

Office of Superintendent of Schools  
Board Meeting of July 12, 2017

June 27, 2017

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT:                   AWARD REQUEST FOR PROPOSALS NO. RFP-16-058-MT –  
MOBILE DEVICES AND SERVICES**

**COMMITTEE:               FISCAL ACCOUNTABILITY**

**LINK TO STRATEGIC  
BLUEPRINT:               EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of Office of Academic Transformation, specifically Instructional Technology and Information Technology Services. The purpose of this Request For Proposals (RFP) is to select vendor(s) from three (3) manufacturers (Dell, Hewlett Packard (HP), and Lenovo) for mobile device equipment, accessories, peripherals, supplies, maintenance, and support for Miami-Dade County Public Schools students in support of the Digital Convergence initiative. This RFP was advertised on the Procurement Management Services' website, the Demandstar website, BidNet, Florida Bid, as well as emailed to forty-six (46) potential bidders, which included 16 SBE/MBE certified vendors that are registered to the respective commodity codes.

The initial term of the bid shall be for a three (3) year period, commencing July 12, 2017 through July 11, 2020 and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one year periods.

Strategies were employed to increase SBE/MBE participation. The Goal Setting Committee recommended that this solicitation be open with a mandatory sub-contractor 15% SBE/MBE participation rate and local preference participation rate of 5%.

Three (3) vendors, Arey Jones Educational Solutions/Lenovo, SHI International Corp./Dell, and United Data Technology/HP, responded to this advertised bid. Based on the criteria listed in the solicitation, oral presentation, product demonstration and recommendation from the Selection Committee, the contract is recommended to be awarded to two (2) vendors, which have met the mandatory sub-contractor SBE/MBE goal of 15% and local preference participation rate of 5%.

**E-144**

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD** Request For Proposals No. RFP-16-058-MT – MOBILE DEVICES AND SERVICES, is to select vendor(s) from three (3) manufacturers (Dell, Hewlett Packard (HP), and Lenovo) for mobile device equipment, accessories, peripherals, supplies, maintenance, and support for Miami-Dade County Public Schools students in support of the Digital Convergence initiative, with an initial effective date of July 12, 2017 through July 11, 2020, and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for two (2) additional one (1) year extension period thereto, as follows:
  - a. AREY JONES EDUCATIONAL SOLUTIONS  
1055 6<sup>TH</sup> AVENUE, #101  
SAN DIEGO, CA 92101  
OWNER/OFFICER: PETER SCARPELLA, VP SALES AND MARKETING  
  
SUB-CONTRACTOR:  
DADE TECHNOLOGY SOLUTIONS, LLC. **SBE Tier 2/MWBE**  
4805 NW 79th AVENUE #10  
MIAMI, FL 33166  
OWNER/OFFICER: SANDRA BOHORQUEZ, VP/CONTROLLER  
**HISPANIC-AMERICAN**
  - b. UNITED DATA TECHNOLOGIES, INC., DBT UDT  
8825 NW 21<sup>ST</sup> TERRACE,  
DORAL, FL 33172  
OWNER/OFFICER: JOE MONTESINOS, SR. ACCOUNT MANAGER  
  
SUB-CONTRACTOR:  
IPAD AND IPHONE WAREHOUSE, LLC **MBE/MWBE**  
18149 NE19th AVENUE  
NORTH MIAMI BEACH, FL 33162  
OWNER/OFFICER: BRIAN FERRELL, PRESIDENT  
**AFRICAN-AMERICAN**
2. **AUTHORIZE** Procurement Management Services to purchase, up to the total estimated amount of \$60,000,000 for the initial contract term, and an amount not to exceed \$10,000,000 for each subsequent extension period. Board authorization of this recommendation does not mean the amount shown will be expended.