



## WSIPC Board of Directors

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

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#### **BACKGROUND:**

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|----------------|---|
| 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<br>- 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

Weight-----|

40%      15%      25%      20%      100%

Proposer	Weight				Total	Apparent Successful = 77% (88.55 pts.)
	40%	15%	25%	20%		
	5.4.1 Pricing Model	5.4.2 Marketing Model	5.4.3 Proposer Qualifications	5.4.4 Education Sector Experience		
<b>Max Weighted Score Possible:</b>	<b>46.00</b>	<b>17.25</b>	<b>28.75</b>	<b>23.00</b>	<b>115.00</b>	
Alden Associates	42.80	16.05	26.75	21.40	107.00	107.00
Dell	41.55	15.58	25.97	20.78	103.88	103.88
Ace Computer	40.10	15.04	25.06	20.05	100.25	100.25
CDG-W	39.20	14.70	24.50	19.60	98.00	98.00
HP	38.50	14.44	24.06	19.25	96.25	96.25
Zones	38.35	14.38	23.97	19.18	95.88	95.88
TIG	36.20	13.58	22.63	18.10	90.51	90.51
Microsoft	35.50	13.31	22.19	17.75	88.75	88.75
Office Depot	35.15	13.18	21.97	17.58	87.88	76%
Hovercam	20.55	7.71	12.84	10.28	51.38	45%

## WSIPC RFP 14-01 Proposers Summary

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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

## WSIPC RFP 14-01 Proposers Summary

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### **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

## WSIPC RFP 14-01 Proposers Summary

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### **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