	27	28	29
30	31					

June 2021						
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July 2021						
Su	Mo	Tu	We	Th	Fr	Sa
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18	19	20	21	22	23	24
25	26	27	28	29	30	31

 First Day of School	 New Teacher Orientation	 Staff Development Day	 Teacher Work Day	 Thanksgiving Break
 Last Day of Grading Period	 Student/Teacher Holiday	 Early Release/Staff Dev.	 Winter Break	 Spring Break
 Half-day Early Release	 STAAR Test Dates (online testing window extends past highlighted days)		 Intercession time (extra duty pay for teachers; targeted intervention for students)	



Board Exhibit Cover Sheet

Meeting Date: June 2, 2020

Agenda Item/Exhibit Number: **II.B.1.**

Agenda Item Title: Approve Purchases over \$50,000

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s): Clifton English and Toni McPherson

Executive Summary: The attached list reflects the purchases over \$50,000.

Recommendation: Approve purchases in the amounts shown on attached list.

Budget Impact* (if applicable): General Fund - \$ 2,062,747.34

Funding Source (if applicable): General Fund

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements): Ch. 44.031

Policy Reference (if applicable, list policy/regulation): CH (LOCAL)

Legal Review (if necessary, list attorney and firm):



Cabinet Level Presenter's Signature



Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date



General Fund

Vendor	Department	Description/Justification of Purchase	Contract #	Cost
CDW-G	Technology	This purchase is for Chrome Tablets for grades Pre-K – 1.	TIPS #180306	\$1,760,936.90
Hernandez Office Solutions	Business Office	This purchase is for a new fleet of 124 Kyocera copiers. This payment is for the first year of a four-year lease agreement, as well as the service to support the fleet. Upon approval of this purchase, the Board delegates to the Superintendent the authority to negotiate, finalize, and execute the contract with Hernandez Office Solutions and amendment thereto.	DIR-CPO-4428	\$301,810.44
Total Cost				\$2,062,747.34

QUOTES TABULATION FORM

Form version 7.23.2019



INSTRUCTIONS FOR COMPLETION:

- 1) Purchases between \$10,000 and \$49,999.99 require at least three (3) vendor quotes.
- 2) Vendor quotes must be in writing (i.e. Vendor Quotation form; Vendor email; Internet Quote, etc.).
- 3) All awards should be made to the vendor whose proposal offers the "best value" to Beaumont ISD.
- 4) Awards based on "best value" may consider various factors, including but not limited to:
 - (a) Price / Total Cost of Ownership, (b) Quality, (c) Availability, (d) Vendor/Product Reputation, (e) Vendor's Ability to Meet District Needs, (f) Client References, (g) Past Experience with Beaumont ISD, and/or (h) any other relevant factor that ensures best value to the District.
- 5) Upon consideration of all factors, if all quotes meet District needs, the award should be made to the lowest bidder.

Quote Tabulation Summary		
All awards should be made based on "Best Value" to the District. Please write a short summary below of why the vendor was chosen or denied.		
Vendor Name:	CDW-G	Quote Total: \$ 1,760,936.90
Summary:	Lenovo Chrome Tablets for Pre-k through 1st grade students. Cases, licenses, insurance, carts and device insurance included on quote.	
Vendor Name:	CDW-G	Quote Total: \$ 1,679,837.15
Summary:	Acer Chrome Tabets for Pre-k through 1st grade students. Cases, licenses, insurance, carts and device insurance included on quote.	
Vendor Name:	Apple Inc Education	Quote Total: \$ 2,131,761.50
Summary:	iPad Tablets for Pre-k through 1st grade students. Cases, licenses, insurance, carts and device insurance included on quote.	

Vendor Selected: CDW-G

Selection Justification The intruactional application for this age group will primarily utilize an application called "Seesaw". This application heavily relies on the camera, speaker, and microphone. On the Lenovo tablet, these features were far superior.
We chose a Chrome device over the Apple for continuity purposes for students, staff, and parents. Additionally,
our infrastructure is already prepared to support and filter the Chrome devices.

Name of Person Completing this Form: Toni McPherson

Signature: 

NOTE: THE COMPLETED & SIGNED TABULATION FORM AND COPIES OF ALL QUOTES MUST BE ATTACHED TO THE REQUISITION.

QUOTE CONFIRMATION



DEAR TONI MCPHERSON,

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
LKTX387	5/14/2020	CHROME TAB	0792983	\$1,760,936.90

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Lenovo 10e Chromebook 10.1" MediaTek 8183 4GB RAM 32GB Chrome Mfg. Part#: 82AM0002US Contract: TIPS Computers, Equipment, Components (180306)	4505	5959655	\$225.00	\$1,013,625.00
Google Chrome Management Console License - Education Mfg. Part#: CROSSWDISEDU UNSPSC: 43232804 Electronic distribution - NO MEDIA Contract: Texas Google DIR TSO 4180 (DIR-TSO-4180)	4505	3577022	\$24.68	\$111,183.40
SAFEWARE 3Y RPR PREM CHRМК ADH Mfg. Part#: CDWSPC600CHMUCAD36D Electronic distribution - NO MEDIA Contract: TIPS Computers, Equipment, Components (180306)	4505	6058402	\$69.00	\$310,845.00
BEAUMONTISD-CHROMEBOOK-ETCHING Mfg. Part#: T4G-49988-03 Electronic distribution - NO MEDIA Contract: MARKET	4505	5847917	\$15.75	\$70,953.75
BEAUMONTISD-CHROMEBOOK-ETCHING Mfg. Part#: T4G-49988-04 Electronic distribution - NO MEDIA Contract: MARKET	4505	5847919	\$11.00	\$49,555.00
Anywhere Cart AC-30 - cart Mfg. Part#: AC-30 UNSPSC: 56101535 Contract: TIPS Computers, Equipment, Components (180306)	150	5636966	\$660.40	\$99,060.00
NEW ITEM Mfg. Part#: NEW-ITEM Cart Wiring Service Contract: MARKET	150	NEW-ITEM	\$15.50	\$2,325.00
Lenovo Protective Case for 10e Chromebook Tablet Mfg. Part#: 4X40X59073 Contract: TIPS Computers, Equipment, Components (180306)	4505	5973334	\$22.95	\$103,389.75

PURCHASER BILLING INFO	SUBTOTAL	\$1,760,936.90
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Billing Address: BEAUMONT INDEPENDENT SCHOOL DIST ACCOUNT PAYABLE PO BOX 672 BEAUMONT, TX 77704-0672 Phone: (409) 617-5072 Payment Terms: NET 30 Days-Govt/Ed	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$1,760,936.90
DELIVER TO Shipping Address: BEAUMONT ISD 1650 CALDWELL AVE BEAUMONT, TX 77703-5111 Shipping Method:	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

Need Assistance? CDW•G SALES CONTACT INFORMATION



Mike LaRocco

(866) 229-6142

miclaro@cdwg.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>
 For more information, contact a CDW account manager

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Multi-function Copier Analysis

	Hernandez/Kyocera	Function4/Sharp	Mannings/Toshiba
Monthly Maintenance Service Cost	\$12,183.33	\$12,541.67	\$11,800.00
48mo Term - Monthly Lease Payment	\$12,967.54	\$12,657.60	\$12,696.71
Monthly Total - less overages	\$25,150.87	\$25,199.27	\$24,496.71
Annual Total - less overages	\$301,810.44	\$302,391.24	\$293,960.52
Cost per B/W overage	\$0.0034	\$0.0035	.0030/.0032/.0033/.0034
Cost per Color overage	.022/.0385/.05	\$0.035	.030/.032/.033/.034
	\$301,810.44	\$302,391.24	\$293,960.52
Pricing (annual) 50pts	48.70	48.61	50.00
	Response time less than 2 hours	Response time 2-10 hours	No Local ISDs
Service References (25pts)	25	20	15
Meets Technology Needs (15pts)	15	10	10
Service Technicians (10pts)	10	8	8
Total	98.70	86.61	83.00
Recommendation:	<p>1) Hernandez Office Solutions has excellent references on providing copier services. Including frequent proactive measures.</p> <p>2) Hernandez has provided the same superior service to larger local districts with their copier fleets through consecutive lease agreements. Technicians service only local accounts.</p> <p>3) Hernandez can provide Day-1, out of the box, Active Directory services with all functionality required for district implementation needs in regards to making sure only current district employees can use the copiers through an automated process. This is an important control to keep the number of copies down at no additional cost through one software.</p> <p>4) Color copies are at tiered rate which reduces to cost per color copy based on the amount of color actually used per page. Adding color copiers to every campus makes this a more important feature that isn't offered by the other vendors.</p>		