

**South Portland City Council
Position Paper of the Interim City Manager**

Subject:

ORDER #35-16/17- Award of Bid #04-17 to Whalley Computer Associates, Inc., of Southwick, MA, for Chromebooks for the School Department. Passage requires majority vote.

Position:

The School Department is requesting approval to award Bid #04-17 for one hundred and seventy-five Chromebooks for the third-fifth grades.

Bids were opened on Monday, July 25th. There were ten bids received ranging in price from \$37,012.50 to \$54,687.50; two bids did not meet specifications.

Andrew Wallace is recommending the award be made to the second lowest bidder, Whalley Computer Associates, of Southwick, MA. Teachers along with the IT Department tested both the Dell and Samsung models and determined the Dell was a better fit based on the physical design and responsiveness of the device. The lowest bidder, USC for \$37,012.50 bid the Samsung model.

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

Requested Action:

Council passage of ORDER #35-16/17.



Interim City Manager

To: Don Gerrish, Interim City Manager
From: Andrew Wallace, Director of Technology
Re: Award of bid Chromebooks for School Department
Date: August 8, 2016

The South Portland School Department is requesting award of bid #04-17 for one hundred and seventy five Chromebooks to Whalley Computer Associates Inc. of Southwick, Massachusetts.

At grades 3-5 students begin to write and research more. Our classrooms need more predictable access to technology than our aging laptop carts or small amount of iPads can afford them. A group of administrators, librarians, technologists and teachers formed last year to examine how we can provide that sort of access using lower cost laptops called "Chromebooks." Chromebooks coupled with Google Apps for Education is very well suited for introducing children to typing, organizing files, online researching, collaborating and communicating. We know when students have predictable access to technology, they write considerably more. We have identified five fourth grade classrooms, one at each of our elementary schools, to implement a limited 1:1 approach to computing using these requested tools for learning.

I will be at the City Council meeting on August 15th to answer any questions or address any concerns.

Respectfully Submitted,



Andrew Wallace, Director of Technology

The cost for 11" Dell Chromebooks is \$187 each, plus \$25 per unit for management licensing software.

Total cost of Bid #04-17 \$37,100

\$32,725 to be paid from: 0100-75-0000-2230-900-930-00-00-773400

\$4,375 to be paid from: 0100-75-0000-2230-900-930-00-00-773500



Whalley Computer Associates, Inc
 One Whalley Way
 Southwick, Massachusetts 01077
 United States
<http://www.wca.com>
 (P) 413-569-4200
 (F)

Quotation (Open)	
Date Jul 20, 2016 07:10 PM EDT	Expiration Date 2016-08-31
Doc # 196509 - rev 1 of 1	
Description South Portland Schools - Chromebooks 2016	
SalesRep Shelander, Jason (P) 508-634-1125 (F) 508-478-8719	
Customer Contact Wallace, Andrew (P) 207-871-0555 atw@spsd.org	

Customer

South Portland School
 Department (SPOSD)
 Wallace, Andrew
 130 Wescott Road
 South Portland, ME 04106
 United States

Bill To

South Portland School
 Department
 Wallace, Andrew
 130 Wescott Road
 South Portland, ME 04106
 United States
 (P) 207-871-0555
 atw@spsd.org

Ship To

South Portland School
 Department
 Wallace, Andrew
 130 Wescott Road
 South Portland, ME 04106
 United States
 (P) 207-871-0555
 atw@spsd.org

Customer PO:	Terms: Undefined	Ship Via: FedEx Ground
Special Instructions:		Carrier Account #:

#	Image	Description	Part #	Qty	Unit Price	Total
Dell Chromebook						
1		Dell Chromebook 11	4339274689.1	175	\$187.00	\$32,725.00
		Note: Dell Chromebook 11 Intel Celeron Processor Label Intel Celeron Processor - Baytrail-M, 4GB Memory Internal English (US) Keyboard - Black Intel Dual Band Wireless-AC 7260 802.11 ac/a/b/g/n 2x2 + Bluetooth 4.0 LE Half Mini Card 65 Watt AC Adaptor US Power Cord System Documentation, Multi Language, Chromebook 11 3 Cell Primary Battery Non- Touch LCD Back Cover (Black) 11.6" HD Non-Touch LCD Mail In Service after Remote Diagnosis, 1 Year Dell Limited Hardware Warranty Initial Year				
2		Google Chrome OS Management Console License - academic	CROS-SW-DIS-EDU	175	\$25.00	\$4,375.00
						Subtotal \$37,100.00
Samsung Chromebook 3						

#	Image	Description	Part #	Qty	Unit Price	Total
3		Samsung Chromebook 3 Celeron N3050 / 1.6 GHz - 4 GB RAM - 16 GB eMMC - 11.6" 1366 x 768 (HD) - HD Graphics - 802.11ac - metallic black	XE500C13-K02US	175	\$187.00	\$32,725.00
4		Google Chrome OS Management Console License - academic	CROS-SW-DIS-EDU	175	\$25.00	\$4,375.00
Subtotal						\$37,100.00
ASUS Chromebook						
5		ASUS Chromebook C202SA YS02 Celeron N3060 / 1.6 GHz - Chrome OS - 4 GB RAM - 16 GB eMMC - 11.6" 1366 x 768 (HD) - HD Graphics - 802.11ac, Bluetooth - silver, dark blue	C202SA-YS02	175	\$203.00	\$35,525.00
6		Google Chrome OS Management Console License - academic	CROS-SW-DIS-EDU	175	\$25.00	\$4,375.00
Subtotal						\$39,900.00
Acer C740 Chromebook						
7		Acer Chromebook C730E-C555 Celeron N2840 / 2.16 GHz - Chrome OS - 4 GB RAM - 16 GB eMMC - 11.6" IPS 1366 x 768 (HD) - HD Graphics - 802.11ac - gray	NX.GC1AA.002	175	\$223.00	\$39,025.00
<p>Note: **Acer recommended this option as the requested SKU won't be available until September. Specifications of this new model are also included.</p>						
8		Google Chrome OS Management Console License - academic	CROS-SW-DIS-EDU	175	\$25.00	\$4,375.00
Subtotal						\$43,400.00

Remittance Address:
PO Box 1292
Brattleboro, VT 05302-1292

These prices do NOT include setup fees, or any cables or cabling services or material unless specifically listed above. All prices are subject to change without notice. Supply subject to availability.

Subtotal:	\$157,500.00
US: Exempt (0.000%):	\$0.00
Shipping:	\$0.00
Total:	\$157,500.00



CITY OF SOUTH PORTLAND

THOMAS E. BLAKE
Mayor

DON H. GERRISH
Interim City Manager

EMILY F. CARRINGTON
City Clerk

SALLY J. DAGGETT
Jensen Baird Gardner & Henry

IN CITY COUNCIL

ORDER #35-16/17

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 Bid 04-17 be and hereby is made to Whalley Computer Associates, of Southwick, MA, in the amount of thirty-seven thousand one hundred dollars (\$37,100) for one hundred and seventy-five Chromebooks for the School Department.

\$32,725 shall be charged to the School Department Technology Supplies Account #0100-75-0000-2230-900-930-00-00-765000

\$4,375 shall be charged to the School Department Technology Instructional Software Account #0100-75-0000-2230-900-930-00-00-773500.

Fiscal Note: \$37,100

Dated: August 15, 2016