



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
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September 14, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

SUBJECT: Permission to Issue Purchase Order to Apple Inc.
Licensing for Macintosh OSX and OSX Server Software

Per the attached detailed memo from Mr. Bruce Baldwin, Director of Information Services, and Mr. Ed Mutell, Supervisor of Information Services, we are requesting permission to issue a purchase order to Apple Inc. in the amount of \$280,012. This payment will allow the most current version of the Apple operating system, iLife, and iWork, to be installed on all Apple computers.

The District purchases software licenses from Apple through an agreement known as the Apple Education Licensing Program (AELP). Apple does not require a formal contract to utilize the AELP, but an annual renewal is required to maintain licensing coverage and support for the current hardware in place at our schools and the District Offices. The Information Services and Purchasing Departments negotiated with Apple for the agreement's unique volume pricing structure, which provides deeply discounted pricing to the District for all licenses. The estimated cost savings to the District based on these negotiations is approximately \$50,000.

The term of the software maintenance, funded through capital outlay, will be for the period September 17, 2010 – September 16, 2011. Once Board approval is given and the purchase order is processed, Apple will credit to the District a pro-rated dollar amount of approximately \$49,600 (for the period September 17 – November 2, 2010) for funds already paid against last year's AELP purchase order #4542. Apple hardware, software and licensing are copyrighted and proprietary to the company, and Apple's technology is standard for the District. Negotiation for high-technology purchases is permitted under Florida Administrative Rule 6A-1.012(14).

If you have any questions or concerns, please feel free to contact Ed Mutell or me at your earliest convenience.

KDG/az
Attachments



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

To: Kendra Goodman, Purchasing Agent

From: Edward B. Mutell, Supervisor of Information Services
Bruce Baldwin, Director of Information Services *EBM*

Date: September 1, 2010

Subject: District Licensing Payment for Macintosh OSX and OSX Server Software

The District School Board of Pasco County currently maintains a volume licensing agreement with Apple, Inc. known as the Apple Education Licensing Program (AELP). Apple, Inc. does not require the District to sign a formal contract to utilize the AELP, but an annual renewal payment is required to maintain the licensing coverage and support for the current level of hardware in place at the schools and the district offices. I am asking for your assistance in obtaining the School Board's approval to renew the District's AELP for the 2010-11 school year.

The annual cost for the software maintenance for a period of one (1) year after Board approval is \$280,012.00. Payments will be made once a year. This cost allows the most current version of the operating system, iLife, and iWork to be installed on all Apple computers. It also provides, based on the recommendation of the Instructional Technology Services Department, three copies of the latest server software to each secondary school and two copies for each elementary school. The AELP also provides a copy of the latest server software for each Apple server at the district data center. The approximate cost per copy of the Apple Software Collection is \$20 and the approximate cost of each server license is \$61. The Information Services and Purchasing Departments negotiated with Apple for this unique volume pricing structure, which provides deeply discounted pricing to the District for all licenses.

Thank you very much for submitting this request for approval to the School Board. If any additional information is needed, please contact me at 42912.

Apple Inc. Education Price Quote

Customer:	Ed Mutell PASCO COUNTY SCHOOLS phone email	Apple, Inc:	Andrea Barr 1 Infinite Loop MS: 111-HOM Cupertino, CA 95014 8008002775 ph 866/261-4051 fax abarr@apple.com email
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Apple Quote: 71151591
Quote Date: 31-AUG-2010
Quote Valid Until: 20-SEP-2010

Quote Comments:

Part Number	Details & Comments	Qty	Unit List Price	Extended List Price
1	BG237LL/A AELP MSWC ED INST-10000 LIC RNWL	1	199,999.00	199,999.00
2	D5665Z/A AELP MSWC INST SUP10K - 100 LIC	33	1,999.00	65,967.00
3	8G290LL/A AELP OS X SVR INST-5 UNL LIC RNWL	1	349.00	349.00
4	8G291LL/A AELP OS X SVR INST-25 UNL LIC RNWL	1	1,699.00	1,699.00
5	8G292LL/A AELP OS X SVR INST-100 UNL LIC RNWL	2	5,999.00	11,998.00
Edu List Price Total				280,012.00
+ eWaste Fee / Recycling Fee				0.00
Extended Total Price*				280,012.00
<i>*In most cases Extended discounted Total price does not include Sales Tax *If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary</i>				

Completing your order is easy:

- *Reference Apple Quote number 71151591 on your Purchase Order
- *Fax a copy of this quote along with your Purchase Order to 866/261-4051:

Apple, Inc.
1 Infinite Loop
MS: 111-HOM
Cupertino, CA 95014

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS:

- A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE CLICK HERE TO APPLY FOR A CONTRACT.
- B. IF YOU USE YOUR FORM OF PURCHASE ORDER TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
- C. YOUR ORDER MUST REFER SPECIFICALLY TO THIS QUOTE AND IS SUBJECT TO APPLE'S ACCEPTANCE.
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL 20-SEP-2010 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE. APPLE MAY MODIFY ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF THIS QUOTE CONTAINS A TYPOGRAPHIC OR OTHER ERROR.

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