

From: Jill Vestal
To: Donna Oliver
Date: Tue, Dec 14, 2004 12:43 PM
Subject: Priority / Negotiable Items

Hi Donna,

I believe you wanted notes from our discussion last Thursday regarding "must haves", etc. Attached is what little I have from that exercise. It isn't very detailed but may be of some help.

Thanks,
Jill



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RFP 25-04 Power To Learn Priority / Negotiable Items

Category	Priority/Item	Negotiable Items	Dell	IBM	Apple	HP
Imaging Installation & Delivery Plan Section 6.2						
1. Imaging Able to provide Multiple Images (up to 10) Able to install Images off CCSD Premises	Jointly develop image loaded at factory to ensure standardization.		Meets requirements	Weak – only core image	Meets	Does not meet requirements.
2. Installation/Setup Vendor provides all tools & resources Vendor provides transportation to final location Vendor Hauls off Packing Materials Vendor will check out all equipment & accompanying components at installation site Vendor can provide access to on-line status for order/installation			Meets requirements	Meets requirements	No local presence currently. On-line status not provided for overall project.	
3. Property Control Plan – Section 6.3 (ID Tags) ID Solution for Laptop ID Solution for Carrying Case Permanent Bar Code Tag			Meets requirements	Meets requirements	Meets requirements	Meets requirements
4. Property Control Plan – Section 6.3(Database) Electronic file provided to CCSD as specified Hard copy of electronic file		Negotiable, possible 'give up' – consider in TCO if CCSD to provide.	Meets requirements	Meets requirements	Meets requirements	Meets requirements
5. Property Control Plan – Section 6.3 Asset Management Client Monitor Hardware Changes (i.e. memory, hard drives, etc.) Monitor Software Changes Monitor Eminent Failures (OS, hardware, connectivity)		Negotiable, possible 'give up' – consider in TCO if CCSD to provide.	No software management provided.	Meets requirements	Meets requirements	
6. Project Management Plan – Section 6.6	Realistic timeline.		Meets requirements	Meets requirements	Unrealistic timeline.	007014

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	Category	Priority/Req Items	Negotiable Items	Dell	IBM	Apple	HP
7.	Warranty & Support – Section 6.4 Coverage	Next day on-site repair, entire unit covered, summer school support, option for broken screens covered by warranty.	Include service with no increase in cost.	Meets requirements (extra charge)	Meets requirements	Does not meet requirement.	No - Limited
8.	Batteries	1 per year for life of lease.		Meets requirements, 1 per year.	Meets requirements – no limit on batteries	Meets requirements, 1 per year.	Does not meet requirements.
9.	Spare Parts Inventory to support next day on-site repair	Must be onsite at CCSD.		Meets requirements	Meets requirements	Do not provide.	Meets requirements
10.	1.5% spare laptop units	Must maintain local on-site loaners and spares.		Meets requirements	Meets requirements	Do not provide.	Does not meet requirements.
11.	On-site Support Addressed?	Next business day on-site repairs. RFP states 85% a must.	"Wish list" would be to have 100% with no cost increase.	Yes	Yes	No	Yes
12.	On-site Troubleshooting Addressed?			Yes	Yes	No	Yes
13.	On-site Help Desk Addressed?	Dedicated help desk a must.		Yes	Yes	Yes	No
14.	Warranty Depot 48 hours	Since RFP requested next business day repair, should only come into play for school holidays.		Yes	Yes	Yes	Yes
15.	Training – Section 6.7 Sec. 3.7.2.1 Face-to-Face <ul style="list-style-type: none"> Detailed Syllabus Laptop use Troubleshooting Operating system Planning/Managing technology-rich class 	See GWLW handout	Maximum ratio 1 to 30, vendor staffed, differentiated, after school hours.			Weaknesses – not differentiated, vendor staffing, location of training.	Weaknesses – not differentiated, vendor staffing, location of training, during school hrs.

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	Category	Priority/Item	Negotiable/Item	IBM	Apple	HP
16	Sec. 3.7.2.2 Self-Directed training	<ul style="list-style-type: none"> • Web-based, interactive • Office software • Internet use/issues 				
17	Sec. 3.7.2.3 Tutorial System	<ul style="list-style-type: none"> • Pre-loaded; without Internet access 				
18	Sec. 3.7.2.4 Specific training	<ul style="list-style-type: none"> • GroupWise Client • Work order requests • Moviemaker or equivalent 	Can give up GroupWise Client training.			
19	Sec. 3.7.3 Initial Student/Parent training	<ul style="list-style-type: none"> • Detailed syllabus • Laptop use • Schedule • Training personnel • Tutorial system. 	Evenings and weekends at time of distribution, vendor staffed, ratio 1:20 w/ parents, ESL support, location at school.	Weakness - exceed recommended ratio.	Weaknesses - exceed recommended ratio, staffing weak, ESL support weak.	Weaknesses - exceed recommended ratio, virtual, weak ESL support.
20	Sec. 3.7.4 New Staff & Student training	<ul style="list-style-type: none"> • Detailed syllabus • Laptop use • Schedule • Training personnel • Tutorial system 	Can give up.			
21	Sec. 3.7.5 Technology Support Staff Training	<ul style="list-style-type: none"> • Detailed syllabus • Service requests • Schedule • Training personnel • 5. Tutorial system 	Provide training for all tech support staff, Titan & Cobb, regardless of number.	IBM - 20 trained for 5 days?		
22	Sec. 3.7.6 Curriculum Technology Integration training	<ul style="list-style-type: none"> • Sec. 3.7.6.1 & Sec. 3.7.6.2.5 On-going training/support/and awareness training • Detailed syllabus • Schedule • Training personnel • Tutorial system 	Administrators, district and school (K-12), school leadership teams	Can give up for elementary.	IBM weak on training school leadership teams.	

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RFP 25-04 Power To Learn Priority / Negotiable Items

	Category	Priority/Key Items	Negotiable Items	DEI	IBM	Apple	JP
23	Program Instructional/Evaluation - Section 6.8	<ul style="list-style-type: none"> Partnership w/ an independent research firm K-12 references and evidence of similar projects 	Would prefer all vendors to collect data.	Strong	Strong	Weak	Weak
24	Evaluation timeline	<ul style="list-style-type: none"> Annual evaluation for contract term (3 years minimum) Timeline include - evaluation pts & receipt of deliverables Evaluation methods Final identification of specific evaluation areas determined in collaboration with CCSD Data to include but not limited to: <ul style="list-style-type: none"> 4 Challenges and successes of program implementation 4 Range of program's impact on teaching and learning 4 Impact on student's full-time laptop access on national and state standardized test scores Sound research methodology to include multiple sources and types of data 	Quarterly meetings desirable, 3 yr. minimum contact, specific evaluations, impact on student test scores.	Strong	Strong	Weak	Weak
25	Section 6.5 - Insurance						
26	Section 6.9 - Disposal Plan						
27	Section 6.10 - Safety and Security System						
28	Section 6.11 - Value Added Options						
29	Section 6.14 - ISP Options for Home Use						007017

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RFP 25-04 Power To Learn Priority / Negotiable Items

	Category	Prioritized Items	Negotiable Items	Bell	IBM	Apple	HP
30	Section 6.12 – Technical Specifications Note: Complete technical evaluation being conducted by Trian, details in separate document Complete end user "use" review conducted by Instructional Technology, details in separate document	PCMCIA slot, Celeron acceptable, prefer Pentium.					
31	Additional Technical Notes including Software Offerings	MS Office, Futurekids w/ IBM, Filemaker Pro w/ Apple, Dreamweaver w/ Apple				Can give up Apex & Beyond Books. Vendor weakness - propose Appleworks to replace Access.	
32	Section 6.13 – Network Impact Analysis						
33	Total Cost of Ownership						
34	Comments:						

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