



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
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

June 19, 2012

MEMORANDUM

TO: Honorable School Board Members

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

RE: Second Year Renewal of Three-Year Contract
Bid #12-018-SB, Mimio and InterWrite Interactive Whiteboards – “As-Needed” Basis
Computer Station of Orlando
eInstruction

On June 21, 2011, official action (attached) was taken to award the above-referenced bid to Computer Station of Orlando and eInstruction. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement will expire on July 6, 2012.

Considering services have been satisfactory, Michael Frevert of Computer Station of Orlando and Tim Torn of eInstruction were contacted to verify their willingness to enter into the second year of the agreement. As such, Michael Frevert and Tim Torn have agreed in writing (attached), to enter into the second year of the contract.

Therefore, at this time, it is my recommendation to enter into the second year of the agreement with Computer Station of Orlando and eInstruction. The second year of the contract will cover the period of July 7, 2012 through July 6, 2013. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/plh

Attachments



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BID RENEWAL REQUEST

BID #12-018-SB

RFP TITLE: Mimio and InterWrite Interactive Whiteboards

X

Yes, I agree to renew BID #12-018-SB under the same terms and conditions as the existing bid. The second year period shall be from July 7, 2012 through July 6, 2013.

No, I do not agree to renew BID 12-018-SB

COMPANY NAME: **Computer Station of Orlando**

SIGNATURE: _____

TYPED NAME AND TITLE: _____

TELEPHONE (WITH AREA CODE): _____

FAX NUMBER (WITH AREA CODE): _____

E-MAIL: _____

DATE: _____

NOTE: By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/051laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: phall@pasco.k12.fl.us
DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Patty Hall, Interim Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2489 (PHONE)
(813) 794-2111 (FAX)



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BID RENEWAL REQUEST

BID #12-018-SB

RFP TITLE: Mimio and InterWrite Interactive Whiteboards

 X

Yes, I agree to renew BID #12-018-SB under the same terms and conditions as the existing bid. The second year period shall be from July 7, 2012 through July 6, 2013.

No, I do not agree to renew BID 12-018-SB

COMPANY NAME: **einstruction**

SIGNATURE: 

TYPED NAME AND TITLE: Tim Torn, CFO

TELEPHONE (WITH AREA CODE): (940) 565-0004

FAX NUMBER (WITH AREA CODE): (940) 565-0959

E-MAIL: purchaseorders@einstruction.com

DATE: 5/29/2012

NOTE: By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/051laws/ch_2005-028.pdf. This law is effective September 1, 2005.

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PURCHASING DEPARTMENT
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District School Board of Pasco County

Bid Recommendation

| | | | | |
|--------------------------------|--|--|--|-----------------------------------|
| Bid Title | Mimio and InterWrite Interactive Whiteboards- "As-Needed" Basis | | Number of Vendors Notified | 406 |
| Bid Number | 12-018-SB | | Number of Bids Distributed | 43 |
| Date Solicited | May 11, 2011 | | Number of Vendors Bidding | 2 |
| Date Opened | June 2, 2011 | | Number of Formal "No Bid" Responses | 0 |
| Date Board Presentation | June 21, 2011 | | Funding Source | Capital Federal and General Funds |
| Total Savings | Estimated \$36,000 | | Grand Total of Bid | Estimated \$125,000 |

Recommendation:

Recommend acceptance of bids as noted on the attached tabulation sheet as the highest average discount (lowest net cost) offered from the manufacturer's pricers by group.

Term of Contract:

This bid is for Mimio and InterWrite Interactive Whiteboards which will be purchased by various schools and departments throughout the District on an "as-needed" basis. This is a three-year bid, renewable annually based upon the mutual consent of all parties. The first year will begin on July 7, 2011 and continue through July 6, 2012.

Notations and Exceptions:

The total savings was determined by averaging the discounts for each group and subtracting from the estimated expenditures.

As only two proposals were received, this RFP was deemed competitive after a comparison of previously awarded proposals for Mimio and InterWrite Interactive Whiteboards.

Offers from vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bids Evaluated By:

Jennifer Krill, Supervisor of Instructional Media and Technology

Bids Prepared By:

Stephanie Bunford, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

District School Board
of Pasco County

JUN 21 2011

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

| | | | |
|--|---------------------------------------|--------------------------|-----------------------------|
| DATE OF BID OPENING: December 16, 2009 @ 2:30 p.m. | | eInstruction Corporation | Computer Station of Orlando |
| BID TITLE: Interactive Whiteboards | | 308 N Carroll Blvd. | 3101 Maltby Drive |
| BID # 11-026-SN | | Denton, TX 76201 | Deltona, FL 32738 |
| ITEM# | DESCRIPTION | | |
| GROUP A - InterWrite Boards | | | |
| | 60" diagonal Whiteboard | N/A | NB |
| | 77" diagonal Whiteboard | 23.50% | NB |
| | 85" diagonal Whiteboard | 23.50% | NB |
| | 95" diagonal Whiteboard | 23.50% | NB |
| | InerWrite Mobi | 27.75% | NB |
| | AVERAGE DISCCOUNT | 24.56% | NB |
| | Interactive Wireless Pad (School Pad) | 27.75% | NB |
| | Mobile Floor Stands | 23.50% | NB |
| | Wireless Bluetooth Connection | Included | NB |
| | Balance of Line | 23.50% | NB |
| | Training Available | Yes | NB |
| | Hourly Rate: | T.B.D. | |
| GROUP B - Mimio Interactive | | | |
| | Mimio Interactive | NB | Discontinued |
| | Mimio Interactive w/ capture | NB | Discontinued |
| | Mimio Teach | NB | 35.00% |
| | Mimio Pad | NB | 35.00% |
| | AVERAGE DISCCOUNT | NB | 35.00% |
| | Mimio Wireless Capture Device | NB | Discontinued |
| | Balance of Line | NB | See price list |
| | Training Available | NB | Yes |
| | Hourly Rate: | NB | included with purchase |

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