

RFP 25-04 Power To Learn

The following evaluation summary represents a compilation of comments/input received from members of the Phase 3 committee.



**RFP 25-04 POWER TO LEARN
BEST AND FINAL OFFER (BAFO)
EVALUATION**

Vendor:		APPLE		DELL		IBM	
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
INSTALLATION/MAGING/PROJECT ALIGNMENT/PROPERTY CONTROL/IMAGING	20	20	CCSD responsible for creating & testing Image. BAFO states: "Certified" images applied at factory.	20	CCSD responsible for creating & testing image. Original Latitude solution provides factory image. Recommended Inspiron solution does not provide factory image; all imaging completed by local installer. Minimal Inspiron solution does not provide factory image; all imaging completed by local installer.	15	CCSD responsible for creating & testing Image. "Core" Image will be loaded at factory; customization by local installer.
Imaging							
Online Asset Management System			Will provide CCSD with the online asset management system designed and tested in Maine.		All solutions proposed include online asset management system. System does not track software changes.		Asset management system does not have online interface at this time.
Project Management and Support Team			BAFO dated 1/13/05 states that the following staff will be available for the project: 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 Accl. Mgr. (1) Full time Deployment Phase Additional temporary staff on as needed basis for deployment & training.		10/29/04 Q&A states that the following staff will be available for the project: Project Management Office 3 Full time staff Deployment Phase Various program component owners that will be stationed both remote and in the field.		BAFO dated 1/19/05 states that the following staff will be available for the project: 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
Project Management Plan			Plan Provided		Plan Provided		Plan Provided

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WARRANTY & SUPPORT Warranty and Support	40	40	4 year warranty provided. Daily pick-up and delivery to all schools. Dedicated local repair facility to provide overnight repair services. Depot pickup. Re-imaging stations provided at each school. See dedicated support staff listed in Project Management and Support Team above. Summer refresh plan.	4yr warranty provided. On-site support next business day for hardware only. Software issues, including re-imaging, responsibility of CCSD. No re-imaging stations proposed. See dedicated support staff listed in Project Management and Support Team above.	4yr warranty provided. On-site support, next business day. Warehouse located in Norcross, but willing to obtain space in Cobb County for this project. See dedicated support staff listed in Project Management and Support Team above.		
24x7 Help desk - onsite support/ phone support/on-line support			Dedicated, Unique Help Desk number for CCSD 24x7x365. 24x7 toll-free support line for students, teachers, parents, administrators. Requests can be submitted via telephone. Tier II HelpDesk support for CCSD Tech Leads.	Dedicated CCSD Help Desk 24x7x365. 24x7 toll-free support line for students, teachers, parents, administrators. Requests can be submitted on-line & via phone.	Dedicated CCSD Help Desk 24x7x365. 24x7 toll-free support line for students, teachers, parents, administrators. Requests can be submitted on-line & via phone.		
Spare/Replacement laptops			BAFO 1/19/05 states Apple will repair computer overnight or provide a spare to return user to service within one school day.	BAFO dated 1/13/05 states that loaner provided next day if laptop cannot be repaired.	Loaner provided same day, it is determined that laptop cannot be repaired.		
Batteries replacement			<u>Consumption:</u> BAFO dated 1/24/05 states: Original battery w/ system & up to 3 replacement batteries (4 total) for each system. Indicates a willingness to be flexible regarding the use/location of batteries over the 4 yr period. <u>Warranty:</u> Student/teacher will receive replacement battery when "battery does not hold a charge." Defective batteries covered under warranty.	<u>Consumption:</u> One battery per year for life of lease. <u>Warranty:</u> Defective batteries are covered under warranty and are defective when battery fails to hold 100% charge.	<u>Consumption:</u> Replace batteries as part of lease, no limit on numbers. <u>Warranty:</u> Defective batteries covered under warranty and are defective when battery fails to hold a 40% charge.		
TRAINING Initial staff training	40	40	CCSD requirements met. Recommend initial teacher training at high school sites.	CCSD requirements met. Initial training conducted at local school sites.	CCSD requirements met. Initial training conducted at local school sites.		
Initial Student/Parent Training			CCSD requirements met.	CCSD requirements met.	CCSD requirements met.		

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Annual New Staff and Student Training			Plan to be developed w/ CCSD utilizing Train the Trainer model.		Provides training to 700 additional teachers/year.		Provides training to all new staff and students.
Technology Support Staff Training			1/13/05 BAFO provides training & support Plan for CCSD Tech Leads including the following: 2 full-time technical service consultants provided for life of lease (see Project Management & Support Team above). Committed to a minimum of 9 days of training for CCSD Tech support staff; additional training as needed.		Training for District or local school staff. Online tutorial available online.		5 days of training for 20 tech leads Initial & Refresher Training
Ongoing Curriculum Technology Integration Training			Regular monthly meetings with Instructional Lead Teachers (ILTs) & Technology Integration Specialists (TISs). Summer Immersion trainings. Learning Development Center (LDC) staffed by 2 full time LDC consultants (see project management and support team above) plus additional outside educational experts.		Linked to CCSD standards.		Linked to national standards.
PROGRAM INSTRUCTIONAL EVAL Program Instructional Evaluation	0	7.5	Learning & Performance Support Lab at UGA	10	Date Mann & MGT	10	Meis Assoc
ADDITIONAL REQUIREMENTS	20	20		15		10	
Disposal Plan			Provided at \$12 per unit for lease & purchase options. Proposal states Apple Financial Svcs will be responsible for collecting and disposal of the Books.		Provided through Dell's Asset Recovery Service. 1/24/05 response provides at \$2.65 for lease options, \$10 for purchase options.		Provided at \$20 per unit for lease & purchase options by IBM Global Financing.

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Value Added Options			<p>Mac OS X server solutions: P1 - add 7 servers to CCSD network to support teacher Books. P11 - Add 16 replica servers & add 42 storage servers managing 23 RAID Units to CCSD network to support HS student Books. P111 - Add 21 replica servers & 42 storage servers managing 21 RAID units to CCSD network to support MS student Books. This solution provides 5GB network storage per teacher & 500 MB per student.</p> <p>Software: iLife Suite (Multimedia Production Suite) Graphing Calculator Note Taker Workbook Apex Core Class Tools</p>		<p>Printer Solution: (6) 1700N B&W networked laser printers per school. (1) 3000CN color networked laser printers per school.</p>		<p>Support: Rapid Restore & Access IBM Built-in features. Secure Data Disposal - "paper shredder" for hard drive, school. Software: SAS in School - Curriculum Pathways web-based teacher resource. ePALS - student email</p>
TECHNICAL SPECIFICATIONS:	30	30		30		30	
Technical Specifications			<p>Recommended Student Configuration: 12" iBook 1.2GHz G4 Power PC 12" TFT display 1.0 GHz processor 133 MHz FSB 512 MB RAM 40 GB Hard Drive 14-16-24-8x DVDROM/CDRW 802.11 b/g wireless NIC No PC/MCIA slot Dimensions: 1.35" x 11.2" x 9.96" Weight: 5.09 lbs Includes padded sleeve. Verbal statement from Apple: Planned improvements in iBook includes "mobile motion module" that freezes hard drive if laptop falls.</p>		<p>BAFO Recommended Configuration: 12.1" WXGA wide aspect display Inspiron 700M model Intel Pentium M 725 processor 512 MB RAM 40 GB Hard Drive DVD/CDRW included DVD/DRW leather upgrade option 802.11 a/b/g wireless NIC PC/MCIA slot Weight: 4.1 lbs Includes Body Glove Neoprene Sleeve External mfc not included. OS upgrade not included. CCSD emblem on case not included on sleeve.</p>		<p>Recommended Configuration: 14" TFT screen ThinkPad R51 model Intel Celeron M 1.5 Mhz processor 512 L2 Cache 400 MHz FSB 512 MB PC 2700 SDRAM Upgradable to 2 GB 40 GB Hard Drive 5400 RPM 24-x24-24-8x DVDROM/CDROM 802.11 a/b/g PC/MCIA port Dimensions: 1.5x12.25x11 Weight: 6 lb, 8 oz Includes Body Glove case</p>

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Vendor:		APPLE		DELL		IBM	
Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
Technical Specifications - Additional Configuration			<p>Recommended Teacher Configuration: 14" iBook 1.33 GHz G4 Power PC 14" TFT display 40 GB Ultra ATA 5400RPM Hard Drive SMART DVD-RW Superdrive 24-10-24-8X-2x DVDROM/CDRW 802.11 b/g wireless NIC Verbal statement from Apple: Planned improvements in iBook includes "mobile motion module" that freezes hard drive if laptop falls. 14" iBook will have 1.42 GHz processor.</p>		<p>Original Proposal Configuration: 14.1" XGA display Latitude D505 model Intel Pentium M 725 processor 512 MB RAM 40 GB Hard Drive DVD/CDRW included DVD/IRW teacher upgrade option PCMCIA slot Dimensions: 1.25" x 10.75" x 13.32" No built-in mic Includes Inlocase Classroom case/sleeve</p>		<p>Alternate Configuration: 12" TFT display X31 model to be transitioned to X32 in March 05. Pentium M processor Weight: 3.6 lbs External USB CDRW/DVD</p>
Network Impact Analysis			<p>Response in BAFO meets requirements. Recommends improvements with budgetary estimates.</p>		<p>Response meets the requirement. Complete network assessment included in price of all 3 solutions proposed. Includes Body Glove Neoprene Sleeve</p>		<p>Response meets the requirement. Provides 160 hours of engineer time. CCSD to pay for network assessment surveys.</p>
Subtotal	160	157.5 98%		140 88%		145 91%	
Implicit Interest Rate 4 year lease			0%				2.93%
Cost Per Year for 4 Year Lease Total Solution			\$350.00		\$404.25		\$381.50
Outright Purchase Price			\$1,400.00		\$1,524.50		\$1,432.04

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Area of Evaluation	Points Possible	Points Awarded	Notes	Points Awarded	Notes	Points Awarded	Notes
Price Notes:			Price is based on providing 14" laptop to teachers and 12" laptop to students.		Price is based on Dell recommended configuration (Inspiron 700M Pentium). Additional Pricing provided by Dell: -Original Configuration: Latitude D505 \$474.39 per yr (lease); \$1,524.50 (outright purchase) - Minimum Configuration: Inspiron 700M Celeron \$375.08/yr (lease); \$1,414.50 (outright purchase)		Price comparison is based on the ThinkPad R51 model originally submitted by IBM. Alternate configuration X31/32 model: \$507.53/yr (lease); \$1,915.04 (outright purchase).
Total Cost of Ownership			Dual network platform support; requires training as provided in training section above for CCSD staff. Evaluating existing instructional software for OS X compatibility. Providing File Maker-Pro software if needed.		Collect insurance premiums. Summer refresh. Summer school support at \$25/unit.		Summer refresh.
Total Points	200	197.5		174.6		181.7	

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SUMMARY**

Vendor:	APPLE	DELL	IBM
Annual Renewal (Year 3 Year Wises)	0%	4%	2.93%
Cost Per Year for 4 Year Lease Total Solution	\$392,000	\$404,250	\$391,500
One-time Purchase Price	\$1,400,000	\$1,574,500	\$1,432,000
Initial staff training	CCSD requirements met Recommend initial teacher training at high school sites	CCSD requirements met Initial training conducted at local school sites	CCSD requirements met Initial training conducted at local school sites
Initial Student/Parent Training	CCSD requirements met Plan to be developed w/ CCSD utilizing Train the Trainer model	CCSD requirements met Provide training to 700 additional teachers/year	CCSD requirements met Providing training to all new staff and students
Annual New Staff and Student Training	Training & support plan for CCSD Tech Leads including a minimum of 9 days of training; additional training as needed	Training for District or local school staff	5 days of training for 20 Tech Leads
Technology Support Staff Training	Regular monthly meetings with Instructional Lead Teachers (ILT) & Technology Integration Specialists (TIS)	Online tutorial available online	Initial & Refresher Training
Opening Curriculum Technology Integration Training	Shared Learning Development Center (LDC)	Linked to CCSD standards	Linked to national standards
PROJECT MANAGEMENT	Contract ranges spread at factory Online asset management system	Recommended response solution does not provide factory range	Contract ranges will be loaded at factory Asset management system not send entire interface at this time
Team	Dedicated Project Management Office Lead Project Manager (1) Full time Technical Lead (1) Full time Systems Engineers (2) Full time Professional Developer Application Acct Mgr (1) Full time Deployment Phase Additional temporary staff on as needed basis for deployment & training	Dedicated Project Management Office 3rd full time staff Deployment Phase Various program component owners that will be stationed both remote and in the field	Dedicated Project Management Office Lead Project Manager - (1) Full time Project Administrator - (1) Full time Support Manager - (1) Full time EM/EC Project Manager - (1) Full time Deployment Phase Development Manager - (1) Full time Technical Team Lead - (3) Full time Training Team Lead - (1) Full time Trainers - (1) Full time Up to 20
WARRANTY & SUPPORT	Repair Desk 24x7 Help Desk Dedicated local repair facility to provide overnight repair service 24x7 toll-free support line for students, teachers, parents, administrators Spares provided next day if laptop cannot be repaired	On-site support next business day for hardware only Dedicated CCSD Help Desk, 24x7x365 24x7 toll-free support line for students, teachers, parents, administrators Spares provided next day if laptop cannot be repaired	On-site support next business day wherever located in Norcross Dedicated CCSD Help Desk, 24x7x365 24x7 toll-free support line for students, teachers, parents, administrators Spares provided next day if laptop cannot be repaired
System Languages	Original battery & up to 3 replacement batteries (4 total) for each system Warranty: Defective batteries covered by warranty; defective when fails to hold a charge	One battery per year for life of lease (4 total) per system Warranty: Defective batteries covered by warranty; defective when fails to hold 100% charge	Replenish batteries as part of lease, no limit on numbers Warranty: Defective batteries covered by warranty; defective when fails to hold 40% charge
TECHNICAL SPECIFICATIONS	12" LCD, 64 GB RAM, 512 MB RAM & Combo Drive for Students 14" LCD, 64 GB RAM, 512 MB RAM & Superdrive for Teachers MS Office	12.1" monitor, 10GB Premium M.2 with 512 MB RAM & DVD/CD/RW MS Office	14" ThinkPad E41, 6GB RAM with 512 MB RAM & 24x42x24.6k DVD/ROM/CD/RW MS Office
PROGRAM INSTRUCTIONAL EVALUATION	Learning & Performance Support Lab at UGA	Data Menu & MGT	Helps Assoc
ADDITIONAL REQUIREMENTS	Near OS & backup solutions (4) Backup Services & 64 Storage Services This solution provides 5GB network storage per teacher & 500 MB per student Software: Kula Suite (Mathemads Production Suite), Graphing Calculator Index/Alter, Wordbook, Apex Core Cases Tools	Printer Solution: (5) 1700T EBAY networked laser printers per school (1) 3000CN color networked laser printers per school	Software: SAS in School - Curriculum Pathways web-based teacher resource ePALS - student email

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BAFO TABSHEET -- SECTION 7.1 LEASE OPTIONS

	Apple	Dell	IBM			
1	Annual Bundled Cost Per Computer mfg requirements incl software, install, training, warranty, support svcs, Property Ctl	\$350.00	\$350.00	\$391.50		
2	12" iBook, 1.2 GHz G4 Power PC, 133MHz FSB, 512 MB RAM, 40 GB HD, 14-16-24-8x DVDROM/CDRW, 12" TFT display, 802.11 g/b wireless NIC, No PCMCIA slot, 1.35" x 11.2" x 9.06", 5.08 lbs, includes padded sleeve. Includes original battery & up to 3 replacement batteries (4 total) during lease. Verbal statement by Apple: Planned improvements in iBook includes "mobile motion module" that freezes hard drive if laptop falls.	14" iBook, 1.33 GHz G4 Power PC, DVD-RW Superdrive, 40 GB Ultra ATA 5400RPM Hard Drive, SMART, 24-10-24-8x-2x DVDROM/CDRW, 802.11 b/g wireless NIC. Incl original battery & up to 3 replacements during lease. Verbal statement by Apple: Planned improvements in iBook includes "mobile motion module" that freezes hard drive if laptop falls. 14" iBook will have 1.42 GHz processor.	Latitude D605, Intel Pentium M 725, 512 MB RAM, 40 GB HD, 14.1" XGA display, DVD/CDRW included, DVD/RW (ctrl upgrade option, includes Intocase Classmate case/sleeve, PCMCIA slot, 1.25" x 10.75" x 13.32", no build-in mic. 1 battery per system per yr as needed. Up to 1.5% whole unit spares, 5% spare parts. Dell managed.	Inspiron 700M, Intel Pentium M 725, 12.1" QXGA wide aspect display, 512 MB, 40 GB Hard Drive, DVD/CDRW included, DVD/RW (ctrl upgrade option, 802.11 a/b/g wireless NIC, PCMCIA slot, 4.1 lbs, includes Body Glove Neoprene Sleeve. Ext mic not included. OS upgrade not included, silk screen on case not incl. 1 battery per system per year for life of lease. 2 whole unit spares/school, variable CRU spares as needed.	Inspiron 700M, Intel Celeron M 340, 12.1" QXGA wide-aspct display, 512 MB, 40 GB HD, DVD/CDRW included, DVD/RW (ctrl upgrade option, PCMCIA slot. Includes Body Glove Neoprene Sleeve. Ext mic not included, OS upgrade not incl, silk screen on case not incl. 1 battery per system per year for life of lease. 2 whole unit spares/school, variable CRU spares as needed.	ThinkPad R51, Intel Celeron M 1.5 Mhz, 512L2 Cache, 400 MHz FSB, 512 MB PC 2700 SDRAM, upgradeable 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, Includes Body Glove case. Includes unfrilled replacement batteries for life of the lease.
3	Implied Interest Rate	0%	0%	4.00%	2.93%	
4	Proposed Financing Co.	Apple Financial Svcs	Dell Financial Svcs, LP	Key Govt Finance, Inc.		
5	Is co. a subsidiary of manuf?	Yes	Yes	Yes	No	
6	Ann. Premium per laptop lease	\$49.00	\$40.00	\$40.00	\$0 -- recommend self-insurance	
7	Per incident deductible	\$100.00	\$100.00	\$100.00	\$0 -- recommend self-insurance	
8	Per Laptop Disposal	\$12.00 lease & purchase	\$2.65 lease, \$10 purchase	\$2.65 lease, \$10 purchase	\$20.00 lease & purchase	
9	Purchase Price w/ 4 yr complete warranty	\$1,400.00	\$1,524.50	\$1,524.50	\$1,432.04	