

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: PARTIAL AWARD OF BID #003-AA04 - COMPUTERS:  
CLASSROOM/ADMINISTRATIVE AND SERVERS**

The purpose of this bid, opened on September 5, 2000, is to establish a contract, to purchase, at firm discounts/markups, 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 firm discount bid, but is not obligated to purchase any guaranteed amount. Of 724 vendors sent bid forms or card notices of this advertised bid, 51 responded, with 24 regular bids, 17 bids not meeting specifications (not all vendors bid all items), 1 non-responsive bid (no manual signature), and 9 no bids.

The following companies/manufacturers/brands are being evaluated and may be awarded at the Board meeting of December 13, 2000: Aopen, Central Data, Inc., Daly, DFI, ESQ, Howard Computers, Micron, Pomeroy Computers, Premier Computer Systems, Inc., Sun Microsystems, Sunnytech, Inc., Tangent Computers and TEC/ Alpha.

Fund Source  
Various

M/WBE Eligibility  
Hispanic Female-No Dollar Amount  
Hispanic Male-No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #003-AA04 -COMPUTERS: CLASSROOM/ADMINISTRATIVE AND SERVERS, to purchase, at firm discounts/markups, quantities, as may be required, of classroom and administrative computers and servers, for various locations, during the term of the bid, effective October 20, 2000, through December 31, 2001, as follows:

**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. 33 STREET  
MIAMI, FL 33122  
OWNER: LILIAN S. KRAZIEM, PRESIDENT (HF)

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

2. APPLE COMPUTER, INC.  
ONE INFINITE LOOP  
CUPERTINO, CA 95014  
OWNER: STEVE JOBS, C.E.O.

- 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.

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

- Item 1A – Acer @ 30% discount.
- Item 1B – Acer @ 30% discount.
- Item 1C – Acer @ 30% discount.
- Item 2A – Acer @ 30% discount.
- Item 2B – Acer @ 30% discount.
- Item 2C – Acer @ 30% discount.
- Item 1A – IBM @ 1% discount.
- Item 1B – IBM @ 1% discount.
- Item 1C – BM @ 1% discount.

Item 2A - IBM @ 1% discount.  
Item 2B - IBM @ 1% discount.  
Item 2C - IBM @ 1% discount.  
Item 1A - Compaq @ 1% discount.  
Item 1B - Compaq @ 1% discount.  
Item 1C - Compaq @ 1% discount.  
Item 2A - Compaq @ 1% discount.  
Item 2B - Compaq @ 1% discount.  
Item 2C - Compaq @ 1% discount.  
Item 1A - Hewlett Packard @ 5% discount.  
Item 1B - Hewlett Packard @ 5% discount.  
Item 1C - Hewlett Packard @ 5% discount.  
Item 2A - Hewlett Packard @ 5% discount.  
Item 2B - Hewlett Packard @ 5% discount.  
Item 2C - Hewlett Packard @ 5% discount.  
Item 1A - Fujitsu @ 2% discount.  
Item 1B - Fujitsu @ 2% discount.  
Item 1C - Fujitsu @ 2% discount.  
Item 1A - Toshiba @ 2% discount.  
Item 1B - Toshiba @ 2% discount.  
Item 1C - Toshiba @ 2% discount.  
Item 2A - Toshiba @ 2% discount.  
Item 2B - Toshiba @ 2% discount.  
Item 2C - Toshiba @ 2% discount.

4. COMPAQ COMPUTER CORPORATION  
20555 S.H. 249, MC590304  
HOUSTON, TX 77070-2698  
OWNER: MICHAEL D. CAPELLAS, PRESIDENT/C.E.O.

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.

5. COMPUSA, INC.  
14951 NORTH DALLAS PARKWAY  
DALLAS, TX 75240  
OWNER: JIM HALPIN, C.E.O.

Item 1A - IBM @ cost + 4%.

Item 1B - IBM @ cost + 4%.  
Item 1C - IBM @ cost + 4%.  
Item 2A - IBM @ cost + 4%.  
Item 2B - IBM @ cost + 4%.  
Item 2C - IBM @ cost + 4%.  
Item 1A - Compaq @ cost + 4%.  
Item 1B - Compaq @ cost + 4%.  
Item 1C - Compaq @ cost + 4%.  
Item 2A - Compaq @ cost + 4%.  
Item 2B - Compaq @ cost + 4%.  
Item 2C - Compaq @ cost + 4%.  
Item 1A - Hewlett Packard @ cost + 4%.  
Item 1B - Hewlett Packard @ cost + 4%.  
Item 1C - Hewlett Packard @ cost + 4%.  
Item 2A - Hewlett Packard @ cost + 4%.  
Item 2B - Hewlett Packard @ cost + 4%.  
Item 2C - Hewlett Packard @ cost + 4%.

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

Item 1A - IBM @ 5% discount.  
Item 1B - IBM @ 5% discount.  
Item 1C - IBM @ 5% discount.  
Item 2A - IBM @ 8% discount.  
Item 2B - IBM @ 8% discount.  
Item 2C - IBM @ 8% discount.  
Item 1A - Compaq @ 2% discount.  
Item 1B - Compaq @ 2% discount.  
Item 1C - Compaq @ 2% discount.  
Item 2A - Compaq @ 4% discount.  
Item 2B - Compaq @ 4% discount.  
Item 2C - Compaq @ 4% 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.

7. DELL MARKETING. L.P.  
ONE DELL WAY, RR8-BOX 8706  
ROUND ROCK, TEXAS 78682  
OWNER: MICHAEL DELL, C.E.O.

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.

8. EDUCATIONAL VISIONS, INC.  
8725 ROSWELL ROAD, SUITE 0-306  
ATLANTA, GA 30350  
OWNER: DAVID LUTHER, C.E.O.

Item 1A - IBM @ 5% discount.  
Item 1B - IBM @ 7% discount.  
Item 1C - IBM @ 9% discount.  
Item 2A - IBM @ 7% discount.  
Item 2B - IBM @ 8% discount.  
Item 2C - IBM @ 10% discount.

9. EXECUTIVE SOURCE, INC.  
3901 SOUTH OCEAN DRIVE, SUITE 15-B  
HOLLYWOOD, FL 33019  
OWNER: RAY BAZZI

Item 1A - Hewlett Packard @ 2% discount.  
Item 1B - Hewlett Packard @ 3% discount.  
Item 1C - Hewlett Packard @ 5% discount.  
Item 2A - Hewlett Packard @ 5% discount.  
Item 2B - Hewlett Packard @ 7% discount.  
Item 2C - Hewlett Packard @ 10% discount.  
Item 1A - Compaq @ 2% discount.  
Item 1B - Compaq @ 3% discount.  
Item 1C - Compaq @ 5% discount.  
Item 2A - Compaq @ 5% discount.  
Item 2B - Compaq @ 7% discount.  
Item 2C - Compaq @ 10% discount.

10. GATEWAY COMPANIES, INC.  
605 GATEWAY DRIVE  
NORTH SIOUX CITY, SD 57049  
OWNER: JEFF WEITZEN, C.E.O.

- Item 1A - Gateway @ 10% discount.
- Item 1B - Gateway @ 10% discount.
- Item 1C - Gateway @ 10% discount.
- Item 2A - Gateway @ 10% discount.
- Item 2B - Gateway @ 10% discount.
- Item 2C - Gateway @ 10% discount.

11. IBM CORPORATION  
6301 N.W. 5 WAY  
FT. LAUDERDALE, FL 33309  
OWNER: LEWIS GERSTNER, C.E.O.

- Item 1A - IBM @ 5% discount.
- Item 1B - IBM @ 5% discount.
- Item 1C - IBM @ 5% discount.
- Item 2A - IBM @ 5% discount.
- Item 2B - IBM @ 5% discount.
- Item 2C - IBM @ 5% discount.

12. INTERWORLD COMMERCIAL ENTERPRISES, INC.  
9400 NW 25 STREET  
MIAMI, FL 33172  
OWNER: CHRISTOPHER SELLATI  
C.O.B./DIRECTOR

(HM)

- Item 1A - Hewlett Packard @ 5% discount.
- Item 1B - Hewlett Packard @ 6% discount.
- Item 1C - Hewlett Packard @ 7% discount.
- Item 2A - Hewlett Packard @ 5% discount.
- Item 2B - Hewlett Packard @ 6% discount.
- Item 2C - Hewlett Packard @ 7% discount.
- Item 1A - Jetta Notebook @ 10% discount.
- Item 1B - Jetta Notebook @ 13% discount.
- Item 1C - Jetta Notebook @ 15% discount.

13. KOMPUTER KINGDOM, INC.  
4836 VICTOR STREET  
JACKSONVILLE, FL 32207  
OWNER: JAY B. DAVIS, PRESIDENT

- Item 1A - Compaq @ 2% discount.
- Item 1B - Compaq @ 3% discount.
- Item 1C - Compaq @ 5% discount.
- Item 2A - Compaq @ 3% discount.
- Item 2B - Compaq @ 4% discount.
- Item 2C - Compaq @ 6% discount.
- Item 1A - Hewlett Packard @ 2% discount.
- Item 1B - Hewlett Packard @ 3% discount.
- Item 1C - Hewlett Packard @ 5% discount.
- Item 2A - Hewlett Packard @ 3% discount.
- Item 2B - Hewlett Packard @ 4% discount.
- Item 2C - Hewlett Packard @ 6% discount.

14. PREMIO COMPUTER, INC.  
2186 N.W. 89 PLACE  
MIAMI, FL 33172  
OWNER: AI-LAN WU, PRESIDENT

- Item 1A - Premio @ 0-5% discount.
- Item 1B - Premio @ 0-5% discount.
- Item 1C - Premio @ 0-5% discount.
- Item 2A - Premio @ 0-5% discount.
- Item 2B - Premio @ 0-5% discount.
- Item 2C - Premio @ 0-5% discount.
- Item 1A - Fujitsu @ 0-5% discount.
- Item 1B - Fujitsu @ 0-5% discount.
- Item 1C - Fujitsu @ 0-5% discount.

15. UNISYS CORPORATION  
5201 BLUE LAGOON DRIVE, SUITE 340  
MIAMI, FL 33125  
OWNER: LAWRENCE A. WEINBACH  
CHAIRMAN/PRESIDENT/C.E.O.

- Item 1A - Hewlett Packard for Unisys @ 22% discount.
- Item 1B - Hewlett Packard for Unisys @ 22% discount.

- Item 1C - Hewlett Packard for Unisys @ 22% discount.
- Item 2A - Hewlett Packard for Unisys @ 22% discount.
- Item 2B - Hewlett Packard for Unisys @ 22% discount.
- Item 2C - Hewlett Packard for Unisys @ 22% discount.

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

- 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 @ 21% discount.
- Item 1C - Hewlett Packard @ 22% discount.
- Item 2A - Hewlett Packard @ 20% discount.
- Item 2B - Hewlett Packard @ 21% discount.
- Item 2C - Hewlett Packard @ 22% discount.
- Item 1A - Premio @ 0% discount.
- Item 1B - Premio @ 0% discount.
- Item 1C - Premio @ 0% discount.
- Item 2A - Premio @ 0% discount.
- Item 2B - Premio @ 0% discount.
- Item 2C - Premio @ 0% discount.

17. VIRTUCOM, INC.  
 2060 EAST EXCHANGE PLACE, SUITE 228  
 TUCKER, GA 30084  
 OWNER: JENNY T. TANG, PRESIDENT/C.E.O.

- 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.
- Item 1A - Hewlett Packard @ 2% discount.
- Item 1B - Hewlett Packard @ 3% discount.
- Item 1C - Hewlett Packard @ 3% discount.
- Item 2A - Hewlett Packard @ 2% discount.
- Item 2B - Hewlett Packard @ 3% discount.
- Item 2C - Hewlett Packard @ 3% discount.

18. WYSIWYG ENTERPRISES

7260 N.W. 58 STREET

MIAMI, FL 33166

OWNER: MARGARET MORRIS, PRESIDENT

- Item 1A - Hewlett Packard @ 28% discount.
- Item 1B - Hewlett Packard @ 28% discount.
- Item 1C - Hewlett Packard @ 28% discount.
- Item 2A - Hewlett Packard @ 28% discount.
- Item 2B - Hewlett Packard @ 28% discount.
- Item 2C - Hewlett Packard @ 28% discount.
- Item 1A - Compaq @ 16% discount.
- Item 1B - Compaq @ 16% discount.
- Item 1C - Compaq @ 16% discount.
- Item 2A - Compaq @ 16% discount.
- Item 2B - Compaq @ 16% discount.
- Item 2C - Compaq @ 16% discount.
- Item 1A - IBM @ 10% discount.
- Item 1B - IBM @ 10% discount.
- Item 1C - IBM @ 10% discount.
- Item 2A - IBM @ 10% discount.
- Item 2B - IBM @ 10% discount.
- Item 2C - IBM @ 10% discount.

19. 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.