

From: Alisa Morningstar
To: darrin_hanson@dell.com; james_hardin@dell.com
Date: Fri, Jan 7, 2005 5:38 PM
Subject: RFP 25-04, Priority List

The list of prioritized components that must be included in the final response is attached. A revised BAFO document is also attached.

Please contact me if you have any questions.

Alisa Morningstar
Director of Procurement Services
Cobb County School District
6975 Cobb International Blvd.
Kennesaw, GA 30152
Phone: 770-426-3364
Fax: 678-594-8600

The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential, proprietary, and/or privileged material. Any review, retransmission, dissemination or other use of, or taking of any action in reliance upon, this information by persons or entities other than the intended recipient is prohibited. If you received this in error, please contact the sender and delete the material from all computers.

Alisa Morningstar
Director of Procurement Services
Cobb County School District
6975 Cobb International Blvd.
Kennesaw, GA 30152
Phone: 770-426-3364
Fax: 678-594-8600

The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential, proprietary, and/or privileged material. Any review, retransmission, dissemination or other use of, or taking of any action in reliance upon, this information by persons or entities other than the intended recipient is prohibited. If you received this in error, please contact the sender and delete the material from all computers.

CC: Scott_L_Campbell@dell.com

STATE'S EXHIBIT

003657

69

RFP 25-04, Power To Learn

The goal of the Power to Learn initiative is to prepare students to become successful in our competitive, global, information-based economy. To support this goal, we will be equipping students with the newest technology and making it available anywhere at any time. As we approach the final round of evaluations, we are requesting that each vendor demonstrate their overall solution for undertaking a project of this magnitude. Your solution should demonstrate a philosophy that communicates a strong partnership between our organizations.

Included in your response, we would like to hear how you plan to be flexible in supporting our evolving needs.

For guidance, we are providing a list of identified priorities included in each category of the RFP; however, we are asking you to demonstrate a solution that successfully integrates all the factors required for success.

Support and Maintenance

Students do not go more than 1 school day without a laptop

- Sufficient spare laptops are available at local school (at least 1.5%)
- Sufficient customer installable parts are located at local school (at least 5%)
- Helpdesk dedicated to Power to Learn support which is located in the continental United States
- Local repair depot

Provide statement of work outlining laptop maintenance resolution steps including vendor and CCSD roles and responsibilities and timeline. This must include service level agreements.

Warranty

Coverage for life of lease

Plan for providing batteries

Plan for covering replacement of broken screens (to be addressed in insurance recommendation)

CCSD Network Environment

In the original RFP Section 4.4, CCSD requested a recommendation for any network improvements/expansions necessary for each phase of this project to assure no network deficiencies relative to this initiative. This response must provide a complete network impact analysis including budgetary estimates for recommended network improvements. Please provide this information in your final response. If additional information is required from CCSD for you to adequately respond, please advise and we will provide.

Deployment

Project management team

Asset management system – online preferred

Asset tags

Project management plan

Plan for initial imaging and ongoing re-imaging

Price

Affordable cost including total cost of ownership

Training

Plan and implementation for initial staff training

Plan for parent training emphasizing care and use

Plan for training local school technical contacts

Plan for training annual new staff and students

Plan for ongoing curriculum integration

Insurance

RFP 25-04, Power To Learn

Recommendation for most economical solution for covering all risks including accidental damage (i.e. screens) and theft with commercial insurance, District self insurance and/or extended warranty. Students or teachers should receive same SLA for repairs and replacement covered by insurance as is provided under warranty.

Program Evaluation

Project evaluation demonstrating successful partnership in achieving Power to Learn goals

Subcontractors

Please provide a summary of all proposed subcontractors including roles. This summary should include all key staff for both the vendor and the subcontractors. This includes but is not necessarily limited to the following positions:

- Project Manager
- Training Team Leader
- Installation Team Leader
- Support Team Leader
- Program Instructional Evaluation Staff

Laptop

Minimum of: 512 RAM, 40 GB hard drive, 2 USB ports, 1 Firewire port
DVD/CDRW for students, DVD/RW for teachers
Plan for battery to last throughout 7 hour school day
Padded sleeve

Software

OS and supporting utilities listed in RFP with option to upgrade at least once during life of lease
MS Office productivity package for life of lease with option to upgrade at least once during life of lease. MS Office Professional is CCSD standard.
All licensing for life of lease, no less

Partnership

Please demonstrate your partnership commitment toward ensuring that goals of the program are achieved.

**COBB COUNTY SCHOOL DISTRICT
RFP 25-04 Power To Learn Initiative
PRICING – BEST AND FINAL OFFER**

9 Price Proposal – BEST AND FINAL OFFER

Best and final price proposal based on January 11, 2005 vendor meeting.

9.3 Proposed Laptop Solution – Lease Options:

#	Description	4-Year Lease/Purchase with \$1.00 purchase option at the end of the lease
1.	Annual Bundled Cost Per Computer meeting the requirement in Section 4.1 including software detailed in Sections 4.3.1 & 4.3.2 as well as installation, training, warranty, support services detailed in Section 3 plus Section 3.3 Property Control	
2.	Implicit Interest Rate for Each Option	
3.	Name of Proposed Financing Company Is this company a subsidiary of the manufacturer?	
	Note: the following breakdown is requested for the bundled price in item #1 for budget planning purposes. Items should total the price listed above	
	Additional Items	
4.	Insurance per laptop as detailed in Section 3.5 Annual Premium for life of lease Per incident deductible	
5.	Per Laptop Disposal as detailed in Section 3.9	

Vendor Name: _____

Page 1 of 4

003660

**COBB COUNTY SCHOOL DISTRICT
RFP 25-04 Power To Learn Initiative
PRICING – BEST AND FINAL OFFER**

9.4 Proposed Laptop Solution – Purchase Option:

#	Description	Purchase Price with 4-Year Complete Warranty
1.	Cost Per Computer meeting the requirement in Section 4.1 including software detailed in Sections 4.3.1 & 4.3.2 as well as installation, training, warranty, support services as detailed in Section 3 plus Section 3.3 Property Control	
2.	Cost for Wireless NIC (must be broken out for E-Rate purposes) is this cost included in the total cost above?	
	Note: the following breakdown is requested for the bundled price in item #1 for budget planning purposes. Items should total the price listed above	
	Additional Items	
3.	Insurance per laptop as detailed in Section 3.5 Annual Premium Per incident deductible	
4.	Per laptop disposal cost as detailed in Section 3.7	

Vendor Name: _____

**COBB COUNTY SCHOOL DISTRICT
RFP 25-04 Power To Learn Initiative
PRICING – BEST AND FINAL OFFER**

9.5 Optional Items that Schools/Departments May Choose to Purchase:

CCSD is not able to provide an estimate for the purchase of these items at this time, but desires pricing.

#	Item	Description/Model #	Unit Cost
1.	Carrying Case – Nylon		
2.	Carrying Case – Back Pack Style		
3.	Carrying Case – Rolling Style		
4.	Port Replicator/Docking Station (with NIC)		
5.	Keyboard (wired & wireless)		
6.	Optical Mouse (wired & wireless)		
7.	Lock Down/ Security Cables		
8.	15" Flat Panel Monitor		
9.	17" Flat Panel Monitor		
10.	24-unit Mobile Cart		
11.	DVD/RW (for teacher laptop)		
12.	NIC for future wireless broadband standards while maintaining existing connectivity. Examples include: <ul style="list-style-type: none"> ▪ 802.16 ▪ 802.20 ▪ 3G/4G wireless 		
	Other Items Recommended by the Manufacturer:		
13.			
14.			
15.			

Vendor Name: _____

Page 3 of 4

003662

**COBB COUNTY SCHOOL DISTRICT
RFP 25-04 Power To Learn Initiative
PRICING – BEST AND FINAL OFFER**

9.6 Additional Software Solutions

CCSD requests that the responding vendor provide information for software solutions requested 4.3.3.

#	Item Title	Description
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

BY SIGNING BELOW, YOUR COMPANY IS HEREBY SUBMITTING BAFO PRICING FOR RFP 25-04 Power To Learn.

Date:

Vendor Name:

Rep Signature:

Vendor Name: _____

003663