

5:20 PM  
on 7/28/05  
his secretary  
"That's why I never see Beer"



who was on  
SKUNK WORKS  
Team

Dr. Don Beers 7/27/05  
Teacher Asst Super South Carolina  
K12

College professor - Citadel  
Retired out of S.C.  
Air Force reservist - at Maxwell AFB  
where he met Joe Pedden

Deputy Super  
responsible - Curriculum

Decision for RFP  
After SPOST passed (2003/2004)  
Attention turned to buildings @ 2003  
He found a group - Skunk Works Team  
got outside the box - Change the classroom  
(Secondary)

Re fresh labs per the army way to go  
Decided on 1 to one.  
Let's throw RFP and see what we get  
weren't sure at that time if we were  
going to do it. Feeling confident when  
Michigan bid came out \$275 per year  
from HP.

Comm: Hee selected by Dr. Beers +  
Skunk Works Team became the core.  
Donna Oliver recommended some more

He was talking about the pre Qual team.  
Sue Doty came on 3rd officially but she  
attended other phase meetings.

Doty was key - she guided our words  
in the 3rd phase

Procedure - His Understanding

Pre-Qual group - They went in +  
stated whether vendors can go forward

Phase 2 - Listed to the proposals  
there that qualified

Phase 3 - Pinpointed the finals - BAFO

Phase 2 findings

Phase 2 did not consider price  
Apple brought in a better bid. That phase 2  
struggled.

He didn't think they were supposed to  
score price.

What happens once get Ph 2 results

Ph. 3 team minus Joe and I,  
(he was a voting member but didn't score)  
They need  
Probably attended 1st meeting. Didn't

Ph 2 was to give us copy

Ph 3 what's the relative attitudes of  
the companies who made fuel

~~Phase 3~~

Phase 3

Smaller group scored and brought it  
to us to establish a BAFO.

Reach some kind of relative merits  
of each copy.

Ph 3 get companies into room  
"We wanted most service for best  
price".

We thought they would

I really thought Dell was going to do  
it.

Batteries, help desk, training important.

The spreadsheet of scoring looked familiar  
to him. Don't know how they  
arrived at points.

Our decision was how to change education  
not an automation tool.

the  
scoring  
people

He spoke  
to  
Michael  
Dell

Specs were built way early on. In  
midnight I would have changed specs  
Dell got way off track  
IBM struggled + then got back on track

Speed of processing not so important  
Alisa resigned

Attended all phase 3 meetings  
Would be unusual if buying soap or  
diesel fuel. Never did something like  
this before in Collo.

Decision

Not based on a point system  
Based on informed tuition  
Looked at the spreadsheet carefully  
and looky at other districts

Talked  
to  
Bennett  
about  
their  
IBM

In the end price was a big part of  
decision.

IBM out of education business

TCO

Would have struggled if Dell had been  
cheaper.

Dell would have cost a lot of money  
re training. They would have thousands  
in beginning but then they would lose.  
In long haul would have saved.

If we intuitively be  
we got the cheapest and best deal

Ph 2 didn't have the opportunity to look  
these guys in front of them as we did.

IBM - shot themselves in the foot  
Dell pulled batteries off the table

Computable that Apple is cheapest.

Apple flexible toward the batteries.

Example better user may need 3 batteries  
poor user may get 5 batteries.

IBM could have won if they had given  
vs the X-40.

Speed of processor not as critical as battery.

BAFO spreadsheets - during our discussion

Apple's  
Apple's?

The smaller ph 3 group (w/out Super + Deputy)  
met to come up w/ spreadsheets +  
then BAFO brought to Super + Deputy  
+ then whole group met with vendors.

Concerned w/ Intel approach for training.  
Apple to have 2 full time trainers.

We hire 700-800 teachers a year.

We train instructional teachers to be teachers  
for staff development.

Did you take indirect costs into decision - yes  
but

↳ Didn't build into CTO

HP least impressive  
Mindy is an HP person in De Kalb  
Committee's decision to move finalists  
to ph 3.

After selection, a new machine by Apple  
came out. Go w/ new machine? Same  
cost new machine

Dell had a new machine they did not bring forward.

Henrico

old  
laptops

\* Titan  
Buisan

Dell said ~~not~~ machine not ready.

Scott was in room for meeting.

K12 guy

visited  
→ Henrico only major school district in county  
had Apple

Mobile - used IBM / Dells

All had same insurance, MOK corrected  
that Apple was more expensive.  
Insurance - pay thru to parents SLOST  
\$ not going for insurance

Post dated documents. To finalize  
- verbal discussions that were then  
put in writing. Later have the  
Feb. date - JBAFO

We already know what we wanted, we  
just wanted it writing.

It would be a good recommendation to suggest  
backing to spreadsheets

Titan's contract will decrease because they will  
not be maintaining these. Yet they will have an increase -  
virtual and - servers

Henrico -  
Dell

COO =  
Diane  
Bradford

Titan performing better now that Lisa's here  
We were thinking of culling them.

Kim Quinn is liason to Titan

CIO position use to report to Diane Bradford

CIO - our first choice turned us down  
(a Dell guy). CIO, hard to find.

Recruited Katie Lovitt

Recruited Kim for the RFP process

Top of applicants. Offered job to  
another guy. And went off to a third guy  
before Kim.

Kim had good State experience  
close to Governor Maine

Said he doesn't think performance

Controversy - "They want Joe gone"

Mark  
Edwards  
Henrico  
City  
ask  
Joe  
New Super  
would that  
same w/ Bill