



# 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](http://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](mailto:kgoodman@pasco.k12.fl.us)

September 13, 2011

## MEMORANDUM

**TO:** Honorable School Board Members

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

**SUBJECT:** Permission to Place Purchase Order for District Licensing, FileMaker Software  
Software House International (SHI)

The District has a volume license agreement with FileMaker Inc., allowing use of the entire family of FileMaker products. This software is used extensively throughout the District, from individual desktop databases to District-wide enterprise applications.

The Information Services Department is requesting licensing and software support for this product line (please reference the detailed memo attached from Mr. Ed Mutell, Supervisor of Information Services and John Simon, Director of Information Services.) The expenditure of \$71,960 to Software House International (SHI) will be funded through capital outlay, and is permitted without formal bid under Florida Administrative Rule 6A-1.012(14). The term of the support will be October 1, 2011 - September 31, 2012.

We are requesting permission to place a purchase order in the amount of \$71,960 to SHI. Please contact Ed Mutell, John Simon or me if you have any questions or concerns.

KDG/mw  
Attachments



## District School Board of Pasco County

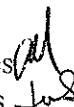

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To: Kendra Goodman, Purchasing Agent

From: Ed Mutell, Supervisor of Information Services   
John Simon, Director of Information Services 

Date: August 19, 2011

Subject: District Licensing Purchase of FileMaker Software

The District School Board of Pasco County has a volume license agreement with FileMaker, Inc. that allows the district to use the entire family of FileMaker products as needed, including work at home rights for employees. FileMaker software continues to be used extensively throughout the system from individual desktop databases to district-wide enterprise solutions.

I have received quotes from FileMaker, Inc. and other resellers, and I have been able to obtain a deeply discounted price that is well below the standard volume licensing price of \$91,000. The low bid received from three quotes is from SHI in the amount of \$71,960. I am therefore requesting permission to place a purchase order in this amount to SHI, funded through capital outlay. Approval of this purchase order will allow the continuation of district-wide deployment of FileMaker software with free upgrades through October 2012.

Thank you very much for submitting this request for approval to the School Board.

From: <lorraine\_kennedy@shi.com>  
Subject: **SHI Quote 4757155, FILEMAKER Renewal 2011**  
Date: August 29, 2011 1:03:46 PM EDT  
To: <emutell@pasco.k12.fl.us>  
1 Attachment, 49.7 KB



Pricing Proposal  
Quotation #: 4757155  
Created On: Aug-18-2011  
Valid Until: Sep-17-2011

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## SCHOOL BOARD OF PASCO COUNTY

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**Ed Mutell**  
7227 Land-O-Lakes Blvd.  
Land-O-Lakes  
FL  
34639  
Phone: (813) 794-2912  
Fax:  
Email: emutell@pasco.k12.fl.us

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## Account Executive

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**Lorraine Kennedy**  
33 Knightsbridge Road  
Piscataway, NJ 08854  
Phone: 561-863-2344  
Fax: 732-868-6055  
Email: lorraine\_kennedy@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 FileMaker - Maintenance ( 1 year ) - 1 seat - EDU - ESLA - level 6 ( 5000-9999 ) - Win, Mac FILEMAKER - EDUCATION LICENSES - Part#: TG684Z/A	7000	\$10.28	\$71,960.00
		Shipping	\$0.00
		Total	\$71,960.00

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### Additional Comments

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Thanks Ed!

To process your order, you can e-mail your request to [floridateam@shi.com](mailto:floridateam@shi.com). You can also fax it to 732-868-6055. Please include a contact e-mail address on all orders, as this is required by most vendors. Thanks!

SHI Fed ID# 22-3009648

SHI is a Certified Minority (Asian-Pacific) Large Account Reseller, specializing in the sale and distribution of academically priced software and hardware from a myriad of manufacturers ... including Microsoft, Symantec, Adobe, Macromedia, Veritas, Corel, Borland, McAfee, Novell, HP, Xerox and more.

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*The Products offered under this proposal are subject to the SHI Return Policy posted at [www.shi.com/returnpolicy](http://www.shi.com/returnpolicy), unless there is an existing agreement between SHI and the Customer.*



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Quotation #: 4757155  
Created On: Aug-18-2011  
Valid Until: Sep-17-2011

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**SCHOOL BOARD OF PASCO COUNTY**

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