

The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, FL 33966-1012 ITN No. N237458DO		Arey Jones Educational Solutions					CDW Government, LLC					United Data Technologies, Inc.							
Phone: (800) 998-9199 Fax: (800) 403-8828		Phone: (847) 371-5800 Fax: (847) 465-6800					Phone: (800) 882-9919 Fax: (954) 432-5203												
Computer Hardware, Software and Services Opening: September 5, 2023 @ 2:00 PM		Email: Madeline@areyjones.com; Erica.Eichmann@areyjones.com					Email: david.hutchins@cdwg.com; jeffgre@cdwg.com					Email: tcossio@udtonline.com; mcastro@udtonline.com							
		CATEGORY 1 Computer Hardware and Services					CATEGORY 1 Computer Hardware and Services					CATEGORY 1 Computer Hardware and Services							
ITEM NO.	DESCRIPTION	BAFO					BAFO					BAFO							
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		Price (fully compliant with District specifications in section 9)			Price including accidental damage protection				
A1.	Lab/Staff Desktop	A) \$632.53			A) No Bid		A) \$826.40			A) \$854.76		A) \$699.91			A) \$748.32				
A2.	Digital Design Workstation	A) \$1,071.51			A) No Bid		A) \$1,480.27			A) \$1,511.77		A) \$1299.71			A) \$1327.31				
A3.	Academy Workstation	A) \$1,302.43			A) No Bid		A) \$1,941.97			A) \$2,023.04		A) \$1918.88			A) \$1995.75				
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		Price (fully compliant with District specifications in section 9)		Price Including Accidental Protection		Price Including battery warranty or replacement program	
B1.	Chromebook Unit	A) \$266.08		A) \$361.06		A) \$366.97		A) \$405.63		A) \$423.13		A) \$314.90		A) \$331.68		A) \$371.85			
		B) \$302.43		B) \$391.41		B) \$571.84		B) \$617.98		B) \$626.44		B) \$540.15		B) \$563.19		B) \$571.54			
B2.	Staff Laptop	A) \$617.92		A) \$655.52		A) \$837.07		A) \$886.57		A) \$895.66		A) \$785.58		A) \$828.83		A) \$808.24			
B3.	Staff 2in1 Laptop Unit	A) \$854.15		A) \$902.63		A) \$934.01		A) \$985.68		A) \$995.16		A) \$868.25		A) \$928.29		A) \$909.45			
		B) \$1,154.36		B) \$1,214.71		B) \$1,626.73		B) \$1,681.01		B) \$1,681.01		B) \$1513.87		B) \$1624.59		B) \$1602.96			
B4.	Academy Laptop	A) \$1,422.09		A) \$1,482.44		A) \$1,133.41		A) \$1,179.19		A) \$1,187.59		A) \$1020.96		A) \$1087.91		A) \$1031.26			
C. PARTS REIMBURSEMENT		A2. Desktop	B1. Chromebook A	B2. Staff Laptop	B3. Staff 2in1 A	B4. Academy Laptop	A2. Desktop	B1. Chromebook A	B2. Staff Laptop	B3. Staff 2in1 A	B4. Academy Laptop	A2. Desktop	B1. Chromebook A	B2. Staff Laptop	B3. Staff 2in1 A	B4. Academy Laptop			
D1.	Power Supply	\$ 49.54	\$ 25.70	\$ 25.70	\$ 25.70	\$ 83.17	\$*	\$*	\$*	\$*	\$*	No Bid	No Bid	No Bid	No Bid	No Bid			
D2.	Processor	\$ 853.61	No Bid	No Bid	No Bid	No Bid	\$*	\$*	\$*	\$*	\$*	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00			
D3.	System Board	\$ 314.67	\$ 231.04	\$ 755.87	\$ 850.27	\$ 2,017.87	\$*	\$*	\$*	\$*	\$*	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00			
D4.	Hard Drive	\$ 24.71	No Bid	\$ 19.56	\$ 19.56	\$ 24.71	\$*	\$*	\$*	\$*	\$*	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00			
D5.	Memory	\$ 38.10	No Bid	\$ 29.86	No Bid	\$ 79.30	\$*	\$*	\$*	\$*	\$*	No Bid	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00			
D6.	LCD Screen	No Bid	\$ 22.15	\$ 144.61	\$ 726.41	\$ 124.53	\$*	\$*	\$*	\$*	\$*	No Bid	\$ 45.00	\$ 45.00	\$ 45.00	\$ 45.00			
D7.	LCD Bezel	No Bid	\$ 19.52	\$ 32.81	No Bid	\$ 17.41	\$*	\$*	\$*	\$*	\$*	No Bid	No Bid	No Bid	No Bid	No Bid			
D8.	Battery	No Bid	\$ 23.64	\$ 63.90	\$ 83.15	\$ 110.51	\$*	\$*	\$*	\$*	\$*	No Bid	No Bid	No Bid	No Bid	No Bid			
D9.	Plastics	No Bid	No Bid	No Bid	No Bid	No Bid	\$*	\$*	\$*	\$*	\$*	No Bid	No Bid	No Bid	No Bid	No Bid			
Please see CDW Clarification attached																			
		Category 2 Computer Related Products					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		Minimum Percentage Discount		Cost Plus Percentage		Minimum Percentage Discount		Cost Plus Percentage			
1	Computer Hardware	12	%	OR	%	4	%	OR	%	3-40	%	OR	%	3-40	%	OR	%		
2	Software	27	%	OR	%	5	%	OR	%	3-40	%	OR	%	3-40	%	OR	%		
3	Peripherals and Accessories	7	%	OR	%	7	%	OR	%	3-40	%	OR	%	3-40	%	OR	%		
4	Audio Visual Equipment	7	%	OR	%	7	%	OR	%	3-40	%	OR	%	3-40	%	OR	%		

10/5/2023



Education

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230 N. Milwaukee Avenue Vernon Hills, IL 60061 Toll-free: 800.808.4239
F: 847.465.6800
cdwg.com/PeopleWhoGetIT

The School Board of Lee County 2855 Colonial Blvd.
Fort Myers, FL, 33966

RE: Clarification regarding Parts & Whole Unit Reimbursement – The School Board of Lee County Invitation to Negotiate (ITN) N237458DO for Computer Hardware, Software and Services

This document will further clarify the options available to Lee County for IT Asset Disposition (ITAD). Specifically, the options available for both whole unit and parts reimbursements. Parts reimbursement refers to items listed in 02. N237458DO on the Proposal Response Form including power supply, processor, system board, hard drive, memory, LCD screen, SCD bezel, battery, and plastics.

Overview

CDW will work with Lee County to ensure the District receives top pricing for all ITAD which includes Working Whole Units, Non-Functioning Whole Units, and Loose Parts.

Working Whole Unit Pricing

The amounts below were provided in the ITN response as an example of payouts available for Lee’s legacy fleet of Dell 3100 Chromebooks. Note that pricing was pulled from serial numbers at the time of the ITN submission and would need to be updated as devices drop an average of 2% per month in value. Once updated pricing is submitted, it’s locked for 30 days.

Grade	A	B	C	D	F
Price	\$30.25	\$27.66	\$16.42	\$8.64	\$0.86

For working whole-unit devices, CDW will:

1. Pick up and grade all end-of-life devices, based on the criteria below.
2. Provide the District with a quote on the current market value. The quote will be good for a period of 30 days.
3. Issue payment to Lee for units submitted.

CDW will perform this service for devices currently in use as they are decommissioned, as well as on an ongoing annual or rolling basis for future end-of-life devices. All shipping and logistics are provided at no additional cost to the District.

Device Grade Ratings

Non-Functioning Whole Units Pricing

While CDW cannot speak to the condition of the devices currently under management by another vendor, the bulk if not all of Lee's devices managed by CDW should fall in the A-D grade category at the end of their contract and therefore be eligible for whole unit reimbursement. Lee County should not have non-functioning, i.e., "F" grade devices, unless it were to run out of CHS credits or not submit damaged units for replacement before the expiration of the Dell warranty. Any non-functioning device would either undergo repairs via ADP coverage and be moved back to the minimum grade of "D," or the device would be replaced by Dell.

However, if the District were to find itself with non-functioning units that cannot be replaced or repaired, CDW can offer payment for breakdown parts that are salvaged from the device.

Pricing will be determined by current market conditions and the usability of parts, i.e., usability of parts for Lee's parts closet, cross compatibility of parts with newer devices, or general market demand for these parts.

Loose Parts Pricing

Loose parts are parts that are separate from any device. Again, CDW can purchase loose parts annually or on a rolling basis. Pricing will be determined by current market conditions and the usability of parts as stated above.

GovDeals.com

We understand Lee currently uses GovDeals.com to move surplus inventory. GovDeals may still be used in conjunction with any ITAD option offered here.

GRADE	CONDITION	DESCRIPTION
A	Mint Used Condition	Very minimal or no noticeable wear
B	Great Used Condition	Two to four signs of use (minimal wear)
C	Average Used Condition	Normal signs of use
D	Poor Used Condition	Moderate to heavy signs of wear
F	Broken or Non-Functional	1 or more components are non-functional *Must be R2 Certified to purchase

Certifications

We are committed to responsible recycling of all batteries, plastics, PCB boards, glass, and meta. Our ITAD services are backed by R2v3, ISO 14001, ISO 45001, and ISO 9001 certifications.

Contact

Should you have further questions regarding this document or our response, please contact Executive Account Manager Todd Short at 866.339.5852 toddsho@cdwg.com. We appreciate the opportunity to respond to the ITN and support the District.



Education

AWARDED VENDOR

**119 VENDORS WERE NOTIFIED
7 VENDORS SUBMITTED A PROPOSAL
0 VENDORS SUBMITTED A NO - BID
112 VENDORS DID NOT RESPOND**

It is recommended that this ITN be awarded to United Data Technologies, Inc., CDW Government LLC, and Arey Jones Educational Solutions having submitted the best responses meeting specifications.



September 27, 2023

APPROVED BY: Derek Ochoa DATE: