

From: Donna Oliver
To: Donald Beers; Joseph Redden
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Subject: Talking Points

Attached is the document you requested to guide discussions with the senior sponsors on 1/20/05.

This document was developed with the guidance of Susie Doty.

Donna Oliver

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RFP2504 - Final Negotiations
Talking Points for Discussions with Vendor Senior Sponsors
January 19, 2005

Dell

Pricing for the services provided is not acceptable.

- Alternative solutions offered at a lower price eliminate or limit services critical to the success of the initiative.
 - o Batteries and training

Apple

- Batteries – Based on price, your battery replacement solution is too limiting. Our expectation is that batteries will be provided for the life of the lease, based on educational need.
- Pricing – Compared to the services offered in the recent Maine high school initiative, the pricing and services offered to CCSD do not appear to be comparable.

IBM

Pricing for services proposed is not acceptable. For example:

- Price increase of \$60 for ability to upgrade the OS
- Price increase to provide 24/7/365 Help Desk support
- Price increase for smaller footprint solution (X31 Series)
- Implicit interest rate of 2.97%
- End user swappable parts not being easily accessible which could impact the educational experience.