WSIPC Board of Directors

Recommendation: RFP No. 14-01 – Computer Hardware & Equipment
May 21, 2014

BACKGROUND:

March 3, 2014       RFP No. 14-01 Released
April 4, 2014       RFP No. 14-01 Closed
April 28, 2014      RFP No. 14-01 Evaluation Committee Review
                     - The committee included representatives from WSIPC, ESD’s and districts

RECOMMENDATION:

The WSIPC Board accepts the recommendation from the WSIPC RFP Evaluation Committee and authorizes the Executive Director to award RFP No. 14-01 per the attached summaries.
# RFP 14-01 Proposers

Ranked in Order of Total Weighted Score

<table>
<thead>
<tr>
<th>Weight</th>
<th>40%</th>
<th>15%</th>
<th>25%</th>
<th>20%</th>
<th>100%</th>
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<tr>
<th>Proposer</th>
<th>5.4.1 Pricing Model</th>
<th>5.4.2 Marketing Model</th>
<th>5.4.3 Proposer Qualifications</th>
<th>5.4.4 Education Sector Experience</th>
<th>Total Possible</th>
<th>46.00</th>
<th>17.25</th>
<th>28.75</th>
<th>23.00</th>
<th>115.00</th>
<th>77% (88.55 pts.)</th>
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<td>Alden Associates</td>
<td>42.80</td>
<td>16.05</td>
<td>26.75</td>
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<td>107.00</td>
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<td>Dell</td>
<td>41.55</td>
<td>15.58</td>
<td>25.97</td>
<td>20.78</td>
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<td>Ace Computer</td>
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<td>15.04</td>
<td>25.06</td>
<td>20.05</td>
<td>100.25</td>
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<td>14.70</td>
<td>24.50</td>
<td>19.60</td>
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<td>HP</td>
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<td>Hovercam</td>
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<td>45%</td>
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Ace Computer:
Manufactures a complete hardware suite from laptops to enterprise servers and storage; customized computing products, hardware and related support services.

Evaluation committee’s action items and determination:
- Exceptional warranty program
- Acceptable proposal and meets passing qualification/goal standards

Alden Associates:
Manufacturer of all Alden Branded Systems and an authorized reseller of computer and network equipment, including notebooks, tablets, desktops, workstations, servers, storage servers, monitors, system accessories, cables and accessories, projectors and wireless networking.

Evaluation committee’s action items and determinations:
- Acceptable proposal and meets passing qualification/goal standards

CDW-G:
Large direct marketing reseller of full range IT solution products and services, notebooks, mobile devices, NetComm Products, Enterprise and Data Storage, and other hardware and services.

Evaluation committee’s action items and determination:
- Acceptable proposal and meets passing qualification/goal standards

Dell:
Company that designs, develops, manufactures, markets, sells and supports a broad range of products and services, offering computer devices, including desktop PCs, notebooks, and tablets in addition to servers and storage.

Evaluation committee’s action items and determination:
- No assurances on best price available (in the market)
- Acceptable proposal meets passing qualification/goal standards
HoverCam:

Company designs and manufactures HoverCam software and document cameras - a product that combines the features of a digital camera and a scanner into a new form factor. USB document cameras being used in currently 100,000 classrooms.

Evaluation committee’s action items and determination:

- Layout hard to identify (negative)
- Supplied actual brochures in proposal (positive)
- Requested additional information on specific qualifications that were not clearly provided on initial proposal.

Hewlett Packard:

HP manufactures and is also an authorized reseller of products such as computer hardware, personal systems, printing, services, Enterprise servers, and storage and networking services.

Evaluation committee’s action items and determination:

- Acceptable proposal meets passing qualification/goal standards

Microsoft:

Company that develops, manufactures, and licenses computer hardware and equipment and customized gaming products.

Evaluation committee’s action items and determination:

- Acceptable proposal meets passing qualification/goal standards

Office Depot:

Reseller of authorized computer hardware and equipment, cameras, PC storage and accessories, GPS devices, and other electronics listed as approved as a part of this RFP. Office Depot’s proposal included items that are not part of this RFP, for example: core office supplies, furniture, appliances and school essentials.

Evaluation committee’s action items and determination:

- Requested additional information on specific qualifications that were not clearly provided on initial proposal.
- Based on the results of answers from the additional information requested, this is an acceptable proposal. Meets passing qualification/goal standards
**TIG (Technology Integrated Group):**

Partnered with Samsung, TIG is an authorized Samsung reseller providing computer related materials such as memory and storage, chromebooks, laptops, tablets, printers, Laser printers and interactive displays.

Evaluation committee’s action items and determination:

- Requested additional information on specific qualifications that were not clearly provided on initial proposal.
- Based on the results of answers from the additional information requested, this is an acceptable proposal. Meets passing qualification/goal standards

**Zones:**

An authorized partner and reseller providing hardware of desktops, workstations, notebooks, tablets, servers, software, printers, scanners, monitors, storage and backup, networking, memory, cables and electronics.

Evaluation committee’s action items and determination:

- Acceptable proposal meets passing qualification/goal standards