# Executive Summary

# Bid 17-10: Computer Workstations, Chromebooks, Laptops/Ultrabooks, Laptop Carts and Accessories

## May 2017

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# Purpose

The purpose of solicitation Bid 17-10 is to procure qualified bidders to provide administrative and instructional computer workstations, Chromebooks, laptops, Ultrabooks, charging carts, and

associated services in accordance with the specifications, terms and conditions stated herein the bid requirements. The most responsive bidders will provide a turnkey solution that provides storage, warehousing, delivery, shipping, imaging, engraving, inside delivery, on-site installation, training, activation, configuration/testing, acceptance, all paperwork (barcoding, etc.) and all things necessary for the provision of the specified equipment.

# Background and Process

The evaluation team was made up of six Information Technology staff. The representing staff are as follows:  Instructional Technology (1), Enterprise Systems (2), Project Management (2) and Technical Support Services (1).  The bid was written and submitted for approval in February 2017, was published for two weeks in March 2017, and evaluated in May 2017.  The evaluation is based on a set of the components below:

1. **Company Performance and Services**
   - Ability to Execute
   - Warranty and Support
2. **System Features (per device in each category)**
   - Premium Desktops
   - Basic desktops
   - Chromebooks
   - Ultrabooks
   - Laptops
   - Laptop Charging Carts
3. **Cost**

The criteria used to evaluate the choices and their weights were (in order of importance):

Cost – 40%
Ability to Execute – 25%
System Features – 20%
Warranty and Support – 15%

Of the six (6) proposals that were reviewed for this solicitation, five (5) responses were considered responsive – see list below.  Four of the five responses responded to each category mentioned in *#2 System Features* (page 3).  Troxell Communications Inc. responded only to the charging cart portion of the bid.  The company that was deemed non-responsive Howard Technology Solution.

Virtucom Inc.
Arey Jones Educational Solutions
Unistar-Sparco Computers Inc.

Office Depot Inc.

Troxell Communications Inc.

The team's methodology for making an assessment was to evaluate the *Cost* and the *System Features* separately from the *Company Performance and Services*. *Company Performance and Services* is based on the bidders' ability to execute projects and maintain the devices. *System Features* are based on the technical specifications of the devices, whereas Cost is based on the lowest responsive price and technical features. Below highlights the evaluation process (or steps) that the team followed:

1. Created the evaluation matrix
2. Evaluated the Company Performance and Services
3. Evaluated the system features for each device
4. Evaluated the cost

# Evaluation Results

Based on a careful evaluation of how well each of the five (5) bidders could meet the four (4) major criteria, Virtucom appears to be the best choice.

The five (5) bidders considered were:

Virtucom

Arey Jones

Unistar

Office Depot

Troxell

As mentioned earlier, the criteria used to evaluate the choices were:

- Cost
- Ability to Execute
- System Features
- Warranty and Support

1. <u>Decision Process for *Ability to Execute and Warranty & Support*</u>

   Based on a careful evaluation of how well each of the 5 bidders could meet two of the four major criteria considered, Virtucom appears to be the best choice.

   The significant factors that made Virtucom the most responsive bidder of the five is the *Ability to Execute*.

The decision table below gives a graphical display of the company's performance and services (see

page 3).  Virtucom was the most responsive bidder relative to the other companies that responded. Virtucom received a perfect score in Ability to Execute and Warranty and Support.  Note: The DecideRight software was used to create the decision table and the summary is calculated on a 10-point scale.

*Decision Table for Bid 17-10: Computer Workstations, Chromebooks, Laptops/Ultrabooks, Laptop Carts and Accessories*

The details of each criterion are displayed in the evaluation tables below.

| Evaluation Criteria or Requirements | Max Eval | Virtucom | Arey Jones Education Solutions | Office Depot | Troxell | Unistar |
|---|---|---|---|---|---|---|
| **Ability to Execute 25%** | | | | | | |
| References: | **10** | 10 | 10 | 6 | 10 | 6 |
|    Three Required (4) | | | | | | |
|    K12 Experience (2) | | | | | | |
|    Comparable Size Required (4) | | | | | | |
| Project Management Credentials | **5** | 5 | 0 | 0 | 0 | 0 |
| Required Technical Certifications (min. A+) | **5** | 5 | 0 | 0 | 0 | 5 |
| 2 to 5 Concurrent Installation Teams | **5** | 5 | 5 | 5 | 0 | 0 |
| | | | | | | |
| Subtotal: | **25** | **25** | **15** | **11** | **10** | **11** |

| Evaluation Criteria or Requirements | Max Eval | Virtucom | Arey Jones Education Solutions | Office Depot | Troxell | Unistar |
|---|---|---|---|---|---|---|
| **Warranty & Support 15%** | | | | | | |
| 3-year warranty | **5** | 5 | 5 | 5 | 0 | 5 |
| 5-year parts availability | **2** | 2 | 2 | 2 | 0 | 2 |
| Equipment delivery w/in 20-business days of receipt of PO | **2** | 2 | 2 | 2 | 2 | 2 |
| SLA -  1-day onsite response time | **5** | 5 | 5 | 5 | 0 | 5 |
| Centralized repository for hardware purchases (i.e, online, cloud, electronic) | **1** | 1 | 1 | 1 | 0 | 1 |
| | | | | | | |
| **Subtotal:** | **15** | **15** | **15** | **15** | **2** | **15** |

2.  Decision Process for *System Features and Cost*

For each device, a Systems Features and Cost decision table was created.  See the displays below and *Appendix I*.

## Premium Desktops

Based on a careful evaluation of how well each of the seven of the eight** devices met the technical specifications, the HP Z640 appears to be the best choice for meeting the system requirements.  However, from a cost perspective, the Dell 5040 and HP Pro Desk 400 G4 have the best combination of price and features.

> **Note: The eighth device was the Lenovo M715 Tiny which did not meet technical specifications.  Therefore, it was eliminated from the list of devices that deemed responsive to the technical requirements. (See Appendix 1 for details, page 14)

**Figure 1 - Premium Desktops System Feature Scores and Summary Score for Each Device**

## <u>Basic Desktops</u>

Based on a careful evaluation of how well each of the five devices met the technical specifications, the HP 705 SFF appears to be the best choice for meeting the system requirements and cost.  See Figures 3 and 4.

**Figure 3 - Basic Desktop System Features Scores and Summary Score for Each Device**

**Figure 4 – Basic Desktop Cost per Bidder and Summary Scores for Each Device**

## <u>Chromebooks</u>

Based on a careful evaluation of how well each of the five of the six** devices met the technical specifications, the Acer R11 appears to be the best choice for meeting the system requirements and cost.  See Figures 5 and 6.

> **Note: The sixth device was the Lenovo N23 Yoga which did not meet technical specifications. Therefore, it was eliminated from the list of devices that deemed responsive to the technical requirements. (See Appendix 1 for details, page 14)

**Figure 5 – Chromebook System Features Scores and Summary Score for Each Device**

**Figure 6 – Chromebooks Cost per Bidder and Summary Scores for Each Device**

## Ultrabooks

Based on a careful evaluation of how well each of the six devices met the technical specifications, the Lenovo ThinkPad 13 appears to be the best choice for meeting the system requirements and cost.  See Figures 7 and 8.

**Figure 7 – Ultrabooks System Features Scores and Summary Score for Each Device**

**Figure 8 – Ultrabooks Cost per Bidder and Summary Scores for Each Device**

# Laptops

Based on a careful evaluation of how well each of the five devices met the technical specifications, the Dell Latitude E5570 appears to be the best choice for meeting the system requirements.  However, from a cost perspective, the HP ProBook 655 G3 has the best price point.  See Figures 9 and 10.

**Figure 9 – Laptops System Features Scores and Summary Score for Each Device**

**Figure 10 – Laptops Cost per Bidder and Summary Scores for Each Device**

## Charging Carts

Based on a careful evaluation of how well each of the nine charging carts met the technical specifications, the Aver CHRGEE36C appears to be the best choice. However, from a cost perspective, the Bretford TVC32PAC has the best price point. The LocknCharge Joey 30 provides the best benefits for instruction, storage, security, and mobility. The best choice for the district is the LocknCharge Joey 30. See Figures 11 and 12.

**Figure 11 – Charging Carts System Features Scores and Summary Score for Each Device**

**Figure 12 – Charging Carts Cost per Bidder and Summary Scores for Each Device**

# Recommendations

| Device | Model | Rationale | Bidder |
|---|---|---|---|
| Premium Desktop | Dell 5040 and HP Pro Desk 400 G4 | The Dell 5040 and HP Pro Desk 400 G4 have the best combination of price and features. | Virtucom Inc. |
| Basic Desktop | HP 705 SFF | The HP 705 SFF has the best combination of price and features. | Virtucom Inc. |
| Chromebook | Acer R11 | The Acer R11 has best combination of price and features. | Virtucom Inc. |
| Ultrabook | Lenovo ThinkPad 13 | The Lenovo ThinkPad 13 has the best combination of price and features. | Virtucom Inc. |
| Laptop | Dell Latitude E5570 | The Dell Latitude E5570 has best features of all comparable devices submitted. | Virtucom Inc. |
| Charging Cart | LocknCharge Joey 30 | The LocknCharge Joey 30 provides the best benefits for instruction, storage, security, and mobility. | Virtucom Inc. |

**Final Recommendation**:  **Virtucom is the best choice in Cost, Company Performance (Ability to Execute and Warranty & Support) and System Features across all product lines.**

# Appendix I:  System Features and cost details

*Bid 17-10: Computer Workstations, Chromebooks, Laptops/Ultrabooks, Laptop Carts and Accessories*

| | System Features (0 - 10 Scale) | Virtucom | Arey Jones Education Solutions | Office Depot | Troxell | Unistar | Technical Specs Review | Points Criteria |
|---|---|---|---|---|---|---|---|---|
| | 20% | Cost 40% | | | | | | |
| **Premium Desktop** | | | | | | | | |
| Dell 5040 | 8 | $1,003.00 | | | ■ | | Does not meet processor (10,040 instead of 11,187); DVD (8x instead of 16x) | does not meet processor = -1 does not meet DVD = -1 |
| HP 2640 | 10 | | $2,344.59 | | ■ | | Meets specifications | does not meet processor = -1 does not meet cable lock req. = -1 |
| HP 400G4 | 8 | $1,009.00 | $1,226.16 | | ■ | | Does not meet processor (10,040 instead of 11,187); Cable lock req. | does not meet cable lock req. = -1; does not meet mount specs. = -1 |
| HP Z240 | 8 | $1,322.00 | | | ■ | | Does not meet the mount specified (tower only design); Cable lock req. | does not meet processor = -1 |
| Lenovo M710S SFF | 9 | | $1,028.95 | | ■ | $1,047.48 | Does not meet processor requirements (10,040 instead of 11,187) | does not meet processor = -1 |
| Lenovo Thinkcentre M710 | 9 | $1,082.00 | | $1,232.79 | ■ | | Does not meet on processor (10,040 instead of 11,187) | does not meet processor = -1 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Lenovo Thinkstation P710 | **10** | | $2,072.41 | | ⬛ | | |
| ~~Lenovo 715 Tiny~~ | **Eliminated** | ~~$795.00~~ | - | - | ⬛ | | Does not meet specifications for processor, DVD, mount, PCIE slots, USB ports | does not meet processor = -1 does not meet DVD= -1 does not meet mount= -1 does not meet PCIE slots= -1 does not meet USB ports= -1 |
| **Basic desktop** | | | | | | | |
| Dell Opriplex 3046 | **9** | $786.00 | | | ⬛ | | Does not meet DVD ROM (8x instead of 16x) | does not meet DVD = -1 |
| HP 705 SFF | **10** | $705.00 | | | ⬛ | | | |
| HP Pro Desk G400 SFF | **9** | $757.00 | $709.84 | | ⬛ | | Does not meet on processor (6259 instead of 7013) | does not meet processor = -1 |
| Lenovo Thinkcentre M710 | **10** | $790.00 | $735.93 | $935.29 | ⬛ | $760.35 | | |
| ~~Lenovo 715 Tiny~~ | **Eliminated** | ~~$597.00~~ | - | - | ⬛ | | Does not meet specifications for processor, DVD, mount, PCIE slots, USB ports | does not meet processor = -1 does not meet DVD= -1 does not meet mount= -1 does not meet PCIE slots= -1 does not meet USB ports= -1 |
| **Chromebooks** | | | | | | | |
| Acer R11 | **10** | $300.00 | | | ⬛ | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| ASUS C2135A | **9** | $364.00 | | | ▉ | | does not meet HDMI | does not meet HDMI = -1 |
| Dell 3189 | **9** | $321.00 | | | ▉ | | does not meet processor | does not meet processor = -1 |
| HP X360 | **9** | $415.45 | $382.40 | | ▉ | | does not meet HDMI | does not meet HDMI = -1 |
| Lenovo 11e Yoga | **10** | $398.00 | $395.14 | $478.95 | ▉ | $416.91 | | |
| ~~Lenovo N23 Yoga~~ | **Eliminated** | ~~$298.00~~ | ~~$254.20~~ | - | ▉ | | Does not meet Intel or AMD processor specification; cannot determine passmark score | does not meet processor type = -10 |

| Ultrabook | | | | | | | |
|---|---|---|---|---|---|---|---|
| Dell Latitude 7370 | | $1,056.00 | | | | | |
| HP Elitebook 745 | 8 | $748.00 | | | | Does not meet processor requirements (4252 instead of 4300); does not meet USB port req. | does not meet processor = -1; does not meet USB = -1 |
| HP Elitebook 840 | 9 | $882.00 | $857.87 | | | does not meet USB port req. | does not meet USB = -1 |
| Lenovo E470 | 9 | $719.00 | $707.24 | | | does not meet USB port req. | does not meet USB = -1 |
| Lenovo E475 | 7 | $694.00 | | | | Does not meet processor requirements (3874 instead of 4300) and battery life (6.5 hours instead of 8 - 10 hours); does not meet USB port req. | does not meet processor = -1; does not meet battery = -1; does not meet USB = -1 |
| Lenovo ThinkPad 13 | 9 | $698.00 | $672.70 | $758.21 | | does not meet USB port req. | does not meet USB = -1 |
| Laptop | | | | | | | |
| Dell Latitude E5570 | 9 | $843.00 | | | | Does not meet USB port req. | does not meet USB = -1 |
| HP ProBook 650 G2 | 8 | $883.00 | $843.05 | | | Does not meet HDMI port requirements; does not meet USB port req. | does meet HDMI = -1; does not meet USB = -1 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| HP ProBook 655 G3 | 7 | $760.00 | | | | | Does not meet processor (4075 instead of 4300); does not meet HDMI requirements; does not meet USB port req. | does not meet processor = -1; does meet HDMI = -1; does not meet USB = -1 |
| Lenovo E570 | 8 | $773.00 | $761.88 | | | $761.98 | Does not meet battery life (7.6 hour instead of 8 - 10 hours); does not meet USB port req. | does not meet battery = -1; does not meet USB = -1 |
| Lenovo ThinkPad E475 | 6 | | | $767.16 | | | Does not meet processor (3873 instead of 4300); does not meet display (14 in. instead of 15 in.); Does not meet battery life (up to 6.5 hours instead of 8 - 10 hours) does not meet USB port req. | does not meet processor = -1; does meet display = -1; does not meet battery = -1; does not meet USB = -1 |
| **Laptop Charging Cart** | | | | | | | | |
| Aver CHRGEE36C | 10 | $822.00 | | | | | | |
| Black Box VLC30SK-HD | 10 | | | | $807.61 | $677.97 | | |
| Bretford TVC32PAC | 8 | | | $737.16 | | | cannot determine wheel break locks | does not meet break locks = -2 |
| CEF LC1-30 | 10 | $829.00 | | | | | | |
| Copernicus FTT632 | 6 | | | | $1,025.90 | | Does not meet internal charging; does not meet locking mechanishm | does not meet internal charging = -2 does not meet locking mechanism = -2 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| LocknCharge Joey 30 | 10 | $815.00 | | | | | | |
| Spectrum 55473DBR | 10 | | | | $793.64 | | | |
| Spectrum 55473DBT | 10 | | | | $834.55 | | | |
| Tripp Lite 32 | 10 | | $1,618.20 | | | | | |
| ~~Copernicus (Alternate)~~ | **Eliminated** | - | - | - | ~~$307.59~~ | - | ~~n/a (not offered as part of cart solution)~~ | n/a |
| ~~Copernicus (Alternate)~~ | **Eliminated** | - | - | - | ~~$321.94~~ | - | ~~n/a (not offered as part of cart solution)~~ | n/a |
| | | | | | | | | |