



## Bullitt County Public Schools

### Office of Information and Technology

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

M E M O

03.15.2021

TO: Jesse Bacon, Superintendent *JB*  
FR: Kevin Fugate, Director of Technology *KF*  
RE: Chromebook Purchase

Based on the positive experience we've had with Dell and their products over the course of the last couple of years, we'd like to continue using their products. After requesting a quote from Dell, we will get each unit at \$249 each. They also gave us a separate quote for the Chrome management licenses because the price was set to go up by \$8 on March 9th. We purchased those separately saving us almost \$20,000 prior to getting the physical devices approved for financing.

We reached out to Trace3 who completed our white-glove service this school year as well. Once again, they've given us the best price at \$9 per device. This includes accepting shipment of our devices from Dell, enrolling them for our network, operating system updates, asset tagging, disposal of packing materials, and delivery to schools.

The leasing proposal is attached from Insight Financial Services to lease 2300 Chromebooks total. I would like to request that the board approve this lease for the Dell devices through Insight Financial and the white-glove service from Trace 3. This price is for 2300 devices at \$249 each for a total of \$572,700. The yearly payment is documented on the lease agreement as well.

After your approval, this will be all be submitted for KDE's approval as well. If you have any questions please let me know. Thank you!

Equal Education and Employment Institution

*B. Syton*

March 16, 2021

On behalf of Insight Financial Services, a division of Insight Investments, LLC, I am pleased to present this equipment lease financing proposal to Bullitt County Public Schools according to the terms and conditions indicated herein.

#### Lessee

**Bullitt County Public Schools**

1040 Highway 44 East  
 Shepherdsville, KY

#### Lessor

**Insight Financial Services**

611 Anton Blvd., Suite 700  
 Costa Mesa, CA 92626

### Lease Program Special Highlights

- |                                 |                           |                      |                         |
|---------------------------------|---------------------------|----------------------|-------------------------|
| ✓ Rent Start Deferred to 8/1/20 | ✓ Asset Tracking Included | ✓ Line Item Purchase | ✓ Serial Number Sub     |
| ✓ No Fees or Deposits           | ✓ Custom Invoicing        | ✓ Line Item Renewals | ✓ Brand Neutral Partner |
| ✓ NO automatic renewals         | ✓ Line Item Renewal       | ✓ Line Item Returns  | ✓ Customized Lease      |

Manufacturer	Equipment Type	Lease Term	Unit Cost	Total Cost	Lease Rate Factor	Annual Payment
Dell	Chromebook 11 -3100 (Qty. 1150)	3 years	\$249.00	\$286,350.00	.31980	\$91,574.73
Dell	Chromebook 11 -3100 (Qty. 1150)	4 years	\$249.00	\$286,350.00	.24958	\$71,467.23
			Total:	\$572,700.00		\$163,041.96

### School District Lease Experts

IFS' focuses on districts nationwide providing specialized lease programs. Our expertise in the marketplace has allowed IFS to provide "best in class" lease solutions. Our track record has allowed IFS to truly understand the specific needs of our public-school district clients.

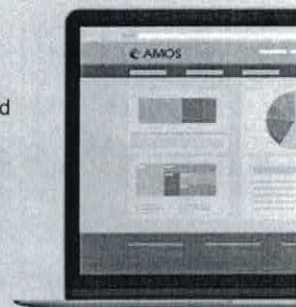
### Order Now with FastTrack

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.



### Lease and Asset Management System Included

- Personalized Executive Dashboard
- Alerts to Maturing Leases
- Manage Your Entire Portfolio
- Flexible API Integrations
- Lease Accounting Reports



**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.

**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.



**Installation Intervals:** Lessor will summarize all items of Equipment for which approved invoices or acceptance certificates have been received in the same monthly 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.

**Base Term:** The first day of the month following the conclusion of the defined installation interval for the lease facility or project. Lease shall begin no later than 8/1/20.

**Fair Market Value Purchase Option:** At the expiration of the Base Term, Lessee may purchase all or any complete systems 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 of 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 March 10, 2020. 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.

**Market Disruption:** Notwithstanding anything contained herein to the contrary, in the event any material change shall occur in the financial markets, including but not limited to governmental action or any event which cause material adverse change in the extension of credit by lenders generally, Lessor shall have the ability to amend its pricing contained herein. In such a case, Lessor shall provide an updated proposal and Lessee will have the option to execute as revised.

**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 714-939-2369 if you have any questions.

Sincerely,



Michelle C. Hallis  
Vice President

Agreed to and Accepted by:  
**Bullitt County Public Schools**

By:

Name:

Jesse Bacon

Title:

Superintendent

Date:

3/22/2021

