

January 4, 2001

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BALANCE AND CORRECT ITEMS 1 AND 2 ON
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/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 25 regular bids, 16 bids not meeting specifications (not all vendors bid all items), 1 non-responsive bid (no manual signature), and 9 no bids.

An error was made on the recommendation for award at the Board meeting of October 11, 2000, to Comark Government and Education Sales, Inc., of Lake Wales, Florida, Items 1 and 2, indicating the percentage of discount on Acer computers and servers. The recommendation reflects the correction of award to Comark Government and Education Sales, Inc., for percentage discounts as specified on the original bid document.

The following companies/manufacturers/brands, ABC Computers, Inc., Apple Computer, Inc., Comark Government and Education Sales, Inc., Acer, IBM, Compaq Computer Corporation, Hewlett Packard, Toshiba, Fujitsu, CompUSA, Inc., Daly Computers, Inc., Dell Marketing L.P., Educational Visions, Inc., Executive Source, Inc., Gateway Companies, Inc., Interworld Commercial Enterprises, Inc., Jetta Notebook, Komputer Kingdom, Inc., Premio Computer, Inc., Unisys Corporation, Virtucom, Inc., WYSIWYG Enterprises, were awarded by the Board on October 11, 2000, for an estimated expenditure amount of \$30,000,000.

Fund Source
Various

M/WBE Eligibility
Hispanic Male – No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD BALANCE AND CORRECT** Items 1 and 2 on Bid #003-AA04 – **COMPUTERS: CLASSROOM/ ADMINISTRATIVE AND SERVERS**, to purchase, at firm discounts/markups, quantities, as may be required, of classroom/administrative computers and servers, for various locations, during the term of the bid, effective January 17, 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. **ADVANCED MICRO SERVICES**
12455 S.W. 42 STREET
MIAMI, FL 33175
OWNER: ALAIN AGRAMONTE, PRESIDENT

- Item 1A – Compaq @ 25% discount.
- Item 1B – Compaq @ 25% discount.
- Item 1C – Compaq @ 30% discount.
- Item 2A – Compaq @ 25% discount.
- Item 2B – Compaq @ 25% discount.
- Item 2C – Compaq @ 30% discount.
- Item 1A – Hewlett Packard @ 25% discount.
- Item 1B – Hewlett Packard @ 25% discount.
- Item 1C – Hewlett Packard @ 30% discount.
- Item 2A – Hewlett Packard @ 25% discount.
- Item 2B – Hewlett Packard @ 25% discount.
- Item 2C – Hewlett Packard @ 30% discount.
- Item 1A – NEC @ 25% discount.
- Item 1B – NEC @ 25% discount.
- Item 1C – NEC @ 30% discount.
- Item 2A – NEC @ 25% discount.
- Item 2B – NEC @ 25% discount.
- Item 2C – NEC @ 30% discount.

Item 1A - Toshiba @ 25% discount.
Item 1B - Toshiba @ 25% discount.
Item 1C - Toshiba @ 30% discount.
Item 2A - Toshiba @ 25% discount.
Item 2B - Toshiba @ 25% discount.
Item 2C - Toshiba @ 30% discount.
Item 1A - AMS @ 25% discount.
Item 1B - AMS @ 25% discount.
Item 1C - AMS @ 30% discount.
Item 2A - AMS @ 25% discount.
Item 2B - AMS @ 25% discount.
Item 2C - AMS @ 30% discount.
Item 1A - SGI @ 15% discount.
Item 1B - SGI @ 15% discount.
Item 1C - SGI @ 15% discount.
Item 2A - SGI @ 15% discount.
Item 2B - SGI @ 15% discount.
Item 2C - SGI @ 15% discount.

2. CENTRAL DATA COMPUTER CENTERS, INC.
8855 GRISSOM PARKWAY
TITUSVILLE, FL 32780
OWNER: KANDY CRUNK, PRESIDENT/C.E.O.

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 - 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 - 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.

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

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

4. DALY COMPUTERS, INC.
7-1 METROPOLITAN COURT
GAITHERSBURG, MD 20878
OWNERS: RYAN T. YU, PRESIDENT
JANNAN LEE, VICE PRESIDENT

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

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

Item 1A - ESQ @ 2% discount.
Item 1B - ESQ @ 3% discount.
Item 1C - ESQ @ 5% discount.
Item 2A - ESQ @ 5% discount.
Item 2B - ESQ @ 7% discount.
Item 2C - ESQ @ 10% discount.

6. HOWARD COMPUTERS
A DIVISION OF HOWARD INDUSTRIES, INC.
P.O. BOX 1590
LAUREL, MS 39441
OWNER: BILLY WILSON HOWARD, SR.
CHAIRMAN/C.E.O.

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

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

(HM)

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

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

8. MICRON GOVERNMENT COMPUTER SYSTEMS, INC.
625 STRATFORD, SUITE 2000
MERIDIAN, ID 83642
OWNER: JOEL KOCHER, CHAIRMAN/C.E.O.

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

9. POMEROY COMPUTER RESOURCE
5773 N.W. 158 STREET
MIAMI, FL 33014
OWNER: DAVID POMEROY, C.E.O.

- Item 1A - Hewlett Packard @ 28% discount.
- Item 1B - Hewlett Packard @ 28% discount.
- Item 1C - Hewlett Packard @ 28% discount.
- Item 2A - Hewlett Packard @ 26% discount.
- Item 2B - Hewlett Packard @ 26% discount.
- Item 2C - Hewlett Packard @ 26% discount.
- Item 1A - Premio @ 3% discount.
- Item 1B - Premio @ 3% discount.
- Item 1C - Premio @ 3% discount.
- Item 1A - Toshiba @ 4% discount.
- Item 1B - Toshiba @ 4% discount.
- Item 1C - Toshiba @ 4% discount.
- Item 1A - Hewlett Packard laptop @ 18% discount.
- Item 1B - Hewlett Packard laptop @ 18% discount.
- Item 1C - Hewlett Packard laptop @ 18% discount.

10. SUNNYTECH, INC.
6203 JOHN'S ROAD, SUITE 3 & 4
TAMPA, FL 33634
OWNER: WILLIAM J. LAREW
VICE PRESIDENT/GENERAL MANAGER
- Item 1A – Aopen @ 3% discount.
Item 1B – Aopen @ 4% discount.
Item 1C – Aopen @ 5% discount.
Item 2A – Aopen @ 3% discount.
Item 2B – Aopen @ 4% discount.
Item 2C – Aopen @ 5% discount.
11. TANGENT COMPUTER, INC.
197 AIRPORT BOULEVARD
BURLINGAME, CA 94010
OWNER: DOUGLAS MONSOUR, PRESIDENT/C.E.O.
- Item 1A – Tangent @ 17% discount.
Item 1B – Tangent @ 17.5% discount.
Item 1C – Tangent @ 18% discount.
Item 2A – Tangent @ 17% discount.
Item 2B – Tangent @ 18% discount.
Item 2C – Tangent @ 19% discount.
12. UNITED DATA TECHNOLOGIES, INC.
7212 N.W. 56 STREET
MIAMI, FL 33166
OWNER: GERARD AMARO, PRESIDENT
- Item 1A – Premier @ 0% discount.
Item 1B – Premier @ 0% discount.
Item 1C – Premier @ 0% discount.
Item 2A – Premier @ 0% discount.
Item 2B – Premier @ 0% discount.
Item 2C – Premier @ 0% discount.
13. The award shall be made subject to the resolution of bid protests, if any.

RHH/lc