

**ORANGE COUNTY  
BOARD OF EDUCATION**

**AGENDA ITEM ABSTRACT**

**Meeting Date:** May 28, 2013

**AGENDA ITEM No.** 13-05-(2)-14

**ACTION ITEM: (Y/N)** Y

**SUBJECT:** Elementary 1:1 Initiative – Phase III Work Session #4

**INFO. CONTACT:** Patrick Rhodes/Angie Veitch      **PHONE:** 919-245-4100 X1

- ATTACHMENTS:**
1. Laptop options spreadsheet.
  2. Proposed Funding plan spreadsheet.
  3. Lenovo state contract pricing (email quote).
  4. Dell state contract pricing (email quote).
  5. Implementation Timeline Alternatives.
  6. Lenovo Corporation quotation.
  7. Dell Corporation quotation.
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**PURPOSE:** The purpose of this agenda item is to provide additional information to the Board of Education concerning Orange County Schools' Digital 1:1 Conversion, Phase III, Grades 3-5.

**BACKGROUND:** On May 13, 2013, the Board of Education was provided spreadsheets on the tablet and laptop cost scenarios and a proposed funding plan. Board member discussion included, but was not limited to: tablets that are solid state versus laptops that are traditional hard drives; proposed funding plan; the desire to not hurry to make a decision; devices taken home or left at school; laptops vs. tablets; timeline for deployment (traditional and year round). Staff will provide additional information which was requested by board members at the May 13 meeting.

The board request for state contract pricing for the laptops is listed below:

Dell Latitude 3330	Lenovo X131e (List Price: \$1,242)
\$1215.06 per unit state contract	\$844.56 per unit state contract

Orange County Schools has secured quotes directly from both companies which provide prices below state contract costs: Lenovo \$619.00; Dell \$625.00. Both include four year on-site, next business day warranty.

**FINANCIAL IMPACT:** At the time of abstract preparation, an analysis of the cost for implementation of Phase III includes purchase of the elementary devices, laptop carts for grades 4 & 5 classrooms, digital resources, batteries for laptops in 3<sup>rd</sup> grade classrooms and the wireless upgrades for each elementary school. A funding plan is attached which proposes the use of state textbook funds for this purchase. Due to the N.C. senate's budget proposal which does not increase textbook appropriations, staff is recommending a delay of the purchase until state appropriations are solidified.

continued

**RECOMMENDATION:** The Superintendent recommends the Board of Education approve the Lenovo X131e laptop device for students in grades 4 & 5. The Superintendent also recommends these devices be kept at school and the \$25.00 student fee not be charged. Lastly, due to the current budgetary uncertainties, the Superintendent recommends the board delay purchase until state and county appropriations are clearly defined.

# Laptop Options for Elementary 1:1

## LAPTOP DEVICE\*\*

	Quantity	Per unit Cost	Total device cost	Sales Tax, 7.5% (2.75% will be refunded)	Total cost of device and sales tax	Sleeve (\$10 x 1200) Backpack (\$50 x 1200)	Carts (90 @ \$600)	Sales Tax, 7.5% (2.75% will be refunded)	Total cost of cart/backpack/sleeve	Total Cost
<b>Stays at school!</b>										
<b>Dell</b>	1200	\$625	\$750,000	\$56,250	\$806,250	\$0	\$54,000	\$4,050	\$58,050	\$864,300
<b>Lenovo</b>	1200	\$619	\$742,800	\$55,710	\$798,510	\$0	\$54,000	\$4,050	\$58,050	\$856,560
<b>Take home with sleeve</b>										
<b>Dell</b>	1200	\$625	\$750,000	\$56,250	\$806,250	\$12,000	\$0	\$900	\$12,900	\$819,150
<b>Lenovo</b>	1200	\$619	\$742,800	\$55,710	\$798,510	\$12,000	\$0	\$900	\$12,900	\$811,410
<b>Take home with backpack</b>										
<b>Dell</b>	1200	\$625	\$750,000	\$56,250	\$806,250	\$60,000	\$0	\$4,500	\$64,500	\$870,750
<b>Lenovo</b>	1200	\$619	\$742,800	\$55,710	\$798,510	\$60,000	\$0	\$4,500	\$64,500	\$863,010

\*\*Both the Dell and Lenovo laptops are with a 4 year, next day warranty and shipping is included.





PATRICIA COLEMAN <patricia.coleman@orange.k12.nc.us>

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## Fwd: Lenovo- x131e

1 message

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**Patrick Rhodes** <patrick.rhodes@orange.k12.nc.us>  
To: PATRICIA COLEMAN <patricia.coleman@orange.k12.nc.us>

Tue, May 21, 2013 at 8:02 AM

for packet

----- Forwarded message -----

From: **Angie Veitch** <angie.veitch@orange.k12.nc.us>  
Date: Tue, May 21, 2013 at 5:40 AM  
Subject: Fwd: Lenovo- x131e  
To: Patrick Rhodes <patrick.rhodes@orange.k12.nc.us>

Lenovo State contract pricing email

----- Forwarded message -----

From: **Kori Christensen** <kchristensen@lenovo.com>  
Date: Fri, May 17, 2013 at 2:57 PM  
Subject: Lenovo- x131e  
To: "angie.veitch@orange.k12.nc.us" <angie.veitch@orange.k12.nc.us>  
Cc: Jamie Royster <jroyster@lenovo.com>, Jerry Raleigh <rjerry@lenovo.com>, Emmanuel Acquaah <eacquaah@lenovo.com>, David Duncan <duncdavi@lenovo.com>

Angie,

Good afternoon! I hope you and your family are doing well, as it has been some time that we have talked.

Emmanuel is out of the office today and I am backing him up so wanted to send you the information you requested before the end of day.

Please find the following information below:

List Price: \$1,242 (Includes: Lenovo ThinkPad x131e 3371A13, 4yr. Onsite Warranty Next Business Day 9x5 upgrade, and Etching)

State Contract cost: \$844.56 (Includes: Lenovo ThinkPad x131e 3371A13, 4yr. Onsite Warranty Next Business Day 9x5 upgrade, and Etching)

Relationship Special Bid cost for OCSD: \$619 (Includes: Lenovo ThinkPad x131e 3371A13, 4yr. Onsite Warranty Next Business Day 9x5 upgrade, and Etching)

Thank you,

**Kori Christensen**

Inside Sales Representative

Public Sector South East

kchristensen@lenovo.com

Ph: 919.804.6838

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Angie Veitch, M. Ed., CE-CTO  
Director of Technology & Media  
Orange County Schools  
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Chapel Hill, NC 27514  
919-245-4100 x1  
angie.veitch@orange.k12.nc.us

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**G. Patrick Rhodes**  
Superintendent  
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Phone: 919-732-8126  
Fax: 919-732-8120

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PATRICIA COLEMAN <patricia.coleman@orange.k12.nc.us>

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## Fwd: NC State contract pricing for the Dell Latitude 3330

1 message

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**Patrick Rhodes** <patrick.rhodes@orange.k12.nc.us>  
To: PATRICIA COLEMAN <patricia.coleman@orange.k12.nc.us>

Tue, May 21, 2013 at 8:02 AM

for packet

----- Forwarded message -----

From: **Angie Veitch** <angie.veitch@orange.k12.nc.us>  
Date: Tue, May 21, 2013 at 5:39 AM  
Subject: Fwd: NC State contract pricing for the Dell Latitude 3330  
To: Patrick Rhodes <patrick.rhodes@orange.k12.nc.us>

Dell state contract pricing email.

----- Forwarded message -----

From: <Ann\_Davis@dell.com>  
Date: Tue, May 14, 2013 at 10:15 AM  
Subject: NC State contract pricing for the Dell Latitude 3330  
To: angie.veitch@orange.k12.nc.us  
Cc: Tracey\_Fries@dell.com, Ann\_Davis@dell.com

Good morning, Angie!

The NC State contract price for the following configuration is \$1215.06 per unit.

Windows 7 Pro

4 Year NBD Warranty

I3 Processor

6 Cell Battery

500GB Hybrid Drive

4GB RAM

Services – Imaging, Asset tagging, etching

Tracey is travelling today and will be in and out of meetings. Please feel free to call me if I can assist you in any way!

Regards,

**Ann C Davis**

Account Manager - North Carolina

Dell | Public Account Division | Education | State and Local

office +1 512 513 9128, or Toll Free 866-537-0706, ext. 513-9128

ann\_davis@dell.com | fax +1 512 283 8710

Field Account Executive - Tracey\_Fries@dell.com or 919-917-3389

CUSTOMER FEEDBACK | How am I doing? Please contact my manager Michael\_R\_Evans@dell.com

"It is better to ask some of the questions than to know all of the answers."- James Thurber

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#### **PURCHASE ORDER SUBMISSION OPTIONS:**

Online via [www.Premier.dell.com](http://www.Premier.dell.com)

Email [SPA\\_MidAtlantic\\_Orders@dell.com](mailto:SPA_MidAtlantic_Orders@dell.com)

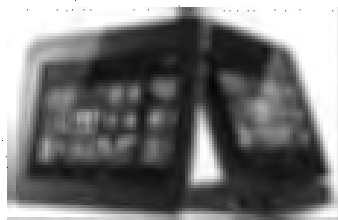
Fax 866-501-8304

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Latitude 10 tablet.  
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# Implementation Timeline Alternatives

There are approximately five weeks needed for device deployment. The information below summarizes the activities associated with deployment. The first day of school for traditional calendar students is August 26, 2013; year-round students begin July 15, 2013. A mid-July purchase should allow sufficient time for traditional schools to have the devices by the opening of school. Purchase dates later than the beginning of school would push deployment dates back approximately five weeks from the date of order.

## Week 1:

### Place order for Laptops

Lenovo: if order is placed prior to June 30, Lenovo guarantees they will be delivered in 4 weeks. July, August, September: Lenovo will give us high priority for shipping but could not guarantee 4 weeks.

#### Process:

Laptops are manufactured, imaged and asset tags are attached—10 days

Laptops are shipped to Whitsett, NC for etching—4 -5 days

Laptops are etched—5 days

Delivery to schools—Day 20

### Place order for laptop Carts

Order is placed the same day as the laptop order. Delivery time 3 weeks.

## Week 3:

Laptop carts arrive at each school and are asset tagged.

## Week 4:

Laptops arrive at each school and are unpackaged.

Laptop asset information is uploaded into Destiny (library inventory system).

## Week 4 and Week 5:

Laptops are signed out to each 4<sup>th</sup> and 5<sup>th</sup> grade classroom.

Laptops are loaded in carts and delivered to all 4<sup>th</sup> and 5<sup>th</sup> grade classrooms.

## ThinkPad X131e Notebook Orange Co. Schools - 5.22.13

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

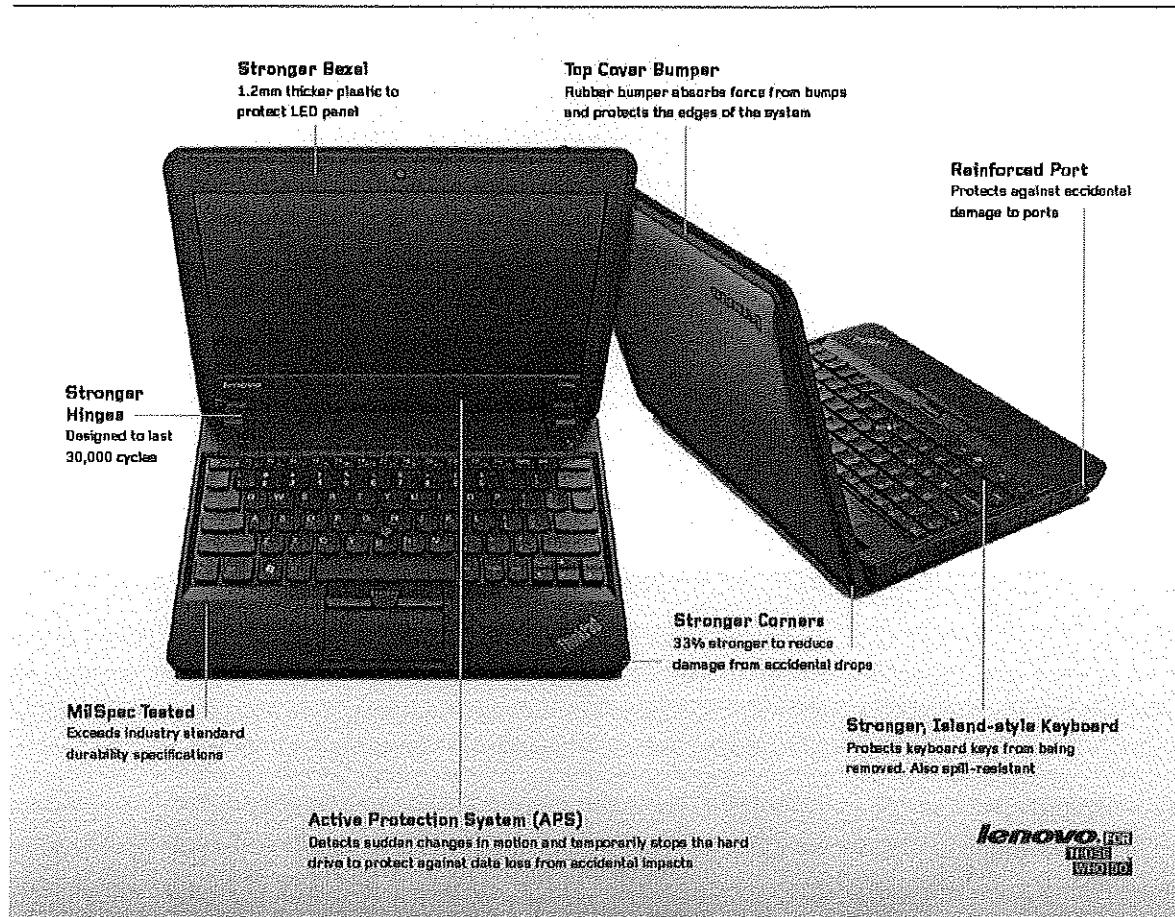
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 System Update™	 Power Manager

### 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 and Asset Tag

ThinkPad X131e bundle with warranty upgrade and factory services \$619.00 (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

Shop at Dell



# QUOTATION

Quote #: 652951167  
 Customer #: 084723381  
 Contract #: 77ACZ  
 Customer Agreement #: 204-A  
 Quote Date: 05/15/2013  
 Customer Name: ORANGE COUNTY SCHOOLS

Date: 5/15/2013

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

### Sales Professional Information

SALES REP: ANN C DAVIS                      PHONE: 1800 - 2747799  
 Email Address: [Ann\\_Davis@Dell.com](mailto:Ann_Davis@Dell.com)                      Phone Ext: 5139128

**GROUP: 1    QUANTITY: 1    SYSTEM PRICE: \$625.00    GROUP TOTAL: \$625.00**

Description	Quantity
Dell Latitude 3330 (210-AAFP)	1
4GB (1x4GB) 1600MHz DDR3L Memory (370-AAIC)	1
Internal English Keyboard (580-AABL)	1
Intel HD 3000 Graphics for 2nd Generation Intel processors (490-BBDZ)	1
Dell Wireless 1504 1X1 802.11bgn (613-BBBD)	1
320GB 5400rpm Hard Drive (400-AAFR)	1
Windows 7 XP Mode,Opti/PWS/Lat/Vost (421-2262)	1
Windows 7 Professional, 64-bit, No Media, Latitude, English (421-8067)	1
6 cell Battery (65 WHr) (451-BBBV)	1
No Wireless Wan Card (362-BBBB)	1
Dell Wireless 1504 1X1 802.11bgn (555-BBCT)	1
US Power Cord (537-BBBL)	1
BTS shipment (800-BBDF)	1
System Documentation, English (340-AAEJ)	1
Microsoft Office Trial, MUI, OptiPlex, Precision, Latitude (630-AABP)	1
Basic Hardware Service: Next Business Day Limited Onsite Service After Remote Diagnosis Initial Year (940-0009)	1
Dell Limited Hardware Warranty Plus Service Initial Year (940-0309)	1
Dell Limited Hardware Warranty Plus Service Extended Year(s) (940-0348)	1
Basic Hardware Service: Next Business Day Limited Onsite Service After Remote Diagnosis 3 Year Extended (973-2346)	1
Energy Star 5.2 qualified/EPEAT registered for Latitude 3330 (387-BBBL)	1
2nd Generation Intel Core i3-2375M Processor (3M cache, 1.5 GHz) (338-BBVP)	1
Integrated 720p HD video webcam (320-BBBF)	1
Shipping Material for Latitude 3330 (340-AASY)	1
Thank You for Choosing Dell (730-5247)	1
CFI Not Included (469-2486)	1
Intel(R) Core(TM) i3 Processor Label (389-BBHJ)	1

13.3in HD, (1366 X 768) 16:9, Anti-Glare (391-BBCF)	1
Software for Integrated Camera (319-BBBH)	1
Windows 7 Label, Latitude, Vostro and Mobile Precision Notebooks (330-6322)	1
Dell Back-up and Recovery Manager for Win7, MUI,Optiplex, Precision, Latitude (331-3300)	1
Dell Data Protection Encryption Digital Delivery (421-9982)	1
Dell Data Protection   Access Authentication Software (619-AAEW)	1
Dell Client System Update (640-BBCO)	1
Adobe Reader 11 (640-BBDI)	1
Dell Data Protection System Tools, Factory Installation for Notebooks (640-BBHQ)	1
Digital Delivery Prep (640-BBHR)	1
McAfee Security Center 30 Day Trial (650-AAEL)	1
65W AC Adapter, 3-pin (492-BBDD)	1
Dell Services (934-9419)	1

<b>*Total Purchase Price:</b>	<b>\$671.88</b>
<b>Product Subtotal:</b>	<b>\$625.00</b>
<b>Tax:</b>	<b>\$46.88</b>
<b>Shipping &amp; Handling:</b>	<b>\$0.00</b>
<b>State Environmental Fee:</b>	<b>\$0.00</b>
<b>Shipping Method:</b>	<b>LTL 5 DAY OR LESS</b>

(\* Amount denoted in \$)

**Statement of Conditions**

The information in this document is believed to be accurate. However, Dell assumes no responsibility for inaccuracies, errors, or omissions, and shall not be liable for direct, indirect, special, incidental, or consequential damages resulting from any such error or omission. Dell is not responsible for pricing or other errors, and reserves the right to cancel orders arising from such errors.

Dell may make changes to this proposal including changes or updates to the products and services described, including pricing, without notice or obligation.

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All information supplied to ORANGE COUNTY SCHOOLS for the purpose of this proposal is to be considered confidential information belonging to Dell.

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