

Regular Meeting of the Board of Education
November 7, 2023 6:30 PM
IRVINE UNIFIED SCHOOL DISTRICT
Administration Center
5050 Barranca Parkway
Irvine, CA 92604
5:00 p.m. Closed Session / 6:30 p.m. Regular Meeting

Agenda Item: Amend Contract/Award - Technology Equipment and Peripherals

Rationale: The Irvine Unified School District (District) has a need for technology equipment and peripherals.

On December 17, 2019, the Board of Education (Board) 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 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, upon mutual written agreement of the District and CDWG and the approval of the Board. The first extension for the period of January 1, 2022 through December 31, 2022 was Board approved September 14, 2021. The second extension for the period of January 1, 2023 through December 31, 2023 was Board approved December 13, 2022.

The District has been pleased with the services from CDWG; therefore, staff requests the authorization to extend the contract for one (1) additional one (1) year term, as allowable per the terms and conditions outlined in the Bid, from January 1, 2024 through December 31, 2024.

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 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/Ford/Bennett

Board Agenda
November 7, 2023

Attachment

Financial Impact: Funding may be provided by various sources including, but not limited to: General Fund - Fund 01, Deferred Maintenance Fund - Fund 14, Building Fund - Fund 21, Capital Facilities Fund - Fund 25, County School Facilities Fund - Fund 35, Special Reserve Fund for Capital Outlay Projects - Fund 40, Community Facilities Districts, and Stimulus Funding Sources.

Amount of expenditure undetermined. School sites and programs make purchases within budget allocation amounts.

Savings are anticipated due to reduced pricing of the Bid Contract.

Recommended Motion: Authorize the Assistant Superintendent of Business Services to amend the contract with CDW Government, LLC 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 and to extend the contract for one (1) additional one (1) year term, effective January 1, 2024 through December 31, 2024.

Quick Summary / Abstract: Authorize the Assistant Superintendent of Business Services to amend the contract with CDW Government, LLC 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 and to extend the contract for one (1) additional one (1) year term, effective January 1, 2024 through December 31, 2024.

AMENDMENT 8 TO AGREEMENT

This AMENDMENT 8 TO AGREEMENT (“Amendment 8”) by and between CDW Government LLC (“CDWG”, “Contractor”) and Irvine Unified School District on behalf of itself and its affiliated schools (“Customer” or “District”), is entered into on January 1, 2024 (the “Effective Date”), with reference to the facts set forth below. Contractor and District agree to amend the terms and conditions of the Agreement (“Agreement”), upon and subject to the terms and conditions of this Amendment 8, notwithstanding anything to the contrary in the Agreement. Initial capitalized terms not otherwise defined herein shall have the meaning set forth in the Agreement.

Whereas, Contractor and District entered into the Agreement on January 1, 2020 with a term date ending December 31, 2021; and

Whereas, Contractor and District entered into an Amendment to the Agreement on January 1, 2021; and

Whereas, Contractor and District entered into an Amendment 2 to the Agreement on March 1, 2021; and

Whereas, Contractor and District entered into an Amendment 3 to the Agreement on June 9, 2021; and

Whereas, Contractor and District entered into an Amendment 4 to the Agreement on January 1, 2022 extending the term end date through December 31, 2022; and

Whereas, Contractor and District entered into an Amendment 5 to the Agreement on January 1, 2022; and

Whereas, Contractor and District entered into an Amendment 6 to the Agreement on August 1, 2022; and

Whereas, Contractor and District entered into an Amendment 7 to the Agreement on January 1, 2023; and

Whereas, Contractor and District have mutually agreed to amend the Agreement as set forth in this Amendment 8.

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

1. The Agreement is hereby amended to extend the term end date through December 31, 2024 pursuant to section 4 of the Agreement. The Agreement may be extended upon mutual consent of District and Contractor for one (1) additional one (1) year period in accordance with provisions contained in Education Code section 17596 (K-12). The maximum term of the Agreement is five (5) years.

2. 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. Any future price decreases by the manufacturer will be incorporated into the Bid Form Pricing Sheet to decrease the purchase price for District.

3. Whereas, the Technical Specifications and Requirements in the RFP and Agreement states that “price increases reflecting original manufacturer’s cost increases” may be allowed. Such changes have been made by

manufacturers and the Bid Form Pricing Sheet is hereby amended to reflect changes in Exhibit A. Documentation reflecting aforementioned price increases is attached hereto in Exhibit B. Any future price decreases by the manufacturer will be incorporated into the Bid Form Pricing Sheet to decrease the purchase price for District.

4. Except as otherwise expressly modified herein, all terms and conditions of the Agreement shall remain in full force and effect. To the extent there is a conflict between this Amendment 8 and the Agreement, this Amendment 8 shall control.

5. This Amendment 8 may be executed in multiple counterparts, each of which shall be deemed an original and, together shall constitute one document.

IN WITNESS WHEREOF, Contractor and DISTRICT have executed this Amendment 8 to Agreement as of the Effective Date.

CDW Government LLC

Irvine Unified School District

DocuSigned by:
Dario Bertocchi
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By: John Fogarty
Title: Asst Supt Business Services
Date: 11/08/2023

By: Dario Bertocchi
Title: VP Contracting Operations
Date: 10/19/2023

DISTRICT Board Approved: 11/7/2023

Bid No. 19/20-01 IT Technology Equipment and Peripherals Updated Pricing Sheet

Model and Pricing Information

		2023	
Line #	Description	Manufacture & Model	Unit Cost
1	HP SB 11 g9 n4500 32/4	3v2y2ut#aba	\$254.00
1a	Dell 3110 n4500 32/4	939gh	\$392.00
2	Google Chrome Mgmt License	CROSSWDISEDUNEW	\$31.00
3	Aver C36i+	CHRG36i+	\$1,220.00
3a	55423-DBT	55423-DBT	\$1,181.24
3b	Anywhere Cart AC-Plus-T	AC-PLUS-T	\$1,199.00
3d	DellCharge C36	CMPT36	NO BID
4	HP LASERJET PRO 4001N MONO LASER	Z2599F#BGJ	\$385.48
4a	Lexmark B3442DW	Z9S0300	\$340.00
5	HP Color LaserJet M554DN	7ZU81A#BGJ	\$728.69
5a	Lexmark CS622de	42C0080	\$625.00
6	Cisco Catalyst 9500 16-port 10G K12	C9500-16X-EDU	\$13,000.00
6a	no bid		
7	Cisco Catalyst 9200L 48-port PoE+ only 4x10G uplinks K12	C9200L-48P-4X-EDU	\$6,035.00
7a	NO Bid		
8	Cisco Catalyst 9300 48-port(12 mGig&36 2.5Gbps) K12	C9300-48UXM-EDU	\$10,040.00
8a	NO Bid		
9	HP AP-535	JZ337A	\$1,228.23
9a	Ruckus R750	901-R750-US	\$1,075.00
10	HP Ap-575	R4H18A	\$1,734.00
10a	Ruckus T750	901-T750-US01	\$2,700.00
11	Aruba AP/PEF/RFP License	JW619AAE	\$202.00
11a	Ruckus Virtual LIC	L09-0001-5G00	\$96.00
12	Scheider Electric UPS	SURTD6000RMXLP3U	\$6,480.00
13	Epson L250F	V11HA1720	\$1,250.00
14	Epson 725W	V11H999520	\$1,225.00
15	Epson ELPLP64	V13H010L64	\$155.00
16	Product Discontinued		
16a	Boxlight Procolor 753U	procolor753u+	\$2,778.98
16b	Promethean ACTIVpanel Titatium	AP9-B75-NA-1	\$3,885.00
16c	No Bid		
16d	Smart MX275-v2	SBID-MX275-V2	\$4,017.59
16e	Dell 75" 4k	dell-C7520QT	\$4,800.00
17	SAMSUNG 65IN COMMERCIAL 4K LCD DISP	QB65B	\$1,190.00
18	Aver M15W	VSIONM15W	\$423.00
18a	Disco- no direct replacement		
19	Lightspeed TopCat	TCN-FF-m	\$1,695.00
20	Installation Service - Lightspeed Top cat	na	\$205.00
21	ATLASied pOe+ INDOOR WALL MOUNT	ip-sdm	\$795.00
22	Installation Service- atlast IED Loud speaker	NA	\$195.00

Updated Model and Pricing Information

		2024		
Description	Manufacture & Model	Unit Cost	Notes tab	
HP SB 11 g9 n4500 32/4	3v2y2ut#aba	\$254.00		
Dell 3110 n4500 32/4	939gh	\$270.00	Decreased pricing	
Google Chrome Mgmt License	CROSSWDISEDUNEW	\$31.00		
Aver C36i+	CHRG36i+	\$1,220.00		
55423-DBT	55423-DBT	\$1,181.24		
Anywhere Cart AC-Plus-T	AC-PLUS-T	\$1,199.00		
no bid				
HP LASERJET PRO 4001N MONO LASER	Z2599F#BGJ	\$284.28	Decreased pricing	
Lexmark B3442DW	Z9S0300	\$340.00		
HP Color LaserJet M554DN	7ZU81A#BGJ	\$728.69		
Lexmark CS622de	42C0080	\$625.00		
Cisco Catalyst 9500 16-port 10G K12	C9500-16X-EDU	\$13,000.00		
Cisco Catalyst 9200L 48-port PoE+ only 4x10G uplinks K12	C9200L-48P-4X-EDU	\$6,035.00		
No Bid				
Cisco Catalyst 9300 48-port(12 mGig&36 2.5Gbps) K12	C9300-48UXM-EDU	\$6,700.00	decreased	
No Bid				
HP AP-535	JZ337A	\$1,228.23		
Ruckus R750	901-R750-US	\$1,075.00		
HP Ap-575	R4H18A	\$1,734.00		
Ruckus T750	901-T750-US01	\$2,700.00		
Aruba AP/PEF/RFP License	JW619AAE	\$164.00	decreased	
Ruckus Virtual LIC	L09-0001-5G00	\$96.00		
Scheider Electric UPS	SURTD6000RMXLP3U	\$6,480.00		
L260F	V11HA69020	\$1,199.00	New product- less pricing	
Epson 760W	V11HAB1020	\$1,340.00	pricing	
Epson ELPLP64	V13H010L64	\$155.00		
Product Discontinued				
MimioPro 754	MIMIOPRO754	\$2,693.00	new product	
Promethean ACTIVpanel Titatium	AP9-B75-NA-1	\$4,075.00	increase but less then 10%	
Smart MX275-v2	SBID-MX275-V2	\$4,017.59		
Dell 75" 4k	dell-C7520QT	\$2,600.00	decrease	
SAMSUNG 65IN COMMERCIAL 4K LCD DISP	QB65B	\$1,190.00		
Aver M15W	VSIONM15W	\$423.00		
Lightspeed TopCat	TCN-FF-m	\$1,779.00	letter attached	
Installation Service - Lightspeed Top cat	na	\$205.00		
ATLASied pOe+ INDOOR WALL MOUNT	ip-sdm	\$795.00		
Installation Service- atlast IED Loud speaker	NA	\$195.00		



CDW – Corporate Headquarters
120 S Riverside Plaza
Chicago, IL 60606-3913

October 10, 2023

SUBJECT: PRICE INCREASE FOR THE 2023-2024 K-12 SCHOOL YEAR

To Whom It May Concern,

Over the past year, Lightspeed's material and overall operating costs increased significantly tied to a variety of factors including rising material costs, high costs of transportation, as well as general inflation and cost of living adjustments. As a result, we have implemented an overall price increase across our product line that averages out to approximately 3.5% to offset these increased costs.

We continue to absorb many of our additional costs in ways that do not affect the pricing of the customers we serve. We value the relationships we have built and look forward to partnering with you for many years to come!

Sincerely,
Tony Zeikle
Senior Vice-President of Revenue
Phone: (800) 732-8999
Email: tony.zeikle@lightspeed-tek.com