

South Portland City Council
Position Paper of the City Manager

Subject:

ORDER #19-15/16 – Award of sole source bid to Apple Computers, of Cupertino, CA, for the purchase of iPads and iPad Minis for the School Department. Passage requires majority vote.

Position:

As part of the School's FY2016-17 CIP technology budget, the School Department would like City Council approval to purchase 250 iPads to be used the sixth grade one-to-one learning initiative and 50 iPad minis for the elementary schools.

As the School is refreshing 250 units, the School intends to fund these units over the next 4 years through a lease agreement.

The total cost is \$167,200 and will be purchased from Apple Computers, of Cupertino, CA. Apple Computers has a sole source agreement that prohibits other vendors from selling new Apple hardware to schools.

Attached is a memorandum from Andrew Wallace on this item. He will be at Monday's meeting to answer any questions.

Requested Action:

Council passage of ORDER #19-16/17.

A handwritten signature in black ink, appearing to read "James H. Fahey". The signature is fluid and cursive, with a large loop at the end of the last name.

To: James Gailey, City Manager
From: Andrew Wallace, Director of Technology
Re: Sole Source Purchase of 250 iPad Pros and 50 iPad minis
Date: July 5, 2016

The South Portland School Department is proposing purchasing two hundred and fifty 9.7” iPad Pros to refresh our sixth grade one-to-one learning initiative. In 2011 we set out to explore the feasibility of an iPad as a one-to-one device at the sixth grade level. We started at Mahoney and then brought Memorial on board. Staff and students have found the device to be an effective, mobile, learning tool. We also intend to purchase fifty iPad minis for use in our elementary schools.

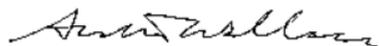
There are significant improvements to how iPads function in an educational environment. To be released this summer, these enhancements will alleviate some understandable concerns about managing devices and reducing distractibility. Features include the ability for teachers to “push content” to all student devices and to determine if students are on task by looking at a real time list of active apps. These features of iPad iOS 9.3 are not available to our now four-year-old devices. More information can be found at:
<http://www.apple.com/ca/education/preview/>

Sixth grade is an important transition year for many students. For the first time students are issued a personal, educational device. This, coupled with a required course on Digital Citizenship, prepares our students to be safe and responsible users of technology in advance of grades 7-12 when each will have a take-home device.

We especially value iPads due to their easy on and easy off design. Students and teachers can use technology without it being an “event.” Further, the ability for all teachers in our middle schools to use the same devices streamlines support and professional development. Teachers sometimes move within grade levels and will be comfortable with the consistency of technology. Related Arts teachers will be able to design lessons and deliver instruction that best suits the chosen device, rather than multiple solutions. Any necessary accessories can be more easily stocked and available to accommodate the one device standard. Newer iPads now allow for split screen multitasking, a feature which will be welcomed by students and teachers.

I will be at the City Council meeting on July 18th to answer any questions or address any concerns. We request that you approve these CIP approved Sole Source purchases from Apple Inc of Cupertino California.

Respectfully Submitted,



Andrew Wallace, Director of Technology

The cost for 9.7” iPads is \$574 each. The cost for the iPad minis are \$479 each
Total cost: 167,200

Account number: 0100-75-0000-2250-900-950-765000



US Education Institution – Hardware and Software Price List July 1, 2016

For More Information:

Please refer to the online Apple Store for Education Institutions: www.apple.com/education/pricelists or call 1-800-800-2775.

Part Number	Description	Pricing Date	Price
BLMK2LL/A	iPad mini 4 Wi-Fi 64GB Silver (10-Pack) with 2-year AppleCare+ for iPad	9/9/15	5,530.00
BLN32LL/A	iPad mini 4 Wi-Fi 64GB Silver (10-Pack) with 3-year AppleCare+ for iPad	9/9/15	5,730.00
BLLV2LL/A	iPad mini 4 Wi-Fi 16GB Gold (10-Pack)	9/9/15	3,740.00
BLMD2LL/A	iPad mini 4 Wi-Fi 16GB Gold (10-Pack) with 2-year AppleCare+ for iPad	9/9/15	4,530.00
BLMX2LL/A	iPad mini 4 Wi-Fi 16GB Gold (10-Pack) with 3-year AppleCare+ for iPad	9/9/15	4,730.00
BLM42LL/A	iPad mini 4 Wi-Fi 64GB Gold (10-Pack)	9/9/15	4,740.00
BLMN2LL/A	iPad mini 4 Wi-Fi 64GB Gold (10-Pack) with 2-year AppleCare+ for iPad	9/9/15	5,530.00
BLN72LL/A	iPad mini 4 Wi-Fi 64GB Gold (10-Pack) with 3-year AppleCare+ for iPad	9/9/15	5,730.00
iPad Pro (9.7-Inch)			
9.7-inch iPad Pro Wi-Fi			
MLMN2LL/A	9.7-inch iPad Pro Wi-Fi 32GB - Space Gray	3/21/16	579.00
MLMP2LL/A	9.7-inch iPad Pro Wi-Fi 32GB - Silver	3/21/16	579.00
MLMQ2LL/A	9.7-inch iPad Pro Wi-Fi 32GB - Gold	3/21/16	579.00
MM172LL/A	9.7-inch iPad Pro Wi-Fi 32GB - Rose Gold	3/21/16	579.00
MLMV2LL/A	9.7-inch iPad Pro Wi-Fi 128GB - Space Gray	3/21/16	729.00
MLMW2LL/A	9.7-inch iPad Pro Wi-Fi 128GB - Silver	3/21/16	729.00
MLMX2LL/A	9.7-inch iPad Pro Wi-Fi 128GB - Gold	3/21/16	729.00
MM192LL/A	9.7-inch iPad Pro Wi-Fi 128GB - Rose Gold	3/21/16	729.00
MLMY2LL/A	9.7-inch iPad Pro Wi-Fi 256GB - Space Gray	3/21/16	879.00
MLN02LL/A	9.7-inch iPad Pro Wi-Fi 256GB - Silver	3/21/16	879.00
MLN12LL/A	9.7-inch iPad Pro Wi-Fi 256GB - Gold	3/21/16	879.00
MM1A2LL/A	9.7-inch iPad Pro Wi-Fi 256GB - Rose Gold	3/21/16	879.00



CITY OF SOUTH PORTLAND

THOMAS E. BLAKE
Mayor

JAMES H. GAILEY
City Manager

EMILY F. CARRINGTON
City Clerk

SALLY J. DAGGETT
Jensen Baird Gardner & Henry

IN CITY COUNCIL

ORDER #19-16/17

District One
CLAUDE V. Z. MORGAN

District Two
PATRICIA A. SMITH

District Three
EBEN C. ROSE

District Four
LINDA C. COHEN

District Five
BRAD FOX

At Large
MAXINE R. BEECHER

At Large
THOMAS E. BLAKE

ORDERED, that award of sole source bid be and hereby is made to Apple Computers, of Cupertino, CA, in the amount of one hundred sixty seven thousand, two hundred dollars (\$167,200) for the purchase of iPads and iPad minis for the School Department.

BE IT FURTHER ORDERED, that the acquisitions authorized by the foregoing order may be made by way of a Municipal Lease Purchase Agreement, provided said agreement contains a non-appropriation provision permitting the City to terminate the lease without penalty in the event the City does not appropriate funds for payments on the lease; and

BE IT FURTHER ORDERED, that the Director of Finance be authorized to execute and deliver on behalf of the City such Municipal Lease Purchase Agreement containing such terms, not inconsistent herewith, as the Director of Finance may approve by his execution thereof.

Said amount shall be charged to the Technology Department, Instructional Hardware Account #0100-75-0000-2230-900-930-00-00-765000.

Fiscal Note: \$167,200

Dated: July 18, 2016