

## **15. d. Amend Contract/Award – Technology Equipment and Peripherals**

### **Rationale**

On December 17, 2019, the Board of Education awarded Bid No. 19/20-01 IT Technology Equipment and Peripherals to CDW Government, LLC (CDWG). Bid No. 19/20-01 IT Technology Equipment and Peripherals was a unit-cost bid that included equipment and services the Irvine Unified School District (District) anticipated were necessary to meet the District's technology needs.

The initial term of the contract was January 1, 2020 through December 31, 2021 with the option to extend for three (3) additional one (1) year terms, for a maximum term of five (5) years, in accordance with provisions contained in Education Code section 17596. Certain products specified in the bid have subsequently been updated, altered or discontinued, therefore, the parties wish to amend the underlying Bid Form Pricing Sheet to allow the District to purchase 1) new, upgraded products that replace those originally specified, and 2) substitute products which are direct replacements for original products that have been discontinued. Section 19.C of Bid No. 19/20-01 IT Technology Equipment and Peripherals allows the successful bidder to “delete Equipment removed from the market by the manufacturer or and/or add Equipment introduced to the market by the manufacturer under the following conditions: a. Deleted Equipment has been discontinued and are no longer available from the manufacturer; b. Added Equipment is a direct replacement for original Equipment listed in the bid, Contractor's bid, the resulting Agreement and/or any Purchase Agreements.”

Manufacturers have discontinued certain products specified in the bid. In some cases, the replacement products include significant technical upgrades that have affected the product price. Additionally, some manufacturer cost increases require an adjustment to licensing and product costs. The Technical Specifications and Requirements form in Bid No. 19/20-01 IT Technology Equipment and Peripherals allows “price increases reflecting original manufacturer's cost increases to the successful Bidder.”

The Updated Bid Form Pricing Sheet is attached.

IUSD/Fogarty/Ford/Bennett  
Board Agenda  
January 19, 2021

Attachment

### **Financial Impact**

None. Project will remain within approved budgets.

### **Recommended Motion**

Authorize the Assistant Superintendent of Business Services to amend the contract for technology equipment and peripherals, resulting from Bid No. 19/20-01 IT, to incorporate the additional and substituted products set forth in the Updated Bid Form Pricing Sheet.

### **Quick Summary / Abstract**

Authorize the Assistant Superintendent of Business Services to amend the contract for technology equipment and peripherals, resulting from Bid No. 19/20-01 IT, to incorporate the additional and substituted products set forth in the Updated Bid Form Pricing Sheet.

### **Supporting Documents**



Updated Bid Pricing Sheet 1.1.21

## **AMENDMENT TO AGREEMENT**

This AMENDMENT TO AGREEMENT (“Amendment”) by and between CDW Government LLC (“CDWG”, “Consultant”, or “Provider”) and IRVINE UNIFIED SCHOOL DISTRICT on behalf of itself and its affiliated schools (“Customer” or “IUSD”), is entered into on January 1, 2021 (the “Effective Date”), with reference to the facts set forth below. Provider and IUSD agree to amend the terms and conditions of the Agreement awarded pursuant to Bid No. 19/20-01 IT Technology Equipment and Peripherals (“Agreement”), upon and subject to the terms and conditions of this Amendment, notwithstanding anything to the contrary in the Agreement. Initial capitalized terms not otherwise defined herein shall have the meaning set forth in the Agreement and Bid documents.

### **RECITALS**

- a. Provider and IUSD entered into the Agreement on January 1, 2020 with a term date ending December 31, 2021; and
- b. Provider and IUSD have mutually agreed to amend the Agreement as set forth in this Amendment.

### **AGREEMENT**

NOW THEREFORE, in consideration of the mutual covenants, promises, representations, warranties, and conditions set forth herein, Provider and IUSD hereby agree as follows:

1. Whereas, section 19.C. of Bid No. 19/20-01 IT Technology Equipment and Peripherals allows the successful Bidder to “delete Equipment removed from the market by the manufacturer or and/or add Equipment introduced to the market by the manufacturer under the following conditions: a. Deleted Equipment has been discontinued and are no longer available from the manufacturer; b. Added equipment is a direct replacement for original Equipment listed in the bid, Contractor’s bid, the resulting Agreement and/or any Purchase Agreements.” Such changes have been made by manufacturers and the Bid Form Pricing Sheet is hereby amended to reflect changes in Exhibit A.
2. Whereas, The Technical Specifications and Requirements form in Bid No. 19/20-01 IT Technology Equipment and Peripherals allows “price increases reflecting original manufacturer’s cost increases to the successful Bidder. Documentation may be required to prove price increase from the manufacturer to the successful Bidder.” Such price increases have been made by manufacturers and the Bid Form Pricing Sheet is hereby amended to reflect changes in Exhibit A. Manufacturer documentation is attached hereto in Exhibit B.
3. the event that the price of an item decreases, such lower price is to be immediately extended to Irvine Unified School District. In addition, within 24 hours of any price decrease, the District shall be notified in writing of such changes and pending orders shall reflect the newer price.
4. Except as otherwise expressly modified herein, all terms and conditions of the Agreement and bid documents shall remain in full force and effect. To the extent there is a conflict between this Amendment and the Agreement, this Amendment shall control.
5. This Amendment may be executed in multiple counterparts, each of which shall be deemed an original and, together shall constitute one document.

IN WITNESS WHEREOF, Provider and IUSD have executed this Amendment to Agreement as of the Effective Date.

**CDW Government LLC**



By: Dario J. Bertocchi  
Title: Director, Program Sales  
Date: January 21, 2021

**Irvine Unified School District**



By: John Fogarty  
Title: Asst Supt Business Services  
Date: January 20, 2021

IUSD Board Approved: 1/19/2021

***\*Digital Signature Not Accepted***

**Exhibit A**  
**Updates to Bid Form Pricing Sheet**

## Updated Bid Form Pricing Sheet

Original Bid Parts				Updated Parts			
Line item	Description	Part Number	Price	Description	Part number	Price	Effective Date
1A	DELL CHROME 3100	3100	\$234.00	DELL 3100 N4020	OJWC5	\$236.00	1/1/2021
2	GOOGLE MGMT LICENSE	CROSSWDISEDU	\$23.00	GOOGLE MGMT	CROSSWDISEDU	\$31.00	3/9/2021
3B	ANYWHERE AC-PLUS-T	AC-PLUS-T	\$869.00	ANYWHERE	AC-PLUS-T	\$950.00	1/1/2021
4A	LEXMARK B2442DW	36SC220	\$257.56	LEXMARK B3442DW	29S0300	\$306.16	1/1/2021
13	EPSON 975W	V11H835020	\$941.45	EPSON U50	V11H952020	\$899.00	1/1/2021



Dec 1, 2020

Anywhere Cart  
42035 Zevo Drive  
Temecula CA, 92590

Anywhere Cart Price Increase

To Whom It May Concern:

Anywhere Cart will be increasing the cost of the AC-PLUS-T on the Irvine Piggyback Contact due to the increased production, logistics and sales costs caused by the global COVID-19 pandemic.

For any questions, please contact Garrett McKelvie, Vice President at the below:  
[garrett@anywheremap.com](mailto:garrett@anywheremap.com)  
888-650-4488 ext 125

Anywhere Cart

Garrett McKelvie  
Vice President

## Michelle Bennett

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**From:** Scott Bennett  
**Sent:** Thursday, November 12, 2020 11:36 AM  
**To:** Michelle Bennett  
**Cc:** Beth Girardini (bethgir@cdwg.com)  
**Subject:** FW: [EXTERNAL] Chrome Education Upgrade - Adjustments to pricing and foreign exchange rates

Here's the notice Beth sent about the Chrome license price change.

Scott

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**From:** Beth Girardini <bethgir@cdwg.com>  
**Sent:** Tuesday, November 10, 2020 3:27 PM  
**To:** Scott Bennett <ScottBennett@iusd.org>  
**Cc:** Tim Gershon <TIMGERS@cdw.com>  
**Subject:** [EXTERNAL] Chrome Education Upgrade - Adjustments to pricing and foreign exchange rates

**CAUTION:** Verify the sender before clicking links or opening attachments.

Hey Scott-

I know that I updated the bid doc to reflect this.. but here is some more information if you need..

In January 2020, Google [announced](#) they would be increasing the MSRP of Chrome Education Upgrade from \$30 USD to \$38 USD per device license. Due to the challenges associated with COVID-19, specifically the increased demand for devices as we continue to work and learn from home, they are delaying that price increase to March 9, 2021 to alleviate any further pressure on schools and businesses at this time.

This notice is to inform you that, **on March 9, 2021, they will proceed with the planned price increase, and introduce a new annual pricing and foreign exchange rate adjustment process.** Please read further for more details:

- This price increase reflects the continued innovation and value that have been added to Chrome OS over the past several years, as well as the hundreds of policies that are on their way. It also includes 24/7 support that is provided through the [Chrome OS Automatic Update Expiration \(AUE\) policy](#).
- To ensure a globally consistent pricing model, effective March 9, 2021 they will also be updating the foreign exchange rate in local currencies across EUR, GBP, AUD, and NZD.
- Moving forward, you can expect an exchange rate and price adjustment annually in January based on global foreign exchange rates and any relevant product enhancements.

Due to this, the price we offer on the Chrome Education Upgrade will change from \$23 to \$31 effective March 9, 2021



Beth Girardini  
Executive Account Manager - CA K-12 | CDW-G  
Direct: 866.339-3527 | Fax: 847-371-7315  
CDWG E-Rate SPIN # - 143005588



Click here to learn what other schools are doing in K12:  
<http://www.edtechmag.com/k12/index.php>

EDUCATION

# Improving 40 million Chromebooks for education



**Jim Deno**

Program Manager, Chrome OS

Published Jan 21, 2020



*3/9/2020 Update:* The MSRP of the Chrome Education Upgrade will be updated from \$30 to \$38 USD starting January 12, 2021 (delayed from March 9, 2020 as **previously announced**). Prices may vary by region and reseller. Please contact your reseller for specific pricing available to you in your area.

*Editor's note:* *This week, we're at BETT in London, where you can visit us at booth SE30. If you're #NotAtBett, follow along on [Twitter](#) and [Facebook](#).*

On the Google for Education team, we think a lot about how to make sure the technology we're delivering and schools are using is **sustainable**. Devices shouldn't have to be constantly refreshed or replaced after just a couple of years in the classroom. They should be used year after year and consistent updates should continue to expand functionality.

We launched Chromebooks 10 years ago to reimagine what personal computers could do, so we set out to create devices that champion speed, simplicity, and security. Thanks to feedback from administrators, we created the **Chrome Education Upgrade**, which allows IT admins working in schools to have more control over the hundreds of thousands of devices they manage. To make sure Chromebooks are packed with the latest and greatest and to build long-term value into each device, we automatically send security updates and features to devices every 6 weeks, and we work with Chromebook manufacturers to make sure schools get the most out of them.

We believe in making devices that are more sustainable and packed with features that empower teachers and students to get the most out of their teaching and learning while delivering value for schools around the world. So today, we're sharing new updates to our **Automatic Update Expiration date policy**, new devices for 2020 with longer life and more capabilities including touch screens and improved UI, and a new price for the Chrome Education Upgrade.

Forty million students and educators now use Chromebooks, and we're still listening to them every step of the way.



2012

Worldwide Growth



## Simplifying IT for schools

Chrome Education Upgrade unlocks the full capabilities of Chrome OS and frees up IT resources. When IT admins are given tools to streamline school management, they can work with teachers to simplify workloads. This means that students get more time and attention from educators.

Managed access puts admins in control of what users can access and how the devices can be used. It simplifies device deployment with the help of a cloud-based command center where admins can manage settings and oversee all devices in their fleet. It also provides advanced security controls, which allow IT admins to disable devices remotely, set up persistent enrollment to prevent unrestricted access or set data to remove at the end of each session.

## Automatic updates are getting a refresh

Today, we're announcing changes to the Chrome OS Automatic Update (AUE) policy. Based on feedback from customers, Chromebook manufacturers and partners, we are now providing security and feature updates for a longer period.

**Automatic updates** provide important fixes for security, stability, and new features. With two copies of the operating system on each device, one can be silently updated without disrupting your work—or class! However, at a certain point, we can **no longer push updates or guarantee a device's hardware and security**.

When we first launched Chromebooks, devices only received three years of automatic updates. Over the years, we've been able to increase that to over six. Last fall, we

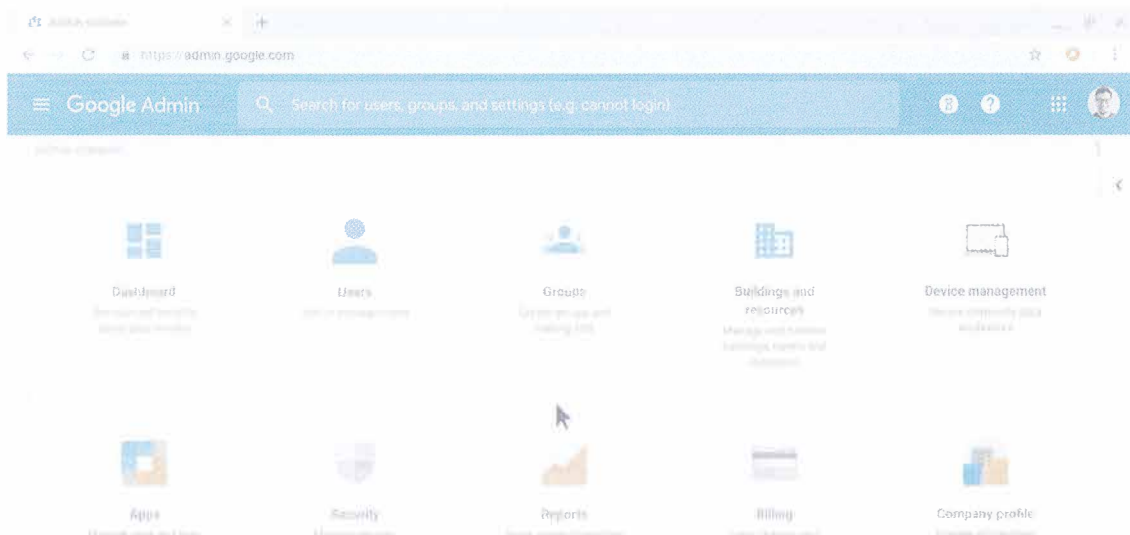
more before they expire. This will help schools better select which devices to invest in and provide more time to transition from older devices.

And now, devices launching in 2020 and beyond will receive automatic updates for even longer. The new Lenovo 10e Chromebook Tablet and Acer Chromebook 712 will both receive automatic updates until June 2028. So if you're considering refreshing your fleet or investing in new devices, now is a great time. For a full list of AUE dates, see the Automatic Update Expiration policy on our [Help Center](#).

With 20+ new devices for education, extended years of automatic updates on more devices and more than 200 controls for admins and counting in Google Admin Console, Chromebooks can provide a stronger return on investment than ever before. To support this greater lifespan, we've increased the list price of the Chrome Education Upgrade from \$30 to \$38. You can purchase [Chrome Education Upgrade](#) through your reseller to manage your devices today.

## The new and improved Google Admin Console

We recently rolled out improvements to the [admin console](#), including 10 times faster page loads and search functionality. In Google Admin Console, you'll see a new Devices page where you can search and filter by device, and see the Automatic Update Expiration dates for the devices in your school. All app management for users, browsers, managed guest sessions, and kiosks is now part of a single page where you can manage apps and extensions from the Google Play Store, Chrome Web Store, and self-hosting side by side. You can also pin websites to the taskbar on Chrome OS and provision progressive web apps (PWAs) for your users—all you need to enter is the URL. And in the Settings page, you can manage native printing options more closely with new controls for setting defaults and restrictions on duplex, color and more.



## New devices for 2020

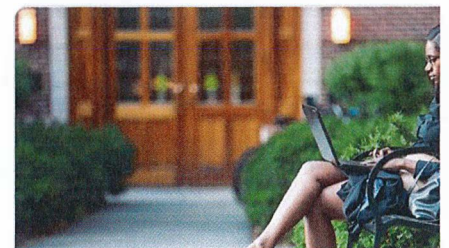
Chromebooks are designed for enhanced learning, and the newest devices coming in 2020 are no exception.

The ASUS Chromebook Flip C214 and Lenovo 500e Chromebook come with a rugged design, durable touchscreens, built-in styluses and a 360-degree hinge so students can create and explore in new ways. And with both a user-facing and a world-facing camera, students can collaborate in Hangouts Meet, then flip their screens around to shoot videos for class projects.

Devices like the Pixelbook Go and the new Lenovo Chromebook 10e tablet give teachers and students access to tons of creative tools. Google Slides and Docs make it easy to work together with podcasting, video or coding apps, all of which can be found on the [Chromebook App Hub](#).

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