

# Lowndes County Schools – Technology Department

## REQUEST FOR SEALED PROPOSALS FOR CHROME OS DEVICES REQUEST FOR BIDS FOR CARTS, ACCESSORIES LOWNDES COUNTY SCHOOLS

The Lowndes County Schools System is soliciting sealed proposals for Chromebooks and Chrome All-in-One Devices with the Google ChromeOS Management Service for EDU. For this RFP, we are soliciting proposals only from vendors who are authorized to sell both Chrome OS Devices and the ChromeOS Management Service. We are also requesting bids for Aver carts, Califone headphones, MAX Zip Sleeve cases., and Logitech mice.

**Please read the requirements for the proposal carefully.**

We intend initially to purchase 600 Chromebooks with ChromeOS Management Service for EDU. We intend also to purchase 32 All-in-One Chrome devices (like the LG Chromebase or Acer DC All-in-One Chrome OS devices).

We are soliciting bids for 19 Aver C30i carts and 5 Aver C36i carts to charge and secure the Chromebooks. Carts may be awarded separately. Bid price must include shipping with liftgate and inside delivery in the quantities and to the locations indicated in this document.

We also are soliciting bids for 600 Califone 3066AVT headsets, 430 MAX Zip Sleeve MC-ZS-GEN-11-BLK (MAX1110), and 600 Logitech M100 wired USB mice.

Sealed, written proposals must be received by the school system at the time and place specified. Neither dating of the proposal nor placing in mail by this date will meet requirements. Proposals must be received on or before date and time stated. The school system reserves the right to reject any and all bids, to waive any and all formalities, and to accept the proposal or proposals that in its judgment will be in the best interest of the system.

These proposals will be evaluated by the Technology Department of the Lowndes County Schools. The department will make a recommendation to the superintendent as to which proposal best meets the needs of our schools and which best satisfies the requirements detailed in this packet. While price is an important consideration, it will not be the sole determining factor in the selection of a solution. Quality, warranty, and support are other very important considerations. An established history in the education market, past satisfactory experience in the Lowndes County Schools System, positive evaluations by schools submitted as references, product evaluations from web and print resources, and comparison of the vendors' warranty/service proposals will contribute to the selection of the solution.

Questions and/or requests for additional information should be addressed to Al Rowell.

Al Rowell, Director of Technology  
alrowell@lowndes.k12.ga.us  
229-316-1864

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## PROPOSAL REQUIREMENTS -

As required by Board policy all proposals must be submitted as a sealed proposals and all bids must be submitted as sealed bids. Proposal/bid envelopes must be sealed and reach our office by 2:00 PM on Tuesday, July 12, 2016. Proposals will be opened in the Board of Education building on Norman Drive. Please note that the system will close July 1 and reopen July 11.

Envelopes should be returned to the attention of Terri Welden and marked “July 2016 Chrome OS Proposals.” Proposals may be delivered to 1592 Norman Drive, Valdosta, GA 31601. The system will not be responsible for the premature opening of envelopes not properly addressed and/or marked.

Unsealed proposals will be deemed unresponsive and rejected.

All proposals must be in ink or typewritten. No pencil or erasures (including ink erasures) shall be permitted. Mistakes may be crossed out and correction inserted adjacent. Person signing the bid form must initial corrections in ink.

The enclosed response sheet must be used and fully completed.

An officer of the company must sign the proposal response sheet and list the official firm or corporate name.

After the public opening of the bids, the system may require up to thirty (30) working days for review before presenting a recommendation to the superintendent.

Vendors must provide three references, including names, titles, email addresses, and phone numbers, from previous business customers (preferably school systems).

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## Requirements and preferences

These factors will carry the most weight in our evaluation of proposals:

- Manufacturer is a Gartner Enterprise company, such as Dell, HP, IBM/Lenovo., Asus, or Acer
- Our preference is for a manufacturer who provides domestic support and offers a self-maintainer program so that our technicians can order parts and effect repairs locally.
- For Chromebooks, our preference is for an Intel processor, 2 GB of system memory, and minimum 16GB storage
- We will give consideration to a Chromebook design that provides additional resilience or protection in a school environment. Please highlight these elements of your products in your proposal.

## Demo Units

The Lowndes County Schools System invites vendors to submit demonstration units of their proposed Chrome OS Devices, provided these demonstration units are provided at no cost to the system, including shipping and return shipping. Please note that the system will close July 1 and reopen July 11. Proposals supported by demo units will receive greater consideration than those without demo units provided. Demo units must be received no later than Wednesday, July 13, 2016. (No demo unit will be required for the Acer Chromebook 11 C740 Series, Acer DC All-in-One, or HP Chromebook 11 G4).

## Security

Include with your proposal the separate, optional, cost for adding to the Chromebooks a permanent tattoo or other fixed or indelible mark identifying the notebook computer as property of the Lowndes County Schools. Ex:



*Lowndes County Schools*  
*SPLOST FY2016*

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## Support of Chrome OS and Availability of Google Chrome EDU Management Licenses

Google will not guarantee OS updates for Chrome devices beyond the dates listed here on their EOL Policy Page: <https://support.google.com/chrome/a/answer/6220366?hl=en>

For Chromebooks, we will not consider any device with an EOL date earlier than Sept 2020. For recently-released Chrome OS devices not listed, we will require affirmation from the manufacturer stating the period of support for updates to the Chrome OS for the device. For Chromebase/All-in-One devices, we will not consider any device which has an EOL date earlier than August 2020.

All devices must be proposed with an EDU Google Chrome Management Console license.

## Warranty

We are seeking a quality product from a manufacturer with a reputation for reliability and superior service. The proposal must include a statement of the terms for the warranty on the proposed Chromebooks and Chromebase/All-in-One Chrome OS devices.

## Support

We are particularly interested in a device with domestic-based support call centers and the ability to provide our own support under a self-maintainer plan. For each proposed device you must provide the process by which we will obtain support and the process for submitting a claim under warranty, including all related costs (including up charges for domestic support or shipping charges) for warranty service.

Please also include your application for becoming a self-maintainer and clearly indicate all start-up and annual costs to be a self-maintainer

## Shipping

This should go without saying, but based on past experience: Chromebooks should be securely packed in shipping cartons with tracking for delivery of the order. Simply shrinkwrapping a mound of individual Chromebooks and hoping for the best is not acceptable and any such shipment of Chromebooks will be refused.



All-in-One Chrome OS devices are larger and more substantial. Shipment of these palletized and securely wrapped with an itemized packing list containing serial numbers is acceptable.

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## **Additional Purchases**

With mutual agreement of the Lowndes County Schools and the vendor, the Lowndes County Schools will purchase additional Chrome OS devices at this proposal price through June 2018.

## **Substitutions**

We recognize that manufacturers will on occasion retire and replace specific models. At the sole discretion of the Lowndes County Schools, we will accept substitution of a Chrome OS device with one from the same manufacturer that meets or exceeds the specifications of the discontinued model at the same or lesser cost.

## **Employee Purchase**

What provisions will you make for employee purchase of these Chromebooks and at what cost?

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The Lowndes County Schools is also soliciting bids for any or all of the following items. We will accept no substitutes for these items. Vendors may submit sealed bids for any or all of these items.

## Carts

We are soliciting bids for 19 Aver C30i carts to charge and secure the Chromebooks. Carts may be awarded separately. Bid price must include shipping with liftgate and inside delivery in these quantities to the locations listed below:

- (4) Dewar Elementary, 3539 Mt. Zion Church Road , Valdosta, GA 31605
- (5) Hahira Elementary, 350 Claudia Drive , Hahira, GA 31632
- (7) Westside Elementary, 2470 James Road , Valdosta, GA 31601
- (1) Lake Park Elementary, 604 W. Marion Avenue , Lake Park, GA 31636
- (2) Pine Grove Elementary, 4175 River Road , Valdosta, GA 31605

We are also soliciting bids for 5 Aver C36i carts to charge and secure the Chromebooks. Carts may be awarded separately. Bid price must include shipping with liftgate and inside delivery to Lowndes High School, 1606 Norman Drive, Valdosta, GA 31601.

## Cases

We are soliciting bids for 430 MAX Zip Sleeve cases. Part # MC-ZS-GEN-11-BLK. Legacy Part Number: MAX1110

## Headsets

Please provide pricing for 600 Califone 3066AVT Deluxe Stereo Headset with To Go plug and pricing for purchase of sets of 10 Califone 3066AVT headsets. Delivery will be to one central receiving location.

## Mice

Please provide pricing for 600 Logitech M100 wired optical mice. Delivery will be to one central receiving location.

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## July 2016 Chromebook Proposal Response Sheet

Please specify proposed model with part number	_____
1. Processor. Specify make/model and speed	
2. System memory. (2 GB minimum)	_____ GB
3. Specify amount of storage and indicate if solid state drive or conventional hard disk drive	_____ GB Please circle HDD SSD
4a. Display size (inches) and native resolution.	_____ inches; _____ x _____
5. Connectivity. Indicate all supported wireless standards.	_____
6a. Expected battery life in hours for one charge	_____ hrs
6b. What are the specifications for the battery included in this Chromebook?	_____ cells; _____ WHr
7. Number of USB ports	_____ USB 2.0 _____ USB 3.0
8. Webcam	Specify resolution: _____
9. For how many months will this model Chromebook remain in production, if known?	_____ months
10. Complete specifications, including hard drive capacity, listing of all ports and devices	Attached? YES NO
11. Statement of warranty	Attached? YES NO

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## July 2016 ChromeOS All-in-One Device Proposal Response Sheet

Please specify proposed model with part number	_____
1. Processor. Specify make/model and speed	
2. System memory. (2 GB minimum)	_____ GB
3. Specify amount of storage and indicate if solid state drive or conventional hard disk drive	_____ GB Please circle HDD SSD
4. Display size (inches) and native resolution.	_____ inches; _____ x _____
5. Connectivity. Indicate all supported wireless standards.	_____
6. Number of USB ports	_____ USB 2.0 _____ USB 3.0
7. Webcam	Specify resolution: _____
8. For how many months will this model Chrome OS Device remain in production, if known?	_____ months
9. Complete specifications, including hard drive capacity, listing of all ports and devices	Attached? YES NO
10. Statement of warranty	Attached? YES NO



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## Chromebook

Brand \_\_\_\_\_ Model \_\_\_\_\_

Part Number \_\_\_\_\_

\$ \_\_\_\_\_ Unit Price for the Chromebook

\$ \_\_\_\_\_ Unit Price for ChromeOS Management Service Only for EDU

\$ \_\_\_\_\_ Unit cost for optional tattoo/screenprint/security solution.  
Attach description of the process and any set up costs for permanently marking the Chromebook prior to shipping.

\$ \_\_\_\_\_ Shipping for 600 Chromebooks to Parker Mathis Learning Center, 1500 Lankford Drive, Valdosta, GA 31601

## Chrome OS All-in-One Device

Brand \_\_\_\_\_ Model \_\_\_\_\_

Part Number \_\_\_\_\_

\$ \_\_\_\_\_ Unit Price for the Chrome OS device (INCLUDING SHIPPING)

\$ \_\_\_\_\_ Unit Price for ChromeOS Management Service Only for EDU

\$ \_\_\_\_\_ Shipping for 32 Chrome OS All-in-Devices to Hahira Middle School, 101 S. Nelson Street, Hahira, GA 31632

Complete specifications attached?

Did you include your references?

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Aver C30i charging carts [No substitutes]

Provide costs for carts delivered to each of the following school system locations with liftgate and inside delivery

	QTY	Unit Cost	Delivery	Total
Dewar Elementary	4			
Hahira Elementary	5			
Westside Elementary	7			
Lake Park Elementary	1			
Pine Grove Elementary	2			
			Grand Total	

Aver C36i charging carts [No substitutes]

Provide costs for carts delivered to the following school system locations with liftgate and inside delivery

	QTY	Unit Cost	Delivery	Total
Lowndes High	5			
			Grand Total	

**Headsets**

Cost for 600 Califone 3066AVT headsets \_\_\_\_\_

Shipping for 600 Califone 3066AVT headsets \_\_\_\_\_

Total cost with shipping 600 Califone 3066AVT headsets \_\_\_\_\_

Cost for added 10-pack of Califone 3066AVT headsets \_\_\_\_\_

**Cases**

Cost for 430 MAX Zip Sleeve cases MAX1110 \_\_\_\_\_

Shipping for 430 MAX Zip Sleeve cases MAX1110 \_\_\_\_\_

Total cost with shipping 430 MAX Zip Sleeve cases MAX1110 \_\_\_\_\_

**Mice**

Cost for 600 Logitech M100 wired mice \_\_\_\_\_

Shipping for 600 Logitech M100 wired mice \_\_\_\_\_

Total cost with shipping 600 Logitech M100 wired mice \_\_\_\_\_

Submitted by :

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Contact Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
Address

# Lowndes County Schools – Technology Department

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City State Zip

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Telephone Number Fax Number

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E-mail address

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Signature Date