

- Notes

- Ph 3 - expect

✓ CIO's responses

→ removed from the process

- your Subcommittee

Jim Finger 7/26/05

Dropped off after Phase 2 - only involved in Ph 2

Role:

Came in mid Oct 04
purchasing was looking at ~~proposals~~ ^{proposals} supplied by vendor
Temp. CIO to make key technology
decisions. Very experienced technology
adviser. Pres + Cons re each
proposal. Helped score technical
aspects, delivery, support
Not advising on training plans but
helped on overall.

Meets Dr. Beer set w/ CIOs
of Power and other local IT guys
discussed technical aspects + experience
the CIOs had w/ the vendors
and provided update to committee →
pro + cons vendors

He was Chief technology advisor
Scored up to price! Pricing part left
to administration + purchasing left
to scoring on pricing.
Understood that Phase 2 had work
would be used in final decision. Thought
he would be involved in pricing.
Surprised he + Ph 2 other were not
involved in He was surprised about

Jim Finger 2/

who won. He agreed Dell + IBM were way ahead of Apple. There wasn't enough in the pricing to make Apple very the top 2. During process he had heard that Apple would win but he didn't know that going in.

His recommendation was to throw Apple and HP out

There wasn't enough in the pricing for

Comm. Hee didn't accept my recommendation. They want us to have at least 3 vendors. To be blunt I was frustrated hearing the results

The vendor on the lower scale gets the project. I moved on + don't get involved in the politics.

Not necessarily a cttee member who leaned strong toward Apple. Wasn't apparent that any committee member was pro-Apple

Comments - After we heard they were going to 3d phase, all this 2nd phase went out. How they went from phase 2 to -"

5F

3/

Seemed that there was some internal politicking going on. There were times that what was being offered by Apple didn't meet the specs.

Grant William, Lisa Gibbler, Chae Spraywood + Jim. Jim led this subcommittee.

None of the machines met 100% of specs.

We scolded Apple accordingly. They offered a slower, older machine.

Absolutely batteries were a big issue. Doesn't recall Apple offering 2 batteries but Dell offered 2 batteries. Dell had a very good battery support plan. Warranter appears also. We had a very matrix for scoring the technical. If you met the requirements of the RFP you (vendor) scored high and inversely.

* Strongly felt that the 2 highest were the only reasonable vendors to go on to the next phase.

SF 4/

Dr. Beers brought in CIOs
more represented by Dell

GE Power - biggest rep + he worked
w/ Apple + Dell

- No vendor in particular was any
better than any other

IBM - support

Dell - Abroad - great support

Apple - Not a susceptible

Overall mgmt. - Balanced
Paulson + Donna
she presented the scores

His understanding was that 2nd phase
was to present to Board w/out any other phase

Toward the end of phase found out
+ was shocked + frustrating

Finalist vendor passed on to 3rd
- Donna said she would like to
recommnd 3 vendors. HP did
a poor job regarding.

His subcommittee was very unbiased.
No one on the subcommittee

Technical
piece

Coxstar
Cobb

SF 5/

He kept electronic notes → scoring
Scoring not the problem but
how it was handled it from phase 2
to phase 3

Excluding pricing the Ph 2 committee
did a vly fair job in the scoring -

Suzer + Deputy Suzer did not attend
Ph 2 meetings

How did that result happen?