



## 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: Friday, May 04, 2018

Re: Access 24 Devices 2018-2019 School Year

We have selected the Lenovo 100e Chromebook for use with the freshmen class for the 2018-19 school year. This device will have an 11.6" screen, which is slightly smaller than previous high school Chromebooks, which had a 14" screen. Several factors have gone into our decision for this device, which I will briefly try to summarize.

- The market trend seems to favor the 11.6" devices
- We compared the Lenovo 100e with the HP G5 and G6, as well as the Asus C202, (all 11.6" devices). We looked at the design, LCD, keyboard, glide pad, and general durability of the design. Of these products, our staff felt the Lenovo 100e was the best choice
- Savings of \$15,400.00 over the 14" Lenovo N42
- Better size to fit into student backpacks
- Rubberized edges
- Lighter weight
- Larger internal drive storage
- Freshmen students will already be familiar with this size, since they have used in middle school

This year only, we will be leasing new Chromebooks just for the incoming freshmen. As you may remember, we are taking the current 8<sup>th</sup> grade Chromebooks and are re-assigning them to the incoming 6<sup>th</sup> grade students.

We are adding a 3-year warranty to help defray repair costs of these new devices. We are now an authorized Lenovo repair center and will receive reimbursements for any Lenovo warranty repairs we perform on district Chromebooks.

This year, schools will be deploying Chromebooks at their own school, rather than the large deployments we've had in previous years, where we had 3-4 grade levels getting new devices. This will allow all schools to customize this process and combine with registration and other beginning of year activities.

We've had over 700 Chromebook repairs this past year. Since it is extremely important that students have a Chromebook for daily instruction, we are trying to minimize the number of students that are without a device because of damage or repair. With that in mind, we are going to allow students to get the first accidental damage repair of a keyboard or LCD screen at no cost. If damage is intentional, the student/parent will be required to reimburse the district for repair or replacement.

I asked for prices from vendors on KY approved contacts, and only two submitted qualifying proposals. Of those two, CDWG had the lowest overall price (see attached). I would like to ask the Board to approve the Lenovo 100e Chromebook, through CDWG, for this year's purchase. We will be purchasing 1,100 devices and will finance through Insight Financial. If you have any questions, please let me know.

Equal Education and Employment Institution

OK by May  
B. Sexton

## **Chromebook Request for Pricing**

## Jackson, Jim - DTC

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**From:** Jim Jackson  
**Sent:** Monday, April 2, 2018 3:16 PM  
**To:** 'Rich McLean'; 'Charlie Williams'  
**Subject:** Bullitt County Schools Request for Chromebook Pricing  
**Attachments:** Pricing quote worksheet.xlsx

### Bullitt County Public Schools Request for Chromebook Pricing

\*Include the following devices/products and base pricing on 1 device, with the understanding that a total of 1,100 devices (+/- 10%) will be purchased once our final numbers are determined.

- **Lenovo 100e 4GB RAM and 32GB SSD**
- **Academic Google Chrome Management licensing (cost each)**
- **White Glove service** (update Chrome OS, enrolling devices into district Google Apps domain, validate device policies have been fetched to the device, data capture with serial numbers into spreadsheet)
- **Custom asset tag** with Barcode and asset numbering
- **3-Year warranty costs** (Describe the full details of the warranty)
- **Delivery and unboxing** of devices placing them on a pallet or other appropriate support platform for easy movement for deployment.

If market-pricing drops, vendor must agree to sell devices at the current lowest prevailing price offered at the time the purchase. Delivery shall be no later than July 13, 2018.

Submit the completed Excel attachment with your proposal at the time of submission.

Unless stated otherwise, the vendor submitted proposal includes all the provisions of this request for pricing.

Pricing must be submitted by the close of business on Friday, April 6<sup>th</sup>, 2018. If you have any questions, contact Jim Jackson.

*Jim Jackson*

CIO/DTC  
Bullitt County Public Schools  
1040 Highway 44 East  
Shepherdsville, KY 40165  
502-869-8000

## **Vendor Price Comparison**

Bullitt County Schools  
 Lenovo 100e Chromebook quote  
 Price comparisons to determine vendor  
 4/13/2018

Item description	Firefly	CDWG	Difference
	Price	Price	
Lenovo 100e 4GB RAM, 32GB SSD	\$194.95	\$175.00	-\$19.95
Google Management Console	\$23.95	\$25.00	\$1.05
White Glove Service	\$3.00	\$10.00	\$7.00
Asset Tagging	\$3.00	\$0.00	-\$3.00
3-Year Warranty	\$25.00	\$23.75	-\$1.25
Shipping costs	\$0.00	\$0.00	\$0.00
Reduced packaging/or on-site services	\$0.00	\$0.00	\$0.00
Other costs	\$0.00	\$0.00	\$0.00

Total cost	\$249.90	\$233.75	-\$16.15
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\* \$10 includes all services White glove with Data Capture, custom asset tagging and onsite unboxing/delivery

This worksheet should accompany the official submitted quote from vendor

			Price Difference
			CDWG below Firefly
Total estimated Chromebooks to be purchased	1,100	\$274,890.00	\$257,125.00 - \$17,765.00

Lowest price - CDWG

# **CDWG Proposal**

# QUOTE CONFIRMATION



**DEAR JIM JACKSON,**

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
JRSM207	4/6/2018	LENOVO 100E	5111103	\$233.75

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<b>Lenovo 100e Chromebook - 11.6" - Celeron N3350 - 4 GB RAM - 32 GB SSD</b> Mfg. Part#: 81ER0002US UNSPSC: 43211503 Contract: MARKET	1	4977298	\$175.00	\$175.00
<b>Google Chrome Management Console License</b> Mfg. Part#: CROSSWDISEDU UNSPSC: 43232804 Electronic distribution - NO MEDIA Contract: MARKET	1	3577022	\$25.00	\$25.00
<b>Lenovo Depot Repair - extended service agreement - 3 years - School Year Te</b> Mfg. Part#: 5WS0N75691 UNSPSC: 81111812 Electronic distribution - NO MEDIA Contract: MARKET	1	4473863	\$23.75	\$23.75
<b>NEW ITEMS DO NOT PICK THIS LINE</b> Mfg. Part#: NEW-ITEM Contract: MARKET	1	NEW-ITEM	\$10.00	\$10.00

PURCHASER BILLING INFO		SUBTOTAL	\$233.75
<b>Billing Address:</b> BULLITT COUNTY BOARD OF EDUCATION ACCOUNTS PAYABLE 1040 HIGHWAY 44 E SHEPHERDSVILLE, KY 40165-6122 <b>Phone:</b> (502) 543-2271 <b>Payment Terms:</b> NET 30 Days-Govt/Ed		SHIPPING	\$0.00
		GRAND TOTAL	\$233.75
<b>DELIVER TO</b> <b>Shipping Address:</b> BULLITT COUNTY BOARD OF EDUCATION TECHNOLOGY 1040 HIGHWAY 44 E SHEPHERDSVILLE, KY 40165-6122 <b>Shipping Method:</b> UPS Ground (1- 2 day)		<b>Please remit payments to:</b> CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

Need Assistance? CDW•G SALES CONTACT INFORMATION



Rich McLean

(866) 668-9495

richmcl@cdw.com



Jackson, Jim <jim.jackson@bullitt.kyschools.us>

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## CDW-G Lenovo Proposal

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Rich McLean <richmcl@cdw.com>

Fri, Apr 6, 2018 at 11:47 AM

To: "jim.jackson@bullitt.kyschools.us" <jim.jackson@bullitt.kyschools.us>

Cc: Chad Gray1 <cgray1@lenovo.com>

Hey Jim, please see below and attached. Thanks!

### Lenovo 3YR Depot warranty

- When added with the self maintainer this will allow you to use an online portal to overnight parts
- Outside of self maintainer this will be a phone call into Lenovo to log the incident and then a box with a pre paid shipping label will be sent to you
- The device will then be repaired. If not able to be repaired a new device will be sent out
- Turn around time will be 10-15 business days

### Services

- Turn key solution
- White glove with data capture
- Asset tag
- Onsite unboxing and delivery to three locations

**Rich McLean**

**CDW-G | K-12 Executive Account Manager**

Phone: (866) 668-9495 | Direct Fax: (312) 752-3562

richmcl@cdw.com

CDWG E-rate SPIN # - 143005588

KETS Desk: 1-800-250-6085



Google for Education  
**Partner**





Bullitt County Schools  
Lenovo 100e Chromebook quote  
Company Name: CDW-G  
Date: 4/6/18  
Company Representative: Rich McLean

Item description	Price
Lenovo 100e 4GB RAM, 32GB SSD	\$175.00
Google Management Console	\$25.00
White Glove Service	\$10.00 \$10 includes all services White glove with Data Capture, custom asset tagging and onsite unboxing/delivery
Asset Tagging	X
3-Year Warranty	\$23.75
Shipping costs	X
Reduced packaging/or on-site services	X
Other costs	X
Total cost	\$233.75

This worksheet should accompany the official submitted quote from vendor

# **Firefly Proposal**



1271 Red Fox Road  
Saint Paul, MN 55112  
www.fireflycomputers.com

## Quotation

**Quote# 641485**

Valid Until: 04/14/2018

## Terms

Net 30 Days

### Customer

**Bullitt County Public Schools**  
Jim Jackson  
Phone: (502) 869-8040  
Email: jim.jackson@bullitt.kyschools.us

### Account Manager

**Ryan Lapadat**  
Phone: 651-400-1042  
Fax: 612-392-2155  
Email: ryan@fireflycomputers.com

### Product Details

	Quantity	Unit Price	Extended Price
<b>Chromebook</b> HP Chromebook 11 G6 EE 11.6" LCD Chromebook - Intel Celeron N3350 Dual-core (2 Core) 1.10 GHz - 4 GB LPDDR4 - 16 GB Flash Memory - Chrome OS - 1366 x 768 Intel HD Graphics 500 LPDDR4 - Bluetooth - Front Camera/Webcam - IEEE 802.11a/b/g/n/ac - 2 x USB 3.1 Ports - USB Type-C	1	\$238.00	\$238.00
<b>Chrome Management Console</b>	1	\$25.00	\$25.00
		<b>Sub Total</b>	<b>\$263.00</b>
		Tax	\$0.00
		Shipping	\$0.00
		<b>Grand Total</b>	<b>\$263.00</b>

Please fax purchase orders to 612-392-2155 or email to [orders@fireflycomputers.com](mailto:orders@fireflycomputers.com)

### Special Offers / Notes

\*Freight Included

### Browse and Shop Our Online Store

[www.fireflyadvantage.com](http://www.fireflyadvantage.com)

Prices reflect 3% discount for cash/check payment. Credit card payment is accepted without discount.

Notice: This quote is confidential and is to be viewed solely by individuals within the organization to whom it is addressed. Unauthorized distribution or disclosure of the contents of this quote is strictly prohibited. If you are not from the organization addressed, please notify us immediately so we can pursue a recall specific to your organization. This notice is not intended to be a substitute for any other notice prior to the quote expiration date.

Bullitt County Schools  
Lenovo 100e Chromebook quote  
Company Name: FireFly Computers  
Date: 4/9/2018  
Company Representative: Ryan Lapadat

Item description	Price
Lenovo 100e 4GB RAM, 32GB SSD	\$194.95
Google Management Console	\$23.95
White Glove Service	\$3.00
Asset Tagging	\$3.00
3-Year Warranty	\$25.00
Shipping costs	\$0.00
Reduced packaging/or on-site services	\$0.00
Other costs	\$0.00
Total cost	\$249.90

This worksheet should accompany the official submitted quote from vendor

# **Pomeroy Proposal**

# POMEROY

infrastructure. optimized.<sup>SM</sup>

*Dell, not Lenovo  
as requested*

## Pomeroy. Infrastructure. Optimized.

Prepared By: Steve Lange

Prepared For: Jim Jackson

Pomeroy KY State Price Contract Referenced:

Pomeroy IT Solutions  
2207 River Rd  
Louisville, KY 40206

Submitted Date: 4/6/2018  
Agency: Bullitt Co Schools

Phone: 502-550-6511  
Fax: 866-558-3087  
Email: steven.lange@pomeroy.com

Phone:  
Fax:  
Email:

Description	Manufacturer	Part Number	List Price	Discount(%)	Price	Qty	Extended
1 Dell Chromebook 11 3180 - 4GB RAM - 32GB eMMC HD - 11.6" Non-Touch Screen - Onsite/In-Home Service After Remote Diagnosis, 1 Year	Dell	210-AKSJ			\$ 197.00	1	\$ 197.00
2 Dell Chromebook 11 3180 - 4GB RAM - 32GB eMMC HD - 11.6" Non-Touch Screen - Onsite/In-Home Service After Remote Diagnosis, 3 Year	Dell	210-AKSJ			\$ 228.00	1	\$ 228.00
3 Google MGMT License	Google				\$ 27.00	1	\$ 27.00
						<b>Total (US Dollar): \$452.00</b>	