

**Division of Information and Instructional Technology
(DIIT)**

**ITB 25-599
Computer Devices, Accessories, and Associated
Services**

Executive Summary

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This document outlines the bid process and requirements for providing computer devices, accessories, and associated services for the DeKalb County School District (DCSD) for the upcoming **device refresh initiative** which fall under the **Instructional Device Lifecycle Management Program** for over 93,000 students and 11,500 staff members. The purpose of the bid was to solicit responses from qualified bidders with the professional qualifications, technical competence, and specialized experience necessary to provide the required services.

Purpose

DCSD solicited for bid responses from qualified bidders with quality device products, professional qualifications, technical competence, and specialized experience to provide computer devices, accessories, and associated services as outlined in the scope of work in Part III of the Invitation to Bid (ITB) 25-599. The awarded bidder is expected to provide comprehensive services including labor, materials, tools, specialized equipment, supplies, trained personnel, insurance, travel, per diem, direct and indirect administrative costs, overhead, tolls, parking, fuel, lodging, and all other necessary costs. There should be no add-on charges of any kind, and DCSD reserved the right to make multiple awards.

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. The bid was written between September and October 2024, published in November 2024, and evaluated from December 2024 to January 2025. The deadline for receiving responses was December 12, 2024. There were nine vendors responding, with seven deemed responsive.

The Purchasing Department posted ITB 25-599 on the DCSD IonWave website and the Georgia Procurement Registry on November 7, 2024, and advertised in the Champion Newspaper on November 7 and 14, 2024. Electronic notifications were sent to 40 vendors from the DCSD Vendor Bid List, 736 vendors through the State of GA Procurement Registry, and 252 vendors through IonWave.

Evaluation Results

Based on the careful evaluation of the seven choices, CDW-G and Virtucom, Inc. appear to be the best choices for meeting all expectations in the solicitation requirements. The choices considered were:

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

The evaluation was based on the criteria below:

- a. Services, Critical Paragraph page, and Three Client References—see pg. 4
- b. Total Cost—see pp. 5 - 6
- c. Manufacturers that best meet the needs of the district.

Conclusion

Following a thorough evaluation of the costs and proposed manufacturing processes for each of the proposals, CDW-G and Virtucom, Inc. have emerged as the most favorable choices. CDW-G has offered the most competitive pricing for student Chromebooks, while Virtucom, Inc. has provided the best pricing for teacher laptops and all desktops.

Services, Critical Paragraph Page, and Three References

Vendor	Services Attachments B-1, B-2 & B-4	Critical Paragraphs: Attachment C	Reference 1	Reference 2	Reference 3	Qualify or Disqualify
Arey Jones	Pass	Pass	Pass	Pass	Pass	Qualify
CDW-G	Pass (See all comments in Attachments B-1 and B-4)	Pass	Pass	Pass	Pass	Qualify
Malor & Company	Pass	Fail (No Signature)	NYC Department of Transportation: Software Delivery / IT System	Depart of Social Services: Software Delivery / IT System	Nassau County Office of Purchasing: Goods Computers 100 Laptops	**DISQUALIFY** None of the client references are comparable in size or work effort or work effort to DCSD. See p. 22
Netsync Network Solutions	Pass	Pass	Pass	Pass	Pass	Qualify
ProLogic ITS, LLC	Pass	Pass	Pass	Pass	Pass	Qualify
Rhodes Porter LLC	Pass w/the exception of Attachment B1 (#3)	Fail (Not provided)	No References Provided	**DISQUALIFIED**		
The Stratix Corporation	Pass w/the exception of Attachment B4 (#5)	Pass	Pass	Two references for the same client and same project were submitted. The bid requires three (3) clients, see pg. 22 in the bid		
Virtucom, Inc	Pass	Pass	Pass	Pass	Pass	Qualify
Vivacity Tech PBC	Pass (See comments on pages at the end of Attachment B-2)	Pass	Pass	Pass	Pass	Qualify

Total Cost

	CDW-G	Virtucom, Inc	Vivacity Tech PBC	Arey Jones	Netsync - Georgia	ProLogic LLC	The Stratix Corporation
Chromebooks (Acer N150 11.6")	\$34,848,800.00		\$40,229,000.00				
Carts for Loaner Chromebooks (138)	\$82,917.30		\$103,362.00	\$116,753.00	\$148,335.60	\$150,586.80	\$246,040.20
30 Loaner Chromebooks per Cart	\$1,472,184.00		\$1,699,470.00				
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		\$97,047.60	\$99,916.96		
CTAE-STEM-eSport Desktops (HP Pro SFF)		\$1,580,640.00		\$1,888,313.00	\$1,929,502.20	\$2,139,827.00	
Standard Desktop (Dell OptiPlex Micro 7020)		\$331,212.84					
TOTAL	\$36,403,901.30	\$12,670,833.16	\$42,031,832.00	\$14,989,980.94	\$16,804,688.32	\$16,992,661.70	\$14,131,680.12

Final Award

	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

*138 = 130 carts per school + 8 Schools will be eligible for two carts based on school enrollment greater than 1500

Calculations were based on the Information below:

- Student Enrollment SIS Roster as of January 20, 2025= 92,728 (Total Students)
- Total Chromebooks = 98,000 (Total Students + Loaner Chromebooks + rounded up)
- 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

Description and Model	Proposed Cost per Unit						
	CDW-G	Virtucom, Inc	Vivacity Tech PBC	Arey Jones	Netsync Network Solutions	ProLogic LLC	The Stratix Corporation
Chromebooks (Acer N150 11.6")	\$355.60	\$380.58	\$410.50	No Bid			
Carts for School (Manufacture varied)	\$600.85	\$920.00	\$749.00	\$833.95	\$1059.54	\$1075.62	\$1782.90
Teacher & Admin Laptops (Dell Latitude 5550 15.6")	\$997.97	\$957.55	No Bid				
CTAE-STEM-eSport Laptops (HP Pro 440)	\$938.64	\$753.54	No Bid	\$933.15	\$960.74	No Bid	
CTAE-STEM-eSport Desktops (HP Pro 400 SFF)	\$1060.45	\$888.00	No Bid	\$1060.85	\$1083.99	\$1202.15	No Bid
Standard Desktop (Dell OptiPlex Micro 7020)	\$938.69	\$929.98	No Bid				