

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

Subject:

ORDER #16-17/18 – Award of Bid #06-18 to Whalley Computer Associates, Inc., of Southwick, MA, for the School Department. Passage requires majority vote.

Position:

This school year, the School Department plans to expand Chromebooks to all classrooms in grades four and five giving more access to technology which, in turn, will improve students' writing and research competencies. The computers do not leave the school and access to apps and functions are managed by school staff.

The bid was advertised, posted on the City's website, and emailed to fifty-six (56) vendors. The school received twenty bids ranging in price from \$107,520 to \$192,398.40. Whalley Computer Associates, Inc., of Southwick, MA, submitted the lowest bid and meets specifications. Pursuant to section 2-162 of South Portland's Code of Ordinances, all purchases over \$40,000 must be approved by the City Council.

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 #16-17/18.



City Manager

To: Scott Morelli
From: Andrew Wallace, School Department Director of Technology
Re: Award of bid #06-18 for Chromebook computers
Date: July 10, 2017

The South Portland School Department is requesting award of bid #06-18 to Whalley Computer Associates Inc. of Southwick, Massachusetts for four hundred and eighty Lenovo N23 Yoga Chromebooks.

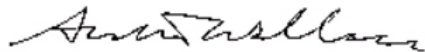
At grades three to five students begin to write and research more. This year five fourth grade classrooms, one at each of our elementary schools, implemented a limited 1:1 approach to computing using these requested tools for learning. Students, teachers and parents have responded very positively to this technology.

We have observed that when students have predictable access to technology, they write considerably more. Students in the pilot classrooms created up to ten times as many digital documents (many of them collaboratively), saw double-digit gains in typing speed, and had record high use of online resources. Students in these classes also had incredible use of interlibrary loan to access traditional print materials from other libraries.

Our plan is to expand Chromebooks to all classrooms in grades four and five this year. These devices do not go home with students, and access to apps and functions are centrally managed so that we can continue to encourage the purposeful use of technology in our schools.

I will be at the City Council meeting on July 17 to answer any questions or address any concerns.

Respectfully Submitted,



Andrew Wallace, Director of Technology

The cost for 11" Lenovo N23 Chromebooks is \$201 per unit, plus \$23 per unit for management licensing software.

Total cost of Bid #06-18 \$107,520

\$80,600 from 0202-75-75-000-2230-950-000-00-00-765000 (project code 91849) Technology Reserve Equipment

\$9,000 from 0202-75-75-000-2230-950-000-00-00-773500 (project code 91849) Technology Reserve Software

\$15,880 from 0100-75-0000-2230-900-930-00-00-765000 Local Technology Instructional Equipment

\$2,040 from 0100-75-0000-2230-900-930-00-00-773500 Local Technology Instructional Software



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 03, 2017 10:53 AM EDT	Expiration Date 2017-08-02 Quote
Modified Date Jul 10, 2017 12:12 PM EDT	
Doc # 219681 - rev 1 of 1	
Description Lenovo N23 Bid	
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 #:	

#	Description	Tax	Qty	Unit Price	Total
1	Lenovo N23 Yoga Chromebook ZA26 Flip design - MT8173c - Chrome OS - 4 GB RAM - 32 GB eMMC - 11.6" IPS touchscreen 1366 x 768 (HD) - Wi-Fi	Yes	390	\$201.00	\$78,390.00
2	Google Chrome OS Management Console License - academic	Yes	390	\$23.00	\$8,970.00

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: \$87,360.00
 Tax (0.000%): \$0.00
 Shipping: \$0.00
Total: \$87,360.00



CITY OF SOUTH PORTLAND

PATRICIA A. SMITH
Mayor

SCOTT T. MORELLI
City Manager

EMILY F. SCULLY
City Clerk

SALLY J. DAGGETT
Jensen Baird Gardner & Henry

**IN CITY COUNCIL
ORDER #16-17/18**

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
SUSAN J. HENDERSON

ORDERED, that award of Bid 06-18 be and hereby is made to Whalley Computer Associates, of Southwick, MA, in the amount of one hundred seven thousand five hundred and twenty dollars (\$107,520) for four hundred and eighty Chromebooks for the School Department.

\$80,600 shall be charged to the School Department Technology Reserve Equipment Account #0202-75-75-000-2230-950-000-00-00-765000-91849

\$9,000 shall be charged to the School Department Technology Reserve Software Account #0202-75-75-000-2230-950-000-00-00-773500-91849

\$15,880 shall be charged to the School Department Technology Instructional Equipment Account #0100-75-0000-2230-900-930-00-00-765000

\$2,040 shall be charged to the School Department Technology Instructional Software Account #0100-75-0000-2230-900-930-00-00-773500.

Fiscal Note: \$107,520

Date: July 17, 2017



BID RESULTS

FINANCE DEPARTMENT

GREGORY N. L'HEUREUX
Finance Director

KRISTIE BRADBURY
Deputy Finance Director

COLLEEN C. SELBERG
Purchasing Agent

Bid # 06-18

CHROMEBOOKS FOR SCHOOL DEPARTMENT

Bids for 390 11.6” Lenovo N23 Yoga Chromebooks for the City of South Portland School Department were received until Monday, July 10, 2017 at 5:00 P.M. The bid was advertised, posted to the City’s website and emailed to fifty-six (56) Technology Vendors. Twenty (20) bidder(s) submitted proposals.

	Price Each	License	Shipping
Whalley Computer Associates Milford, MA	\$ 201.00	\$ 23.00	Included
CDW Vernon Hills, IL	\$ 201.75	\$ 24.00	Included
Taza Supplies Willowbrook, IL	\$ 294.87	Included	\$ 999.72
Liberty Paper Los Angeles, CA	\$ 261.58	\$ 24.45	Included
OM Office Supply, Inc. Mechanicsburg, PA	\$ 237.00	\$ 23.97	Included
Frontier Communications New Haven, CT	\$ 281.57	\$ 29.47	\$ 1,869.40
Southern Computer Warehouse Marietta, GA	\$ 265.22	\$ 23.60	Included
Hypertec Direct Tempe, AZ	\$ 232.00	\$ 24.00	Included
Howard Technology Solutions Laurel, MS	\$ 240.00	\$ 24.00	Included
VIG Solutions, Inc. Pflugerville, TX	\$ 251.75	\$ 24.15	Included
Firefly Computers Saint Paul, MN	\$ 239.00	\$ 24.00	Included
E-Logic, Inc. Washington, DC	\$ 255.79	\$ 145.04	Included

	Price Each	License	Shipping
Aprisa Technology, LLC Roslyn, NY	\$ 261.99	Not indicated	Not indicated
Intelli-Tech La Verne, CA	\$ 265.00	\$ 29.00	Included
D&D Security Resources Concord, MA	\$ 275.08	\$ 24.50	Included
CDI Markham, Ontario	\$ 245.00	\$ 26.00	Included
CTL Beaverton, OR	\$ 234.00	\$ 25.00	Included
SDF Greenville, NC	\$ 220.00	\$ 23.00	Included
SHI International Corp. Somerset, NJ	\$ 219.03	\$ 24.00	Included
Y&S Baltimore, MD	\$ 232.48	\$ 24.48	Included

Recommend Award to: Whalley Computer Associates of Milford, MA – low bidder

City Manager

Finance Director