

Office of Superintendent of Schools
Board Meeting of October 20, 1999

October 15, 1999

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: PARTIAL AWARD OF BID #043-ZZ04 - COMPUTERS:
CLASSROOM/ADMINISTRATIVE AND SERVERS**

The purpose of this bid, opened on September 21, 1999, is to establish a contract, to purchase, at firm educational discounts, quantities, as may be required, of classroom and administrative computers and servers, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 664 vendors sent bid forms or card notices of this advertised bid, 70 responded with 38 regular bids, 4 bids not meeting specifications (not all vendors bid all items), and 28 no bids.

The following manufacturers/brands, Advanced Data, Advanced Micro, Compulink, Compatibles (Compunet), Gateway, Jetta, DFI, ESQ, MyI-Micro, NEC, PCP, and Tangent are being evaluated and may be awarded at the Board meeting of December 8, 1999.

Of the 38 bidders submitting bids, all have active Internet home pages that will provide current pricing for the various locations in the district.

Fund Source

Various

M/WBE Eligibility

Hispanic Female-No dollar amount

RECOMMENDED: That The School Board of Miami-Dade County Florida, **AWARD Bid #043-ZZ04 -COMPUTERS: CLASSROOM/ADMINISTRATIVE AND SERVERS**, to purchase, at firm educational discounts, quantities, as may be required, of classroom and administrative computers and servers, for various locations, during the term of the bid, effective October 20, 1999, through October 19, 2000, as follows:

REPLACEMENT

G-102

Item 1 – Computer Systems:

- A. 1 through 49 computer units - % of discount.
- B. 50 through 99 computer units - % of discount.
- C. 100 plus computer units - % of discount.

Item 2 – Servers:

- A. 1 through 4 servers - % of discount.
- B. 5 through 9 servers - % of discount.
- C. 10 plus servers - % of discount.

1. ABC COMPUTERS, INC.
8145 N.W. 33RD STREET
MIAMI, FL 33122
OWNER: LILIAN S. KRAZIEM, PRESIDENT (HF)

- Item 1A – ABC Computers @ 4% discount.
- Item 1B – ABC Computers @ 5% discount.
- Item 1C – ABC Computers @ 7% discount.
- Item 2A – ABC Computers @ 2% discount.
- Item 2B – ABC Computers @ 3% discount.
- Item 2C – ABC Computers @ 4% discount.

2. ADVANCED MICRO SERVICES
12455 S.W. 42 STREET
MIAMI, FL 33175
OWNER: ALAIN AGRAMONTE, PRESIDENT

- Item 1A – Compaq @ 5% discount.
- Item 1B – Compaq @ 10% discount.
- Item 1C – Compaq @ 13% discount.
- Item 2A – Compaq @ 5% discount.
- Item 2B – Compaq @ 10% discount.
- Item 2C – Compaq @ 13% discount.
- Item 1A – Hewlett Packard @ 5% discount.
- Item 1B – Hewlett Packard @ 10% discount.
- Item 1C – Hewlett Packard @ 13% discount.
- Item 2A – Hewlett Packard @ 5% discount.
- Item 2B – Hewlett Packard @ 10% discount.
- Item 2C – Hewlett Packard @ 13% discount.

3. APPLE COMPUTER, INC.
ONE INFINITE LOOP
CUPERTINO, CA 95014
OWNER: STEVE JOBS, CEO

Item 1A – Apple @ 0% discount.
Item 1B – Apple @ 0% discount.
Item 1C – Apple @ 0% discount.
Item 2A – Apple @ 0% discount.
Item 2B – Apple @ 0% discount.
Item 2C – Apple @ 0% discount.

4. CENTRAL DATA COMPUTER CENTER, INC.
8855 GRISSOM PARKWAY
TITUSVILLE, FL 32780
OWNER: KANDY CRUNK, PRESIDENT/CEO

Item 1A – IBM @ 10% discount.
Item 1B – IBM @ 10% discount.
Item 1C – IBM @ 15% discount.
Item 2A – IBM @ 10% discount.
Item 2B – IBM @ 10% discount.
Item 2C – IBM @ 15% discount.
Item 1A – Compaq @ 10% discount.
Item 1B – Compaq @ 10% discount.
Item 1C – Compaq @ 15% discount.
Item 2A – Compaq @ 10% discount.
Item 2B – Compaq @ 10% discount.
Item 2C – Compaq @ 15% discount.
Item 1A – Hewlett Packard @ 10% discount.
Item 1B – Hewlett Packard @ 10% discount.
Item 1C – Hewlett Packard @ 15% discount.
Item 2A – Hewlett Packard @ 10% discount.
Item 2B – Hewlett Packard @ 10% discount.
Item 2C – Hewlett Packard @ 15% discount.
Item 1A – Toshiba @ 10% discount.
Item 1B – Toshiba @ 10% discount.
Item 1C – Toshiba @ 15% discount.
Item 2A – Toshiba @ 10% discount.
Item 2B – Toshiba @ 10% discount.
Item 2C – Toshiba @ 15% discount.

5. COMARK GOVERNMENT EDUCATION SALES, INC.
218 EAST ORANGE AVENUE
LAKE WALES, FL 33853
OWNERS: PHIL CORCORAN AND CHUCK WOLANDE

- Item 1A – IBM @ 1% discount.
- Item 1B – IBM @ 1% discount.
- Item 1C – IBM @ 1% discount.
- Item 2A – IBM @ 1% discount.
- Item 2B – IBM @ 1% discount.
- Item 2C – IBM @ 1% discount.
- Item 1A – Compaq @ .5% discount.
- Item 1B – Compaq @ .5% discount.
- Item 1C – Compaq @ .5% discount.
- Item 2A – Compaq @ .5% discount.
- Item 2B – Compaq @ .5% discount.
- Item 2C – Compaq @ .5% discount.
- Item 1A – Hewlett Packard @ 8% discount.
- Item 1B – Hewlett Packard @ 8% discount.
- Item 1C – Hewlett Packard @ 8% discount.
- Item 2A – Hewlett Packard @ 10% discount.
- Item 2B – Hewlett Packard @ 10% discount.
- Item 2C – Hewlett Packard @ 10% discount.
- Item 1A – Fujitsu @ 3% discount.
- Item 1B – Fujitsu @ 3% discount.
- Item 1C – Fujitsu @ 3% discount.
- Item 1A – Panasonic @ 3% discount.
- Item 1B – Panasonic @ 3% discount.
- Item 1C – Panasonic @ 3% discount.
- Item 1A – Hewlett Packard Notebooks @ 3% discount.
- Item 1B – Hewlett Packard Notebooks @ 3% discount.
- Item 1C – Hewlett Packard Notebooks @ 3% discount.
- Item 1A – Toshiba Notebooks @ 2% discount.
- Item 1B – Toshiba Notebooks @ 2% discount.
- Item 1C – Toshiba Notebooks @ 2% discount.
- Item 2A – Toshiba @ 2% discount.
- Item 2B – Toshiba @ 2% discount.
- Item 2C – Toshiba @ 2% discount.

6. COMPUSA, INC.
14951 NORTH DALLAS PARKWAY
DALLAS, TX 75240
OWNER: JIM HALPIN, CEO

Item 1A – IBM @ 3% discount.
Item 1B – IBM @ 3% discount.
Item 1C – IBM @ 3% discount.
Item 2A – IBM @ 4% discount.
Item 2B – IBM @ 4% discount.
Item 2C – IBM @ 4% discount.
Item 1A – Compaq @ 3% discount.
Item 1B – Compaq @ 3% discount.
Item 1C – Compaq @ 3% discount.
Item 2A – Compaq @ 4% discount.
Item 2B – Compaq @ 4% discount.
Item 2C – Compaq @ 4% discount.

7. COMPUTER ASSET MANAGEMENT, INC.
7418 S.W. 48 STREET
MIAMI, FL 33155
OWNER: DANIEL SCIPIONE, PRESIDENT

Item 1A – IBM @ 2% discount.
Item 1B – IBM @ 4% discount.
Item 1C – IBM @ 6% discount.
Item 2A – IBM @ 2% discount.
Item 2B – IBM @ 4% discount.
Item 2C – IBM @ 6% discount.
Item 1A – Compaq @ 0% discount.
Item 1B – Compaq @ 0% discount.
Item 1C – Compaq @ 0% discount.
Item 2A – Compaq @ 0% discount.
Item 2B – Compaq @ 0% discount.
Item 2C – Compaq @ 0% discount.
Item 1A – Premio @ 8% discount.
Item 1B – Premio @ 10% discount.
Item 1C – Premio @ 15% discount.
Item 2A – Premio @ 8% discount.
Item 2B – Premio @ 10% discount.
Item 2C – Premio @ 15% discount.

8. DALY COMPUTERS, INC.
7-1 METROPOLITAN COURT
GAITHERSBURG, MD 20878
OWNER: RYAN T. YU, PRESIDENT

Item 1A – IBM @ 15% discount.
Item 1B – IBM @ 16% discount.
Item 1C – IBM @ 17% discount.
Item 2A – IBM @ 15% discount.
Item 2B – IBM @ 16% discount.
Item 2C – IBM @ 17% discount.
Item 1A – Compaq @ 20% discount.
Item 1B – Compaq @ 20% discount.
Item 1C – Compaq @ 20% discount.
Item 2A – Compaq @ 20% discount.
Item 2B – Compaq @ 20% discount.
Item 2C – Compaq @ 20% discount.
Item 1A – Hewlett Packard @ 18% discount.
Item 1B – Hewlett Packard @ 19% discount.
Item 1C – Hewlett Packard @ 20% discount.
Item 2A – Hewlett Packard @ 18% discount.
Item 2B – Hewlett Packard @ 19% discount.
Item 2C – Hewlett Packard @ 20% discount.
Item 1A – Daly @ 30% discount.
Item 1B – Daly @ 31% discount.
Item 1C – Daly @ 31% discount.
Item 2A – Daly @ 30% discount.
Item 2B – Daly @ 31% discount.
Item 2C – Daly @ 31% discount.

9. DELL MARKETING. L.P.
ONE DELL WAY
ROUND ROCK, TEXAS 78682
OWNER: MICHAEL DELL, CEO

Item 1A – DELL @ 8% discount.
Item 1B – DELL @ 9% discount.
Item 1C – DELL @ 10% discount.
Item 2A – DELL @ 8% discount.
Item 2B – DELL @ 9% discount.
Item 2C – DELL @ 10% discount.

10. DIRECT SALES, INC.
7950 "O" STREET
LINCOLN, NE 68510
OWNER: PAUL DOZ, PRESIDENT

Item 1A - IBM @ cost + 3%.
Item 1B - IBM @ cost + 3%.
Item 1C - IBM @ cost + 3%.
Item 2A - IBM @ cost + 3%.
Item 2B - IBM @ cost + 3%.
Item 2C - IBM @ cost + 2%.

11 EXECUTIVE SOURCE, INC.
200 N. DENNING DRIVE, SUITE 9
WINTER PARK, FL 32789
OWNER: RAY BAZZI

Item 1A - Hewlett Packard @ 0% discount.
Item 1B - Hewlett Packard @ 0% discount.
Item 1C - Hewlett Packard @ 0% discount.
Item 2A - Hewlett Packard @ 0% discount.
Item 2B - Hewlett Packard @ 0% discount.
Item 2C - Hewlett Packard @ 0% discount.

12. GOLD COAST/DBA INACOM
3800 N. 28 TERRACE
HOLLYWOOD, FL 33020
OWNER: RICK DORR

Item 1A - IBM @ 6% discount.
Item 1B - IBM @ 8% discount.
Item 1C - IBM @ 10% discount.
Item 2A - IBM @ 6% discount.
Item 2B - IBM @ 8% discount.
Item 2C - IBM @ 10% discount.
Item 1A - Compaq @ 6% discount.
Item 1B - Compaq @ 8% discount.
Item 1C - Compaq @ 10% discount.
Item 2A - Compaq @ 6% discount.
Item 2B - Compaq @ 8% discount.
Item 2C - Hewlett Packard @ 6% discount.
Item 1B - Hewlett Packard @ 8% discount.
Item 1C - Hewlett Packard @ 10% discount.

Item 2A - Hewlett Packard @ 6% discount.
Item 2B - Hewlett Packard @ 8% discount.
Item 2C - Hewlett Packard @ 10% discount.

13. IBM CORPORATION
6301 N.W. 5 WAY
FT. LAUDERDALE, FL 33309
OWNER: LEWIS GERSTNER, CEO

Item 1A - IBM @ 6% discount.
Item 1B - IBM @ 6% discount.
Item 1C - IBM @ 6% discount.
Item 2A - IBM @ 6% discount.
Item 2B - IBM @ 6% discount.
Item 2C - IBM @ 6% discount.

14. INACOM INFORMATION SYSTEMS
8601 DUNWOODY PLACE, SUITE 538
ATLANTA, GA 30350
OWNER: BILL FAIRFIELD

Item 1A - IBM @ 0% discount.
Item 1B - IBM @ 0% discount.
Item 1C - IBM @ 0% discount.
Item 2A - IBM @ 0% discount.
Item 2B - IBM @ 0% discount.
Item 2C - IBM @ 0% discount.

15. INTERWORLD COMMERCIAL ENTERPRISES, INC.
I.C.E., INC.
9400 N.W. 25 STREET
MIAMI, FL 33172
OWNER: CHRIS SELLATI

Item 1A - Tec/Alpha @ 10% discount.
Item 1B - Tec/Alpha @ 13% discount.
Item 1C - Tec/Alpha @ 15% discount.
Item 2A - Tec/Alpha @ 10% discount.
Item 2B - Tec/Alpha @ 13% discount.
Item 2C - Tec/Alpha @ 15% discount.

16. KOMPUTER KINGDOM
4836 VICTOR STREET
JACKSONVILLE, FL 32207
OWNER: JAY DAVIS

Item 1A – Compaq @ 2% discount.
Item 1B – Compaq @ 4% discount.
Item 1C – Compaq @ 6% discount.
Item 2A – Compaq @ 2% discount.
Item 2B – Compaq @ 4% discount.
Item 2C – Compaq @ 6% discount.

17. L&K MICRO SUPPLY, INC.
580 CHARCOT AVENUE
SAN JOSE, CA 95131
OWNER: KRISTA KAAAN, PRESIDENT

Item 1A – Microsys @ 10% discount.
Item 1B – Microsys @ 11% discount.
Item 1C – Microsys @ 12% discount.
Item 2A – Microsys @ 10% discount.
Item 2B – Microsys @ 11% discount.
Item 2C – Microsys @ 12% discount.

18. LOGICAL BUSINESS
6840 S.W. 28 TERRACE
MIAMI, FL 33155
OWNER: BENNETT A. TAVAR

Item 1A – IBM @ 11% discount.
Item 1B – IBM @ 12% discount.
Item 1C – IBM @ 14% discount.
Item 2A – IBM @ 11% discount.
Item 2B – IBM @ 12% discount.
Item 2C – IBM @ 14% discount.
Item 1A – Compaq @ 0% discount.
Item 1B – Compaq @ 1% discount.
Item 1C – Compaq @ 2% discount.
Item 2A – Compaq @ 0% discount.
Item 2B – Compaq @ 1% discount.
Item 2C – Compaq @ 2% discount.
Item 1A – Hewlett Packard @ 8% discount.
Item 1B – Hewlett Packard @ 9% discount.

Item 1C – Hewlett Packard @ 10% discount.
Item 2A – Hewlett Packard @ 8% discount.
Item 2B – Hewlett Packard @ 9% discount.
Item 2C – Hewlett Packard @10% discount.

19. MEGABYTE INTERNATIONAL CORP.
5610 WEST SLIGH AVENUE, SUITE 106
TAMPA, FL 33634
OWNER: MARK LINDSAY, PRESIDENT

Item 1A – Megabyte @ 3% discount.
Item 1B – Megabyte @ 5% discount.
Item 1C – Megabyte @ 7% discount.
Item 2A – Megabyte @ 3% discount.
Item 2B – Megabyte @ 5% discount.
Item 2C – Megabyte @ 7% discount.

20. MY-CROW SOLUTION
16221 N.W. 57 AVENUE
MIAMI, FL 33014
OWNER: JEFFREY DUCK

Item 1A – IBM @ 6.5% discount.
Item 1B – IBM @ 5.75% discount.
Item 1C – IBM @ 5% discount.
Item 2A – IBM @ 9% discount.
Item 2B – IBM @ 8.75% discount.
Item 2C – IBM @ 8.5% discount.

21. POMEROY COMPUTER RESOURCES
5773 N.W. 158 STREET
MIAMI LAKES, FL 33014
OWNER: ISREAL FINTZ, PRESIDENT

Item 1A – IBM @ 5-15% discount.
Item 1B – IBM @ 6-16% discount.
Item 1C – IBM @ 7-17% discount.
Item 2A – IBM @ 1-27% discount.
Item 2B – IBM @ 2-28% discount.
Item 2C – IBM @ 3-28% discount.
Item 1A – Compaq @ 0% discount.
Item 1B – Compaq @ 0% discount.
Item 1C – Compaq @ 0% discount.

Item 2A – Compaq @ 0% discount.
Item 2B – Compaq @ 0% discount.
Item 2C – Compaq @ 0% discount.
Item 1A – Hewlett Packard @ 15-23% discount.
Item 1B – Hewlett Packard @ 16-24% discount.
Item 1C – Hewlett Packard @ 17-24% discount.
Item 2A – Hewlett Packard @ 15-19% discount.
Item 2B – Hewlett Packard @ 16-20% discount.
Item 2C – Hewlett Packard @ 17-21% discount.
Item 1A – Toshiba @ 6% discount.
Item 1B – Toshiba @ 7% discount.
Item 1C – Toshiba @ 8% discount.
Item 2A – Toshiba @ 4-11% discount.
Item 2B – Toshiba @ 5-12% discount.
Item 2C – Toshiba @ 6-13% discount.
Item 1A – Premio @ 17% discount.
Item 1B – Premio @ 18% discount.
Item 1C – Premio @ 19% discount.
Item 2A – Premio @ 17% discount.
Item 2B – Premio @ 18% discount.
Item 2C – Premio @ 19% discount.

22. R.S. COMPUTER SALES, INC.
2700 S.W. 3 AVENUE, 2F
MIAMI, FL 33129
OWNER: RICHARD SHELOW

Item 1A – Compaq @ 0-10% discount.
Item 1B – Compaq @ 0-10% discount.
Item 1C – Compaq @ 0-10% discount.
Item 2A – Compaq @ 0-10% discount.
Item 2B – Compaq @ 0-10% discount.
Item 2C – Compaq @ 0-10% discount.
Item 1A – Premio @ 0-10% discount.
Item 1B – Premio @ 0-10% discount.
Item 1C – Premio @ 0-10% discount.
Item 2A – Premio @ 0-10% discount.
Item 2B – Premio @ 0-10% discount.
Item 2C – Premio @ 0-10% discount.

23. SOFTWARE HOUSE INTERNATIONAL
6101 PALM TRACE DRIVE, SUITE 106
DAVIE, FL 33314
OWNER: THAI LEE, CEO/PRESIDENT

- Item 1A – IBM @ cost + 2%.
- Item 1B – IBM @ cost + 1.5%.
- Item 1C – IBM @ cost + 1%.
- Item 2A – IBM @ cost + 2%.
- Item 2B – IBM @ cost + 1.5%.
- Item 2C – IBM @ cost + 1%.
- Item 1A – Compaq @ cost + 2%.
- Item 1B – Compaq @ cost + 1.5%.
- Item 1C – Compaq @ cost + 1%.
- Item 2A – Compaq @ cost + 2%.
- Item 2B – Compaq @ cost + 1.5%.
- Item 2C – Compaq @ cost + 1%.
- Item 1A – Hewlett Packard @ cost + 2%.
- Item 1B – Hewlett Packard @ cost + 1.5%.
- Item 1C – Hewlett Packard @ cost + 1%.
- Item 2A – Hewlett Packard @ cost + 2%.
- Item 2B – Hewlett Packard @ cost + 1.5%.
- Item 2C – Hewlett Packard @ cost + 1%.
- Item 1A – Toshiba @ cost + 2%.
- Item 1B – Toshiba @ cost + 1.5%.
- Item 1C – Toshiba @ cost + 1%.
- Item 2A – Toshiba @ cost + 2%.
- Item 2B – Toshiba @ cost + 1.5%.
- Item 2C – Toshiba @ cost + 1%.
- Item 1A – AST @ cost + 2%.
- Item 1B – AST @ cost + 1.5%.
- Item 1C – AST @ cost + 1%.
- Item 2A – AST @ cost + 2%.
- Item 2B – AST @ cost + 1.5%.
- Item 2C – AST @ cost + 1%.
- Item 1A – Acer @ cost + 3%.
- Item 1B – Acer @ cost + 2%.
- Item 1C – Acer @ cost + 1.5%.
- Item 2A – Acer @ cost + 3%.
- Item 2B – Acer @ cost + 2%.
- Item 2C – Acer @ cost + 1.5%.

24. TECHNICAL TRAINING AIDS, INC.
1791 BLOUNT ROAD, SUITE 905
POMPANO BEACH, FL 33069
OWNER: CURTIS H. BAGGETT, PRESIDENT

Item 1A – IBM @ 2% discount.
Item 1B – IBM @ 4% discount.
Item 1C – IBM @ 6% discount.
Item 2A – IBM @ 2% discount.
Item 2B – IBM @ 2% discount.
Item 2C – IBM @ 2% discount.
Item 1A – Acer @ 2% discount
Item 1B – Acer @ 4% discount.
Item 1C – Acer @ 6% discount.
Item 2A – Acer @ 2% discount.
Item 2B – Acer @ 2% discount.
Item 2C – Acer @ 2% discount.

25. TIGERDIRECT
8700 W. FLAGLER STREET
MIAMI, FL 33174
OWNER: CARL FIORENTINO

Item 1A – Tiger @ 2% discount
Item 1B – Tiger @ 3% discount.
Item 1C – Tiger @ 4% discount.
Item 2A – Tiger @ 2% discount.
Item 2B – Tiger @ 3% discount.
Item 2C – Tiger @ 4% discount.

26. UNITED DATA TECHNOLOGIES, INC.
7212 N.W. 56 STREET
MIAMI, FL 33166
OWNER: GERARD AMARO

Item 1A – Compaq @ 0% discount.
Item 1B – Compaq @ 0% discount.
Item 1C – Compaq @ 0% discount.
Item 2A – Compaq @ 0% discount.
Item 2B – Compaq @ 0% discount.
Item 2C – Compaq @ 0% discount.
Item 1A – Hewlett Packard @ 20% discount.
Item 1B – Hewlett Packard @ 25% discount.

Item 1C – Hewlett Packard @ 25% discount.
Item 2A – Hewlett Packard @ 20% discount.
Item 2B – Hewlett Packard @ 25% discount.
Item 2C – Hewlett Packard @ 25% discount.
Item 1A – Premio @ 0% discount.
Item 2A – Premio @ 0% discount.
Item 3A – Premio @ 0% discount.
Item 2A – Premio @ 0% discount.
Item 2B – Premio @ 0% discount.
Item 2C – Premio @ 0% discount.

27. VIRTUCOM, INC.
2060 E. EXCHANGE PLACE
TUCKER, GA 30084
OWNER: JENNY T. TANG, PRESIDENT

Item 1A – IBM @ 2% discount.
Item 1B – IBM @ 3% discount.
Item 1C – IBM @ 3% discount.
Item 2A – IBM @ 2% discount.
Item 2B – IBM @ 3% discount.
Item 2C – IBM @ 3% discount.
Item 1A – Virtucom @ 2% discount
Item 1B – Virtucom @ 4% discount.
Item 1C – Virtucom @ 6% discount.
Item 2A – Virtucom @ 3% discount.
Item 2B – Virtucom @ 5% discount.
Item 2C – Virtucom @ 6% discount.

28. WYSIWYG, THE COMPUTER CENTER
7260 N.W. 58 STREET
MIAMI, FL 33166
OWNER: MARGARET MORRIS, PRESIDENT

Item 1A – Hewlett Packard @ 28% discount.
Item 1B – Hewlett Packard @ 30% discount.
Item 1C – Hewlett Packard @ 32% discount.
Item 2A – Hewlett Packard @ 28% discount.
Item 2B – Hewlett Packard @ 28% discount.
Item 2C – Hewlett Packard @ 28% discount.

29. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$30,000,000. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja