

Bringing the Future of Education Technology to Students Today

Prepared for:

El Camino Real Charter High School



Chromebooks for Testing

Proposal & Statement Of Work

February 2017



COMPANY OVERVIEW

STS (School Tech Supply) is a technology solutions company located in Southern California with distribution facilities throughout the US and UK. For more than 15 years STS has been providing the right technology for less money to K-12 schools and has been recognized by Inc. Magazine as one of the fastest growing privately-held companies since 2012. From Second-Life Hardware™ with a lifetime parts warranty to complete IT and Network Management solutions, STS is an upcoming industry leader with a foundation built on legendary customer service..

The roots of STS started in 2001 when then EduTech began providing schools with reconditioned computers in response to a California state initiative that granted technology funding to high schools. In 2010 EduTech merged with Pacific OneSource, under a unified goal to provide cost-effective technology solutions to classrooms nationwide. Today, STS reaches schools throughout North America and Europe with its Second-Life Hardware™ and education technology.



Lodi Unified School District

June 2015 – Current

HARDWARE

- Chromebooks/Google Management Licenses: 6,154
- STS Second-Life™ iPad 2: 2,647
- iPad cases: 2,577
- Anthro YES Mobile Carts: 190
- Luxor Mobile Carts: 140
- Headphones: 5,341
- 420 Promethean ActivPanels and Stands

WHITE GLOVE SERVICES

- Extended warranty on 2,695 devices
- Removal and reconditioning of over 450 devices
- Installation of all Chromebooks, iPads and Carts including:
 - Scheduling and logistics
 - Asset tagging
 - iPad case installation
 - Google domain registration
 - Installation & cable-management of carts
 - Delivery of loaded carts/new units to each of 15 school sites
 - Assembly of Promethean Stands

Dale Munsch

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INITIATIVE DETAILS

HARDWARE

Lenovo N23 Chromebook

\$199.00

- 11.6" Non-Touch Screen
- Intel® Celeron Processor
- 4GB RAM
- 16 GB HD
- 1-Year Manufacturer Warranty



~800

CARTS

Anywhere Cart AC PLUS-T

\$949.00

3-point Locking Door plus Padlock Flange
Fixed Width Dividers with Integrated Cable Management
Removable Power Adapter Trays
Adjustable Cycles from 15 to 240 Minutes
Lifetime Frame Warranty



~35

SERVICES

**STS White Glove Services™****\$8.00/Device**

- Unbox Device & Inspect for Physical Damage/Blemishes
- Update Chrome OS to Latest Version
- Enrolment of the Device to Customers Domain
- Connect each device to a secure SSID

Cart Cable Management**\$99.00/Cart**

- Pre-wiring with A/C Adapters
- Asset Tagging
- Pre-loading Devices to Corresponding Carts
- Onsite Deployment

4 Color Logo Printing on Device**\$8.00/Device****TRUSTED EXPERIENCED STS WHITE GLOVE SERVICE™ TEAM**

STS continues to employ the same trained and experienced staff to deliver the white glove services for this project.

**Dennis Fortner**

- 6 years with STS
- Manages day-to-day operations of STS's White Glove activities

Pricing Summary

	Price/Unit	# of Units	Total Cost
Lenovo N23 Chromebook	\$199	800	\$159,200.00
Anywhere AC Plus-T Cart	\$949	35	\$33,215.00
Google Management Console License	\$26	800	\$20,800.00
White Glove Services	\$7	800	\$5,600.00
Cart Cable Management	\$99	35	\$3,465.00
School Logo Printing	\$8	800	\$6,400.00
CA Environmental Fee	\$5	800	\$4,000.00
Shipping	Included		
Sales Tax	8.75%		\$18,241.00
Totals			\$250,921.00
36 Month Financing (FMV)		\$6,970.46	

*Rates are subject to credit and documentation approval

The Right Technology



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