

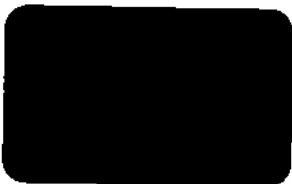
From: Alisa Morningstar
To: Quinn, Kimberly
Date: 1/26/2005 1:17:56 PM
Subject: Fwd: RFP 25-04 Power To Learn

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>>> Jill Vestal 1/25/2005 1:43:02 PM >>>
Attached, please find a revised evaluation spreadsheet for RFP 25-04. Alisa will bring hardcopies to today's meeting.

Thank you,
Jill Vestal



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RFP 25-04 Power To Learn
Evaluation -- FINAL NEGOTIATIONS

Vendor:		APPLE			Dell			IBM		
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes			
INSTALLATION/IMAGING/PROJECT MGMT/PROPERTY CONTROL	20	20	BAFO states: "Certified" images applied at factory. Summer refresh each yr. Laptops collected, software updated, laptops stored for summer. Apple states they can meet new deployment timeline. Document distributed 1/11/05 acknowledges that tech leads & wireless infrastructure must be in place. CCSD responsible for creating & testing image.	0	Very detailed thorough plan. Recommended and minimum solutions do not provide factory imaging. CCSD responsible for creating and testing image.	0	Recommend re-imaging be handled by CCSD Tier 1 tech. Good detailed plan. Image loaded locally. CCSD responsible for creating and testing image.			
6.2 Imaging, Delivery & Installation Plan										
Sample Copy of Report for Equipment Installed			Satisfactory		Satisfactory		Satisfactory			
6.3 Property Control Plan			Online asset management system designed and tested in Maine.		Does not track software changes.		Asset management system meets requirements but does not have online interface. Response indicates that online interface is under development.			
Asset Tags			Satisfactory		Satisfactory		Satisfactory			
6.6 Project Management Plan			BAFO states: 1 PM, 1 Tech Lead, 2 Sys. Eng., 2 Proj Dev Consultants, 1 AppleCare Acct Mgr = 7 dedicated Apple personnel. Unrealistic timeline (8 weeks)		Dedicated project manager, realistic complete timeline.		"Adopt a School" program provides an IBM Liaison to each Power to Learn school. Detailed, thorough, realistic, conflict plan. 1/19/05 response states: 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 trainers			
WARRANTY & SUPPORT	40	40	Daily pick-up and delivery to all schools. Dedicated local repair facility to provide overnight repair service. Depot pickup.	0	On-site support next business day for hardware only. Software issues, including re-imaging, responsibility of CCSD. No remaining stations proposed.	0	On-site support, next business day. Warehouse located in Norcross, but willing to obtain space in Cobb County for this project.			
6.4 Warranty and Support - on-site support or depot pickup			1/19/05 response states: Apple will repair computer overnight or provide a spare so as to return every user to service within one school day.		Loaner provided same day laptop cannot be repaired.		Provide loaner same day laptop can not be repaired - if hardware problem cannot be resolved with 1 phone call.			

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RFP 25-04 Power To Learn
Evaluation -- FINAL NEGOTIATIONS

Vendor:		APPLE		Dell		IBM	
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
Broken Screen repairs addressed in proposal			Screens/Accidental Damage covered under insurance plan. Not covered in any warranty option.		Addressed with extended warranty coverage		Recommend coverage to be included in self-insurance.
Spare Parts on-site or off-site			BAFO states: At least 5% customer installable parts at each school. 1.5% spare laptops at each school. Berry Wright stated 1/1/05 that Apple has identified a local facility. Previous notes: - Spare units housed at Apple repair facility (location TBD). - Batteries, AC adapters and keyboards are the only parts that will be stocked at schools; other parts will be at the repair facility (location TBD).		DMS solution provides up to 1.5% whole unit spares, 5% spare parts, Dell managed. Other 2 Dell solutions offer 2 whole unit spares per school and variable CRU spares as needed.		BAFO proposes spare parts be maintained at depot. CCSD requires that customer installable parts be located at each school. 1/19/05 response states: Will consider deploying to schools if determine more convenient as work through the project.
help desk - on-site support/ phone support/on-line support			24x7 toll-free support line for students, teachers, parents, administrators. No on-site/on-line capability listed. Telephone only. Tier II HelpDesk support for Tech Leads. Re-imaging stations at each school. Sufficient # stations at each school?		Submitted on-line & via phone. 7x24 Help Desk support.		Work orders submitted on-line & via phone. BAFO recommends CCSD provide on-site Tier I tech from 7a-4p M-F. IBM to provide Help Desk coverage from 4-9 M-F and 9-9 on Saturday. 1/24/05 response provides 24x7x365 help desk coverage.
help desk - Dedicated to CCSD.			Unique Help Desk number for CCSD 24x7x365.		Dedicated CCSD Help Desk 24x7x365.		Dedicated CCSD Help Desk 24x7x365.
warranty coverage - batteries provided for life of lease			Coverage for the life of the lease. Original battery w/ system & up to 3 replacement batteries (4 total) for each system. 1/24/05 response indicates a willingness to be flexible regarding the use/location of batteries over the 4 yr period.		One battery per year for life of lease.		Replace batteries as part of lease, no limit on numbers.
warranty coverage - when a battery is considered defective			Apple defines a battery as defective if it can not hold power for at least 60 minutes, is less than 1 yr old & has had less than 300 charging cycles. May require CCSD to purchase batteries if more than 300 charging cycles per battery per yr are required. With 180 school days a year and a battery life of up to 6 hrs, this may require 2 changes a day to meet the 7 hr uptime requirement of the RFP.		Defective when battery will not hold 100% charge.		Defective when battery fails to hold a 40% charge.

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RFP 25-04 Power To Learn
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Vendor:		APPLE			Dell			IBM		
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes	
Initial staff training	40	0	Recommend initial teacher training at high schools. CCSD prefers home school. Relies heavily on CCSD personnel to deliver. Initial staff training not differentiated. Overall training plan should have a more data driven focus. Planning/managing tech rich classroom not addressed until Phase II. Plan to incorporate out-of-box training into new hire process.	0	All local schools, no CCSD personnel required for training, differentiated instruction. For Dell Minimum Solution -- not acceptable to eliminate Dell Exchange in last year.	0	Initial and ongoing assessment of teachers and students. Differentiated training, no CCSD personnel required for training, offered at local schools.			
Initial Student/Parent Training			Relies heavily on CCSD personnel to deliver training. Addl vendor trainers needed to support at schools w/ large enrollments. Limited to 112 days to support initial rollout and 40 to support new staff and students (10 days per semester.)		Excellent tutorial system, after hours training at each school, 1 CCSD per session to support, ESL support, good ratio of students to trainer.		2 hours face-to-face for each student/parent. At local schools, after hours and weekends, no CCSD personnel required, ESL provisions provided, strong trainer/student ratio. Includes license for student email (ePALS) for 56,000 students for 3 yrs. Includes license for SAS in schools for 3 yrs.			
Annual New Staff and Student Training			Apple provides no training to new staff/students. Plan to be developed w/ CCSD utilizing Train the Trainer model.		Provide training to 700 additional teachers/year		Provide all new staff and student training.			
Technology Support Staff Training			9 days of training for 3 groups of 17, additional training will be provided on an as needed basis		Training for District or local school staff at no additional cost, tutorial available online.		Think Vantage tools - 5 days of training for 20 tech leads, plan depends heavily on IBM providing school support.			
Ongoing Curriculum Technology Integration Training			Delivery plan for ongoing training for train the trainers is not clear - Learning Development Center's purpose unclear		Strong link to CCSD standards, a detailed three year plan, train the trainer.		Linked to national standards only, train the trainer model offered to adequate # trainers, excellent leadership courses. Plan not adequate in providing best practices and emerging technology courses for teachers. Quarterly training reports provided.			

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RFP 25-04 Power To Learn
Evaluation -- FINAL NEGOTIATIONS

Vendor:		APPLE		Dell		IBM	
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
PROGRAM INSTRUCTIONAL EVAL: 6.8 Program Instructional Evaluation	10	0	Proposes partnership w/ local Learning & Performance Support Lab at UGA. Similar project scope as P2L. Evaluation components limited in scope focusing on achievement in writing, rather than increasing achievement across curriculum. Evaluation plan general in nature & did not include specific data collections. Proposal provides for a 20% sampling of CCSD population, add'l cost for full population Evaluation plan is independent of training plan and community communication plan. Evaluation concludes at the end of yr 3 (need a min of 3 full yrs use by HS students & 2 full yrs use by MS).	0	Clearly indicates research groups have completed similar projects of scope/size for multiple organizations. Proposed projects clearly demonstrate understanding of importance for providing immediate & long-term info to the public & CCSD. Well-defined 3 phased timeline to begin before deployment to teachers or students. All research/eval components tied to Dell's communication plan. Phase 1, 2, & 3 include the following annual activities: questionnaires, surveys, student test data, quantitative & qualitative data analysis, semi-annual & annual (draft conclusions/recommendations. Longitudinal analysis following cohorts of HS & MS students across 2 yrs: achievement gains, attitudes, skills, behaviors, & post-secondary education (as relevant). Teachers/administrators - changes in professional routines & productivity, school-home communication. Large scale quantitative analysis of questions determined important by CCSD. Pre & posttest data available each yr. Student achievement data from CCSD will be compared to comparable Districts in GA. Offered a 3rd research opportunity - HS Pilot, Digital Portfolios -	0	Meets Assoc references provided w/ pre-qualification support that Meets has experience w/ similar projects of scope/size. Proposal well grounded in standard, acceptable evaluation practices. Evaluations will be formative (process) & summative (outcomes) using multiple measures over multiple groups to include students, teachers, administrators, parents, & other key stakeholders. Data sources will be qualitative & quantitative. Formative evaluation data will be project documentation, field observations, focus groups, individual interviews, and written surveys. Meets will use a comparison school design in which CCSD schools' state assessment results are compared to w/ key CCSD staff during quarterly assessment/review meetings, giving CCSD opportunity to adjust to meet project goals. Summative evaluation data sources include state data sources & other sources. Meets will meet w/ CCSD to first develop the research evaluation questions to be answered during research period. Data sources will also be defined at that time. Propo
ADDITIONAL REQUIREMENTS 6.5 Insurance	20	0	BAFO states: Covers Accidental Damage, Theft, Power surge/lightning, vandalism, water damage, natural disasters. \$100 deductible, \$49 premium. Names Safeware as insurer. Previous notes: Does not meet 3 requirements: No guarantee of premium limit to \$50. All risk - excludes damages from environmental causes i.e. heat, cold, dampness, dryness. Required CCSD to collect of premiums.	0	Meets requirements except for whether CSI handles collection of premiums. \$40 premium/\$100 deductible.	0	BAFO recommends self-insurance. Original proposal meets and exceeds requirements: \$40 premium/\$100 deductible. Collects premiums. Accepts installment payments from students qualifying for free & reduced. All risk includes broken screens. Local claims processing, local repairs.

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6.9 Disposal Plan			Provided at \$12 per unit.		Provided - 1/24/05 response states \$2.65 for lease options, \$10 for purchase options.		Provided at \$20 per unit.
6.10 Safety and Security System			Meets requirement with Apple Remote Desktop 2 application.		Does not meet requirement. Not critical to success of program.		Meets requirement for additional cost. Not critical to success of program.
6.11 Value Added Options			Life Suite, Communication Plan		Comprehensive plan indicates willingness to partner with CCSO for successful project.		Communication Plan Hardware Durability Rapid Restore Access IBM Author Basic Dial up rates
6.14 ISP Options for Home Use			Basic Dial up rates		Basic Dial up rates		
TECHNICAL SPECIFICATIONS	30	0					
6.12 Technical Specifications			12" iBook, 1.0 GHz processor, 133MHz FSB, 512 MB RAM, 40 GB HD, 14-16-24-8x DVDROM/CDRW, 12" TFT screen, 802.11 gb wireless NIC, No PCMCIA slot, 1.35" x 11.2" x 9.06", 5.09 lbs, includes carry case/sleeve. Battery life less than 7 hrs, wireless b/g only. Includes original battery & up to 3 replacement batteries (4 total) during lease. Verbal commitment by Apple: includes "mobile motion module" that freezes hard drive if laptop fails.		Latitude D505, Intel Pentium M 725, 512 MB RAM, 40 GB HD, 14.1" XGA display. DVD/CDRW included. DVD/IRW tchr upgrade option. No built-in mic. Includes Inlocase Classroom case/sleeve. Battery life less than 7 hrs. Includes 2 main bay 6-cell batteries & 1 expansion bay 6-cell w/ each unit (7-10 hrs batt. life). 1 per system per yr as needed. Up to 1.5% whole unit spares, 5% spare parts. Dell managed.		ThinkPad R51, Intel Celeron M 1.5 Mhz, 512 L2 Cache, 400 MHz FSB, 512 MB PC 2700 SDRAM configured w/ (2) 256 MB memory sticks. To be upgraded to (1) 512 MB memory stick when cost of memory is at parity. Upgradable to 2 GB. 40 GB HDD, 5400 RPM, 24-x24-24-6x DVDROM/CDROM, 14" TFT screen, 802.11 a/b/g, PCMCIA port, 1..5x12.25x11, 6 lb, 6 oz, Battery life less than 7 hrs., Body Glove case Includes unlimited replacement batteries for life of the lease.
Technical Specifications - add'l configuration			14" iBook, DVD-RW Superdrive, 40 GB Ultra ATA 5400RPM Hard Drive, SMART, 24-10-24-8x-2x DVDROM/CDRW, Write to CDR - 24x, Write to CDRW - 10x, Read CDROM - 24x, Read DVDROM - 8x, Write to DVD-R - 2x or Write to DVD+R - 2x, Write to DVD-RW - 2x or Write to DVD+RW - 2x, incl original battery & up to 3 replacements during lease. Verbal commitment by Apple: includes "mobile motion module" that freezes hard drive if laptop fails. 14" iBook will have 1.42 GHz processor.		Inspiron 700M, Intel Pentium M 725, 12.1" QXGA wide aspect display, 512 MB, 40 GB Hard Drive. DVD/CDRW included, DVD/IRW tchr upgrade option. Includes Body Glove Neoprene Sleeve. Ext mic not included, OS upgrade not included, Productivity Suite upgrade not incl, silk screen on case not incl. Includes (2) 8-cell batteries (8-10 hrs batt. life), 1,000 spare batteries. Battery replacement for life of lease \$75.50 per system. 2 whole unit spares/school, variable CRU spares as needed. New tchr training excludes last yr of program.		X31 series (to be transitioned to the X32 in March '06) is 3.6 lb, 12" TFT, Pentium M, external USB CDRW/DVD, 6 cell battery w/ 5.5 hours life.

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Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
Technical Specifications - add'l configuration					Inspiron 700M, Intel Celeron M 340, 12.1" in WXGA wide-aspect display, 512 MB, 40 GB, DVD/CDRW included, DVD/RW tchr upgrade option. Includes Body Glove Neoprene Sleeve. Ext mic not included, OS upgrade not incl. Productivity Suite upgrade not incl, silk screen on case not incl. Includes last yr of program for new tchr training, Dell Exch & Onsite Coaching, DataFlow & Portfolios. Includes (2) 8-cell batteries (8-10 hrs batt. life). Replacement balls for life of lease \$75.50 per system. 2 whole unit spares/school, variable CRU spares as needed.		
Physical evaluation of equipment					Models proposed with Dell Recommended an Minimum Solutions would need to be evaluated if considered.		Bulky external battery.
Equipment Performance evaluation					Models proposed with Dell Recommended an Minimum Solutions would need to be evaluated if considered.		
6.13 Network Impact Analysis			Recommend various improvements and provide budgetary estimates. Response in BAFO meets requirements.		Strong network assessment proposal. Response meets the requirement. Complete network assessment included in price of all 3 solutions proposed.		Response meets the requirement. Provides 180 hours of engineer time, CCSD to pay for surveys.

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Vendor:		APPLE		Dell		IBM	
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
Software			<p>Mac version of MS Office does not include FrontPage, Access and Publisher. Consider requesting a block of licenses for equivalent applications (and online training) to meet updated requirements of HS business curriculum.</p> <p>Curriculum software offered @ 25.39 per seat (1.6 ml)</p> <p>Request more robust graphing calculator.</p> <p>Request Apex class tools for all courses available and upcoming.</p> <p>APEX Beyond Books and NoteTaker do not meet an instructional need.</p> <p>Content currently offered through VitalSource is free on the Web and textbook content is limited at this time (indexing of content is of some value)</p>		Strong data driven plan.		3 years of ePALS included 3 years of SAS in School Included
Subtotal	160	0		0		0	
PRICE	40	0		0		0	
Implicit Interest Rate 4 yr lease			0%				2.93%
Lease/Purchase Cost for Total Solution 4-Yr			\$350.00		D505 \$474.39 per yr 700M Pentium (Dell Rec.) \$404.25/yr 700M Celeron (Dell min.) \$375.08/yr (Rec. & Min. figures shown include replacement batteries for life of lease.)		ThinkPad R51: \$365.84 per yr All configuration (X31/32): \$491.87/yr (Note: Add \$15.66 to each of the above to include OS upgrade. Above pricing includes 7x24x365 help desk.)
Purchase price			\$1,400.00		700M Pentium (Dell Rec.) \$1,524.50 700M Celeron (Dell min.) \$1,414.50 (Figures include replacement batteries for 4 yrs.)		ThinkPad R51: \$1,372.04 X31: \$1,855.04

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Vendor:		APPLE			Dell			IBM		
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Total Cost of Ownership			Platform Shift, Dual network platform support, Testing Instructional existing software for OS X compatibility, Add1 training on new OS platform, Specs for Proposed Servers, Adding File Mover-Pro software as substitute for MS Access Battery Charging Stations, Training Plan requires CCSD staff to deliver more of the training than the Dell & IBM proposals, esp. for staff, parent & student training sessions.		TCO - Data collection resources for program instructional evaluation. Collect insurance premiums. Wireless for initial teacher training?		Surveys / network impact analysis at 37 schools Asset system not web-based.			
Comments re Partnership			Strong commitment to partnership communicated in vendor meeting and BAFO.		Final vendor meeting and BAFO fails to demonstrate a commitment to the level of flexibility required to achieve goals.		IBM representatives and written communications demonstrate a strong willingness to meet CCSD needs. Expresses flexibility and commitment to partnership. However, the BAFO suggests there could be changes as contract is transitioned to Lenovo.			
Total Points	200	0		0		0				

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