



El Camino Real Charter High School

Special Board Meeting

Special Board Meeting: April 18, 2025

Date and Time

Friday April 18, 2025 at 1:30 PM PDT

Location

El Camino Real Charter High School - Principal's Conference Room (PCR)

5440 Valley Circle Woodland Hills CA 91367

Meeting can also be seen and heard at:

North Campus - 7401 Shoup Ave. West Hills CA 91307

SPECIAL BOARD MEETING

For meeting materials, please go to the school's main office, or call (818) 595-7500. Some board meeting materials are also posted in the school's website (<https://ecrchs.net> - click the ECR Board tab).

ATTENTION:

WE HAVE RETURNED TO "IN-PERSON" REGULAR AND SPECIAL BOARD MEETINGS AND COMMITTEE MEETINGS.

INSTRUCTIONS FOR PRESENTATIONS TO THE BOARD BY PARENTS AND OTHER MEETING ATTENDEES:

El Camino Real Alliance (“ECRA”) welcomes your participation at ECRA’s Board meetings. The purpose of a public meeting of the Board of Directors (“Board”) is to conduct the affairs of ECRA in public.

Your participation assures us of continuing community interest in our charter school. To assist you in the ease of speaking/ participating in our meetings, the following guidelines are provided:

1. Agendas are available to all audience members at the door to the meeting.
2. “Request to Speak” forms are available to all audience members who wish to speak on any agenda items of the Special Baord Meeting only.

“Public Comments” is set aside for members of the audience to raise issues that are on the agenda.

However, due to public meeting laws, the Board can only listen to your issue, not respond or take action.

These presentations are limited to **two (2) minutes** and and total time allotted is only for the topics in the agenda items and will not exceed fifteen (15) minutes. A member of the public who requires the use of a translator, in order to receive the same opportunity as others to directly address the Board, shall be permitted twice the allotted time to speak.

The Board may give direction to staff to respond to your concern or you may be offered the option of returning with a citizen-requested item.

3. You may also complete a “Request to Speak” form to address the Board on Agenda items. With regard to such agenda items, you may specify the item(s) on your “Request to Speak” form and you will be given an opportunity to speak for up to three (3) minutes before the item is addressed, and total time allocated to agenda items will not exceed six (6) minutes for a Discussion item and nine (9) minutes per Vote item.

A member of the public who requires the use of a translator, in order to receive the same opportunity as others to directly address the Board, shall be permitted twice the allotted time to speak, and the total allocated time shall be appropriately increased as well.

4. When addressing the Board, speakers are requested to state their name and adhere to the time limits set forth. In order to maintain allotted time limits, the Board Chair may modify speaker time allocations or the total amount of allotted time for an item.

5. Any public records relating to an agenda item for an Open Session of the Board which are distributed to all, or a majority of all, of the Board members shall be available for public inspection at 5440 Valley Circle Blvd., Woodland Hills, California, 91367.

IMPORTANT NOTE REGARDING PUBLIC COMMENTS:

Effective September 2022, public comments presentations at all ECRA Regular and Special Board Meetings and at Committee Meetings must be made in person.

There is no obligation on the part of the school to have a school official read public comments during in-person Board Meetings.

A member of the public is welcome to appear at the Board meeting to make a public comment or make arrangements with another person in attendance to speak on the person's behalf.

Consent Agenda: All matters listed under the consent agenda are considered by the Board to be routine and will be approved/enacted by the Board in one motion or more motions in the form listed below. Unless specifically requested by a Board member for further discussion or removed from the agenda, there will be no discussion of these items prior to the Board vote(s) on the Consent Agenda item(s). The Executive Director recommends approval of all consent agenda items.

In compliance with the Americans with Disabilities Act (ADA) and upon request, El Camino Real Alliance may furnish reasonable auxiliary aids and services to qualified individuals with disabilities. Requests for disability related modifications or accommodations shall be made 24 hours prior to the meeting to David Hussey, in person, by email at comment@ecrchs.net, or by calling (818) 595-7500.

Agenda

	Purpose	Presenter	Time
I. Opening Items			1:30 PM
Opening Items			
A. Call the Meeting to Order		Brad Wright	1 m
B. Record Attendance and Guests		Ryan Guinto	1 m
C. Pledge of Allegiance to the United States of America (USA)		David Hussey	1 m
D. Public Comments	Discuss		15 m
II. School Business			1:48 PM

	Purpose	Presenter	Time
A. RFP Bid Award: 2025-2026 Incoming Freshmen Devices	Vote	Ryan Guinto	10 m

Prior to the vote, Ryan Guinto, Director of Technology, will present the RFP Bid Award for the 2025-2026 Incoming Freshmen Devices and answer any questions.

III. Closing Items **1:58 PM**

A. Adjourn Meeting	Vote	Brad Wright	1 m
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Coversheet

RFP Bid Award: 2025-2026 Incoming Freshmen Devices

Section: II. School Business
Item: A. RFP Bid Award: 2025-2026 Incoming Freshmen Devices
Purpose: Vote
Submitted by:
Related Material: RFP_Bid_Tabulation_-_Lenovo_.xlsx
2025-2026_Lenovo_ECR_BCCHS_Shared_RFP.pdf
RFP_Bid_Tabulation_-_Lenovo.pdf
Arey_Jones.pdf

Notice

The following file is attached to this PDF. You will need to open this packet in an application that supports attachments to pdf files, e.g. [Adobe Reader](#):

RFP_Bid_Tabulation_-_Lenovo_.xlsx



5440 Valley Circle Blvd.
Woodland Hills CA 91367

El Camino Real Charter High School



17000 Haynes St.
Van Nuys, CA 91406

Birmingham Charter High School

Request for Proposals (RFP)

Joint Procurement for

El Camino Real Charter High School

&

Birmingham Community Charter High School

Lenovo 300w

&

Lenovo Yoga 300e G4

Student Laptops

RFP: 0228251

Issue Date: February 28, 2025

Bid Submission Date: March 28, 2025

Joint Request For Proposal - 03/2025

Freshman 1:1 Devices | www.ecrchs.net | www.birminghamcharter.com



5440 Valley Circle Blvd.
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El Camino Real Charter High School



17000 Haynes St.
Van Nuys, CA 91406

Birmingham Charter High School

Purpose

El Camino Real Charter High School and Birmingham Community Charter High School are seeking competitive proposals for student laptops as part of a joint procurement initiative. By combining our purchasing power, we aim to secure the highest quality products and services at the most competitive pricing, ensuring cost efficiencies and enhanced value for our schools. This RFP presents an opportunity for vendors to provide innovative, cost-effective solutions that meet the needs of both institutions while fostering long-term partnerships. We encourage bidders to submit proposals that align with our commitment to quality, reliability, and fiscal responsibility.

Overview

1) El Camino Real Alliance dba El Camino Real Charter High School ("ECRCHS" or the "School") is seeking proposals from qualified vendors ("Vendor") for seven (700) hundred **Lenovo 300w** devices for the school's incoming freshmen on the upcoming 2025-2026 school year.

2) Birmingham Community Charter High School ("BCCHS" or the "School") is seeking proposals from qualified vendors ("Vendor") for one-thousand (1,000) **Lenovo Yoga 300e G4**, 11.6 inch devices for the school's incoming freshmen on the upcoming 2025-2026 school year.

Vendors are invited to submit proposals for one or more of the requested line items. The schools reserve the right to award contracts to multiple vendors based on the most competitive pricing, quality, and overall value per line item or category. Awards may be issued in whole or in part, meaning that different vendors may be selected for different products or services based on the proposal evaluations.

Evaluation of proposals will consider factors such as cost, product/service quality, vendor reliability, warranty and support offerings, and alignment with the schools' needs. While competitive

Joint Request For Proposal - 03/2025

Freshman 1:1 Devices | www.ecrchs.net | www.birminghamcharter.com



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El Camino Real Charter High School



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Birmingham Charter High School

pricing is a priority, both schools are committed to selecting vendors that provide the best overall value.

By participating in this RFP, vendors acknowledge that awards may be granted to multiple vendors based on the most advantageous pricing and service per line item. This approach ensures that each school maximizes cost savings while securing high-quality solutions tailored to their specific requirements.

Scope of Services

The Vendor will provide a proposal for the purchase of the following:

El Camino Real Charter High School

Part Number	Description	Quantity
82VNS03100	Lenovo 300w G4, Intel® N100 (0.80GHz, 6MB), 11.6 1366 x 768 Touch, Windows 11 Pro 64 (preinstalled with Windows 10 Pro 64 Downgrade), 4.0GB, 1x128GB UFS 3.1, Intel® UHD Graphics, BT 5.1 or above,WiFi6 AX201 2x2, 720&Mic&Shutter, 3 Cell Li-Pol 47Wh, 1 Year Mailin, Black-English (US)	700
83LG	Lenovo 300w G5, Intel® N150 (0.80GHz, 6MB), 11.6 1366 x 768 Touch, Windows 11 Pro 64 (preinstalled with Windows 10	700

Joint Request For Proposal - 03/2025

Freshman 1:1 Devices | www.ecrchs.net | www.birminghamcharter.com



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Birmingham Charter High School

	Pro 64 Downgrade), 4.0GB, 1x128GB UFS 3.1, Intel® UHD Graphics, BT 5.1 or above,WiFi6 AX201 2x2, 720&Mic&Shutter, 3 Cell Li-Pol 47Wh, 1 Year Mailin, Black-English (US)	
5PS0N75694	4Y Depot + Accidental Damage Protection (School Year Term)	700
Laptop Case	Rugged Case	700
Laptop Case (Addon)	Custom print Logo on case	700

Birmingham Community Charter High School

Part Number	Description	Quantity
82W2003US	Lenovo Yoga 300e G4, 11.6 inch multitouch screen, MediaTek Kompanio 520 processor, 4GB RAM, 32GB eMMC, no stylus	925
5PS1P31680	Infocase snap-on two- piece case and 4 year accidental warranty	925
White Glove Services	<ul style="list-style-type: none"> • Enroll chromebook into Google domain and move to desired OU. • Create and apply asset tags and send a spreadsheet with serial numbers and barcodes numbers. School will provide asset tag numbering scheme. 	925

Joint Request For Proposal - 03/2025

Freshman 1:1 Devices | www.ecrchs.net | www.birminghamcharter.com



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Birmingham Charter High School

	<ul style="list-style-type: none"> • Insert chromebooks into cases provided by Lenovo. • Bulk packaging and shipping to school for distribution. Chromebooks must be separated from the chargers. Must be delivered to school by June 30, 2025. 	
Laptop Case (Addon)	Custom print Logo on case	925

- All bid/quote submissions are reviewed after the bid submission date.
- ECRCHS expect to take delivery of the items by Monday, June 16, 2025. BCCHS expects to take delivery by June 30, 2025
- ECRCHS / BCCHS does not accept any different make/model substitutions, refurbished, used, or otherwise.
- Schools reserves the right to return laptops if the actual enrollment number is significantly lower than the projected number of enrollment.
- ECRCHS does not require any white glove services at this time.
- Vendors should only submit their proposal if all items can be provided.

Proposal Format

Joint Request For Proposal - 03/2025

Freshman 1:1 Devices | www.ecrchs.net | www.birminghamcharter.com



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Birmingham Charter High School

The Proposal from the Vendor should provide the following information in order to demonstrate that the Vendor has the experience, knowledge, personnel and availability to successfully meet the School's needs:

1. Cover letter: provide a cover letter introducing Vendor's firm and proposal, preferably on company letterhead.
2. Company overview: provide an overview of Vendor's company identifying each member of the staff and his/her qualifications and experience and credentials.
3. Relevant experience: Identify up to a maximum of 3 other projects that are similar in scope and/or services rendered. For each project, provide client name, project location, summary of services performed, and construction budget.
4. Projected fee: the estimated total fee the Vendor will charge for the product and services rendered must be itemized based on the equipment, cost of materials, and installation.
5. Insurance: Vendor will provide evidence of professional liability and general commercial liability insurance, with a minimum \$1,000,000.00 per occurrence. The selected Vendor, at the time of or immediately following execution of a contract, will provide a Certificate of Insurance identifying ECRCHS as an additional insured.
6. References: Vendor shall provide a minimum of three (3) references that can attest to the quality of comparable services provided. ECRCHS will contact each reference in writing.

Engagement

To be considered for this Request for Proposal, all interested parties must submit a written Proposal in the format identified above. All such written Proposals must be received by **March 28, 2025**. Proposals and questions can be submitted by email at bids@ecrchs.net.

Joint Request For Proposal - 03/2025

Freshman 1:1 Devices | www.ecrchs.net | www.birminghamcharter.com

Request for Proposal (RFP) Bid Evaluation Worksheet: 0228251

Joint Procurement for:

El Camino Real Charter High School & Birmingham Community Charter High School

Vendor Scoring

Selection Criteria	Weight*
Price (Eligible)	30%
Experience	25%
Accuracy of Bid Response	20%
	Overall Ranking

Arey Jones	
Raw Score	Weighted Score
4	2
4	2
4	2
	100

GST	
Raw Score	Weighted Score
2	1
4	4
4	4
3	90

MRC	
Raw Score	Weighted Score
1	.5
4	4
3	1.5
	75

STS	
Raw Score	Weighted Score
3	1.5
4	2
4	2
	85

Service Provider 5	
Raw Score	Weighted Score
	0.00
	0.00
	0.00
	0.00

Notes:
 * Percentage weights must add up to 100%. **Price is the heaviest weighted criteria**
 ** Evaluated on a "Ranking" scale: Lowest Ranking #=worst - Highest Ranking #=best
 *** Weight x Raw Score

Vendor Selected: _____

Approved By: _____

Signature

Print Name

Title

Date

Comments, if needed:

At this time we have received three bids. Based on pricing and experience with El Camino Real Charter High School, we believe the best choice would be to award the incumbent vendor, Spectrum.



*Home of Academic, Athletic,
& Artistic Excellence*

**5440 Valley Circle Blvd.
Woodland Hills CA 91367**

**Executive Director: David Hussey
Board President: Brad Wright**

El Camino Real Charter High School

Tel: 818-595-7500 | Fax: 818-595-7501 | www.ecrchs.net





El Camino Real Charter High School

Joint Procurement for

El Camino Real Charter High School & Birmingham Community Charter High School
Lenovo 300w & Lenovo Yoga 300e G4
Student Laptops



Cover Letter

Arey Jones Educational Solutions (Arey Jones) stands at the forefront as a nationally recognized leader in delivering cutting-edge technology products, integration, and services to schools and school districts across the country. Our unwavering mission is to catalyze the transformation of educational landscapes by seamlessly integrating technology to create superior learning environments.

Arey Jones Educational Solutions is excited for the opportunity to collaborate with the District to fulfill requirements. With a proven track record in delivering comprehensive technology solutions to educational institutions nationwide, we are confident in our ability to meet and exceed the expectations of the District.

Proposal Overview:

Our proposal includes a detailed plan for Laptops and warranty support. We understand the importance of providing not only reliable integration services but also comprehensive support and services to ensure a smooth and efficient completed project.

Key Offerings:

1. **Experience Staff:** Arey Jones is committed to delivering top-tier project completion. Our team members are extremely familiar with District needs
2. **Professional Services:** Our team of experts will work closely with the District to ensure the seamless integration of this project and support offerings.
3. **Robust Solutions:** Arey Jones offers new warranty support options.

Our dedicated team of company representatives plays a pivotal role in bridging the gap between innovative educational technology solutions and K-12 institutions. Comprised of seasoned professionals with extensive backgrounds in education and technology, our representatives are committed to understanding the unique needs of schools and educators.

They provide personalized support, offering insights into how our products can enhance learning experiences and streamline administrative processes. By fostering strong relationships and delivering tailored solutions, our representatives ensure that K-12 institutions can effectively harness technology to drive student engagement and academic success.

Company Representatives :

- Chris Chukwuocha - Dedicated Account Manager
- Evan Wadginski - Dedicated Account Inside Sales Support
- Erica Eichmann - Sales Manager
- Erik Pitti - Solutions Architect
- Rudy Perez - Warehouse and Fulfillment Manager
- Colin Gotfredson - Delivery and Installation Supervisor
- Julie Flores - Warranty Support Manager

Local Presence:

With a local presence and a history of successful collaborations with educational institution , we understand the unique needs and challenges faced by the District. Our commitment to local support ensures that we can respond swiftly to any requirements or concerns.

Mission-driven Approach:

At the heart of our operations is a mission to create superior learning environments. We believe in leveraging technology not only as a tool but as an enabler of enriched educational experiences. Arey Jones is dedicated to empowering educators and students alike with the tools and support needed to succeed in an ever-evolving digital landscape.

Commitment to Excellence:

1. **District-Centric Solutions:** Arey Jones takes a consultative approach, working closely with Districts to understand their unique challenges and aspirations. Our solutions are customized to address specific needs and drive positive educational outcomes.
2. **Continuous Improvement:** We are committed to staying at the forefront of technological advancements in education. Arey Jones consistently evolves its offerings to meet the dynamic needs of the education sector.

Arey Jones currently works with hundreds of Districts nationwide. The geographic locations we currently serve include California, Arizona, Texas, Tennessee, Alabama, Georgia, Florida, North Carolina, South Carolina, Missouri and Maryland.

Future Vision:

As we look ahead, Arey Jones envisions a future where technology seamlessly integrates with education, creating a holistic and dynamic learning experience. We will continue to invest in research and development, forge strategic partnerships, and expand our reach to ensure that our mission of creating superior learning environments remains at the forefront of the educational technology landscape.

In conclusion, Arey Jones Educational Solutions is committed to the District and the completion of this project.

We look forward to the opportunity to working with your District.

About Arey Jones -

We're a leading provider of K-12 Technology Solutions. Our experience in successful partnerships with Districts nationwide means that we understand the challenges you face, and deliver products and services to aid you in reaching your goals.

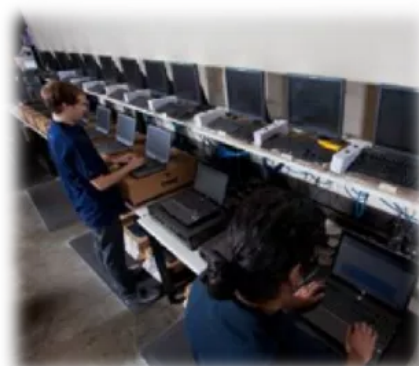
Headquartered in San Diego, California, Arey Jones was founded in 1897 to serve the stationary and administrative needs of the local educational market. In 1972, Arey Jones was purchased by Broadway Typewriter Company, owned by the Scarpella Family. Since that time, the Scarpella Family has operated and expanded the business as Arey Jones Educational Solutions.



Arey Jones first location in San Diego, CA

Today, Arey Jones Educational Solutions is the premier nationwide provider of technology solutions dedicated to working exclusively with K-12 educational market. Arey Jones Educational Solutions has been involved with this business from the very beginning in the early 1990's providing hardware, software, integration, configuration, service and support. This dedication to working exclusively with the K-12 marketplace offers Arey Jones a unique qualification to meet the technology needs of Districts nationwide. Every employee within the Arey Jones company has experience working with the hundreds of School Districts around the county we have contracts with.

Part of Arey Jones extensive training for new candidates is included in our 90-day introduction organizational training all employees are required to take. This is an extensive training process that involves all departments of our organization. Experience has proven that investing in our employees training results in maintaining a high level of customer satisfaction and employee retention. Additional training provided by our partner manufacturers Lenovo, HP, Dell, Apple and many more is part of an on-going training program. This ensures that all managers and team members have the same base knowledge and are able to work together well.



Many of the managers/supervisors have all been promoted from within, and some have even been with Arey Jones since the beginning of their K-12 journey. The managers all have at least five years of experience in working with customers and suppliers in educational technology, some even having upwards of 20 years of experience. Each of the manager's teams are trained broadly, as well as specifically to their area of work. Our technicians and engineers working service and repair all have the necessary manufacturer HP, Dell, Lenovo, Apple, and so on certifications required to perform work. Arey Jones also requires our technicians and engineers to have other technical certifications such as A+ Certified, CompTIA Certified, Google for Education and Microsoft Office Certified.

Procedures - Arey Jones number of days are by the personnel. Do not be late in auto-rotate systems. At Arey Jones, you will never be late to work unless requested after school to our office. The service has been a straight to order years!

Contracts are or are offered. Entertainers in stock they interact.

The Executive Team and Scarpella Family believe in the value that is created in having a strong workforce that focuses on putting the customer first. Our team's commitment to our customers is responsible for the success we have in meeting the differing needs of school Districts nationwide.

Arey Jones strongly believes in the idea having qualified and well trained employees on all aspects of our business that can provide the best possibly customer service to the District at every level.

Arey Jones has a strict policy regard all background checks on employees and keeps current all necessary fingerprinting or registration for employees. We understand the importance of having trustworthy employees working with schools.

Our senior staff not only includes the executive team, but also all of our management team have been with us for over 10 years. The Scarpella family makes up the executive team, and Michael, Peter, and Mattie Scarpella have all worked in the K-12 education technology market since the late 1980's. The other members of the senior staff have between 10-20 years in K-12, and work closely with the Scarpella family in all facets of the business.

Local Presence and Community Engagement

Arey Jones Educational Solutions takes pride in maintaining a robust local presence in the Districts we work with, actively engaging with and contributing to the communities we serve. This core competency reflects our commitment to fostering strong relationships at the local level and ensuring that the specific needs of each community are not only met but exceeded.

Key Aspects:

- **Community Collaboration:** Arey Jones actively collaborates with local educational stakeholders, including school districts, administrators, teachers, and parents. We understand the unique characteristics and challenges of each community, allowing us to provide tailored solutions that align with local educational goals.
- **Responsive Support:** Our local presence enables us to offer swift and responsive support to our clients. Whether it's troubleshooting technical issues, conducting on-site training, or addressing specific concerns, our team is readily available to ensure a seamless and positive experience for the educational community.
- **Local Employment and Expertise:** Arey Jones prioritizes hiring local talent, ensuring that our team members have a deep understanding of the educational landscape in the communities we serve. This approach fosters a connection with our clients and allows us to provide insights that are informed by firsthand knowledge of local educational dynamics. Many of our employees are graduates from Districts we work with.
- **Student Internships:** Arey Jones provides opportunity for students to learn first hand what goes into creating their learning through technology. We set up "internship sessions" for students to come in a learn how their devices get to their hands, and skills on how to fix them.

Benefits to District:

- **Tailored Solutions:** Our local presence enables us to craft solutions that are not only technologically advanced but also culturally and contextually relevant to the specific needs of each community. This ensures that our clients receive personalized, effective, and impactful technology solutions.
- **Timely and Personalized Support:** With a local team, Arey Jones can provide prompt and personalized support, addressing issues and inquiries with a deep understanding of the local context. This approach enhances the overall client experience and fosters long-term, collaborative partnerships.
- **Community Integration:** Our local presence is a testament to our commitment to being more than a vendor; we aim to be an integral part of the educational community.

Project Implementation of the new network requirements

Arej Jones Educational Solutions works exclusively with schools and our delivery teams, installers, certified technicians, and network systems engineers are familiar with the special circumstances of working within schools. Arej Jones' staff is sensitive to the classroom environment and the limitation schools have when receiving equipment and services. The teams of employees are in schools and administrative offices every day, and conduct themselves in a courteous, professional manner. Arej Jones will not subcontract any portion of this contract unless requested by the District.

In addition to the representatives and managers for your District, a specific project manager is assigned to large deployment related projects. The project manager will work together with the account representatives to ensure completeness of project. We will also assign a lead installer who will be present onsite throughout each rollout to verify all services have been complete. Arej Jones will work directly with the District, our suppliers and manufacturer partners to forecast large quantity purchase orders to ensure standard or expedited lead times on all orders. Product can be secured at the time a purchase order is received from the District.

At Arej Jones we are committed to providing cost-effective, right-sized solutions that meet your District's educational and technological goals. We also understand the occasional need to leverage and existing installed-base of equipment and are well versed with technologies such as virtual desktops (VDI) and thin-client solutions that allow the District to maximize the efficiency of their purchasing dollar. We also provide a full portfolio of server, network, and wireless solutions and can schedule sessions with our sales engineers and vendor partners, such as Intel, Lenovo, Dell, HP and others to assist the District in assembling cost-effective solutions that meet the district's needs.

All manufacturers each offer product roadmaps and information on new and upcoming models prior to manufacturer build or release date with a signed Non-Disclosure Agreement. Arej Jones works directly with the manufacturers to ensure that product roadmaps and new product releases are presented as these are available. Arej Jones also provides resources to assist the District in testing the exciting new and upcoming products within the District's specific environment.

Core Competencies

1. **Premier Nationwide Provider:** Arey Jones Educational Solutions stands out as the premier nationwide provider of cutting-edge technology solutions exclusively dedicated to the K-12 educational market. Our extensive experience and unwavering commitment uniquely position us as leaders in delivering comprehensive technology services to schools and districts across the country.
2. **End-to-End Involvement Since the Early 1990s:** With roots dating back to the early 1990s, Arey Jones has been an integral part of the educational technology landscape, providing a full spectrum of services. From hardware and software provisioning to integration, configuration, and ongoing service and support, our long-standing involvement signifies deep expertise and a rich history of contributing to the evolution of educational technology.
3. **Exclusivity in the K-12 Marketplace:** Arey Jones Educational Solutions distinguishes itself through an exclusive focus on the K-12 educational market. This singular dedication empowers us with unparalleled insights into the unique challenges, requirements, and dynamics of school districts. This exclusivity is a cornerstone of our competency, allowing us to tailor solutions specifically to the needs of educational institutions.
4. **Qualification to Meet Nationwide Technology Needs:** Our exclusive dedication to the K-12 marketplace serves as a unique qualification, positioning Arey Jones as a trusted partner capable of meeting the technology needs of school districts nationwide. The depth of our experience equips us with a comprehensive understanding of the diverse requirements inherent in educational settings, enabling us to deliver tailored and effective solutions.
5. **Employee Expertise Across Hundreds of School Districts:** The collective expertise of every Arey Jones employee is rooted in hands-on experience working with hundreds of school districts across the country. This extensive engagement ensures that our team possesses a nuanced understanding of the educational landscape, allowing us to provide insightful solutions and responsive support to our valued clients.
6. **Comprehensive Technology Solutions:** Arey Jones specializes in offering end-to-end technology solutions, encompassing hardware, software, and integration services tailored to the unique needs of educational institutions.
7. **Innovation:** We are committed to fostering innovation in education through the practical application of technology. Our solutions aim to enhance teaching methodologies, engage students, and prepare them for the challenges of the modern world.

Manufacturer Relationships

Our proven track record of providing high quality service and product can be seen with our references, many of our customers have been working with us for 10-25 years. We provide them with service and support and utilize top-tier manufactures. Our relationship with these top tier manufactures allow for us to provide the District with the best options in terms of warranty support

Affordability is a top concern of many Districts and at Arey Jones we make it a top priority to provide the best option for you district keeping cost in mind. Our close relationship with manufactures allow for us to have the latest technology and competitive pricing.

The following shows our relationship the tip-tier manufacturers. Being at this level with all manufacturers allows us to provide comprehensive warranty support with a deep understanding of how these devices work.

PARTNER AND RELATIONSHIP	PARTNERSHIP LEVEL
Google for Education	Premier Level
Intel - Relationship Since 2000	Technology Provider - Platinum Level
HP - Relationship Since 1988 (as Compaq)	HP Inc. - Platinum Partner, Hewlett Packard Enterprise - Silver Partner
Lenovo - Relationship Since 1988 (as IBM)	Platinum Level
Dell - Relationship since 1989	Premier Partner: Client, Preferred Partner: Servers; Networking/Storage

Arey Jones Project Completion and Customer Satisfaction Fundamentals

Assessment:

- Conduct a comprehensive needs assessment with the District to understand their educational objectives, existing technology infrastructure, and specific requirements.
- Identify key team members from both Leon County Schools and Arey Jones

Customized Solution: Per Bid and District Requirements

- Develop a plan based on the needs assessment
- Ensure scalability and flexibility to accommodate future advancements or changes in educational requirements, understanding the ever changing schedule of schools

Clear Project Scope and Objectives:

- Define a clear and detailed project scope, outlining specific objectives, timelines, and deliverables.
- Establish measurable goals that align with the district's educational priorities.

Collaborative Planning:

- Collaborate closely with the school district, creating a project team that includes representatives from both the technology provider and the district.
- Conduct regular planning and cadence meetings to address any concerns, refine project timelines, and ensure alignment with educational goals.

Effective Communication:

- Maintain open and transparent communication channels with the District throughout the project and life of the contracts
- Provide regular updates on project progress, milestones achieved, and any potential challenges, fostering a collaborative and informed environment.

Quality Assurance and Testing:

- Implement rigorous quality assurance protocols to ensure the reliability and functionality of the technology hardware and services
- Conduct thorough testing in a controlled environment before deployment to identify and address any issues proactively, such as DOA checks upon device arrival to AJ facility

On-Going Trainings:

- With the use of professional development resources, deliver comprehensive training programs for educators, administrators, and IT personnel to ensure they are proficient in using and maintaining the new technology.
- Provide ongoing support and resources to address any challenges that may arise during the implementation phase.

Post-Implementation Evaluation:

- Conduct a thorough evaluation after the project completion to assess the effectiveness of the implemented technology in meeting educational goals.
- Gather feedback from end-users to identify areas for improvement and inform future projects.

Continuous Improvement and Warranty Support:

- Establish ongoing warranty support mechanisms, including help desks and technical support for devices deployed
- Utilize feedback from the project to inform continuous improvement efforts for future projects.

Customer Feedback

Our customers consistently commend us for our professionalism, responsiveness, and commitment to exceptional service. Below are just a few examples of the feedback we have received from Districts to particular AJ employees.

School Board of Broward County – Fort Lauderdale, FL

This delivery went very well. Thanks!

San Diego Unified School District – San Diego, CA

Service was great! He helped me get all set up and answered all my questions. Thank you!

San Diego Unified School District – San Diego, CA

Mr. Javier was extremely helpful and willing to accommodate all my time and location based related needs! Thank you.

Memphis-Shelby County Schools – Memphis, TN

Great service very helpful great employee!

Savannah-Chatham Board of Public Education – Savannah, GA

The two young men that do our deliveries are always top-tier! Very professional, courteous, and always ensures that everything is 100% correct.

Los Angeles Unified School District – Los Angeles, CA

Very patient and helpful as we sorted where the boards were going to be placed.

Los Angeles Unified School District – Los Angeles, CA

Team is excellent! Great service and support.

Los Angeles Unified School District – Los Angeles, CA

Great help, answered all my questions and addressed all concerns.

San Francisco Unified School District – San Francisco, CA

Always courteous, efficient and flexible.

Customer Testimonials

Wake County Schools Testimonial –

We have partnered with Arey Jones for over 6 years and have had nothing but a positive experience with the company. Arey Jones provides hardware warranty service to our organization with over 200,000 Lenovo chromebooks, laptops, and desktops. They are responsive to our needs and have worked with us over the years to customize and implement a successful warranty repair process that we have been extremely pleased with. Their support team is always responsive and readily available to discuss our needs and requests. I would highly recommend them as a warranty service provider.

Manatee County School District Testimonial –

The School District of Manatee County has utilized the Warranty Repair Services provided by Arey Jones Educational Solutions for the past three years.

The warranty service provided by the Arey Jones Team has been top notch, timely and a team you can count on! I highly recommend Arey Jones Educational Solutions to provide quality service 100% of the time!

Saraland County Schools Testimonial -

Arey Jones Educational Solutions has become an integral asset to the technology department at Saraland City Schools. They are effectively an extension of our team.

Their pricing is competitive with vendors who only supply hardware and their onsite service is second to none. We have nothing but great things to say about all of their staff.

Lastly, our account manager is professional, timely, and knowledgeable of the logistics and availability of our device needs.

Experience / Qualifications

Arey Jones Educational Solutions stands as a preeminent provider of K-12 Technology Solutions, leveraging a rich history and extensive experience in forging successful partnerships with school districts nationwide. Our experience comes from 30 years of working with some of the largest and some of the smallest Districts nationwide and handling the turn key solutions of their integration and warranty support.

Origins and Evolution:

Established in 1897 in San Diego, California, Arey Jones initially dedicated itself to serving the stationary and administrative needs of the local community, and some Districts. Over the years, our commitment to excellence and customer satisfaction has been unwavering. In 1972, a pivotal moment in our history occurred with the acquisition by Broadway Typewriter Company, under the ownership of the Scarpella Family. This marked the beginning of a new era for Arey Jones, now operating and expanding under the banner of Arey Jones Educational Solutions.

Family-Led Legacy:

Under the leadership of the Scarpella Family, Arey Jones has flourished and evolved into a dynamic force in the educational technology landscape. The family's stewardship has been characterized by a dedication to innovation, client satisfaction, and the continuous enhancement of our offerings. Siblings Michael (Managing Principal), Peter (VP Sales and Marketing) and Mattie (Director of Services) make their selves know to the District by actively meeting with Districts and ensuring complete customer satisfaction and project completion.

Our Commitment:

At Arey Jones Educational Solutions, our commitment extends beyond being a mere provider, we do not drop and ship – we are partners in your educational journey. We recognize that every District is unique, and our tailored solutions are crafted to meet the diverse needs of educational institutions nationwide. By combining our century-old legacy of complete customer satisfaction with a forward-thinking approach, we strive to be at the forefront of technological advancements.

Relevant Experience

San Diego Unified School District - CA

Arey Jones has worked with the San Diego Unified School District for over 35 years. The San Diego Unified School District (SDUSD) serves over 75,000 students, and has marked more than 150 years of service to San Diego's children. Arey Jones currently provides integration services (Acquisition, Warehousing, Delivery/Installation, Asset Tagging and Imaging) and maintenance support on all procured equipment.

Over the past year we have deployed over 40,000 new devices to the District, some with deadlines of only weeks in advance. In June 2020, San Diego Unified trusted Arey Jones to collect the remaining carts and devices, clean and bulk-package them for delivery to each school site in order to facilitate a transition to full on-line learning in at the beginning of the 2020-2021 school year. When the project concludes on 7/31/2020, Arey Jones will have collected, cleaned with lint-free cloths and 70% isopropyl alcohol and re-distributed 3,900 carts and over 60,000 devices.

Los Angeles Unified School District - CA

Arey Jones has worked with the Los Angeles Unified School District for over 20 years. We currently provide Dell, HP, Lenovo, Samsung, Microsoft Surface (desktops, laptops, servers, Chromebooks, tablets) warranty service for the 750+ the schools.

5 Months - 280,000 devices configured, integrated and deployed

Notable Project - -Deploy 75,000 new Chromebooks and 101,000 new iPads for 1:1 Learning in 6 weeks.

Arey Jones provides hardware, configuration/laser engraving, cleaning and deployment services for the Chromebook devices. For iPads, Arey Jones worked with Apple to rapidly develop a deployment strategy and workflow and provision, configure, case and deploy all 101,000 iPads in 6 weeks. Arey Jones also provides next business day support for all LAUSD systems and has been doing so for 25 years

San Francisco Unified School District - CA

Arey Jones has partnered with San Francisco School District for the last ten years and provides a turn-key solution on all desktops, laptops and Chromebooks purchased throughout the District. Arey Jones also provides the integration services on the Apple devices as well. All Chromebooks and Laptops are configured, asset tagged and tested prior to delivery.

Phase 1 and 2 Deployment Notable Project

Phase 1 - QTY 19,500 Devices Provisioned, integrated into carts, and delivered in 35 days

Phase 2 - QTY 15,000 Current



1055 6th Ave #101
San Diego, California 92101

(800) 998-9199

Lenovo 300w G4 Touch N100 4GB RAM 128GB SSD 4 Year ADP Warranty

Description	Qty	Unit Price	Ext. Price	Tax
82VNS03100 Lenovo 300w G4, Intel® N100(0.80GHz, 6MB), 11.6" HDTouch, W11P (W10PDG) ENG,4.0GB, 1x128GB UFS 3.1, Intel®UHD Graphics, BT 5.1 or above,WiFi6 AX201 2x2,720&Mic&Shutter, 3 Cell Li-Pol47Wh, 45W, 1 Year Mail-in,Black-English (US)	700	\$375.00	\$262,500.00	Y
EWRFL14 eWaste: more than 4 inches, less than 15 inches	700	\$4.00	\$2,800.00	N

Price Subtotal: **\$265,300.00**

Lenovo 300w G5 Touch N150 4GB RAM 128GB SSD 4 Year ADP Warranty

Description	Qty	Unit Price	Ext. Price	Tax
83LGS00T00 Lenovo 300w G5, Intel® N150(0.80GHz, 6MB), 11.6" HDTouch, W11P64 US/UK_ENG,4.0GB, 1x128GB UFS 2.2, Intel®Graphics, BT 5.3,Wi-Fi 6E AX211,No Wired Ethernet, 720P HDRGB, 3 Cell Li-Pol 47Wh, 45W, 1Year Mail-in, Black-English (US)	700	\$380.00	\$266,000.00	Y
EWRFL14 eWaste: more than 4 inches, less than 15 inches	700	\$4.00	\$2,800.00	N

Price Subtotal: **\$268,800.00**

Lenovo 300w G4/G5 4Y Depot + Accidental Damage Protection (School Year Term) Warranty

Description	Qty	Unit Price	Ext. Price	Tax
5PS0N75694 Lenovo 4Y Depot + Accidental Damage Protection (School Year Term)	700	\$117.65	\$82,355.00	N

Price Subtotal: **\$82,355.00**

Rugged Case - Lenovo 300e G4 & G5 (With Logo)

Description	Qty	Unit Price	Ext. Price	Tax
LEN300-EPP4 Rugged Case for Lenovo 300e/300w Yoga 4th Generation 2in1 Edge Pro Plus Series. Snap-on design. Enhanced one piece protection. Clear Poly shell with a shock absorbing TPU edge. Includes logo	700	\$18.98	\$13,286.00	Y
Case Logo Case Logo Included in cost of case	700	\$0.00	\$0.00	N

Price Subtotal: **\$13,286.00**



1055 6th Ave #101
San Diego, California 92101

(800) 998-9199

Lenovo 300e G4 MediaTek Kompanio 520 4GB RAM 32GB eMMC 4 Year ADP Warranty

Description	Qty	Unit Price	Ext. Price	Tax
82W20003US Lenovo 300e G4, MediaTekKompanio 520 (2.00GHz,), 11.61366 x 768 Touch, Chrome OS,4.0GB, 1x32GB eMMC,Integrated Graphics, BT 5.1 orabove,MT7921 Wi-Fi 6,720&Mic&Shutter, 3 Cell Li-Pol47Wh, 1 Year Mail-in,ThinkPadPrecision Chrome Keyboard-English (925	\$256.30	\$237,077.50	Y
EWRF14 eWaste: more than 4 inches, less than 15 inches	925	\$4.00	\$3,700.00	N

Price Subtotal: **\$240,777.50**

Lenovo 300e G4 MediaTek 4 Year ADP Warranty + Infocase

Description	Qty	Unit Price	Ext. Price	Tax
5PS1P31680 Lenovo 4Y Advanced Protectionpowered by Safeware to fitLenovo 300 G4/G5 - Infocase snap-on twopiece case and 4 year accidental warranty	925	\$109.01	\$100,834.25	N

Price Subtotal: **\$100,834.25**

Services

Description	Qty	Unit Price	Ext. Price	Tax
White Glove Services White Glove Services <ul style="list-style-type: none"> • Enroll chromebook into Google domain and move to desired OU. • Create and apply asset tags and send a spreadsheet with serial numbers and barcodes numbers. School will provide asset tag numbering scheme. • Insert chromebooks into cases provided by Lenovo. • Bulk packaging and shipping to school for distribution. Chromebooks must be separated from the chargers. Must be delivered to school by June 30, 2025. 	925	\$7.00	\$6,475.00	Y

Price Subtotal: **\$6,475.00**



1055 6th Ave #101
San Diego, California 92101

(800) 998-9199

Chromebook Engraving/Etching (Optional)

* Optional

Description	Qty	Unit Price	Ext. Price	Tax
Engraving Engraving	925*	\$6.00	\$5,550.00	N

* Optional Price Subtotal: **\$5,550.00**

Google Licenses (Optional)

* Optional

Description	Qty	Unit Price	Ext. Price	Tax
CROS-SW-DIS-EDU Chrome OS Management Software	925*	\$29.00	\$26,825.00	Y

* Optional Price Subtotal: **\$26,825.00**



1055 6th Ave #101
San Diego, California 92101

(800) 998-9199

EW 105347 - Birmingham Community Charter High School - RFP 0228251 - Lenovo Chromebooks

Prepared by:

Arey Jones Educational Solutions

Evan Wadginski
(800) 998-9199
evan.wadginski@areyjones.com

Contract:

CA Lenovo NASPO 23013 2/15/2024-6/30/2025
NON-CONTRACT Non-Contract

Prepared for:

Los Angeles Unified School District

,
Kristine Torres
k.torres@birminghamcharter.com

Quote Information:

Quote # 105347.1

Quote Date: 03/28/2025
Expiration Date: 04/20/2025
Product Category:

Quote Summary

Description	Amount
Lenovo 300w G4 Touch N100 4GB RAM 128GB SSD 4 Year ADP Warranty	\$265,300.00
Lenovo 300w G5 Touch N150 4GB RAM 128GB SSD 4 Year ADP Warranty	\$268,800.00
Lenovo 300w G4/G5 4Y Depot + Accidental Damage Protection (School Year Term) Warranty	\$82,355.00
Rugged Case - Lenovo 300e G4 & G5 (With Logo)	\$13,286.00
Lenovo 300e G4 MediaTek Kompanio 520 4GB RAM 32GB eMMC 4 Year ADP Warranty	\$240,777.50
Lenovo 300e G4 MediaTek 4 Year ADP Warranty + Infocase	\$100,834.25
Services	\$6,475.00

Non-taxable Subtotal:	\$192,489.25
Taxable Subtotal:	\$785,338.50
Grand Subtotal:	\$977,827.75
Estimated Tax:	\$76,570.50
Grand Total:	\$1,054,398.25

*Optional Expenses

Description	One-Time
Chromebook Engraving/Etching (Optional)	\$5,550.00
Google Licenses (Optional)	\$26,825.00

Optional Subtotal: **\$32,375.00**



BROATYP-01

TWANG

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
3/13/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER License # 0C36861 San Marcos - Escondido 277 Rancheros Dr, Ste 300 San Marcos, CA 92069	CONTACT NAME: Donna Bishop PHONE (A/C, No, Ext): (760) 304-6551 FAX (A/C, No): E-MAIL ADDRESS: donna.bishop@alliant.com
INSURER(S) AFFORDING COVERAGE	
INSURED	NAIC #
Broadway Typewriter Co., Inc. dba Arey Jones Educational Solutions 1055 Sixth Ave. #101 San Diego, CA 92101	INSURER A : Hartford Insurance Company of the Midwest 37478 INSURER B : Twin City Fire Insurance Company 29459 INSURER C : Hartford Casualty Insurance Company 29424 INSURER D : Hartford Accident and Indemnity Company 22357 INSURER E : Gemini Insurance Company 10833 INSURER F : Palomar Excess and Surplus Insurance Company (PURE) 16754

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	72UUNBK2KZ5	3/16/2025	3/16/2026	EACH OCCURRENCE \$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000
							MED EXP (Any one person) \$ 10,000
							PERSONAL & ADV INJURY \$ 1,000,000
							GENERAL AGGREGATE \$ 2,000,000
							PRODUCTS - COMP/OP AGG \$ 2,000,000
							EMPLOYEE BENEFIT \$ 1,000,000
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRE D AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	<input checked="" type="checkbox"/>		72UENCK1313	3/16/2025	3/16/2026	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
							BODILY INJURY (Per person) \$
							BODILY INJURY (Per accident) \$
							PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			72XHUBM1JZ1	3/16/2025	3/16/2026	EACH OCCURRENCE \$ 10,000,000
							AGGREGATE \$
							Aggregate \$ 10,000,000
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y / N If yes, describe under DESCRIPTION OF OPERATIONS below			72WEAR60KV	3/16/2025	3/16/2026	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER
							E.L. EACH ACCIDENT \$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000
E	Professional Liabili			VPNL016285	6/25/2024	6/25/2025	Each Claim \$1m; Agg 3,000,000
F	Commercial Cyber Lia			PLM-CB-SF3VRFTTK-004	3/29/2025	3/29/2026	3,000,000

CERTIFICATE HOLDER **CANCELLATION**

	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

References

Arey Jones Educational Solutions takes pride in our longstanding partnerships with Districts across the country, and we are pleased to provide current references that highlight our successful collaborations similar to this bid.

The strong relationships we have cultivated with these Districts are indicative of our commitment to client satisfaction. Arey Jones prides itself on not only meeting but exceeding the expectations of our partners. Our focus on understanding the unique needs of each District, coupled with our dedication to delivering high-quality products and services, has consistently resulted in positive outcomes and satisfied clients.

El Monte Union High School District

Erick Steelman

(626)444-9005 ext. 9905

erick.steelman@emuhsd.org

Palos Verdes Peninsula Unified School District

Trent Bahadursingh

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trent@pvpusd.net

Mt. Diablo Unified School District

Joshua Wittman

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Sweetwater Union High School District

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San Diego Unified School District

Torren Allen

619- 260-5438

tallen@sandi.net