

Request for Board of Education Approval: DeKalb County Schools Student and Staff Instructional Device Replacement

The Division of Information and Instructional Technology (DIIT) is pleased to present a proposal for the replacement of instructional devices for all students and staff for the 2025-2026 school year. This refresh is based on the foundation of a four-year replacement cycle for student and staff devices. The request includes a district-wide device refresh to replace 98,000 student instructional devices and 11,500 staff devices, including workstations, Chromebooks, laptops, carts, and accessories. The total cost of this refresh will not exceed \$49,074,734.46, funded through SPLOST VI, ensuring no impact on the district's general fund.

Access to up-to-date technology is essential for both instructional integration and daily operations. DeKalb County School District has been a leader in providing one-to-one instructional devices to students since before the pandemic. In the 2021-2022 school year, 89,000 student Chromebooks were purchased using one-time Emergency Connectivity Funds (ECF). However, ECF funding is no longer available through the Universal Service Administrative Company.

Providing instructional devices ensures equitable access to technology, enhances instruction, and extends learning beyond the school day. Student access to interactive learning tools is crucial for collecting artifacts and showcasing learning through DeKalb County Schools' graduate profile, the Backpack of Success Skills. Furthermore, ensuring consistency in technology access across classrooms and schools guarantees that all students have equal opportunities to benefit from digital learning resources.

Device Selection and Procurement Process

Planning for this instructional device replacement began in spring 2024. DIIT conducted surveys with students and staff to gather feedback, which informed the device specifications and bid criteria. A competitive bidding process was conducted, with multiple vendors and manufacturers submitting proposals. Devices were allocated based on current enrollment and projected staffing needs. Additional Chromebooks and carts were included in the purchase to serve as loaner devices during repairs, minimizing instructional downtime.

Vendor Selection

Following a comprehensive evaluation, the selected manufacturers were chosen based on their proven success with DeKalb County Schools and competitive pricing. The vendors offering the lowest cost for the selected manufacturers are:

- CDW-G: Most competitive pricing for student Chromebooks
- Virtucom, Inc.: Best pricing for teacher laptops and desktop computers

The following vendors submitted bids for consideration:

- CDW-G
- Virtucom, Inc.
- Vivacity Tech PBC
- Arey Jones Education Solutions
- Netsync Network Solutions
- ProLogic ITS, LLC
- The Stratix Corporation

This recommendation ensures the district continues to provide high-quality, cost-effective technology that supports student learning and staff productivity. We respectfully request approval of this purchase to maintain DeKalb County Schools’ commitment to digital learning and equitable access to instructional technology.

Requested Award Per Vendor:

	CDW-G	Virtucom, Inc
Chromebooks (Acer N150 11.6")	\$34,848,800.00	
Carts for Loaner Chromebooks (138)	\$82,917.30	
30 Loaner Chromebooks per Cart	\$1,472,184.00	
Dell Latitude 5550 15.6" Intel i7-1335u 16gb 512gb SSD Part # 3000184249718.1		\$11,011,825.00
CTAE-STEM-eSport Laptops (HP Pro 440)		\$78,368.16
CTAE-STEM-eSport Desktops (HP Pro SFF)		\$1,580,640.00
Standard Desktop (Dell OptiPlex Micro 7020)		\$331,212.84
TOTAL	\$36,403,901.30	\$12,670,833.16

Sourcing Efforts:

- ITB 25-599 posted to the DCSD IonWave on November 7, 2024
- ITB 25-599 advertised in the Champion Newspaper on November 7, 2024, and November 14, 2024
- Electronic notification sent to 40 vendors from DCSD Vendor Bid List
- Electronic notification sent to 736 vendors through the State of GA Procurement Registry
- Nine (9) proposals reviewed and seven (7) deemed responsive to the requirements of the solicitation

Background and Process:

The evaluation team, consisting of six staff members from the Division of Information and Instructional Technology (DIIT), evaluated the bids. Representation from the departments was as follows: The Chief Information Officer (CIO), 2 Asset and End-User Services representatives, 2 Technical and Support Services representatives, and 1 Project Management Office (PMO) representatives.

Evaluation:

The evaluation was based on the criteria below:

- Services
- Critical Paragraph page
- Three Client References
- Total Cost
- Manufacturers that best meet the needs of the district

Calculations:

Calculations were based on the following information below:

- Total Chromebooks = 98,000 (Total Students + Loaner Chromebooks + round up)
- Total Student = 92,728 (Student Enrollment SIS Roster as of January 20, 2025)
- Total Loaner Chromebooks for 138 Carts = 4,140
- Total Number of School = 130 (Total Loaner Carts plus an additional 8 for the larger schools = 138)
- Total Staff Laptops = 11,494 (round up to 11,500)
- Total Standard Desktops = 353
- Total CTAE-STEM-eSport Desktops (HP Pro SFF) = 1780
- Total CTAE-STEM-eSport Laptops (HP Pro 440) = 104

IT Asset Disposal and Support Systems

Student instructional devices that are being replaced will be collected at the end of the school year. End-of-life devices will be surplus through the district's approved IT Asset Disposal (ITAD) vendor. Depending on the device's condition and age, the district may receive trade-in value. Additionally, some devices will be retained for spares or replacements. All student devices will be replaced over the summer and will be ready for use by August. Staff devices will be replaced incrementally, beginning in the summer of 2025.

To support the new student and staff instructional devices, the district issued a Request for Proposal (RFP) for device repair and insurance services. A recommendation for the selected repair and insurance provider will be presented to the DeKalb County Schools Board of Education in spring 2025. This initiative is a systemic approach designed to protect the district's investment and support schools while ensuring the long-term success of the one-to-one device program for students and staff.

In addition to the repair and insurance proposal, the district provides dedicated support personnel and tools to maintain an effective one-to-one program:

- Device Coordinators at schools assist with asset management.
- Instructional Technology Technicians provide on-site support.
- Enhanced asset management tracking software improves oversight and accountability.

Maintaining a successful one-to-one program requires best practices, effective systems, and a shared responsibility model involving the district, schools, families, and students. Students and staff are excited about the device upgrades and the opportunity to enhance instruction through updated technology.