

From: Alisa Morningstar
To: Donald Beers; Kimberly Quinn
Date: Wed, May 18, 2005 8:10 AM
Subject: Final Negotiations

Attached is the file Procurement Services has prepared at Mr. Tippens request detailing the information provided by the finalist vendors to support the changes between the Phase 2 and Final Phase RFP evaluation scoring.

Please review and let me know if you have any other changes which we did not identify.

Thank you,

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CC: Jill Vestal; Mike Addison; Robert Morales



051108

May 17, 2005

Power To Learn

Background / Explanation of Phase 3 Scoring:

Procurement Services recommended that since all three of the vendors participating in the BAFO were already evaluated and determined to meet minimum criteria in order to proceed to Phase 3, points be assigned based on an ordinal ranking in this phase of the evaluation. To facilitate this, the committee rated each response category for each vendor as a 1, 2, or 3 with (1) being the best, (2) 2nd best and (3) 3rd best. If the committee determined that 2 responses are equal in a particular area, they were to be rated equally. Points were determined based on these ratings: a (1) received all points, a (2) received 75% of possible points, and a (3) received 1 point.

The following items were taken into consideration in determining the ordinal rating of the final responses:

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<p>Installation/Imaging/Project Management/Property Control</p>	<p>Positives</p> <ul style="list-style-type: none"> ➤ Finalist committee determined that the proposed online asset management system was a significant benefit ➤ BAFO dated 1/13/05 provided detailed staffing for project: <ul style="list-style-type: none"> Project Management Office Lead Project Manager (1) Full time Technical Lead (1) Full time Systems Engineers (2) Full time Professional Dev Consultants (2) Full time AppleCare Acct. Mgr. (1) Full time Deployment Phase Additional temporary staff on as needed basis for deployment & training. <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>	<p>Positives</p> <p>No additional positive info provided during final negotiations</p> <p>Negative</p> <ul style="list-style-type: none"> ➤ Finalist committee determined that the inability of the asset management system to track software changes was a negative factor ➤ Dell did not provide clearly defined dedicated project management and support team information as requested in final negotiations; could only identify 3 full time staff in PMO office based on 10/29/04 Q&A response <p>This section was ranked as a 2 by the finalist review committee.</p>	<p>Positives</p> <ul style="list-style-type: none"> ➤ BAFO dated 1/19/05 states that the following staff will be available for the project: <ul style="list-style-type: none"> Project Management Office Lead Project Manager - (1) Full time Project Administrator - (1) Full time Support Manager - 1) Full time EMTEC Project Manager - (1) Full time Deployment Phase Deployment Manager - (1) Full time Technical Team Lead - (3) Full time Training Team Lead - (1) Full time Trainers - Up to 20 <p>Negatives</p> <ul style="list-style-type: none"> ➤ Finalist committee determined that the lack of an online interface for the asset management system was a negative factor ➤ Finalist committee determined image process requiring customization of the image by a local installer <p>This section was ranked as a 2 by the finalist review committee.</p>
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<p>Warranty and Support</p>	<p>Positives</p> <ul style="list-style-type: none"> ➤ BAFO 1/13/05 Summer refresh plan for all years of project ➤ BAFO 1/19/05 states Apple will repair the laptop overnight or provide a spare within one school day ➤ BAFO includes four total batteries per system and flexibility as to allocation of batteries ➤ BAFO included statement that replacement batteries would be provided when batteries do not hold a charge <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>	<p>Positives</p> <ul style="list-style-type: none"> ➤ BAFO dated 1/13/05 states that loaner system will be provided next day if laptop cannot be repaired <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>	<p>Positives</p> <p>No additional provided in BAFO</p> <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>
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Training	<p>Positives</p> <ul style="list-style-type: none"> ➤ 1/13/05 BAFO provided training and support plan of the CCSD Tech Leads including 2 full-time tech. service consultants as part of project team ➤ Minimum of 9 days training for all CCSD Tech support staff and additional training as needed ➤ 1/13/05 BAFO provided regular monthly meetings with ILTs and TISs ➤ Summer Immersion training ➤ 1/13/05 BAFO expanded Learning Development Center's role in training <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>	<p>Positives</p> <p>No additional provided during final negotiations</p> <p>Negatives</p> <p>Finalist committee determined that providing training for only 700 new teachers per year would not be adequate</p> <p>This section was ranked as a 2 by the finalist review committee.</p>	<p>Positives</p> <p>No additional provided during final negotiations</p> <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>
Program Instructional Evaluation	<p>Positives</p> <p>No additional provided during final negotiations</p> <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 2 by the finalist review committee.</p>	<p>Positives</p> <p>No additional provided during final negotiations</p> <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>	<p>Positives</p> <p>No additional provided during final negotiations</p> <p>Negatives</p> <p>No additional provided during final negotiations</p> <p>This section was ranked as a 1 by the finalist review committee.</p>

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Additional Requirements

The Finalist Committee made the determination to drop the Safety and Security, Internet Service Provider and Insurance sections from consideration during the final evaluation. None of the proposing vendors adequately addressed the safety and security requirements of the project and this was determined not to be of critical success to the program. Internet Service Provider options were addressed equally across the board from all vendors. The insurance options were not evaluated at this stage as the District was interested in exploring other alternatives (self insurance) or possibly bidding this portion separately.

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<p>Additional Requirements</p> <p>Finalist scoring for this area based on: Disposal Plan Value Added Options</p>	<p>Positives</p> <ul style="list-style-type: none"> > Disposal Provided at \$12 per unit for lease & purchase options. Proposal states Apple Financial Svcs will be responsible for collecting and disposal of the iBooks. > Value Added: Mac OS X server solutions: <ul style="list-style-type: none"> o P1 - add 7 servers to CCSD network to support teacher iBooks. o PII - Add 16 replica servers & add 42 storage servers managing 23 RAID Units to CCSD network to support HS student iBooks. o PIII - Add 21 replica servers & 42 storage servers managing 21 RAID units to CCSD network to support MS student iBooks. o This solution provides 5GB network storage per teacher & 500 MB per student. <p>Software:</p> <ul style="list-style-type: none"> o iLife Suite (Multimedia Production Suite) o Graphing Calculator o NoteTaker o Workbook o Apex Core Class Tools <p>Negatives</p> <p>No additional provided during final negotiations</p>	<p>Positives</p> <ul style="list-style-type: none"> > Disposal: Provided through Dell's Asset Recovery Service. 1/24/05 response provides at \$2.65 for lease options, \$10 for purchase options. > Value Added: Printer Solution: <ul style="list-style-type: none"> o (5) 1700N B&W networked laser printers per school. o 3000CN color networked lesser printers per school. <p>Negatives</p> <p>No additional provided during final negotiations</p>	<p>Positives</p> <ul style="list-style-type: none"> > Disposal: Provided at \$20 per unit for lease & purchase options by IBM Global Financing. > Value Added: Support: <ul style="list-style-type: none"> o Rapid Restore & Access IBM Button features. o Secure Data Disposal - "paper shredder" for hard drive. School. Software: <ul style="list-style-type: none"> o SAS In School - Curriculum Pathways web-based teacher resource. o ePALS - student email <p>Negatives</p> <p>No additional provided during final negotiations</p>
	<p>This section was ranked as a 1 by the</p>	<p>This section was ranked as a 2 by the</p>	<p>This section was ranked as a 3 by the</p>

Technical Specifications

The Finalist Committee felt that all proposals met GCSD technical requirements; therefore, all were assigned the full 30 points possible.

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