



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Nicole Westmoreland, MBA, Purchasing Agent

813/794-2221 Fax: 813/794-2111

727/774-2221 TDD: 813/794-2484

352/524-2221 email: nwestmor@pasco.k12.fl.us

March 4, 2014

MEMORANDUM

TO: Honorable School Board Members

FROM: Nicole Westmoreland, MBA, Purchasing Agent *NW/plh*

RE: Third Year Renewal of a Three-Year Contract
RFP #12-074-MW, Technology Service Repair and Miscellaneous Parts
Blue Raven, LLC

On April 17, 2012, official action (attached) was taken to approve the above-referenced RFP with Blue Raven, LLC. The Technical Services Division of the Office for Technology and Information Services (OTIS), and the District in general, use this company for parts, whole unit repairs and diagnosis of problems on out-of-warranty computers. The second year of the contract will expire on April 16, 2014.

As services have been satisfactory, Blue Raven, LLC was contacted to determine their willingness to renew for the third year of the contract under the existing terms and conditions. They have agreed in writing (attached) to do so. Per the attached memo from Craig Coile, Supervisor of OTIS, and John Simon, Director of OTIS, it is estimated that expenditures through OTIS for the next term of the contract will be approximately \$300,000, to be paid out of general and capital funds. As schools and departments also request parts and service directly from Blue Raven, without processing through OTIS, we are requesting Board approval of a blanket threshold of \$350,000 for the next contract term. Purchasing Services will monitor all expenditures on a monthly basis to ensure that this threshold is not exceeded.

Due to a significant increase in out-of-warranty service requests on computers and projection units during the 2013-2014 school year, OTIS is also requesting an increase of \$50,000 to the current blanket threshold to cover the term period through April 16, 2014.

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.

NW/plh

Attachments

Date/Time: February 26, 2014 08:32:00

(813) 794-2000 • (352) 524-2000 • (727) 774-2000 • www.pasco.k12.fl.us



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John W. Simon, Jr., Director
Office for Technology and Information Services
813/794-2416 352/524-2416
727/774-2416 Fax: 813/794-2172

MEMORANDUM

Date: March 4, 2014

To: Nicole Westmoreland, MBA, Purchasing Agent

From: Craig Coile, Supervisor, Office for Technology and Information Services *CC*
John W. Simon, Jr., Director, Office for Technology and Information Services *JWS*

Subject: Blue Raven LLC RFP 12-074-MW

The Technology Services Division of The Office for Technology and Information Services is requesting renewal of the above-referenced RFP for the period 4/18/14 – 4/17/15. Both the Technology Services Division and the District in general use Blue Raven Inc., the awarded vendor, for the purchase of parts to service out-of-warranty computers and upgrades.

For the District as a whole, we project expenditures for the next contract term will not exceed \$350,000. Tech Services is asking permission to place purchase orders not to exceed \$300,000. As the contract term spans two fiscal years, the purchase orders will be prorated to reflect April 2014 – June 2014, and July 2014 – April 2015.

In addition, the District has realized a significant increase in out-of-warranty service requests on computers and projection units during the 2013-2014 school year. Therefore, we are also requesting under the current terms and conditions to increase the dollar amount by \$50,000 to carry us through to April 17, 2014.

Thank you for your consideration.



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352/ 524-2221 e-mail: nwestmor@pasco.k12.fl.us

February 18, 2014

RFP RENEWAL REQUEST

RFP #: 12-074-MW

RFP TITLE: TECHNOLOGY SERVICE REPAIR AND MISCELLANEOUS PARTS

Yes, I agree to renew RFP #12-074-MW, under the same terms and conditions as the existing RFP. The third year renewal term will begin on April 18, 2014 and expire on April 17, 2015.

No, I do not agree to renew RFP #12-074-MW.

Company Name: Blue Raven, LLC

Signature: Jeffrey V. Harrison Date: 2/19/14

Typed Name and Title: SVP Operations + Service Delivery

Telephone (w/area code): 978 203 1144 Fax Number (w/area code): 978 661 7739

Email: jharrison@reverttech.com

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 vendor certifies, by submission and signature of this RFP 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 RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: **Patty Hall, Interim Buyer**
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2258 (PHONE) (813) 794-2111 (FAX)

District School Board of Pasco County

RFP Recommendation

RFP Title	Technology Service Repair and Miscellaneous Parts		Number of Vendors Notified	229
RFP Number	12-074-MW		Number of Proposals Distributed	27
Date Solicited	February 8, 2012		Number of Vendors Proposing	1
Date Opened	March 26, 2012		Number of Formal "No Bid" Responses	1
Date Board Presentation	April 17, 2012		Funding Source	General & Capital
Total Savings	Estimated \$44,000		Grand Total of Proposal	Estimated \$250,000

Recommendation: Recommend acceptance of RFP from Blue Raven Technology, Inc. per the attached RFP tabulation as the only responsive, responsible RFP meeting written specifications.

Term of Contract: This RFP is for parts, whole unit repairs and diagnosis of problems on out-of-warranty products for a wide variety of computer manufacturers on an as-needed basis by both the Technology Services Department and school-based Technology Specialists. The term of the RFP is three (3) years renewable annually at the mutual agreement of the parties.

Notations and Exceptions: Blue Raven's proposal was the only one received in response to this solicitation. Blue Raven currently performs these services for the District and according to the Technology Services Department, the quality of these services has been very good. Quoted pricing for whole unit repair has been verified as being significantly lower and manufacturer's posted pricing, based upon a fixed price off published out-of-warranty repairs. Quoted pricing on parts is the same discount off list offered in the current active RFP with Blue Raven and will be verified by the Technology Services Department.

Purchasing will monitor expenditures under this RFP to ensure that approved dollar thresholds are not exceeded.

The total amount estimated savings was determined by calculating total expenditures without the 15% discount off list.

RFPs Evaluated By:

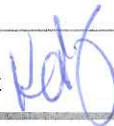
Craig Coile, Supervisor of Information Services
David Roberts, Technology Services Analyst

RFPs Prepared By:

Michael Woodall, Buying Manager

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent



DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 26, 2012 @ 2:30 PM	Blue Raven Technology, Inc.
RFP TITLE: Technology Service Repair & Miscellaneous Parts	110 Fordham Road
RFP # 12-074-MW	Wilmington, MA 01887
Board Meeting April 17, 2012	
References (max. 10pts.)	10
Place orders on-line (max. 10pts.)	8
Pricing (max. 20pts.)	17
Manufacturers (max. 20pts.)	20
Discount off catalog (max. 20pts.)	20
TOTAL	75

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 26, 2012 @ 2:30 PM	Blue Raven Technology, Inc. 110 Fordham Road Wilmington, MA 01887
RFP TITLE: Technology Service Repair & Miscellaneous Parts	
RFP # 12-074-MW	
Board Meeting April 17, 2012	
DESCRIPTION	PER UNIT
Pricing Part A	
<u>MacBook Repair Price</u>	
Tier 1 (minor parts, such as reseating, cable, screws, feet, I/O door); Structural components	\$349.00
Tier 2 (minor boards and assemblies (power supply board, inverter assembly, interconnect board); enclosure parts; CD; LCd polarizer	\$349.00
Tier 3 (DVD, combo drives, hard drive)	\$349.00
Tier 4 (main logic mother board, SuperDrive, LCD replacement)	\$349.00
Total Part A Divided by 4 =	\$349.00
Pricing Part B	
<u>Whole Unit Repair Price</u>	
iPad	\$229.00
iPod Touch	NB
Kindle or Nook	NB
LCD Projectors	\$349.00
Total Part B Divided by 4 =	\$289.00
A + B Divided by 2 = Total this Section	\$319.00
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