



## Bullitt County Public Schools

### Instructional Technology

1040 Highway 44 East  
Shepherdsville, Kentucky 40165  
502-869-TECH



#### MEMO

To: Dr. Keith Davis, Superintendent

From: Jim Jackson, District Technology Coordinator

Date: Monday, March 12, 2018

Re: Chromebook lease with Insight Services

I am working, with Insight Financial Services of Franklin TN, for our upcoming Chromebook lease. Not only will they provide leasing, they also offer several other services which I find beneficial to the district, and our Chromebook project. (see below)

- Insight will provide an "Online Student Purchase Portal" for students and parents, where they can purchase their devices at the end of the lease, if they choose to keep the device.
- They will bundle the cost of return shipping with the lease payments, allowing us to load devices onto a pallet, and shrink-wrap them. Insight will then take back the equipment to their own facilities, guaranteeing disposition and sanitization, with no fees to the district.
- Insight will provide, and administer, a free asset management system throughout the lease. The Asset Management System, will track all leased devices, and non-financed assets of the districts choosing, and alert the district to expiring leases, while aiding in the facilitation of refresh process.
- Insight will fund our vendor or choice, allowing us to purchase in May/June, with no payments due, until September.
- Insight will provide a 90/Day window, at the end of lease, for refresh.
- There will be no interim rent charged at any time.
- There will be a Month-to-Month extension option at the end of lease, instead of 3, 6, or 12 month automatic extension.

Insight Financial is on the state master list, so no RFP is necessary. Their leasing rate is 0.258702, compared to 0.2615 from Lenovo Financial and 0.26122 for HP Financial. I am submitting the attached document, to lock in this rate with Insight. We will continue to finalize the device specifics for the 2018 freshman class, and plan to present our choice at the next Board meeting..

Joe Mills has reviewed this document, and indicates that it is acceptable, as to form and legality. I would like to request Board approval of this document, in order to lock in the financing rate. If you have any further questions, please let me know.

Equal Education and Employment Institution

OK for March  
@  
Bryson



**Insight**  
Financial Services  
*A Division of Insight Investments LLC*

# IT REFRESH AND LEASE PROPOSAL

**BULLITT COUNTY SCHOOL DISTRICT**  
JIM JACKSON

On behalf of Insight Financial Services, a division of Insight Investments LLC. I am pleased to present this lease proposal to Bullitt County School District for 1,100 HP Chromebooks described below according to the terms and conditions indicated herein.

Lessee

**Bullitt County School District**  
 140 Hwy 44 East  
 Shepardsville, KY 40165

Lessor

**Insight Financial Services**  
 725 Cool Springs Blvd Ste. 600  
 Franklin, TN 37067

## Controlling Total Cost

- ✓ No Advance Rents
- ✓ No Fees or Deposits
- ✓ Monthly Billing
- ✓ 90-Day Install Intervals
- ✓ Progress Payments
- ✓ No Interim Rent
- ✓ Line Item Purchase
- ✓ Line Item Extensions
- ✓ Line Item Returns
- ✓ Like Kind Returns
- ✓ Monthly Renewals
- ✓ Return Grace Periods

## 4 Year Lease

Equipment Type	Cost Per Device	Total Cost	Term	Factor	Annual Payment
1,100 Chromebooks	\$178.89	\$196,779	4 Years	0.258702	\$50,907.18

## SOC-1 Audited Lease Reports

Ready for the New Lease Accounting? Our AMOS system is SOC-1 audited and generates right of use & lease liability reports for your leases. It includes a document repository, finance & operating lease options and future rent forecasting capabilities.

## Order Now With FastTrack

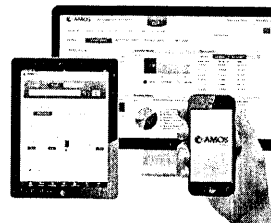
Worried about getting orders placed and not having a Master Lease finalized? Not anymore! IFS will place all urgent purchase orders upon receipt of executed proposal letter. We then finalize the Master Lease over the following weeks.



# AMOS

## Asset Management System

- ✓ Executive dashboard
- ✓ Visibility to expiring leases
- ✓ Manage IFS & external assets
- ✓ Out-of-the-box API integrations
- ✓ Right of use & lease liability reporting





**FastTrack:** With respect to any executed lease proposal outlining the cost, rent, term and equipment to be leased under a Schedule, Lessee agrees that: (a) Lessor may order such equipment from a manufacturer or vendor thereof in Lessor's own name, and (b) in such case, Lessee will indemnify and hold Lessor harmless from and against all claims, actions and/or demands of said manufacturer or vendor resulting from any cancellation or termination of said purchase order in the event that the lease financing of said Equipment contemplated in lease proposal is not consummated.

**Vendor Payments:** Lessor will issue vendor milestone or invoice payments upon receipt of an executed Equipment Acceptance certificate or payment authorization during the Equipment installation intervals.

**Installation Intervals:** Lessor will summarize all items of Equipment for which approved invoices or acceptance certificates have been received in the same 30-day installation interval into a summary Equipment Schedule. Installation intervals will begin on the first day of a month and end on the last day of a month.

**Interim Rent:** No Interim Rent

**Base Term:** The first day of the month following the conclusion of the defined installation interval for the lease facility or project.

**Fair Market Value Purchase Option:** At the expiration of the Base Term, Lessee may purchase all or any complete system of Equipment for an amount equal to the Fair Market Value plus applicable taxes.

**Fair Market Value Fixed Term Extension Option:** At the expiration of the Base Term, Lessee may extend the Base Term covering all or any complete system of the Equipment equal to the Fair Market Value of the Equipment over the extended period.

**Month to Month Extension Option:** At the expiration of the Base Term, Lessee may extend the Base Term covering all or any complete system of Equipment on a month to month basis at the same rate in effect as in the Base Term.

**Return Option:** At the expiration of the Base Term, Lessee may return all or any complete system of Equipment that has not been renewed or purchased.

**Fair Market Value:** "Fair Market Value" means the price or rent obtainable for the Equipment in an arm's-length sale or lease

transaction between informed and willing parties, neither under compulsion to contract.

**Like-Kind Return:** As it relates to personal computers, laptop computers, tablet computers and printers, Lessee shall have the right to return "Like Equipment", in complete systems to Lessor. Like Equipment shall mean replacement equipment which is (i) lien free; (ii) of the same or similar model, type, configuration, manufacturer, and equal to or greater performance level.

**Partial Returns:** In the event of a partial Equipment return or purchase, the subsequent periodic invoices will be adjusted to reflect such partial return or purchase in the next system generated invoice.

**Peripheral Returns:** Lessee shall not be required to return to Lessor any keyboards, mice, CD ROMS, diskettes and other media relating to personal computers, laptop computers, or tablet computers.

**Return Grace Periods:** Lessor agrees to allow the Lessee a seven (7) day return grace period after the expiration of the Base Term or any renewal period thereafter to return the Equipment to Lessor.

**Lease Rate Adjustment:** The lease rate quoted in this proposal has been calculated, in part, using an interest rate tied to the current yield of a comparable term Interest Rate Swaps as reported in the Intercontinental Exchange, Inc. ("ICE") Report Center for 12/17/17. The lease rate quoted is subject to change in the event such Treasury Note yields or Interest Rate Swap yields increase by 10 or more basis points (1/10th per cent) prior to the lease commencement date or Lessor has determined that there is an adverse change in Lessee's credit standing, or a material adverse change in the financial business operations, properties, assets or prospects of the Lessee. The calculation for any Interest Rate Swap adjustment shall be determined by increasing the monthly lease rate factor by .000045 for each 10 basis point increase in the referenced Swap Rate.

**Conditions Precedent:** In addition to the conditions set forth above, this transaction is contingent upon (i) successful execution of mutually agreed upon documentation, including Master Lease, Schedules and other required documents; (ii) the continuing review and approval by Insight's Finance Committee; and (iii) verification that the Equipment is of the general description contemplated above.

Please indicate your acceptance of the terms of this proposal by having an authorized signer sign in the space below. Upon receipt of the signed proposal, Insight will commence its formal credit approval and documentation process. We look forward to the opportunity to serve your financial needs. Please do not hesitate to call me at 615-610-5426 if you have any questions.

Sincerely,



Nick Thompson  
Business Development Executive

Agreed to and Accepted by:

**Bullitt County School District**

By:

Name:

Keith DAVIS

Title:

Superintendent

Date:

3-26-18



HERE