

Business Operations
Ofelia San Pedro, Deputy Superintendent

SUBJECT: REQUEST AUTHORIZATION TO NEGOTIATE AND ENTER INTO CONTRACTUAL SERVICES AGREEMENTS BETWEEN THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND DELL MARKETING, L.P.; HEWLETT-PACKARD COMPANY; LENOVO (UNITED STATES); AND LEXMARK INTERNATIONAL, INC., PURSUANT TO REQUEST FOR PROPOSALS NO. 085-FF04 – INFORMATION TECHNOLOGY HARDWARE

COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS

The purpose of this Request For Proposals, opened on October 31, 2006, is to establish a contract, to provide Information Technology hardware (computers, servers, laptops, tablets, printers, etc.) to Miami-Dade County Public Schools (District) administrative offices and school sites. The Request For Proposals (RFP) was developed as a result of the adoption by the School Board of the five-year Information Technology Blueprint at its meeting of December 14, 2005, and supports the technology refresh program, which includes the budgeted amount of 33.3 million dollars for FY 2006-07. The first phase was an analysis of IT hardware solicitations and resulting contracts at other K-12 educational and governmental organizations, nationwide. Additionally, as part of the Education Compact, the Request For Proposals was issued jointly with Miami-Dade County in an effort to leverage the purchasing capabilities of the two award agencies.

Based on this review, a Request For Proposals was developed and issued by the District and Miami-Dade County. The provisions for the contract will allow the District and Miami-Dade County to leverage its purchasing capability and reduce long-term maintenance. In addition, the RFP is structured to permit the agencies to remain competitive with changes in technology. The District will receive additional contractual benefits, including asset management, warranty at a minimum of three years on all IT hardware purchases, certification options for the District's Micro-Systems Technicians, and discounts for District employees on personal purchases. Benchmarking was completed against the District's previous bid and the analysis indicates savings from 10% to 28% on computer, laptop and server purchases, and savings of 11% to 42% on printer purchases.

Seven proposers responded to this advertised solicitation. The Selection Committee met to evaluate proposals received in response to the Request For Proposals on November 13, 2006, and November 15, 2006. Five proposals were presented for consideration, Dell Marketing, L.P.; Hewlett-Packard Company; Lenovo (United States); Lexmark International, Inc; and Xerox Corporation. Proposals received from Apple Computer, Inc. and Gateway Companies, Inc. were deemed non-responsive. Proposals were reviewed, scored and ranked by the committee. After significant discussion, a motion was passed to invite all five vendors to participate in oral presentations.

On November 29, 2006, and November 30, 2006, the Selection Committee was called to hear presentations from the five vendors. Based upon the review of proposals submitted and oral presentations, the committee chose to recommend four vendors, Dell Marketing, L.P.; Hewlett-Packard Company; and Lenovo (United States) for Group I (computers, servers, laptops, tablets) award, and Dell Marketing, L.P.; Hewlett-Packard Company, and Lexmark International, Inc. for Group II (printers and scanners) award.

Fund Source
Various

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD**, Request For Proposals No. 085-FF04 – REQUEST AUTHORIZATION TO NEGOTIATE AND ENTER INTO CONTRACTUAL SERVICES AGREEMENTS BETWEEN THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND DELL MARKETING, L.P.; HEWLETT-PACKARD COMPANY; LENOVO (UNITED STATES); AND LEXMARK INTERNATIONAL, INC., PURSUANT TO REQUEST FOR PROPOSALS NO. 085-FF04 – INFORMATION TECHNOLOGY HARDWARE to establish a contract, to provide Information Technology hardware (computers, servers, laptops, tablets, printers, etc.) to Miami-Dade County Public Schools (District) administrative offices and school sites, during the term of the proposal, effective January 17, 2007, through January 16, 2011, as follows:

1. DELL MARKETING, L.P.
ONE DELL WAY, RR8-06
ROUND ROCK, TX 78682
OWNER: KEVIN B. ROLLINS, PRESIDENT/C.E.O.

2. HEWLETT-PACKARD COMPANY
4512 CONEFLOWER CT. NW
ACWORTH, GA 30102
OWNER: MARK HURD, C.O.B/PRESIDENT/C.E.O.

3. LENOVO (UNITED STATES)
3039 CORNWALLIS RD.
RESEARCH TRIANGLE PARK, NC 27709
OWNER: WILLIAM J. AMELIO, PRESIDENT/C.E.O.

4. LEXMARK INTERNATIONAL, INC.
740 NEW CIRCLE ROAD
LEXINGTON, KY 40550
OWNER: PAUL J. CURLANDER, CHAIRMAN/C.E.O.

OSP/lja