



## 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 4, 2012

### MEMORANDUM

**TO:** Honorable School Board Members

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

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

Per the attached detailed memo from Mr. John Simon, 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 \$233,902. 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 term of the software maintenance, funded through capital outlay, will be for the period September 14, 2012 – September 13, 2013. 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/mw  
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](http://www.pasco.k12.fl.us)

To: Kendra Goodman, Purchasing Agent

From: Edward B. Mutell, Supervisor of Information Services *EM*  
John Simon, Director of Information Services *JS*

Date: August 14, 2012

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 2012-13 school year.

The annual cost for the software maintenance for a period of one (1) year after Board approval is \$233,902.00. 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 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 813-3901599 ph fax abarr@apple.com email
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Apple Quote: 61494193  
Quote Date: 13-AUG-2012  
Quote Valid Until: 21-SEP-2012

## Quote Comments:

AELP covers a count of 13,300 client seats @ \$17.49 per seat and 230 Servers @ \$5.16 per seat. \*Pricing reflects price reduction of most recent OS and Server SW releases.

	Part Number	Details & Comments	Qty	Unit List Price	Unit Discount Price	Extended Disc. Price
1	D6434Z/A	MSWC INST MAINT 10000 SEAT 12 MO AELP Volume Price client 1 yr SW assurance	1	174,999.00	174,999.00	174,999.00
2	D6479Z/A	MSWC INST MAINT 1STYR SUP10K 100SEAT AELP volume price indv. sku at 10 000 pricing	33	1,749.00	1,749.00	57,717.00
3	D6470Z/A	M.LIONSVR INST MAINT 100ST UNL 12 MO M. Lion Server 100 seats ( Xserve Mac mini Mac Pro...)	2	499.00	499.00	998.00
4	D6469Z/A	M.LIONSVR INST MAINT 25ST UNML 12 MO M. Lion Server 25 seats ( Xserve Mac Mini Mac Pro)	1	149.00	149.00	149.00
5	D6468Z/A	M.LIONSVR INST MAINT 5ST UNLIM 12 MO-INT M. Lion Server 5 seats ( Xserve Mac mini Mac Pro...)	1	39.00	39.00	39.00

Edu List Price Total 233,902.00

- Total Discount 0.00

Extended Disc. Sub Total 233,902.00

- eWaste Fee / Recycling Fee 0.00

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Extended Disc. Total Price\* 233,902.00

\*In most cases Extended discounted Total price does not include Sales Tax  
\*If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary

Completing your order is easy:

\*Reference Apple Quote number 61494193 on your Purchase Order

Reference Apple quote number 01151203 on your Purchase Order.  
\*Fax a copy of this quote along with your Purchase Order to :

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 ~~21-SEP-2012~~ 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.

SEA #

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