

<p>The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, FL 33966-1012 ITN No. N177281RC</p> <p>Computer Hardware, Software and Service</p> <p>Opening: September 22, 2017 at 2:00PM Revised November 15, 2021</p>	<p>Arey Jones Educational Solutions Attn: Madeline Scarpella Corporate Headquarters: 1055 6th Avenue, #101 San Diego, CA 92101</p>			<p>CDW Government, LLC Attn: Robert F. Kirby 230 N Milwaukee Avenue Vernon Hills, IL 60061</p>		
	<p>Phone: (800) 998-9199 Fax: (800) 403-8828</p>			<p>Phone: (312) 547-2993 Fax: (312) 705-9147</p>		
	<p>Email: Madeline@areyjones.com</p>			<p>Email: demiutl@cdw.com</p>		
	<p><b>CATEGORY 1</b> <u>Computer Hardware and Services</u></p>			<p><b>CATEGORY 1</b> <u>Computer Hardware and Services</u></p>		

ITEM NO.	DESCRIPTION	Proposal				Proposal *Dell*			
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A. DESKTOP PRICING		Price (fully compliant with District specifications in section 9)		Price including accidental damage protection		Price (fully compliant with District specifications in section 9)		Price including accidental damage protection	
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A1.	Student/Staff Desktop	A) \$825.13	A) \$973.24	A) \$711	A) n/a
A2.	All-in-One Unit	A) \$853.71 B) \$1,000.71	A) \$989.53 B) \$1,136.53	A) \$999.80 B) \$1215.45	A) n/a B) n/a
A3.	Digital Design Workstation	A) \$1,593.07	A) \$1,741.18	A) \$2011.10	A) n/a

B. CHROMEBOOK & LAPTOP PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program
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B1.	Chromebook Unit	A) \$293.78 B) \$278.26	A) Included B) \$309.11	A) Included B) \$290.74	A) \$378.60** B) \$497.45**	A) \$438.60** B) \$536.15**	A) * B) *
B2.	Windows Laptop	A) \$886.30	A) \$1,064.10	A) \$907.30	A) \$708.25**	A) \$1172.45**	A) *

C. ULTRA, 2 IN 1 AND TABLET PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program
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C1.	Ultrabook	A) \$1,406.55	A) \$1,585.05	A) Included	A) \$1140.37**	A) \$1873.70**	A) *
C2.	2 in 1 Laptop	A) \$1,385.55	A) \$1,564.05	A) Included	A) \$1239.69**	A) \$1542.45**	A) *
C3.	Surface / Tablet Pricing	A) \$1,566.03	A) \$1,777.08	A) Included	A) \$987.45**	A) \$1691.65**	A) *

D. PARTS REIMBURSEMENT		Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop	Surface / Tablet	Desktop	AIO Unit	Chromebook	Windows Laptop	3 in 1 Laptop	Surface / Tablet
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D1.	Power Supply	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D2.	Processor	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D3.	System Board	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D4.	Hard Drive	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D5.	Memory	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D6.	LCD Screen	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D7.	LCD Bezel	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D8.	Battery	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *
D9.	Plastics	See Below	See Below	See Below	See Below	See Below	See Below	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *

Notes:	<p>Notes: Parts Reimbursement : Think Pad and Lenovo Notebooks: System Board, Processor, LCD, Inverter Cards, Memory and Internal Option, Keyboard, PC Cards HDD and Ultra-Bay Options, CD/DVD ROM Drives, - Labor Rate \$42 ; External Options, Mouse, AC Adapters, Batteries, USB Devices, Miscellaneous Kits, Recovery CDs - Labor Rate \$0, ThinkCentre, ThinkStation, Lenovo Desktops: System board, processor, power supply, heat sinks, HDD, FDD, Optical Drives, Internal Options, Cables and Memory, PC Cards - Labor Rate - \$42 ; Keyboard, Mouse, External Speakers, USB Devices, Power Cords, External Options, Miscellaneous Kits, Some Plastics, Recovery CD's, Parts only for Split Warranties - Labor Rate \$0 Monitors: Monitor Exchange -Labor Rate \$25 Idea and Lenovo Consumer Notebooks: All components (unless otherwise notes in product warranty)- Labor Rate \$40 ; Miscellaneous Kits, Some Plastics, Recovery CD's -Labor Rate \$0 Lenovo does not limit the number of ADP claims per device</p>	<p>Notes: *To be determined upon award. **Includes an image etch as well as etched asset tags Please note: Under Executive Order (EO) 13658, prevailing wage does not apply to the wage categories proposed in this bid.</p>
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		Category 2 Computer Related Products				Category 2 Computer Related Products			
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ITEM NO.	DESCRIPTION	Minimum Percentage Discount		Cost Plus Percentage		Minimum Percentage Discount		Cost Plus Percentage	
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1	Computer Hardware	See Below	%	OR	%	* Please see breakdown attached	%	OR	%
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2	Software	See Below	%	OR		%	* Please see <a href="#">breakdown attached</a>	%	OR		%
3	Peripherals and Accessories	See Below	%	OR		%	* Please see <a href="#">breakdown attached</a>	%	OR		%
4	Audio Visual Equipment	See Below	%	OR		%	* Please see <a href="#">breakdown attached</a>	%	OR		%
5	Balance of Line	See Below	%	OR		%	* Please see <a href="#">breakdown attached</a>	%	OR		%
Catalog Name, number, year or Internet website catalog address		Lenovo Category Discounts: ThinkCentre 37% ThinkPad Classic 35% ThinkStation 37% Notebook Classic Accessories 27% Desktop Accessories 27% Workstation Accessories 27% Desktop Options II 27% Tablet Accessories 27% Workstation Accessories 27% Warranty 27% Visuals 15%					Discounted pricing attached is discounted off of CDWG's Advertised Price as listed on <a href="http://www.cdwg.com">www.cdwg.com</a>				
Required Submittal Checklist		Yes					Yes				
Attachment A - Proposal Response Form		Yes					Yes				
Attachment B - Reference Form		Yes					Yes				
Attachment C - Insurance Requirements Form		Yes					Yes				
Attachment D - Addenda Acknowledgement Form		Yes					Yes				
Attachment E - Debarment Form		Yes					Yes				
Attachment F - Drug Free Workplace Certificate		Yes					Yes				
Attachment G - Public Entity Crimes Form		Yes					Yes				
Attachment H - Warranty Statement		Yes					Yes				
Attachment I - Scrutinized Company Certification Form		Yes					Yes				
Documentation of Manufacturers authorization for resale and repair		Yes					Yes				
Electronic Copy		Yes					Yes				
Original and 4 Copies		Yes					Yes				

53	Vendors Informed
7	Vendors returned a proposal
0	Vendors returned a no bid
46	vendors did not respond

Primary Award Category 1
Secondary Award Category 1
Awarded Category 2
APPROVED BY: <i>Richard Coe</i> DATE: 10/11/2017

It is recommended that this ITN be awarded as follows for **Category 1 United Data Technologies, Inc. as primary and Arey Jones Educational Solutions as secondary** and for **Category 2 Arey Jones Educational Solutions, CDW Government, LLC., Insight Public Sector, Inc., PCMG, Inc., SHI International Corporation, United Data Technologies, Inc. and Virtucom, Inc.** being the highest ranked, best value firm based on the evaluation committee ranking and negotiated pricing.

<p>The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, FL 33966-1012 ITN No. N177281RC</p> <p>Computer Hardware, Software and Service</p> <p>Opening: September 22, 2017 at 2:00PM Revised November 15, 2021</p>	<p>CDW Government, LLC Attn: Robert F. Kirby 230 N Milwaukee Avenue Vernon Hills, IL 60061</p>	<p>Insight Public Sector, Inc. Attn: John Carnahan 2701 North Rocky Point, Suite 300 Tampa, FL 33607</p>
	<p>Phone: (312) 547-2993 Fax: (312) 705-9147</p>	<p>Phone: (727) 432-0463 Fax:</p>
	<p>Email: demiutl@cdw.com</p>	<p>Email: ipsbidsupport@insight.com</p>
	<p><b>CATEGORY 1</b> <u>Computer Hardware and Services</u></p>	<p><b>CATEGORY 1</b> <u>Computer Hardware and Services</u></p>

ITEM NO.	DESCRIPTION	Proposal *HP*				Proposal			
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A. DESKTOP PRICING		Price (fully compliant with District specifications in section 9)		Price including accidental damage protection		Price (fully compliant with District specifications in section 9)		Price including accidental damage protection	
A1.	Student/Staff Desktop	A) \$530.45		A) n/a		\$ 1,022.39		A) N/A	
A2.	All-in-One Unit	A) \$679.45		A) n/a		\$ 799.28		A) N/A	
		B) \$802.70		B) \$903		\$ 1,168.83		B) N/A	
A3.	Digital Design Workstation	A) \$1258.45		A) n/a		\$ 2,144.29		A) N/A	

B. CHROMEBOOK & LAPTOP PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program
B1.	Chromebook Unit	A) \$309.45**	A) \$352.45**	A) *\$309.45	\$ 312.11	\$ 357.85	\$ 312.11
		B) \$327.45**	B) \$400.45**	B) *\$327.45	\$ 683.49	\$ 728.18	\$ 683.49
B2.	Windows Laptop	A) \$708.25**	A) \$912.25**	A) *708.25	\$ 786.59	\$ 886.37	\$ 786.59

C. ULTRA, 2 IN 1 AND TABLET PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program
C1.	Ultrabook	A)\$1128.97**	A)\$1391.31**	A) *\$1198.97	\$ 1,492.88	\$ 1,619.69	\$ 1,492.88
C2.	2 in 1 Laptop	A)\$1227.29**	A)\$1429.25**	A) *\$1297.29	\$ 1,555.86	\$ 1,682.66	\$ 1,555.86
C3.	Surface / Tablet Pricing	A)\$1098.24**	A)\$1360.59	A) *\$1168.24	\$ 1,791.09	\$ 1,917.89	\$ 1,791.09

D. PARTS REIMBURSEMENT		Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop	Surface / Tablet	Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop	Surface / Tablet
D1.	Power Supply	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	\$0.00	\$0.00	NA	NA	NA	NA
D2.	Processor	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00
D3.	System Board	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00
D4.	Hard Drive	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
D5.	Memory	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
D6.	LCD Screen	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	NA	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00	\$ 65.00
D7.	LCD Bezel	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	NA	NA	NA	NA	NA	NA
D8.	Battery	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	\$0.00	NA	NA	NA	NA	NA
D9.	Plastics	\$ *	\$ *	\$ *	\$ *	\$ *	\$ *	NA	NA	NA	NA	NA	NA

Notes:	<p>Notes: *To be determined upon award. **Includes an image etch as well as etched asset tags</p> <p>Please note: Under Executive Order (EO) 13658, prevailing wage does not apply to the wage categories proposed in this bid.</p>	<p>Notes: We have includes details on the HP Self Maintainer program. They currently pay \$65 for parts replacement labor for non self replaceable parts. The rates for Section D. Parts Reimbursement are OEM Labor Reimbursement Rates from HP. Warranty Parts are zero dollar charges as long as the defective part is returned within the specified timeframe per the Client's Self Maintainer Program procedures. The reimbursement fee is subject to change by HP. Payment will come from HP directly to the District. Also, please see additional information on the battery warranty in the variance document.</p>
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		Category 2 Computer Related Products				Category 2 Computer Related Products			
ITEM NO.	DESCRIPTION	Minimum Percentage Discount		Cost Plus Percentage		Minimum Percentage Discount		Cost Plus Percentage	
1	Computer Hardware	%	OR	%		%	OR	2.9	%

2	Software		%	OR		%		%	OR	2.9	%
3	Peripherals and Accessories		%	OR		%		%	OR	2.9	%
4	Audio Visual Equipment		%	OR		%		%	OR	2.9	%
5	Balance of Line		%	OR		%		%	OR	2.9	%
Catalog Name, number, year or Internet website catalog address							<a href="http://www.ips.insight.com">www.ips.insight.com</a>				
Required Submittal Checklist		Yes					Yes				
Attachment A - Proposal Response Form		Yes					Yes				
Attachment B - Reference Form		Yes					Yes				
Attachment C - Insurance Requirements Form		Yes					Yes				
Attachment D - Addenda Acknowledgement Form		Yes					Yes				
Attachment E - Debarment Form		Yes					Yes				
Attachment F - Drug Free Workplace Certificate		Yes					Yes				
Attachment G - Public Entity Crimes Form		Yes					Yes				
Attachment H - Warranty Statement		Yes					Yes				
Attachment I - Scrutinized Company Certification Form		Yes					Yes				
Documentation of Manufacturers authorization for resale and repair		Yes					Yes				
Electronic Copy		Yes					Yes				
Original and 4 Copies		Yes					Yes				

<p>The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, FL 33966-1012 ITN No. N177281RC</p> <p>Computer Hardware, Software and Service</p> <p>Opening: September 22, 2017 at 2:00PM Revised November 15, 2021</p>	<p>PCMG, Inc. Attn: Sharon O. Ennis 14120 Newbrook Drive, Suite 100 Chantilly, VA 20151-2273</p>	<p>SHI International Corporation Attn: Natalie Castagno 290 Davidson Avenue Somerset, NJ 08873</p>	
	<p>Acquired by Insight Public Sector, Inc. August 2019</p>		<p>Phone: (888) 764-8888 Fax: (732) 652-6599</p>
	<p><b>CATEGORY 1</b> <u>Computer Hardware and Services</u></p>		<p><b>CATEGORY 1</b> <u>Computer Hardware and Services</u></p>

ITEM NO.	DESCRIPTION	Proposal		Proposal	
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A. DESKTOP PRICING		Price (fully compliant with District specifications in section 9)	Price including accidental damage protection	Price (fully compliant with District specifications in section 9)	Price including accidental damage p
A1.	Student/Staff Desktop	\$ 638.00	NA	A) \$1053.86	A) Not Required
A2.	All-in-One Unit	\$ 646.50	NA	A) \$1220.24	A) \$1249.24
A3.	Digital Design Workstation	\$ 728.50	NA	B) \$1338.40	B) \$1367.40
		\$ 1,206.00	NA	A) \$1616.25	A) Not Required

B. CHROMEBOOK & LAPTOP PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price In battery w replacement
B1.	Chromebook Unit	\$ 272.40	\$ 308.40	\$ 308.40	A) \$651.62	A) \$695.62	A) warranty
		\$ 327.40	\$ 363.40	\$ 363.40	B) \$637.17	B) \$681.17	B) warranty
B2.	Windows Laptop	\$ 650.50	\$ 760.50	\$ 760.50	A) \$1138.81	A) \$1260.81	A) warranty

C. ULTRA, 2 IN 1 AND TABLET PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price In battery w replacement
C1.	Ultrabook	\$ 742.50	\$ 813.50	\$ 813.50	A) \$1610.23	A) \$1734.23	A) warranty
C2.	2 in 1 Laptop	\$ 740.50	\$ 794.50	\$ 794.50	A) \$1786.78	A) \$1908.78	A) warranty
C3.	Surface / Tablet Pricing	\$ 740.50	\$ 794.50	\$ 794.50	A) \$1569.98	A) \$1692.98	A) warranty

D. PARTS REIMBURSEMENT		Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop	Surface / Tablet	Desktop	AIO Unit	Chromebook	Windows Laptop	3 in 1 Laptop
D1.	Power Supply	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below	N/A to all for net new HP systems				
D2.	Processor	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below	NOTE: Parts Reimbursement for existing Desktops, Chromebook Laptops will remain the responsibility of Lee County Schools. reimbursement for net new HP Desktops, Chromebooks and L not offered as these items are covered under SHI's proven Life Services solution. As the largest reseller of Dell in the US, SHI ready to discuss assuming Lifecycle Services responsibility for systems if the District desires it.				
D3.	System Board	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					
D4.	Hard Drive	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					
D5.	Memory	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					
D6.	LCD Screen	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					
D7.	LCD Bezel	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					
D8.	Battery	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					
D9.	Plastics	-See Below	-See Below	-See Below	-See Below	-See Below	-See Below					

Notes:	<p>Notes: For Section A- please refer to corresponding part numbers for devices- A1 UD.P01AA.768 , A2- Option 1- DQ.VPGAA.002 , Option 2 DQ.VPJAA.004 , A3 UD.P01AA.769 For Section B- Please refer to the following part numbers- B1- Chrome Device A- NX.GM8AA.001, Chrome Device B- NX.GNZZA.002, Windows Laptop- NX.VDFAA.007- Section C- C1 Ultrabook NX.VDFAA.008, C2 2-in-1 SP513-51-5738, C3 Tablet/Surface (alternative) NT.LCEAA.004 Spec Sheets for Acer's entire line of products is included in the packet. Price for all suitable Acer computers that would meet or exceed requested specification is also included as a separate price list. Should Lee County Schools wish to have other components priced/bundled together, please contact Vytas Reivydas- Account Executive- 937-415-9466, vytas.reivydas@pcmg.com; ALSO PLEASE NOTE: Reimbursement Pricing is Included in the Services Pricing Proposed in the Project Approach Section</p>
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		Category 2 Computer Related Products				Category 2 Computer Related Products			
ITEM NO.	DESCRIPTION	Minimum Percentage Discount		Cost Plus Percentage		Minimum Percentage Discount		Cost Plus Percentage	
1	Computer Hardware	45 %	OR		%	5% less than SHI advertised price	%	OR	%

2	Software	10 %	OR		%	5% less than SHI advertised price	%	OR		%
3	Peripherals and Accessories	10 %	OR		%	5% less than SHI advertised price	%	OR		%
4	Audio Visual Equipment	15 %	OR		%	5% less than SHI advertised price	%	OR		%
5	Balance of Line	%	OR		%	5% less than SHI advertised price	%	OR		%
Catalog Name, number, year or Internet website catalog address						NOTE: SHI will carefully examine each purchasing opportunity for additional cost savings wherever possible. We are committed to providing Lee County with the lowest cost and highest customer service for every interaction.				
Required Submittal Checklist						Yes				
Attachment A - Proposal Response Form						Yes				
Attachment B - Reference Form						Yes				
Attachment C - Insurance Requirements Form						Yes				
Attachment D - Addenda Acknowledgement Form						Yes				
Attachment E - Debarment Form						Yes				
Attachment F - Drug Free Workplace Certificate						Yes				
Attachment G - Public Entity Crimes Form						Yes				
Attachment H - Warranty Statement						Yes				
Attachment I - Scrutinized Company Certification Form						Yes				
Documentation of Manufacturers authorization for resale and repair						Yes				
Electronic Copy						?				
Original and 4 Copies						Yes				

<b>The School District of Lee County</b> <b>Department of Procurement Services</b> <b>2855 Colonial Blvd.</b> <b>Fort Myers, FL 33966-1012</b> <b>ITN No. N177281RC</b>		<b>United Data Technologies, Inc.</b> <b>Attn: Jeffrey J. Engle</b> <b>8825 NW 21st Terrace</b> <b>Doral, FL 33172</b>		<b>Virtucom, Inc.</b> <b>Attn: Tim Prince</b> <b>5060 Avalon Ridge Parkway, Suite 300</b> <b>Norcross, GA 30071</b>	
		Phone: (305) 882-0435		Phone: (800) 890-2611	
		Fax: (305) 882-0436		Fax: (770) 908-8007	
Computer Hardware, Software and Service		Email: Government@udtonline.com		Email: tprince@virtucom.com	
Opening: September 22, 2017 at 2:00PM Revised November 15, 2021		<b>CATEGORY 1</b> <u>Computer Hardware and Services</u>		<b>CATEGORY 1</b> <u>Computer Hardware and Services</u>	

ITEM NO.	DESCRIPTION	Proposal				Proposal			
<b>A. DESKTOP PRICING</b>		Price (fully compliant with District specifications in section 9)	Price including accidental damage protection			Price (fully compliant with District specifications in section 9)	Price including accidental damage protection		
A1.	Student/Staff Desktop	A) \$525.39	A) N/A			A) \$803.50	A) None per ITN		
A2.	All-in-One Unit	A) \$701.81	A) \$736.32			A) \$1,003.50	A) \$1,160.50		
		B) \$873.61 Second Monitor \$165.97	B) \$910.58 Second Monitor \$165.97			B) \$1,168.50	B) \$1,366.50		
A3.	Digital Design Workstation	A) \$1407.29	A) N/A			A) \$1,936.50	A) None per ITN		

B. CHROMEBOOK & LAPTOP PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program
B1.	Chromebook Unit	A) \$305.44	A) N/A	A) N/A	A) \$399.00	A) \$399.00	A) \$399.00
		B) \$335.47	B) \$378.72	B) \$369.98	B) \$564.00	B) \$564.00	B) \$564.00
B2.	Windows Laptop	A) \$618.70	A) \$672.19	A) \$656.79	A) \$892.00	A) \$1,042.00	A) \$1,127.00

C. ULTRA, 2 IN 1 AND TABLET PRICING		Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection	Price Including battery warranty or replacement program
C1.	Ultrabook	A) \$991.18	A) \$1056.21	A) \$991.18	A) \$1,646.00	A) \$1,886.00	A) \$1,886.00
C2.	2 in 1 Laptop	A) \$1082.67	A) \$1152.14	A) \$1082.67	A) \$1,587.00	A) \$1,807.00	A) \$1,807.00
C3.	Surface / Tablet Pricing	A) \$1170.54	A) \$1188.55	A) \$1170.54	A) \$1,719.00	A) \$1,939.00	A) \$1,939.00

D. PARTS REIMBURSEMENT		Surface / Tablet	Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop	Surface / Tablet	Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop
D1.	Power Supply	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D2.	Processor	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D3.	System Board	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D4.	Hard Drive	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D5.	Memory	\$0.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D6.	LCD Screen	\$0.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D7.	LCD Bezel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D8.	Battery	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD
D9.	Plastics	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NA	\$ TBD	\$ TBD	\$ TBD	\$ TBD	\$ TBD

Notes:

Notes: \*Reimbursement rates are subject to change  
 \*\*CRU components are required to be replaced by customer and are not reimbursable  
 \*\*\*FRU components are considered field replaceable and are reimbursed at the \$45 rate  
 \*\*\*\*Parts can be transitioned between CRU and FRU per model at Dell's discretion  
 \*\*\*\*\*Applies to in-warranty reimbursement only for Tier 2 service providers

Notes: Chromebook models priced on this page are Non-Touch versions of these models will be priced on next page.  
 Actual labor reimbursement is based upon classifications set by Dell engineering and warranty level.  
 Basic Next Business Parts and Labor covered systems on Tier2 account, 1 components  
 \$45 per qualified incident on desktops, portables & printers  
 ProSupport covered systems on Tier2 account, FRU components  
 \$50 per qualified incident on desktops, portables & printers  
 ProSupport covered systems on Tier2 account, CRU components  
 \$10 per qualified incident on desktops, portables & printers  
 Systems with RTD warranty \$28.00 per qualified incident

		Category 2 Computer Related Products				Category 2 Computer Related Products					
ITEM NO.	DESCRIPTION	Minimum Percentage Discount		OR	Cost Plus Percentage		Minimum Percentage Discount		OR	Cost Plus Percentage	
1	Computer Hardware	3	%	OR		%	37	%	OR		%

2	Software		3 %	OR		%		20 %	OR		%
3	Peripherals and Accessories		3 %	OR		%		28 %	OR		%
4	Audio Visual Equipment		3 %	OR		%		25 %	OR		%
5	Balance of Line		3 %	OR		%		20 %	OR		%
Catalog Name, number, year or Internet website catalog address		and apply by Schools	https://shop.udtonline.com Notes: Freight Charges may apply on items over 125 lbs.				<a href="http://www.virtucom.com">www.virtucom.com</a>				
Required Submittal Checklist						Yes					Yes
Attachment A - Proposal Response Form						Yes					Yes
Attachment B - Reference Form						Yes					Yes
Attachment C - Insurance Requirements Form						Yes					Yes
Attachment D - Addenda Acknowledgement Form						Yes					Yes
Attachment E - Debarment Form						Yes					Yes
Attachment F - Drug Free Workplace Certificate						Yes					Yes
Attachment G - Public Entity Crimes Form						Yes					Yes
Attachment H - Warranty Statement						Yes					Yes
Attachment I - Scrutinized Company Certification Form						Yes					Yes
Documentation of Manufacturers authorization for resale and repair						Yes					Yes
Electronic Copy						Yes					Yes
Original and 4 Copies						Yes					Yes



<p>The School District of Lee County  Department of Procurement Services  2855 Colonial Blvd.  Fort Myers, FL 33966-1012  ITN No. N177281RC</p>		<p>Virtucom, Inc.  Attn: Tim Prince  5060 Avalon Ridge Parkway, Suite 300  Norcross, GA 30071</p>						
		Phone: (800) 890-2611						
		Fax: (770) 908-8007						
Computer Hardware, Software and Service		Email: tprince@virtucom.com						
Opening: September 22, 2017 at 2:00PM Revised November 15, 2021		<p align="center"><b>CATEGORY 1</b>  <u>Computer Hardware and Services</u></p>						
ITEM NO.	DESCRIPTION	Proposal *Touch models Only*						
<b>A. DESKTOP PRICING</b>		Price protection	Price (fully compliant with District specifications in section 9)			Price including accidental damage protection		
A1.	Student/Staff Desktop		A)			A)		
A2.	All-in-One Unit		A)			A)		
			B)			B)		
A3.	Digital Design Workstation		A)			A)		
<b>B. CHROMEBOOK &amp; LAPTOP PRICING</b>		including warranty or not program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection		Price Including battery warranty or replacement program		
B1.	Chromebook Unit		A) \$439.00	A) \$439.00		A) \$439.00		
			B) \$645.00	B) \$645.00		B) \$645.00		
B2.	Windows Laptop	00	A)	A)		A)		
<b>C. ULTRA, 2 IN 1 AND TABLET PRICING</b>		including warranty or not program	Price (fully compliant with District specifications in section 9)	Price Including Accidental Protection		Price Including battery warranty or replacement program		
C1.	Ultrabook	00	A)	A)		A)		
C2.	2 in 1 Laptop	00	A)	A)		A)		
C3.	Surface / Tablet Pricing	00	A)	A)		A)		
<b>D. PARTS REIMBURSEMENT</b>		Surface / Tablet	Desktop	AIO Unit	Chromebook	Windows Laptop	2 in 1 Laptop	Surface / Tablet
D1.	Power Supply	\$ TBD	\$	\$	\$	\$	\$	\$
D2.	Processor	\$ TBD	\$	\$	\$	\$	\$	\$
D3.	System Board	\$ TBD	\$	\$	\$	\$	\$	\$
D4.	Hard Drive	\$ TBD	\$	\$	\$	\$	\$	\$
D5.	Memory	\$ TBD	\$	\$	\$	\$	\$	\$
D6.	LCD Screen	\$ TBD	\$	\$	\$	\$	\$	\$
D7.	LCD Bezel	\$ TBD	\$	\$	\$	\$	\$	\$
D8.	Battery	\$ TBD	\$	\$	\$	\$	\$	\$
D9.	Plastics	\$ TBD	\$	\$	\$	\$	\$	\$
Notes:		Touch engineering team FRU	Notes: Chromebook models priced on this page are Touch versions. Non-touch versions of these models will be priced on previous page.					
		<p align="center"><b>Category 2</b>  Computer Related Products</p>						
ITEM NO.	DESCRIPTION	Minimum Percentage Discount		OR		Cost Plus Percentage		
1	Computer Hardware	37	%	OR		%		

2	Software		20 %	OR		%
3	Peripherals and Accessories		28 %	OR		%
4	Audio Visual Equipment		25 %	OR		%
5	Balance of Line		20 %	OR		%
Catalog Name, number, year or Internet website catalog address		<a href="http://www.virtucom.com">www.virtucom.com</a>				
Required Submittal Checklist		Yes				
Attachment A - Proposal Response Form		Yes				
Attachment B - Reference Form		Yes				
Attachment C - Insurance Requirements Form		Yes				
Attachment D - Addenda Acknowledgement Form		Yes				
Attachment E - Debarment Form		Yes				
Attachment F - Drug Free Workplace Certificate		Yes				
Attachment G - Public Entity Crimes Form		Yes				
Attachment H - Warranty Statement		Yes				
Attachment I - Scrutinized Company Certification Form		Yes				
Documentation of Manufacturers authorization for resale and repair		Yes				
Electronic Copy		Yes				
Original and 4 Copies		Yes				