



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

October 18, 2011

MEMORANDUM

TO: Honorable School Board Members

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

RE: eInstruction Classroom Interactive Response System
Requesting Permission to Directly Negotiate

Instructional Media Technology Services is requesting permission to directly negotiate with Dell, eInstruction, and Hewlett Packard for the purchase of Classroom Response Systems and MobiView tablets for various schools throughout the District on an "as-needed" basis. Dell, eInstruction, and Hewlett Packard are the sole companies that are able to provide pricing and products for the eInstruction Classroom Interactive Response System. These are the only responders that have seamless integration with the Examview test generator software that comes with most of the district-adopted textbooks. The eInstruction Responders offer the following features:

- Instant feedback to teachers on the MobiView screen for comprehension checks
- As many as 100 tests can be given from one (1) computer which will free up computers for other instructional use.

Under the Department of Education Rule 6A-1.012(14), a district school board, when acquiring "information technology" may make any acquisition through direct negotiation and contract with vendors which best fits the needs of the school district.

The direct negotiation will be a three-year contract, renewable annually based upon mutual consent of the parties and will be forwarded to a later board meeting. The anticipated annual expenditures will be approximately \$80,000.

If you should have any questions regarding this matter, please contact me at your earliest convenience.

KDG/sb

District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: October 12, 2011 08:54:00