

South Portland City Council
Position Paper of the City Manager

Subject:

ORDER #86-15/16 – Award of sole source bid to Apple Computers, of Cupertino, CA, for the purchase of laptops for the School Department. Passage requires majority vote.

Position:

The School Department would like City Council approval to purchase laptops to be used by elementary school teachers.

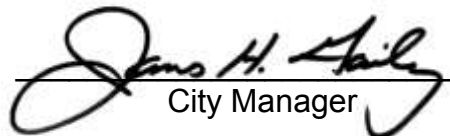
The School Department would like to purchase 40 Macbook Air laptops. The total cost is \$39,960 and will be purchased from Apple Computers, of Cupertino, CA. Apple Computers has a sole source agreement that prohibits other vendors from selling new Apple hardware to schools.

Chapter 2 of the City's Code of Ordinances allows the City Council to award sole source bids.

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

Requested Action:

Council passage of ORDER #86-15/16.


City Manager

OFFICE OF THE SUPERINTENDENT

130 Wescott Road
South Portland, Maine 04106-3442



Kenneth Kunin, Superintendent of Schools
Kathryn Germani, Assistant Superintendent
Rolfe Forland, Director of Finance, HR, and Operations

Rebecca H. Brown, Director, Curriculum/Instruction/Assessment
Kathleen Cox, Director of Instructional Support
Andrew Wallace, Director of Technology

To: James Gailey
From: Andrew Wallace
Subject: Laptop Purchase for K-5 Teachers
Date: 1/14/2016

Pending approval of the South Portland School Department Board of Directors (on January 11, 2016) I am requesting approval to purchase laptop computers for elementary school teachers. Apple Computers Inc. is a sole source provider of new Macintosh laptop computers in Maine.

As our schools continue our focus of providing 1:1 technology to our students in grades 6-12 it is important to be mindful that our teachers and students in grades PK-5 are also in need of modern tools to complement their teaching and learning. To that end we are proposing the purchase of forty Mac laptop computers to replace machines that are in some cases six years old. Laptops will be issued to educators who pursue a minimum of five hours of targeted professional development that we are offering in late January and early February.

Late last spring I taught an internal graduate level class to more than a dozen of our K-5 classroom teachers. It became clear that not all of them could reliably use their school issued laptops to incorporate important teaching practices. Our teachers are interested in recording lessons for later playback by students and parents, helping students create media rich content that demonstrates their understanding, or using a laptop camera to connect with an author, a subject area expert or another classroom across the country or world. We have reached the point where many of our machines cannot perform these functions.

Teachers are eager to purposefully use technology in their instruction. It is time for us to support them with an influx of more modern equipment. Forty new computers will go a long way to equipping the elementary school teachers most interested in supplementing their teaching with proven, engaging instructional strategies that we currently see in our middle and high schools.

Total price for forty (40) 13" Macbook Air laptops is \$39,960

\$9,990 to be paid from Instructional Support (special education) local entitlement accounts:

0247-75-2200-1000-950-000-00-00-765000 \$4,995

0247-75-2300-1000-950-000-00-00-765000 \$4,995

\$29,970 to be paid from Technology Reserve account:

0202-75-0000-2230-950-000-00-00-765000-91849 \$29,970

I will be at the January 20th Council meeting to answer any questions or discuss any concerns.

Respectfully Submitted

A handwritten signature in black ink, appearing to read "Andy Wallace".

Andy Wallace, Director of Technology

"ENRICHING LIVES THROUGH QUALITY LEARNING FOR ALL"

Apple Inc. Education Price Quote

Customer:	Andrew Wallace SOUTH PORTLAND SCHOOL DEPT Phone: 2078710555 email: atw@spsd.org	Apple Inc:	Alicia Young 12545 Riata Vista Circle MS: 198-9IES Austin, TX 78727-6524 Phone: 512-674-6877 Fax: 800-590-0325 email: ayoung@apple.com
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Apple Quote: 2202832845
Quote Date: 7-Jan-2016
Quote Valid Until: 6-Feb-2016

Quote Comments:
Please reference Apple Quote number on your Purchase Order.

#	Product Description	Qty	Unit List Price	Discount per Unit	Unit Discounted Price	Extended Discounted Price
1	MacBook Air 13-inch 065-C3J3 1.6GHz Intel Dual-Core Core i5, Turbo Boost up to 2.7GHz 065-C3J5 Intel HD Graphics 6000 065-C3J8 8GB 1600MHz LPDDR3 SDRAM 065-C3J9 128GB Flash Storage 065-C3JJ Backlit Keyboard (English) / User's Guide (English) Part Number Z0RH	40	1,039.00	40.00	999.00	39,959.94
Extended EDU List Price Total						41,560.00
Total Discount						1,600.06
Extended Discounted Price Subtotal						39,959.94
- eWaste Fee / Recycling Fee						0.00
-						
-						
Extended Discounted Total Price*						39,959.94
*In most cases Extended discounted Total price does not include Sales Tax						
*If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary						

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID 2202832845. Please contact your institution's Authorized Purchaser to submit the above quote online at <https://ecommerce.apple.com>. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.
 - If you are the Authorized Purchaser and need to register for access to the Apple Education Online Store, go to <http://myaccess.apple.com>. For registration assistance, call 1.800.800.2775, option 4, option 1.
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. **Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.**
 - For more information, go to provision C below, for details.

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- 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, CONTACT austincontracts@apple.com.
- B. ALL SALES ARE FINAL. PLEASE REVIEW RETURN POLICY BELOW IF YOU HAVE ANY QUESTIONS. IF YOU USE YOUR INSTITUTION'S PURCHASE ORDER FORM 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. ALL FORMAL PURCHASE ORDERS SUBMITTED BY EMAIL MUST SHOW THE INFORMATION BELOW:
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 - o PHYSICAL SHIP-TO NAME AND ADDRESS (NO PO BOXES)
 - o PURCHASE ORDER NUMBER
 - o VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - o APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - o TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - o CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL ~~6-Feb-2016~~ 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.
 - o APPLE MAY MODIFY OR CANCEL ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF IT CONTAINS A TYPOGRAPHIC OR OTHER ERROR.
- E. THE AMOUNT OF THE VOLUME PURCHASE PROGRAM (VPP) CREDIT SHOWN ON THIS QUOTE WILL ALWAYS BE AT UNIT LIST PRICE VALUE DURING REDEMPTION ON THE VPP STORE.
- F. UNLESS SPECIFIED ABOVE, APPLE'S STANDARD SHIPPING IS INCLUDED IN THE TOTAL PRICE.

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Document rev 10.6

Date of last revision – September 24th, 2015



CITY OF SOUTH PORTLAND

THOMAS E. BLAKE
Mayor

JAMES H. GAILEY
City Manager

SALLY J. DAGGETT
Jensen Baird Gardner & Henry

EMILY F. CARRINGTON
City Clerk

IN CITY COUNCIL

ORDER #86-15/16

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 thirty-nine thousand nine hundred sixty dollars (\$39,960) for the purchase of forty (40) laptops for the School Department.

\$4,995 shall be charged to the Instructional Support Local Entitlement Account #0247-75-2200-1000-950-000-00-00-765000.

4,995 shall be charged to the Instructional Support Local Entitlement Account #0247-75-2300-1000-950-000-00-00-765000.

\$29,970 shall be charged to the School Department Technology Reserve Account #0202-75-0000-2230-950-000-00-00-765000-91849.

Fiscal Note: \$39,960

Dated: January 20, 2016