

17. d. Amend Contract/Award – Technology Equipment and Peripherals

Rationale

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 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. The first extension for the period of January 1, 2022 through December 31, 2022 was Board approved on September 14, 2021.

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/Fogarty/Ford/Bennett
Board Agenda
December 14, 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

AMENDMENT 5 TO AGREEMENT

This AMENDMENT 5 TO AGREEMENT (“Amendment 5”) 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, 2022 (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 5, 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 have mutually agreed to amend the Agreement as set forth in this Amendment 5.

NOW THEREFORE, in consideration of the mutual covenants, promises, representations, warranties, and conditions set forth herein, Contractor and District 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. Any future price decreases by the manufacturer will be incorporated into the Bid Form Pricing Sheet to decrease the purchase price for District.
2. 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.
3. 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 5 and the Agreement, this Amendment 5 shall control.
4. This Amendment 5 may be executed in multiple counterparts, each of which shall be deemed an original and, together shall constitute one document.

<<Signature Page Follows>>

IN WITNESS WHEREOF, Contractor and DISTRICT have executed this Amendment 5 to Agreement as of the Effective Date.

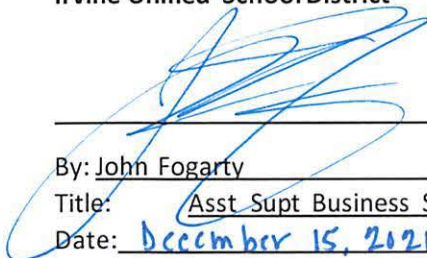
CDW Government LLC



By: Dario Bertocchi
Title: Director, Program Sales
Date: 12/03/2021

****Digital Signature Not Accepted***

Irvine Unified School District



By: John Fogarty
Title: Asst Supt Business Services
Date: December 15, 2021

DISTRICT Board Approved: December 14, 2021

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

					Updated Model and Pricing Information				
Line #	Description	Manufacture &Model	Unit Cost	MSRP	Description	Manufacture &Model	Unit Cost	MSRP	Notes tab
	1 HP Chromebook 11 g7 11.6	6Q722UT#ABA	184.99**	\$279	HP Chromebook 11 G8	436B4UT#ABA	\$229.00	\$299.00	Model change- MSRP Increase by \$20 and increase in storage from 16gb to 32gb is \$20
1a	Dell Chrome 3100	3100	\$234.00		Dell Chrome 3100	5783K	\$225.71		
2	Google Chrome Mgmt License	CROSSWDISEDU	\$23.00		Google Chrome Mgmt License	CROSSWDISEDUNEW	\$31.00		Increase sent in amendment 3
3	AverCharge c36i+	CHRGCC36i+	\$990.00		Aver C36i+	CHRGCC36i+	\$1,220.00		Letter from Aver
3A	Spectrum Connect 36	55423-DBT	\$1,081.24		55423-DBT	55423-DBT	\$1,181.24		freight increase
3b	Anywhere Cart AC-Plus-T	AC-PLUS-T	\$950.00		Anywhere Cart AC-Plus-T	AC-PLUS-T	\$1,199.00		Letter attached from Anywhere on cost increases
3d	DellCharge C36	CMPT36	NO BID		DellCharge C36	CMPT36	NO BID		
4	HP Laserjet Pro M404n	W1A52A#BGJ	\$171.86	343.72	HP Laserjet Pro M404n	W1A52A#BGJ	\$275.00	\$382.06	msrp change and freight increase- Letter attached
4a	Lexmark B3442dw	29S0300	\$306.16		Lexmark B3442DW	29S0300	\$310.00		
5	HP Color LaserJet Ent M553N	B5L24A#BGJ	\$378.95	757	HP Color LaserJet M554DN	7ZU81A#BGJ	\$624.00	\$867.00	Replacement part MSRP increase \$100 and HP cost increase
5a	Lexmark CS622de	42C0080	\$505.00		Lexmark CS622de	42C0080	\$590.00		check msrp change
6	Cisco Catalyst 4500 Switch L3	WS-C4500X-16SFP+	\$15,472.80		Catalyst 9500 16-port 10G K12	C9500-16X-EDU	\$11,823.00		Must add DNA license
6a	Dell Powerswitch	S4128F-ON	NO BID		no bid				
7	Cisco Catalyst2960x Switch L2	WS-C960X-48FPD-L	\$4,886.28		Catalyst 9200L 48-port PoE+ only 4x10G uplinks K12	C9200L-48P-4X-EDU	\$4,950.00		Must add dna licenses
7a	Dell Powerswitch	N2048	NO BID		NO Bid				
8	Cisco Catalyst 3850 L2	WS-C3850-12X48U-L	\$10,393.53		Catalyst 9300 48-port(12 mGig&36 2.5Gbps) K12	C9300-48UXM-EDU	\$9,128.00		Must add DNA licenses
8a	Dell Powerswitch	N3048EP-ON	NO BID		NO Bid				
9	HP/Aruba indoor AP AP-335	JW825A	\$1,032.40		AP-535	JZ337A	\$1,085.00		Email attached from Aruba on pricing changes
9a	Ruckus in R750	901-R750-US	\$983.68		Ruckus R750	901-R750-US	\$983.68		
10	Hp/Aruba Outdoor Access Point AP375	JZ173A	\$1,215.10		Ap-575	R4H18A	\$1,334.00		Email attached from Aruba on pricing changes
10a	Ruckus OUT T610	9U1-T610-US	\$1,082.05	\$1,995	Ruckus T750	901-T750-US01	\$2,500.00	\$3,495.00	Part completely changed- see email from engineer attached
11	Aruba AP/PEF/RFP License	JW619AAE	\$95.70		Aruba AP/PEF/RFP License	JW619AAE	\$102.00		Email attached from Aruba on pricing changes
11a	Ruckus Virtual Lic	Virtual1301	\$96.50		Ruckus Virtual Lic	L09-0001-5G00	\$96.00		
12	Scheider Electric UPS	SURTD6000RMXLP3U	\$4,992.00		Scheider Electric UPS	SURTD6000RMXLP3U	\$5,340.00		msrp change and freight increase- Letter attached
13	Epson U50	V11H952020	\$899.00		Epson U50	V11H952020	\$899.00		
14	Epson Powerlite 685W	V11H744520	\$1,016.50	\$1,390	Epson 725W	V11H999520	\$1,125.00	\$1,890.00	Model Change and Msrp increase- also moving to a laser projector
15	Epson ELPLP64 Lamp	V13H010L64	\$137.00		Epson ELPLP64	V13H010L64	\$137.00		
16a	Boxlight PROCOLOR 753U	753UHD	\$4,086.57		Boxligh Procolor 753U	procolor753u+	\$3,258.35		
16b	Promethean Titanium ActivePanel	AP7E-B75-NA-1-ETE	\$3,700.00		Promethean ACTIVpanel Titanium	AP7E-B75-NA-1-ETE	\$3,700.00		
16c	Clevertouch IMPACT	15475IMPACT	no bid		No Bid				
16d	SMART MX	MX275-V2	\$4,017.59		Smart MX275-v2	SBID-MX275-V2	\$4,017.59		
16e	Dell 75" 4K inter	C7520QT	\$4,925.30		Dell 75" 4k	dell-C7520QT	\$4,800.00		
17	Samsung QB-R 65" digital Signage	QB65R	\$850.00		Samsung QB-R 65" Digital Signage	QB65R	\$950.00		msrp different and letter attached
18	Aver F70W Wireless Doc Cam	VISIONF70W	\$410.00		Aver M15W	VISIONM15W	\$423.00	\$549.00	msrp different and letter attached
18a	HoverCam Ultra 10	HCU10	\$785.00		Disco- no direct replacement				
19	Lightspeed Topcat Access Speaker	TCA-FF-M	\$1,554.00		Lightspeed TopCat	TCN-FF-m	\$1,695.00		New part number and pricing increase per letter attached
20	Installation Service - Lightspeed Top cat	NA	\$195.00		Installation Service - Lightspeed Top cat	na	\$195.00		
21	ATLASied pOe+ INDOOR WALL MOUNT	IP-SDM	\$672.50	\$1,166.99	ATLASied pOe+ INDOOR WALL MOUNT	ip-sdm	\$722.00	\$1,220.99	Msrp Changed
22	Installation Service- atlast IED Loud speaker	na	\$185.00		Installation Service- atlast IED Loud speaker	NA	\$185.00		

11/30/2021



AVer Information Inc. Americas

AVer Cart Price Increase

To whom it may concern,

AVer Information will be increasing the cost of their charging solutions 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 do not hesitate to reach out – contact information below.

Sincerely,

DocuSigned by:

Arthur Pait

075AA07C04E444A...

Arthur Pait
President
AVer Information Americas

Contact:

Jenna Cutter
Regional Sales Manager
408-834-9899
Jenna.cutter@aver.com



November 10th 2021

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
888-650-4488 ext 125

Anywhere Cart

Garrett McKelvie
Vice President



Hardware Marketing Bulletin

Announcing Hardware Price Changes

Lexmark International Inc. (“Lexmark”) is announcing price changes to selected printers and multifunction device products. These changes affect all communicated pricing levels (i.e. MSRP, MAP, Web, reseller and distributor).

August 10, 2021

Hardware Price Changes

Per the July 1st notification, Lexmark is announcing a price increase on select printers and multifunction products in the United States. This increase will be effective on October 4, 2021, and will apply to all communicated pricing levels (i.e. MSRP, MAP, Web, reseller and distributor).

We are making these changes in response to overall cost increases and current market conditions. Lexmark reserves the right to limit quantities ordered by a reseller prior to October 4, 2021. For reseller orders placed prior to the scheduled price change date and accepted by Lexmark, the reseller must take delivery prior to October 4. Hardware shipped after that date will be invoiced at the new price. Lexmark expects to review the positioning of additional products not listed in this pricing letter.

Beginning October 4, 2021, Lexmark reserves the right to also implement a similar price increase for part numbers when an existing contract is renewed. This may also change the rebate amount.

As always, Lexmark is committed to providing you outstanding products that exceed our customers' expectations. If you have any questions, please don't hesitate to contact your dedicated Lexmark sales representative.

Administrative information

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PARTNER COMMUNICATION

Price Increase

SELECT ARUBA PRODUCTS

EFFECTIVE NOVEMBER 1, 2021

Summary

Over the course of the last several months Aruba has experienced unprecedented increases in costs to manufacture and deliver its products, resulting from the pervasive impact of the pandemic on component suppliers and logistics company partners with whom Aruba does business.

In response, Aruba will increase prices on select Access Switching and Wireless LAN products and services, effective November 1, 2021.

FREQUENTLY ASKED QUESTIONS

Q. What price changes are being implemented?

A. Aruba will increase prices on a select set of Switching and WLAN products and services:

- Aruba Access Switching (base switches and associated power supplies, modules, and accessories)
 - Aruba 2530 Switch Series (10/100Mb models only)
 - Aruba 2930F and 2930M Switch Series
 - Aruba 3810M Switch Series
 - Aruba 4100i Switch Series
 - Aruba 5400R ZL2 Switch Series
 - Aruba CX 6300 Switch Series
 - Aruba CX 6400 Switch Series
- Wireless LAN
 - Aruba 9000 Series Gateways
 - Aruba 200/300/500 Series Wireless Access Points
 - Aruba Mobility Conductor
- Aruba Comware Switching/Routing (base switches and associated power supplies, modules, and accessories)
 - Campus: 5130, 5140, 5510, 75XX, 105XX Switch Series
 - Data center: 129XX, 57XX, 5945/5944, legacy 59XX Switch Series, 58XX/79XX accessories
 - Routing: HSR/MSR Series, accessories

Q. By how much will prices on these products increase?

A. The price increases are as follows:

- Aruba Access Switching products: approximately 6-12%.
- Aruba Wireless LAN products: approximately 10%.
- Aruba Comware Switching products & support: 6-12%.
- Aruba Comware Routing products & support: 17%.

Q. When will price changes go into effect?

A. Price increases will be effective November 1, 2021.

Q. How will these price changes impact existing valid quotes/Big Deals for the affected products?

A. Pricing on approved and valid quotes/Big Deals and pricing agreements before November 1, 2021, will be honored until validity expires.

Q. How will these price changes impact orders that were placed before November 1, 2021 for the affected products?

A. Orders placed before November 1, 2021, will be honored at the price before the increase.

Q. Are prices being updated on support services for these products?

A. Yes, the support services for the products will increase.

Q. Where can I find the list of SKUs impacted?

A. The SKUs impacted by the price increase will be communicated through the standard HPE pricing tools.

Michelle Bennett

From: Beth Girardini <bethgir@cdwg.com>
Sent: Wednesday, December 1, 2021 11:29 AM
To: Beth Girardini
Subject: How We're Responding to Unprecedented Inflationary and Supply Challenges

COMMScope®
RUCKUS®

Dear Valued Partner,

Like many businesses, RUCKUS is contending with a new reality – unprecedented supply-chain disruptions, including delays, cancellations, product shortages and rising costs. At the same time, we're experiencing exceptionally high demand for our products. These dynamics are creating challenges that no one could have predicted.

For example, semiconductors and other components we use in our products are increasingly difficult to obtain and are more expensive. Component lead times are longer and unpredictable, product availability is uncertain and shipping costs are higher. Our suppliers have increased prices dramatically over the last several months in response to these difficulties.

Because we value your exceptional partnership with us, we've absorbed these increases on as long as possible. Unfortunately, current market realities and continued cost increases have compelled us to adjust the list price for some RUCKUS® hardware products. This price increase is effective November 1, 2021.

Please review the answers to these [frequently asked questions](#) in detail. They explain more about the changes and what you can do to prepare. We greatly appreciate your partnership, loyalty and support during these challenging times. If you have additional questions or concerns regarding our price adjustment, please contact your partner account manager or local distributor.

Best Regards,

Bart Giordano,
Senior Vice President, RUCKUS® Global Sales

From: NAM Secure Power Pricing

Date: Feb 1st, 2021

To: US and Canada Direct Accounts

CC: Channel Sales Leadership

Price Notification

Dear Valued Partner's and Customers,

Schneider Electric is facing a significant cost of business increase due to RMI volatility – specifically in copper and steel – as well as electronic components cost increases and accelerated costs for air and sea logistics due to COVID vaccine shipping prioritization. As a result, Schneider Electric will be taking the following price actions:

- a.) Effective March 1st there will be a targeted average 10% increase on 3PH products
- b.) Effective May 1st there will be a targeted average 10% increase on personal power products

Please note, these are product categories which have been omitted from the previous two pricing campaigns.

These increases will apply to orders received on or after the price increase effective dates listed above. Valid quotes will be honored until the specific expiration date on the document. All list prices will be published and distributed to you through the regular channels.

As always, Schneider Electric is fully committed to delivering the highest quality solutions to our customers designed with industry leading technologies. We thank you for your continued support and we look forward to our continued partnership.

If you have any questions, please contact your Schneider Electric Channel Account Manager directly.

Kind regards,

Charles DeCorpo

Charles DeCorpo
Director of Pricing
NAM Secure Power

From: Schneider Electric USA, Inc.
To: Partners

Date: August 1, 2021

Price Increase Announcement

Dear Valued Partner,

Schneider Electric continues to experience significant increased costs associated with electronic component shortages, transportation, raw material, labor, and global supply chain constraints. These increases, along with strong demand industry-wide, continue to put pressure on our costs to manufacture, package, design, ship and support our products. As a result, it is necessary to implement a price increase. This increase is in addition to the previously announced price increase on May 1, 2021 for Schneider Electric – Secure Power offers.

Please see the following details of implementation:

These increases will apply to orders received on or after the price increase effective date listed above. Valid quotes will be honored until the specific expiration date on the document. All list prices will be published and distributed to you through the regular channels.

We thank you for your support and look forward to continuing to work together. If you have any questions or require additional information, please contact your Schneider Electric Account Manager directly.

Sincerely,

A handwritten signature in black ink that reads "Bryan Stevens".

Bryan Stevens
Vice President, Price Management
Schneider Electric USA, Inc.

Schneider Electric

One Boston Place
201 Washington Street, Ste. 2700
Boston, MA 02108

se.com

From: NAM Secure Power Pricing

Date: Feb 1st, 2021

To: US and Canada Direct Accounts

CC: Channel Sales Leadership

Price Notification

Dear Valued Partner's and Customers,

Schneider Electric is facing a significant cost of business increase due to RMI volatility – specifically in copper and steel – as well as electronic components cost increases and accelerated costs for air and sea logistics due to COVID vaccine shipping prioritization. As a result, Schneider Electric will be taking the following price actions:

Please note, these are product categories which have been omitted from the previous two pricing campaigns.

These increases will apply to orders received on or after the price increase effective dates listed above. Valid quotes will be honored until the specific expiration date on the document. All list prices will be published and distributed to you through the regular channels.

As always, Schneider Electric is fully committed to delivering the highest quality solutions to our customers designed with industry leading technologies. We thank you for your continued support and we look forward to our continued partnership.

If you have any questions, please contact your Schneider Electric Channel Account Manager directly.

Kind regards,

Charles DeCorpo

Charles DeCorpo
Director of Pricing
NAM Secure Power



CDW-G
200 N Milwaukee Ave.
Vernon Hills, IL 60061
Attn: Beth Girardini
Phone: (866) 339-3527
Email: bethgir@cdwg.com

November 11, 2021

RE: Lightspeed Technologies Product Solutions Price Increase

Dear Beth,

Lightspeed has experienced multiple increases over the past 12-18 months across our supply chain tied to raw materials, microchips, and shipping. While we have absorbed some of that cost and sought other ways to increase efficiencies, we also need to apply a reasonable price increase across our product line to account for these increased expenses.

We value and appreciate our partnership and look forward to continuing to support CDW-G.

Any questions regarding this arrangement can be directed to myself or Ron Sams.

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