

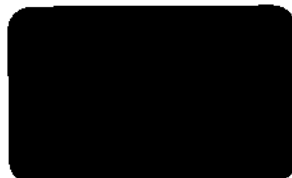
**From:** Kimberly Quinn  
**To:** Morningstar, Alisa  
**Date:** Wed, Jan 26, 2005 5:23 PM  
**Subject:** 1st Rough draft prior to 3:00pm meeting

Alisa,

This is a very very rough draft. I will try to look it over again later.

Kim

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RFP 25-04, Power to Learn									
Evaluation									
Vendor:		APPLE			Dell		IBM		
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes		
INSTALLATION/IMAGING/PROJECT MANAGEMENT/PROPERTY CONTROL/Imaging	20	20	Original at factory additional at site.	15	Original at factory additional at site.	10	Original at factory additional at site.		
Online Asset Management System			Online asset management system designed and tested in Maine.		Online asset management system. Does not track software changes.		Asset management system does not have online interface.		
Project Management Team			7 Full time members		4 Full time members		4 Full time members		
Project Management Plan			PM plan		PM plan		PM plan		
WARRANTY & SUPPORT	40	40		40		40			
Warranty and Support			4 yr complete warranty Daily pick-up and delivery to all schools. Dedicated local repair facility to provide overnight repair service. Depot pickup.		4 yr complete warranty On-site support next business day for hardware only. Software issues, including re-imaging, responsibility of CCSD. No re-imaging software proposed.		4 yr complete warranty On-site support, next business day. Warehouse located in Norcross, but willing to obtain space in Cobb County for this project.		
24x7 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 services 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. 1024/85 response provides 24x7/85 help desk coverage.		
Help desk - Dedicated to CCSD.			Unique Help Desk number for CCSD 247x265.		Dedicated CCSD Help Desk 247x265.		Dedicated CCSD Help Desk 247x265.		
Spare laptops			Apple will repair computer overnight or provide a spare so as to return every user to service within one school day.		Laptop 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.		
Batteries replacement for non-warranty consumption			Coverage for the life of the lease. Original battery w/ system & up to 3 replacement batteries (4 total) for each system. 1024/85 response indicates a willingness to be flexible regarding the reallocation 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.		

TRAINING	40	40	30	40
Initial staff training			CCSD requirements met. Recommend initial teacher training at high schools.	CCSD requirements met. Initial training to be conducted at local schools.
Initial Student/Parent Training			CCSD requirements met.	CCSD requirements met.
Annual New Staff and Student Training			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			4 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. Tutorial available online.
Ongoing Curriculum Technology/Integration Training			Regular monthly meetings with ILTe & TISE, Summer immersion trainings, Learning Development Center	Strong link to CCSD standards. Linked to national standards only.

PROGRAM/INSTRUCTIONAL EVAL	10	6	16	10	10
Program Instructional Evaluation			Learning & Performance Support Lab at UGA	Dale Mann & MGT	Metco Assoc
ADDITIONAL REQUIREMENTS	28	20		15	10
Disposal Plan			Provided at \$12 per unit.	Provided - \$2.65 for lease options, \$10 for purchase options.	Provided at \$20 per unit.
Value Added Options			130 Servers, 40 RAID, AppleCare, OSK Server Software, (4yr upgrade), Premium Support, 700 pre-paid hours for maintenance, 105 copies of Apple Remote Desktop (1 per school)	5 B/W laser printers & 1 color laser printer per school	Rapid Restore & Access IBM button
TECHNICAL SPECIFICATIONS	30	30		30	30
5.12 Technical Specifications			12" student iBook, 1.0 GHz processor, 133MHz FSB, 512 MB RAM, 40 GB HD, 14-16:24-5x DVDROM/CDRW, 12" TFT screen, 802.11 g/b wireless NIC, No PCMCIA slot, 1.35" x 11.2" x 9.06", 5.09 lbs, includes carry case/leaves. Verbal commitment by Apple: includes "mobile motion module" that freezes hard drive if laptop falls.	Inspiron 700M, Intel Pentium M 725, 12.1" QXGA wide aspect display, 512 MB, 40 GB Hard Drive. DVD/CDRW Includes Body Glove Neoprene Sleeve. Ext mic not included, OS upgrade not included, Productivity Suite upgrade not incl.	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. DVDROM/CDROM, 14" TFT screen, 802.11 ab/g, 6 lb, 6 oz., Body Glove case
Technical Specifications - add'l configuration			14" teacher iBook, DVD-RW Superdrive, 40 GB Ultra ATA 5400RPM Hard Drive, SMART, 24-10-24-8X-2x DVDROM/CDRW. Verbal commitment by Apple: includes "mobile motion module" that freezes hard drive if laptop falls. 14" iBook will have 1.42 GHz processor.		

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Software			MS Office Robust graphing calculator. Apex class tools for all courses available and opening. APEX Beyond Books and NoteTaker Mathzone, AppleWorks, Workbook Encyclopedia, Netmeister		EDClass, eChalk, Nettrekker, CTRMcGraw Hill		3 years of ePALS included 3 years of SAS in School included, Mfalbooks
<b>Subtotal</b>	<b>160</b>	<b>158</b>		<b>140</b>		<b>140</b>	
		99%		88%		88%	
Implied Interest Rate 4 yr lease	4%	0%		0%		4%	2.93%
Lease/Purchase Cost for Total Solution 4-Yr		\$350.00					
Purchase price		\$1,400.00			D505 \$474.39 per yr 700M Pentium (Dell Rec.) \$404.25/yr 700M Celeron (Dell min.) \$375.06/yr (Rec. & Min. figures shown include replacement batteries for life of lease.)		ThinkPad R51: \$365.84 per yr Alt 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)
Total Cost of Ownership			Platform Skill, Dell network platform support, Testing instructional writing software for OS X compatibility, Add'l training on new OS platform, Specs for Proposed Service, Adding File Makers-Pro software as substitute for MS Access, Battery Charging Stations, Training Plan requires GGSD 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. Minless for initial teacher training?		Surveys / network impact analysis at 57 schools test 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.		BM representation and verbal communications demonstrate a strong willingness to travel GGSD needs. Expresses flexibility and commitment to partnership. However, the BAFO suggests there could be charges as contract is transferred to Lucent.
<b>Total Points</b>	<b>200</b>	<b>158</b>		<b>140</b>		<b>140</b>	

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