



Board Agenda Item #	II. E
Date:	06.28.2016
To:	Magnolia Board of Directors
From:	Caprice Young, Ed.D. CEO & Superintendent
Staff Lead:	Kelly Hourigan, Chief Operations Officer
RE:	<p>Approval of RFP for MSA8 Chromebooks.</p> <p>Recommendations:</p> <ul style="list-style-type: none"> • Vendor – PCMG • Brand – Lenovo / Bretford • Model- N42 / Store & Charge Core 36M • Price per unit - \$198 +License+ tax • Total Price– \$77,808.09

Proposed Board Recommendation

I move that the board awards the winning bid according to vendor evaluation matrix and adopt the purchase of the Chromebooks for Magnolia Science Academy-8 operating within the approved budgeted amounts. Should there be a similar Chromebook model and charging carts need for any other Magnolia Public Schools, the approved vendor, machine model, and price will be used between dates July 1st, 2016 – June 30th, 2017.

Background

Magnolia Public Schools started implementing 1:1 mobile devices initiative in 2013-14 school year with purchasing of mobile device per student. Currently all schools implemented 1:1 except MSA-7 elementary. Magnolia Science Academy-8 purchased chromebooks last year with one cart per two classrooms. This year the school wants to provide chromebooks per student and staff members.

We released RFP on June 7th, 2016 and evaluated it according to following factors.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%



Factor	Weight
Total	100.00%

We received attached bids, recapped as follows (**bold green** text reflects recommendations):

- Vendor – **PCMG**
- Brand – **Lenovo / Bretford**
- Model- **N42 / Store & Charge Core 36M**
- Price per unit - **\$198 +License+ tax**
- Total Price– **\$77,808.09**

The winning bidders is

Budget Implications

The MSA-8 Chromebooks purchase is budgeted.

Name of Staff Originator: Rasul Monoshev

Received Price Quotes for MSA-8 Chromebooks Need					
	PCMG	CalNet	PCMG	PCMG	PCMG
Proposed Model	Samsung	Acer	Lenovo	Samsung	Lenovo
Price per chromebook (20%)	\$206	\$257.00	\$159	\$390	\$198
Price per chromebook management license (10%)	\$26	\$28.00	\$26	\$26	\$26
Price for the cart (10%)	\$1,298	\$1,484.54	\$1,298	\$1,298	\$1,298
Functionality/specification of items(30%)	Not All RequestedSpecs	All RequestedSpecs except brand	Previous year's RFP specs	All Requested	Not All Requested Specs
Vendor Qualifications(20%)	Well Qualified	Well Qualified	Well Qualified	Well Qualified	Well Qualified
Terms and Conditions(10%)	Good	Good	Good	Good	Good
Evaluation					
Price per chromebook (Max 20 points)	18	20	20	15	20
Price per chromebook management license (Max 10 points)	10	8	10	10	10
Price for the cart (Max 10 points)	10	8	10	10	10
Functionality/specification of items (Max 30 points)	25	30	25	30	28
Vendor Qualifications (Max 20 points)	20	20	20	20	20
Terms and Conditions (Max 10 points)	10	10	10	10	10
	93	96	95	95	98
The Winner is PCMG, Lenovo 14" Chromebook					



REQUEST FOR PROPOSALS FOR CHROMEBOOKS

(Due Date – June 23rd, 2016)

PURPOSE

The Magnolia Public Schools is accepting proposals for Magnolia Science Academy-8 Chromebooks, Academic Google Chrome OS Management Licenses, and Storage & Charging Carts for the Magnolia Science Academy 1:1 initiative.

The approved vendor, machine model, and price will be used for any of other MPS school needs between dates July 1st, 2016 – June 30th, 2017. School names and addresses are listed as follows:

MSA-1	18238 Sherman Way, Reseda, CA 91335
MSA-2	17125 Victory Blvd., Van Nuys, CA 91406
MSA-3	1254 East Helmick Street, Carson, CA 90746
MSA-4	11330 West Graham Place, Los Angeles, CA 90064
MSA-5	18230 Kittridge St., Reseda, CA 91335
MSA-6	3754 Dunn Dr., Los Angeles, CA 90034
MSA-7	18355 Roscoe Boulevard, Northridge, CA 91325
MSA-8	6411 Orchard Ave., Bell, CA 90201
MSA-Santa Ana	2840 W. 1st Street, Santa Ana, CA 92703
MSA-Santa Clara	14271 Story Road, San Jose, CA 95127
MSA-San Diego	6365 Lake Atlin Ave., San Diego, CA 92119

GENERAL TERMS AND CONDITIONS FOR RFP PROPOSAL GUIDELINES

1. Each item request and guideline in the RFP must be known and properly addressed in the proposal.
2. All equipment in proposal must conform to specifications provided in the RFP.
3. The Vendor must provide terms of warranty on all products
4. The Vendor shall provide a clear breakdown of equipment and services costs.
5. The Vendor must provide an estimated timeline for product delivery.
6. Proposal must be valid for 60days.



All questions regarding the RFP should be addressed in writing to Rasul Monoshev, IT Director, rmonoshev@magnoliapublicschools.org.

PROPOSAL SUBMISSION

Proposals are to be submitted no later than 5:00 PM PST, Wednesday, 06/22/2016 with options below:

- Email price quote to chromebookrfp@magnoliapublicschools.org
- Mail to: Rasul Monoshev, MSA-8 Chromebook RFP

Magnolia Public Schools, 250 East First St STE1500, Los Angeles, CA 90012

ACCEPTANCE/REJECTION OF PROPOSAL SUBMISSIONS

The Magnolia Public Schools reserves the right to accept or reject any and all proposals or any portion of any and all proposals at their discretion. While price is an important consideration, it will not be the sole determining factor in the selection of a Vendor. Payments will not be made nor orders submitted until after the Magnolia Public Schools Board of Directors has accepted a proposal and awarded it as the winning proposal submission. A contract will exist between the Magnolia Public Schools and the Vendor upon selection of the winning proposer.

COMPENSATION

Payment terms will be NET 45. Complete payment will not be issued until after both the Vendor and Magnolia Public Schools agree that the project is complete and meets all requirements.

RFP Revisions

The Magnolia Public Schools reserves the right to modify or issue amendments to the RFP at any time. The Magnolia Public Schools also reserves the right to cancel or reissue the RFP at any time. Notices will be posted to <http://magnoliapublicschools.org>.



It is the sole responsibility of the proposer to monitor the URL for posting of such information.

RFP EVALUATION

All qualified, responsive proposals will be evaluated using the following factors and weights.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%
Total	100.00%

EQUIPMENT & SERVICES SPECIFICATIONS

- **Item 1:**
Quantity: 280
Description/Model:
Brand: Samsung **Model Name:** Chromebook 2 (XE503C32-K01US) **Operating System:** Chrome OS
CPU: Samsung Exynos 5 Octa 5800 **Memory Ram:** 4 GB, **Hard Drive Type:** SSD, **Size:** 16 GB, **Screen Size:** 13.3"
- **Item 2:**
Quantity: 280
Description/Model: Academic Google Chrome OS Management License and Support **Domain:** @magnoliascience.org
- **Item 3:**
Quantity: 7
Description/Model: Bretford Core 36M Cart COREE36M-CTTZ(36 Units)



Delivery/Shipping

NOTE: No dock at this location.

Ship to Address:

Magnolia Science Academy-8

6411 Orchard Ave Bell, CA 90201





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Dear RASUL MONOSHEV,

Good news. The quote you requested is ready. Please log in to your Business Direct account to review it now.

Quote Details	
Quote Number:	46619761470
Status:	Pending Approval from Buyer
Quote is valid until:	07/17/2016*
Company Name:	MAGNOLIA PUBLIC SCHOOLS
Customer #:	138630470
Requested by:	RASUL MONOSHEV
Billing Address	Shipping Address
MAGNOLIA PUBLIC SCHOOLS 13950 MILTON AVE STE 200B, ACCOUNTS PAYABLE, WESTMINSTER, CA 92683 Phone Number: 714- 892-5066	MAGNOLIA PUBLIC SCHOOLS RASUL MONOSHEV 13950 Milton Ave, Ste 200B, Westminster, CA 92683 Phone Number: 714- 892-5066
	Shipping Method
	Overweight Ground

Product Description	PCMG Part #	Mfr Part #	Qty	Unit Price	Ext. Price
Mfr: Lenovo N42 INTEL N3060 14 HD TN AG DISPLAY	40080822	80US0000US	280	\$198.00	\$55,440.00
Comment to this item: No comment added					
 Mfr: Google Chrome Management Console, Education Perpetual	13400736	CROSSWDIS EDU	280	\$26.00	\$7,280.00
Comment to this item: No comment added					
 Mfr: Bretford Manufacturing Store & Charge Core 36M - Cart (charge only) for 36 tablets / notebooks - powder-coated steel - topaz, concrete	13519708	CORE36MS- CTTZ	7	\$1,298.00	\$9,086.00
Comment to this item: No comment added					
Comments:					
Todd Rankin: HI Rasul This is the new Lenovo 14" chromebook. Thanks! Todd					
				Group Subtotal: \$71,806.00	
				Estimated Sales Tax: \$5,162.09	
				CA State Fee: \$840.00	
				Shipping (Overweight Ground): \$0.00	
				Total: \$77,808.09	

* Promotional pricing is limited to the duration of the specific promotion, and is subject to change.

If you have any questions regarding your order, contact your Account Representative, **Todd Rankin** at **(800)625-5468 Ext 55007** or eMail at trankin@pcmallgov.com.

Thanks again for shopping at PCMG Business Direct.

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	Shipping Method Overweight Ground

Product Description	PCMG Part #	Mfr Part #	Qty	Unit Price	Ext. Price
 Mfr: Lenovo N22 Chromebook 80SF - Celeron N3050 / 1.6 GHz - Chrome OS - 4 GB RAM - 16 GB eMMC - 11.6" 1366 x 768 (HD) - HD Graphics - 802.11ac	13780719	80SF0001US	280	\$159.00	\$44,520.00
Comment to this item: No comment added					
 Mfr: Google Chrome Management Console, Education Perpetual	13400736	CROSSWDIS EDU	280	\$26.00	\$7,280.00
Comment to this item: No comment added					
 Mfr: Bretford Manufacturing Store & Charge Core 36M - Cart (charge only) for 36 tablets / notebooks - powder-coated steel - topaz, concrete	13519708	CORE36MS- CTTZ	7	\$1,298.00	\$9,086.00
Comment to this item: No comment added					
Comments:					
Todd Rankin: check out the lower price on the lenovo chromebook				Group Subtotal: \$60,886.00 Estimated Sales Tax: \$4,288.49 CA State Fee: \$840.00 Shipping (Overweight Ground): \$0.00	

Total: \$66,014.49

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We have prepared a quote for:

Magnolia Public Schools



Chromebook Proposal




Chromebook Proposal

Quote #025360.1 prepared for Rasul Monoshev, Magnolia Public Schools

Business Development Executive: Jason Nedelman, jnedelman@calnettech.com (818) 701-5753

Chromebook		Price	Qty	Extended
	Acer Chromebook C810-T7ZT - 13.3" NVIDIA Tegra K1 CD570M-A1 Quad-core (4 Core) 2.10 GHz - 4 GB DDR3L SDRAM RAM - 16 GB SSD - NVIDIA - Chrome OS - 1366 x 768 16:9 Display - Bluetooth - Wireless LAN - Front Camera/Webcam - HDMI - 2 x Total USB Ports - 2 x USB 3.0 Ports - 13 Hour Battery Run Time 16GB 13.3IN WL CHROME OS	\$257.00	280	\$71,960.00
	Bretford Core 36M - Lockable Handle - 5" Caster Size - Steel - 25.3" Width x 26.5" Depth x 41.4" Height - Concrete, Topaz - For 36 Devices	\$1,484.54	7	\$10,391.78
Chromebook				Subtotal: \$82,351.78

Google Chrome Mgmt		Price	Qty	Extended
	Google Chrome EDU Management Console License	\$28.80	280	\$8,064.00
Google Chrome Mgmt				Subtotal: \$8,064.00

Recap	Amount
Chromebook	\$82,351.78
Google Chrome Mgmt	\$8,064.00
Subtotal:	\$90,415.78
Shipping & Handling:	\$1,460.00
Tax:	\$8,137.42
Total:	\$100,013.20

Payment

<input checked="" type="checkbox"/> One-Time Payment	\$100,013.20
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36-Month FMV Lease

\$2,949.39

The information provided is based on 36 month FMV lease through Great America and is only made available through approved credit. Payment terms and conditions are subject to change. The proposal provides an approximate monthly payment for hardware, software and services based upon the contract type and term in months. Taxes, fees and insurance are not included. Any change in the solution, configuration or services, other than those provided in this proposal will change this information. Pricing valid 14 days from day quote is initiated.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.






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	Shipping Method
	Overweight Ground

Product Description	PCMG Part #	Mfr Part #	Qty	Unit Price	Ext. Price
 Mfr: Samsung Chromebook 3 - Celeron N3050 / 1.6 GHz - 4 GB RAM - 16 GB eMMC - 11.6" 1366 x 768 (HD) - HD Graphics - 802.11ac - metallic black	13784509	XE500C13-K02US	280	\$206.00	\$57,680.00
Comment to this item: No comment added					
 Mfr: Google Chrome Management Console, Education Perpetual	13400736	CROSSWDIS-EDU	280	\$26.00	\$7,280.00
Comment to this item: No comment added					
 Mfr: Bretford Manufacturing Store & Charge Core 36M - Cart (charge only) for 36 tablets / notebooks - powder-coated steel - topaz, concrete	13519708	CORE36MS-CTTZ	7	\$1,298.00	\$9,086.00
Comment to this item: No comment added					
Comments:					
Todd Rankin: thanks!					
				Group Subtotal: \$74,046.00	
				Estimated Sales Tax: \$5,341.29	
				CA State Fee: \$840.00	
				Shipping (Overweight Ground): \$0.00	

Total: \$80,227.29

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	Shipping Method Overweight Ground

Product Description	PCMG Part #	Mfr Part #	Qty	Unit Price	Ext. Price
 Mfr: Samsung Chromebook 2 XE503C32 - Exynos 5 Octa 2 GHz - Chrome OS - 4 GB RAM - 16 GB eMMC - 13.3" 1920 x 1080 (Full HD) - Mali-T628 MP6 - 802.11ac - luminous titan	9993581	XE503C32-K01US	280	\$390.00	\$109,200.00
Comment to this item: No comment added					
 Mfr: Google Chrome Management Console, Education Perpetual	13400736	CROSSWDIS-EDU	280	\$26.00	\$7,280.00
Comment to this item: No comment added					
 Mfr: Bretford Manufacturing Store & Charge Core 36M - Cart (charge only) for 36 tablets / notebooks - powder-coated steel - topaz, concrete	13519708	CORE36MS-CTTZ	7	\$1,298.00	\$9,086.00
Comment to this item: No comment added					
Comments:					
Todd Rankin: thanks!					
				Group Subtotal: \$125,566.00	
				Estimated Sales Tax: \$9,462.89	
				CA State Fee: \$840.00	
				Shipping (Overweight Ground): \$0.00	

Total: \$135,868.89

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