

November 28, 2001

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: RENEW BID NO. 003-AA04 - COMPUTERS: CLASSROOM/
ADMINISTRATIVE AND SERVERS**

The purpose of this bid, opened on September 5, 2000, was to establish a contract, to purchase, at firm discounts, quantities, as may be required, of classroom and administrative computers and servers, for various locations. The terms of agreement, as contained in the subject bid, awarded by the Board on October 11, 2000 (partial), and on January 17, 2001 (balance), provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be renewed for two additional one (1) year periods, and if needed, ninety (90) days beyond the expiration date of the current contract period. The contract is currently in its initial year. The awardees have agreed to renew for the final ninety (90) renewal period, by letter, on file. It is considered to be in the best interest of the Board to renew this bid, for an additional ninety (90) day period, at the current discounts, inasmuch as the Consumer Price Index (CPI), as of September 2001, indicated an increase of 2.6%.

No purchases will be made against this term bid unless deemed crucial to the educational process.

Fund Source
Various

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **RENEW Bid No. 003-AA04 - COMPUTERS: CLASSROOM/ ADMINISTRATIVE AND SERVERS**, to purchase, at firm discounts, quantities, as may be required, of classroom and administrative computers and servers, for various locations, during the term of the bid, effective January 1, 2002, through March 31, 2002, 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: SAMIR KRAZIEM, PRESIDENT

- 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 @ 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.

3. APPLE
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.

4. CENTRAL DATA, INC.
D.B.A. CENTRAL DATA COMPUTER CENTERS
8855 GRISSOM PARKWAY
TITUSVILLE, FL 32780
OWNER: KANDY CRUNK, 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.

5. COMARK GOVERNMENT & EDUCATION SALES, INC.
218 EAST ORANGE AVENUE
LAKE WALES, FL 33853
OWNERS: PHILIP CORCORAN, CHAIRMAN

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.
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 @ 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.

6. COMPAQ COMPUTER CORPORATION
20555 STATE HIGHWAY 249, MC CCM00302-070
HOUSTON, TX 77070
OWNER: MICHAEL D. CAPELLAS, CHAIRMAN/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.

7. COMPUSA, INC.
7440 NORTH KENDALL DRIVE
MIAMI, FL 33156
OWNER: HAL COMPTON, PRESIDENT/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%.

8. DALY COMPUTERS
22521 GATEWAY CENTER DRIVE
CLARKSBURG, MD 20871
OWNER: RYAN T. YU, 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 - 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.
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.

9. **DELL MARKETING, L.P.**
ONE DELL WAY, RR 8
ROUND ROCK, TX 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.

10. **EDUCATIONAL VISIONS, INC.**
205 MARKET PLACE, SUITE 102
ROSWELL, GA 30075
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.

11. **EXECUTIVE SOURCE, INC.**
1013 MONTANA STREET
ORLANDO, FL 32803
OWNER: RAY BAZZI, C.E.O.

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.
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.

12. GATEWAY COMPANIES, INC.
610 GATEWAY AVENUE
P.O. BOX 1580
NORTH SIOUX CITY, SD 57049
OWNER: THEODORE WAITT, 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.

13. HOWARD INDUSTRIES, INC.
3225 PENDORF ROAD
LAUREL, MS 39440
OWNER: BILLY HOWARD, 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.

14. IBM
10761 N.W. 14 STREET, NO. 284
PLANTATION, FL 33322
OWNER: LOU 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.

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

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 - 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.
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, 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.

17. MICRON GOVERNMENT COMPUTER SYSTEMS, LLC.
625 STRATFORD, SUITE 2000
MERIDIAN, ID 83642
OWNER: MICHAEL ADKINS, PRESIDENT/C.E.O.

- 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.

18. POMEROY COMPUTER RESOURCES
5773 N.W. 158 STREET
MIAMI LAKES, FL 33014
OWNER: DAVID B. 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.

19. 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.
20. SUNNYTECH, INC.
6203 JOHN'S ROAD, SUITES 3 & 4
TAMPA, FL 33624
OWNER: SUNNY TECH, INC., NORCROSS, GA
- 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.
21. TANGENT COMPUTER, INC.
197 AIRPORT BOULEVARD
BURLINGAME, CA 94010
OWNER: DOUGLAS MONSOUR, 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.

22. UNISYS CORPORATION
5201 BLUE LAGOON DRIVE, SUITE 340
MIAMI, FL 33126
OWNER: LAWRENCE A. WEINBACH, 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.

23. UNITED DATA TECHNOLOGIES
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.
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.

24. VIRTUCOM, INC.
2060 E. EXCHANGE PLACE, SUITE 228
TUCKER, GA 30084
OWNER: JENNY 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.

25. 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.

(Final Ninety (90) Day Renewal)

26. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$9,581,715.

RHH/lja