

proposal
mess?

RFP
pre-determined factors in
addition to price



- Donna Oliver
retired
- Quinn Sal +
husband
- Alisa promoted

Joe Redden 7/27/05

CIO was a former salesman from tech co.
 didn't have the right background, educ
 Grew his dept to 300
 Replaced by David McKinnon, was a principal
 (Did not get an Asst Super job)

Seeds
35K -
62K
as
Tech
Seeds

What led us to outsource became spent a
lot on people without the long for the back

Total (O & M budget)

Average student
 1 1/2 to 2 hrs a week in a lab
 Lots of repair

7,000
portable
computers

Research (MIT) better ways than labs -
 moved toward portable carts, take the
 lab to the student

Started to hear a lot about 1 to 1 initiatives
250 districts around the country.

Sent people around the country. Henrico about
half the size of our district

\$271 per unit in Michigan - tie HP and Apple
They took HP

2/
Catholic girls school in Baton Rouge
97-98% went to college.

Some viewed as a technological instead of educational
process.

Teacher 0-3 months before student gets one

Looked at #s

If you looked at a low of \$271 (base line #)
Talked about getting an RFP. Had consultants
about the RFP

Henrico

→ Mark Edwards talked founders. He got mad
at Michael Dell + went to Apple.

Built RFP, reviewed by lawyer + other
Team of people worked on it (incl Sprayberry
and Donna Oliver)

Suzie Doty was former IBM + tech person for
lawyer

Structure of RFP

Phase 3 phases, 1st being a qualification

3/

Need suppliers who could meet the needs of lots of laptops.

Had 13 responses + 9 were eliminated
HP Dell Apple + IBM

Before
RFP
received
phase

Dan Beir & Co visited all 4 - HP locally
California - to Apple

RDU - IBM
Austin - Dell

Visits Spring 04 ~~Feb 04~~ → May and June
(That's right after you put RFP on street you'd start going to see vendors)

Briefing - on a CD Rom which we can get

^{you} Dell took them on a factory tour - Austin, TX

We haven't yet seen a tool specifically for education

Phase I + Phase II qualification phases

Picked those 4 because they were the leaders

Score w/ regard to completeness of RFP
Price was not to be a factor in scoring.
Doesn't know why phase 2 score sheets
include. (Back peddled a
little to say he knows in phase 1 price
wasn't considered)

4

3 vendors

Of 4 could support initiatives 7 could

Committee Ph 2 - said of the 4 only 3 could
recommendations support the initiative. When Redden
asked

We saw bias in some Ph 2 committee

→ "Everyone has a bias"
His bias was IBM

Some of the bias was based on ignorance
Easiest thing we could have done is given
to Dell

Yes. I was voting member in the 3rd
Phase.

I looked at info from phase 2.
Told Dell you built us a Mercedes S
Class, we can't afford it.

There are phase 3 summary sheets
Apple added stuff in and lowered price.
IBM added \$
Dell took out batteries

we need this JH

5/

Tested machines. Doesn't know where the test results are.

With apple failing so much in terms of the specs,
→ Apple was considered for price and competition.

IBM was going to sell out to the Chinese

FIRST disagreed w/ intuition as a factor in choosing but when told that a commitem

*** He said "Absolutely" "substantial change between Phase 2 and Phase 3"

No minutes to meetings

Do you remember rating these things? "I don't

^{not} RFP required you to assign #s. "We'll have to find those for you."

If you were a voting member + didn't give #s than that's flawed. Silence. The BAFO spreadsheets are basis for award

MOA #s plugged in after award made

CIO s/b a cabinet member - salary
HR Chief - does

Seemed taken back that we mentioned
coincidentally that the Ph3 members:
hired in good position - CIO, retirement,
and promotion

Vendor selected + then points assigned
silence

Committee decision - we elected vendor

Doesn't know about documents, ph2 -
shredded.

(Have a self insurance fund of about \$9.2 MM)

Indirect costs were not considered in Ph3

Have to see cost of Titan go down.

Takes 7 years to get the initiative done.

Background: After Service went to Myrtle Beach
for 3 months - Oct 1999 - 2 finalist - LV
S. nester for TRW - computer based system for
Joint Chiefs of Staff. Independent (L3) consulting w/a friend.

Office

28,500
HS
Students

Oct 2000 -

Nov 27 2000 - Super Cobb
Dealt w/ Titan in military - 35 years