

ORANGE COUNTY  
BOARD OF EDUCATION

AGENDA ITEM ABSTRACT

Meeting Date: October 14, 2013

AGENDA ITEM No. 13-10-16

ACTION ITEM: (Y/N) Y

SUBJECT: Laptop Purchase for Elementary Schools

INFO. CONTACT: Angela Veitch/Pam Jones PHONE: 919-245-4100

ATTACHMENTS:

1. Pricing Options for the Elementary Device
2. Elementary 1:1 Program Costs
3. Elementary 1:1 Roll Out Plan
4. Elementary 1:1 Timeline
5. Lenovo quote reflecting the *Shape the Future* discount

---

**PURPOSE:** To approve the purchase of equipment for the Elementary 1:1 Program in the amount of \$815,160; and authorize the IT Director to execute the order. (Elementary 1:1 program costs)

**BACKGROUND:** After several informational presentations on a proposed elementary 1:1 program, the OCS Board of Education approved on May 28 the Lenovo X131e laptop as the device of choice for the Elementary 1:1 Program. The Board further agreed that the laptops would be kept at school, and the \$25 fee would not be charged.

In late May, the district received a letter from the North Carolina Department of Instruction indicating that it had accepted an offer from Microsoft that would allow K-12 schools to leverage large purchase discounts for devices. The Microsoft program (*Shape the Future*) allows discounts up to \$65 per device. A letter of eligibility must be requested. OCS requested the eligibility letter and sent it to Lenovo for the additional discount to be applied. (Pricing Options for the Elementary Device and Lenovo quote) The *Shape the Future* program allowed the district an additional savings of \$76,800 (\$64 per device).

Educational programs receive discounts that other government organizations do not, especially in the technology area. Most software and hardware vendors provide deep discounts to education due to the fact that teachers/schools are basically performing training and promoting their products by teaching students how to use them. Lenovo, Dell, Adobe, Epson, Smart and Microsoft are examples of companies that have special educational pricing.

Along with the equipment purchases, plans for parent information sessions, laptops and cart rollout to classrooms, a teacher information presentation, professional development and tech support for each elementary school have been created. (1:1 Roll Out Plan and Elementary 1:1 Timeline)

**FINANCIAL IMPACT:** The total equipment cost, as cited in the Elementary 1:1 Program Costs (September 2013 attachment) is \$815,160.

**RECOMMENDATION:** The Superintendent recommends the Board approve the non-recurring purchases of equipment for the Elementary 1:1 Program for Orange County Schools in the amount of \$815,160; and authorize the IT Director to execute the order.

**PRICING OPTIONS FOR THE ELEMENTARY DEVICE**

HILLSBOROUGH, NORTH CAROLINA

ORANGE COUNTY SCHOOLS  
HILLSBOROUGH, NC

<b>VENDOR</b>	<b>STATE CONTRACT</b>	<b>UNIT COST</b>	<b>UNITS</b>	<b>TOTAL COST</b>
Bit Direct–Lenovo X131e	✓	\$ 907.10	1200	\$1,088,520
Dell 3330	✓	\$ 607.38	1200	\$ 728,850
Lenovo X131e	✓	\$ 600.93	1200	\$ 721,110
North Carolina State Contract- Dell 3330 (reflects 20% discount on retail price- \$1,306.19)	✓	\$1,044.95	1200	\$1,253,942
North Carolina State Contract- Lenovo X131e (reflects 20% discount on retail price- \$1,196.48)	✓	\$ 957.18	1200	\$1,148,616
North Carolina State Contract- Bulk Pricing	✓		1200	N/A

Unit cost includes tax and shipping

## Elementary 1:1 Program Costs September 2013

<b>Item</b>	<b>Cost</b>
Laptops	\$ 721,110
Classroom laptop carts	\$ 58,050
Batteries for 3rd grade classrooms	\$ 36,000
<b>*Total cost of Elementary 1:1 Program</b>	<b><u>\$ 815,160</u></b>

\*The total cost does not reflect personnel.

## **ELEMENTARY 1:1 ROLL OUT PLANS**

### **PARENT INFORMATION PLAN:**

Parents will be informed through:

- Presentations to PTSA
- Webpage
- Connect 5 call(s)
- Parent meetings (possibly during parent report card pick up meetings)
- Articles in newspapers

### **TEACHER INFORMATION PLAN:**

Teachers:

- will receive training on laptop care and how students should carry laptops from class to class, procedures for reporting laptop problems, and instructional strategies when using laptops in the classrooms
- will be involved in personalized professional development planned by each individual school based on the Teacher Technology Self Evaluation Survey provided to all staff this Fall

### **TECHNOLOGY SUPPORT PLAN:**

In collaboration with the Human Resources Department, a proposed plan for technology support for each school has been developed. The plan would provide four Technology Facilitators and three Tech I positions in the seven elementary schools.

## **ELEMENTARY 1:1 TIMELINE**

### **(Six week implementation time)**

September	Receive approval and order laptops, carts and batteries for elementary 1:1 program
October	Ensure all 3 <sup>rd</sup> grade classrooms have carts and laptops with new batteries
	Schools develop and start executing professional development plans
	Train teachers on laptop care, student care, how to report technology issues and demonstrate instructional strategies when using laptops in the classroom
	Interview and hire Tech I positions
	Articles in newspapers
End of October - First of November	Receive and prepare new carts and laptops
	Connect 5 phone call providing information about 1:1 program and parent meetings
	Parent laptop meetings during 1 <sup>st</sup> quarter Report Card Parent Meetings
	Roll out laptop carts to classrooms for 2 <sup>nd</sup> quarter (except Hillsborough Elementary)



## ThinkPad X131e Notebook Orange Co. Schools - 6.4.13

The Lenovo ThinkPad X131e is a revelation for K-12 mobile computing. 1:1 computing is now more affordable and powerful than ever. Leave no student behind by equipping each and every learner with a lightweight, professional-grade ThinkPad.

### The Powerful, Affordable X131e Ultraportable

It may be small and inexpensive, but make no mistake, the X131e is all ThinkPad—reliable, rock-solid and well-equipped. It's our most affordable ThinkPad ever.

Perfect for the 1:1 computing programs, the X131e is an essential asset in teaching them the 21st century skills they will need to thrive as college students, in the workforce and in the global knowledge economy.

By virtue of its small size, lightweight and low price, the X131e can also be a major factor in bridging the "Digital Divide" among low income students and schools. And within any school, the X131e is ideal for mobile-cart based solutions.

### Professional-grade for Administrators, Faculty and Students

Empower faculty and administration with an ultraportable computing experience. At such an amazing price, you can afford to dramatically improve access to computing tools for everyone in your district.

The X131e ultraportable lets you study, work and intercast from practically anywhere! Not only does this provide flexibility in learning, but also provides continuity for your institution during emergencies like pandemics and disasters.

### The ThinkPad® X131e is designed for K12 students and schools demanding:

- Rugged and durable notebooks easy on maintenance
- Stronger hinges and mechanical casing to withstand rigorous use
- Stronger top cover, corners, and keyboard to survive wear and tear
- Stronger connectivity ports to resist frequent connect and disconnects
- Tools to enable interactive learning through digital media

### Worry-free manageability

Stay productive and reduce IT headaches with [ThinkVantage Technologies](#)



Rescue and Recovery™



Access Connections™



Password Manager



Active Protection System™



System Update™



Power Manager

### 11.6" ThinkPad laptop- The X131e Highlights

- Features AMD Fusion® E300 & E2-1800 processors or powered by Intel® Celeron 877 & Core i3-2367M
- Genuine Windows® 7 Professional
- Offers up to 500GB storage capacity
- Supports up to 8GB RAM
- Has a battery life of 8.5 hours with a 6-cell battery
- The rubber bumper around the top cover absorbs the force of bumps.
- The 33% stronger corners reduce damage to the system when dropped at an angle.

- The LED panel is protected by a stronger bezel of 1.2mm thicker plastic to keep the display safe from falls
- The notepad has stronger hinges, designed to last 50,000 cycles opening and closing the laptop.
- Has Active Protection System (APS) detects sudden bumps and drops
- Passes eight rigorous MilSpec tests for ruggedness
- Has a 55% stronger Ethernet Port for added protection
- Has stronger recessed ports, protects accidental damage to ports
- 50% stronger USB and DC-IN ports
- Dustless Fan
- Top Cover Wireless Activity LED
- 60% reduced gap on keyboard to prevent objects from getting wedged under keyboard keys



**ThinkPad X131e Notebook w/AMD Fusion Processor- BLACK COVER (STUDENT)**

- AMD E2-1800 Dual Core Processor (1.7Ghz, 1MB L2, 1.0GHz FSB) 2.0GT/s) with integrated graphics
- Integrated 720p Web Camera
- ThinkPad Wireless 11 a/b/g/n + Bluetooth 4.0
- Full Size Keyboard - 6-row, spill-resistant, multimedia Fn keys
- 11.6" (295mm) HD (1366x768) TFT color, anti-glare, LED backlight
- AMD Radeon HD 7430M graphics in processor
- 320GB 7200RPM HDD
- 4GB RAM
- 6 Cell Battery
- WWAN upgradable
- 2x USB Ports 3.0, 1x USB 2.0 (powered), external monitor (VGA DB-15, HDMI), Ethernet (RJ-45)
- HDMI 1.4 Output
- Media Card Reader 4 - in -1 (MMC, SD, Memory Stick, Memory Stick Pro)
- Genuine Windows® 7 Professional 32
- 1yr. Depot Warranty/ 1 year Battery – (warranty upgrade options below)
- Custom Image Load (w/Microsoft Shape the Future) and Asset Tag

**ThinkPad X131e bundle with warranty upgrade and factory services \$559.00 (3371-A131e)**

**Price valid through 9/30/2013**

1. **Lenovo will Pre-Image and add Standard Asset Tag services within Manufacturing (included in system cost).**
2. **Orange County is to supply Lenovo with Custom Image for ITC to verify and release to Manufacturing.**
3. **Orange County supplied the Asset Tag Requirements and the District Approved the sample Asset Tag on 3/27/12.**

**ThinkPad Options and Warranty upgrades included in this quote:**

**ThinkPad x131e 4yr. Onsite Warranty Next Business Day 9x5 upgrade  
ThinkPad x131e Etching**