

19. a. 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 on September 14, 2021.

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, 2023 through December 31, 2023.

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 is 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.

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, 2023 through December 31, 2023.

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, 2023 through December 31, 2023.

Supporting Documents

 [CDWG Contract - Updated Bid Pricing Sheet 12.2022](#)

AMENDMENT 7 TO AGREEMENT

This AMENDMENT 7 TO AGREEMENT (“Amendment 7”) 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, 2023 (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 7, 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 have mutually agreed to amend the Agreement as set forth in this Amendment 6.

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, 2023 pursuant to section 4 of the Agreement. The Agreement may be extended upon mutual consent of District and Contractor for two (2) additional one (1) year periods 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 7 and the Agreement, this Amendment 7 shall control.

5. This Amendment 7 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 7 to Agreement as of the Effective Date.

CDW Government LLC



By: David Hutchins
Title: VP-Strategic Programs
Date: 11/11/2022

****Digital Signature Not Accepted***

Irvine Unified School District



By: John Fogarty
Title: Asst Supt Business Services
Date: December 14, 2022

DISTRICT Board Approved: December 13, 2022

EXHIBIT A

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

Proposed Model and Pricing Information

Updated Model and Pricing Information

Line #	Description	Manufacture & Model	Unit Cost	MSRP	Description	Manufacture & Model	Unit Cost	MSRP	Notes tab
1	HP Chromebook 11 G8	43684UTRABA	\$229.00	\$299.00	HP S8 11 g9 n4500 32/4	3v2y2ut#aba	\$254.00	\$319.00	MSRP increase
1a	Dell Chrome 3100	5783K	\$225.71	\$349.00	Dell 3110 n4500 32/4	939gh	\$392.00	\$578.39	model change, MSRP increase
2	Google Chrome Mgmt License	CROSSWDISEDUNEW	\$31.00		Google Chrome Mgmt License	CROSSWDISEDUNEW	\$31.00		NO change
3	Aver C36+	CHRC36+	\$1,220.00		Aver C36+	CHRC36+	\$1,220.00		NO change
3a	55423-DBT	55423-DBT	\$1,181.24		55423-DBT	55423-DBT	\$1,181.24		NO change
3b	Anywhere Cart AC-Plus-T	AC-PLUS-T	\$1,199.00		Anywhere Cart AC-Plus-T	AC-PLUS-T	\$1,199.00		no change
3d	DellCharge C36	CMPT36	NO BID		DellCharge C36	CMPT36	NO BID		
4	HP Laserjet Pro M404n	W1A52A#BGJ	\$275.00	\$382.06	HP LASERJET PRO 4001N MONO LASER	2Z599F#BGJ	\$385.48	\$535.39	model change and MSRP increase
4a	Lexmark B3442DW	29S0300	\$310.00	\$449.00	Lexmark B3442DW	29S0300	\$340.00	\$479.00	
5	HP Color LaserJet M554DN	7ZU81A#BGJ	\$624.00	\$867.00	HP Color LaserJet M554DN	7ZU81A#BGJ	\$728.69	\$1,012.07	MSRP increased
5a	Lexmark CS622de	42C0080	\$590.00	\$672.86	Lexmark CS622de	42C0080	\$625.00	\$829.96	
6	Cisco Catalyst 9500 16-port 10G K12	C9500-16X-EDU	\$11,823.00	\$18,528.00	Cisco Catalyst 9500 16-port 10G K12	C9500-16X-EDU	\$13,000.00	\$20,381.11	MSRP increase
6a	no bid				no bid				
7	Cisco Catalyst 9200L 48-port PoE+ only 4x10G uplinks K12	C9200L-48P-4X-EDU	\$4,950.00	\$7,823.17	Cisco Catalyst 9200L 48-port PoE+ only 4x10G uplinks K12	C9200L-48P-4X-EDU	\$6,035.00	\$9,778.97	MSRP increase
7a	NO Bid				NO Bid				
8	Cisco Catalyst 9300 48-port(12 mGig&36 2.5Gbps) K12	C9300-48UXM-EDU	\$9,128.00	\$14,130.10	Cisco Catalyst 9300 48-port(12 mGig&36 2.5Gbps) K12	C9300-48UXM-EDU	\$10,040.00	\$15,543.11	MSRP Increase
8a	NO Bid				NO Bid				
9	HP AP-535	JZ337A	\$1,085.00	\$1,570.00	HP AP-535	JZ337A	\$1,228.23	\$1,903.00	MSRP Increase
9a	Ruckus R750	901-R750-US	\$983.68	\$1,395.00	Ruckus R750	901-R750-US	\$1,075.00	\$1,510.00	MSRP Increase
10	HP Ap-575	R4H18A266	\$1,334.00	\$2,200.00	HP Ap-575	R4H18A	\$1,734.00	\$2,662.00	MSRP Increase
10a	Ruckus T750	901-T750-US01	\$2,500.00	\$3,495.00	Ruckus T750	901-T750-US01	\$2,700.00	\$3,775.00	MSRP increased
11	Aruba AP/PEF/RFP License	JW619AAE	\$102.00		Aruba AP/PEF/RFP License	JW619AAE	\$102.00	\$165.00	no change
11a	Ruckus Virtual LIC	L09-0001-SG00	\$96.00		Ruckus Virtual LIC	L09-0001-SG00	\$96.00	\$100.00	no change
12	Scheider Electric UPS	SURTD6000RMXLP3U	\$5,340.00	\$9,480.00	Scheider Electric UPS	SURTD6000RMXLP3U	\$6,480.00	\$10,620.00	MSRP Change
13	Epson U50	V11H952020	\$899.00	\$1,206.00	Epson L250F	V11HA1720	\$1,250.00	\$1,631.00	U50 disco and moving to laser version with a higher MSRP
14	Epson 725W	V11H999520	\$1,125.00	\$1,890.00	Epson 725W	V11H999520	\$1,225.00	\$1,985.00	MSRP increased
15	Epson ELPLP64	V13H010L64	\$137.00	\$252.00	Epson ELPLP64	V13H010L64	\$155.00	\$277.00	MSRP increased \$25
16a	Boxlgh Procolor 753U	procolor753u+	\$3,258.35		Boxlgh Procolor 753U	procolor753u+	\$2,778.98		cost lower
16b	Promethean ACTIVpanel Titatium	AP7E-875-NA-1-ETE	\$3,700.00	\$7,139.00	Promethean ACTIVpanel Titatium	AP9-875-NA-1	\$3,885.00	\$7,139.00	New model and MSRP change
16c	No Bid				No Bid				
16d	Smart MX275-v2	SBID-MX275-V2	\$4,017.59		Smart MX275-v2	SBID-MX275-V2	\$4,017.59		NO change
16e	Dell 75" 4k	dell-C7520QT	\$4,800.00	\$5,749.99	Dell 75" 4k	dell-C7520QT	\$4,800.00		NO change
17	Samsung QB-R 65" Digital Signage	QB65R	\$950.00	\$1,385.00	SAMSUNG 65IN COMMERCIAL 4K LCD DISP	QB65B	\$1,190.00	\$1,671.00	model change
18	Aver M15W	VSIONM15W	\$423.00	\$549.00	Aver M15W	VSIONM15W	\$423.00	\$549.99	NO change
18a	Disco- no direct replacement				Disco- no direct replacement				
19	Lightspeed TopCat	TCN-FF-m	\$1,695.00		Lightspeed TopCat	TCN-FF-m	\$1,695.00		No Change
20	Installation Service - Lightspeed Top cat	na	\$195.00		Installation Service - Lightspeed Top cat	na	\$205.00		
21	ATLASied pOe+ INDOOR WALL MOUNT	ip-sdm	\$722.00	\$1,220.99	ATLASied pOe+ INDOOR WALL MOUNT	ip-sdm	\$795.00	\$1,294.99	MSRP Increase
22	Installation Service- atlas IED Loud speaker	NA	\$185.00		Installation Service- atlas IED Loud speaker	NA	\$195.00		

EXHIBIT B



<HP Inc. Public Sector>

Tom Kelly

General Manager - SLED West

10/11/2022

Dear Irvine USD,

Meeting or exceeding the expectations of our partners and customers and ensuring their overall satisfaction with HP is our number one priority. This includes keeping them informed of business changes.

Supply chain disruptions [continue to persist worldwide](#) and are impacting multiple industries. Ultimately, these [issues](#) have resulted in a significant impact on the [costs of key components](#) of Personal Systems products.

As a result, effective **1 October 2022**, HP will be raising prices of select Personal Systems products.

The new updated prices will be communicated through the standard HP pricing and quotation tools.

We greatly value your business and appreciate your ongoing loyalty to the HP brand. Please refer any questions regarding specific orders and/or repairs via your normal HP contacts.

Sincerely,

Tom Kelly



Tom Kelly
General Manager – West Sales Team
10/20/2022

Dear Customer,

As a valued customer, meeting or exceeding your expectations and ensuring your overall satisfaction with HP is our number one priority.

Effective June 2022, HP has adjusted prices on most print products as well as applicable supplies and services. This includes the HP 4001N and M554DN.

These adjustments are the result of HP's standard portfolio management process, in which HP regularly reviews pricing for all its products and makes adjustments accordingly, based on current market conditions.

The new updated prices will be communicated to customers through the standard HP pricing and quotation tools.

We greatly value your business. Please refer any questions via your normal HP contacts.

Sincerely,

Tom Kelly

Hi Beth and Scott,

Dell Chromebooks cost more than our competitors for several reasons, they are much better quality and tougher in addition to the support being superior.

In addition to that, here are some technical reasons and some other reasons as to why the new model 3110 has a higher MSRP at this time than the older model.

1. The **Market** is terrible right now and inflation is hitting everyone hard. Had this new 3110 unit been released in 2019 or early 2020, there would probably not be a cost difference. It cost us more to make all of our products now and we must pass some of that cost along.
2. The **services**, related to **inflation**. Warranty pricing went up VS previous year because salaries went up. Inflation doesn't just change the cost of the product, it changes everything including the services. Dell has the best service in the industry, period, you must take this into consideration.
3. Lastly, see below at the actual **hardware differences**.

Laptop Clamshell chassis


- Gemini lake > Jasper lake
- Faster RAM 2400MHz up to 4GB > 2900MHz up to 8GB
- 16/32GB drives > 32/64GB drives
- Better **low-light** webcam with **dual** microphones (except entry config)
- Intel WiFi 9560 > Intel **WiFi 6 AX201 2x2**
- **HDMI 1.4a Port** (on select systems)

2-n-1 Touch chassis

- Gemini lake > Jasper lake
- Faster RAM 2400MHz up to 4GB > 2900MHz up to 8GB
- Better **low-light** webcam with **dual** microphones (except entry config)
- Intel WiFi 9560 > Intel **WiFi 6 AX201 2x2**
- **HDMI 1.4a Port** (on select systems)
- **EMR pen support > USI pen support**

2022| Chromebook 3110

EDUCATION



Improved Performance^{NEW}
New Intel Jasper Lake Processors. Dual Core and Quad Core Celeron

AX201 WIFI 6^{NEW}
WIFI 6 for fast wireless performance

Optional LTE
For connectivity anywhere

Optional Low-light camera & Dual Mics^{NEW}
For better communication

Optional HDMI port^{NEW}
Optional HDMI port for better connectivity

Pen Support
USI pen support on 2-in-1

Dragontrail Pro glass^{NEW}
For better durability on the 2-in-1

World Facing Camera
Optional WFC on 2-in-1

USB Type-C
One USB Type-C port

Dell Technologies

Thank you so much!

Nicholas Lauck

Inside Account Manager

Dell Technologies | NA Commercial Sales, West

office +1-512-513-9099

Nicholas.Lauck@Dell.com

My manager is Jared.Tredway@Dell.com Thanks!



Partner Alert

10/12/2022

Dear Partner,

On **November 12th 2022**, Cisco will implement price changes. The changes are due to changing market conditions, price corrections, configuration changes or competitive market change.

Please Note: Price Protection rules will apply in accordance with the price protection expiry dates. Please be aware of any open orders that are not approved prior to the price change date as this will impact your order process.

1. PIDs affected by the Price Changes

You can find the list of impacted PIDs on Cisco for Partners

Link to Cisco for Partners: [Cisco for Partners](#)

2. You can also see all published items on List Price Catalog.

Link to LPC: [List Price Catalog \(LPC\)](#)

3. Time Stamp: October 12, 2022 5:00 PM PST

Please direct your inquiries to global-finance-pricing@cisco.com if you have additional questions.



11-12-2022 Price
Changes - US.xlsx

Best Regards,
Global Partner Finance Team

From: Schneider Electric IT Corporation

Date: April 1, 2022

To: Partners

Price Increase Announcement

Dear Valued Partner,

Our industry continues to face increased inflation along with unprecedented transportation and global supply chain disruptions. The relentless inflationary pressures, along with strong demand industry-wide, continue to impact our costs to manufacture, package, design, ship and service our customers.

As a result, it is necessary to implement an average 12% price increase for Schneider Electric – Secure Power effective May 1st, 2022. Specific details will be available to our Partners separately.

This increase applies to retailers and distributor agreements, including end users. Schneider Electric reserves the right to limit orders at the current price to typical historic volumes. Please continue to communicate with us early and fast about your customers' needs, and together we will succeed.

We know it hasn't been easy for our Partners, and Schneider Electric would like to express our sincere thanks and appreciation for your continued support and resiliency. If you have any questions or require additional information, please contact your Schneider Electric Account Manager directly.



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



Vandana Singh
SVP, NAM Secure Power Division
Schneider Electric USA, Inc

Schneider Electric

800 Federal Street
Andover, MA 01810
1-978-794-0800

[se.com](https://www.se.com)

From: Schneider Electric USA, Inc.

Date: January 1, 2022

To: Partners

Price Increase Announcement

Dear Valued Partner,

Our industry continues to face increased inflation along with unprecedented transportation and global supply chain disruptions. The relentless inflationary pressures, along with strong demand industry-wide, continue to impact our costs to manufacture, package, design, ship and service our customers.

As a result, it is necessary to implement a price increase for Schneider Electric – Secure Power of an average 8% with up to 12% across certain skus and product families effective February 1st, 2022. Specific details will be available to our Partners separately. Schneider Electric reserves the right to limit orders at the current price to typical historic volumes.

In anticipation of a tumultuous H1 2022, SE will continue to make a conscious effort to empower our partners to pass price to the market. Therefore, we will not conduct largescale order cancelations. We are reviewing alternatives such as price based on availability for select offers more heavily impacted by these challenges. Additional details will be available in the next few weeks. Please continue to communicate with us early and fast about your customers' needs, and together we will succeed.

True partnership requires trust and transparency, and while we can't alleviate the constrains around inflation, transportation, labor, and component shortages, we can invest now in a more reliable and sustainable future.

We know it hasn't been easy for our Partners, and Schneider Electric would like to express our sincere thanks and appreciation for your continued support and resiliency. If you have any questions or require additional information, please contact your Schneider Electric Area Channel Manager directly.

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

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

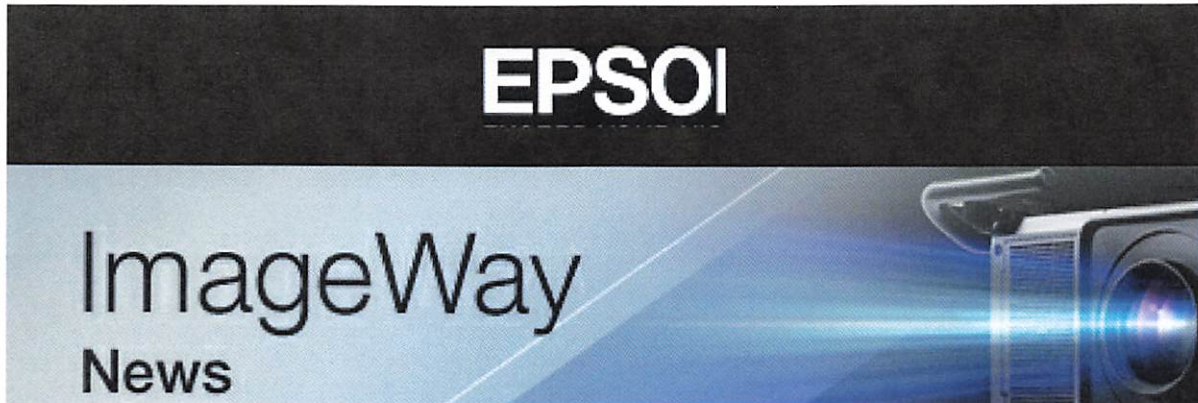
Schneider Electric

800 Federal Street
Andover, MA 01810
1-978-794-0800

se.com

Michelle Bennett

From: Beth Girardini <bethgir@cdwg.com>
Sent: Tuesday, November 8, 2022 9:16 AM
To: Beth Girardini
Subject: Epson ImageWay Price Changes - Effective June 1, 2022



Dear ImageWay Partner,

Epson America, Inc. has made tremendous efforts to minimize the impact of current manufacturing and logistics conditions. While our efforts to date have enabled us to reduce the impact to our partners and end customers, on-going challenges necessitate that we increase pricing on select products.

Epson is providing this advanced notification to allow appropriate time for planning and implementation. The price changes will be effective June 1, 2022. All orders placed prior to May 31, 2022, will be invoiced at the current pricing. All orders received beginning June 1, 2022, will be invoiced at the new pricing.

Please contact your Epson Business Development Manager with any questions.

Sincerely,

Epson Commercial ImageWay Team

** Out of Office days- 11/11-11/14(Vacation), 11/22-11/25(Thanksgiving), and 11/28-12/2(CITE)**

Beth Girardini

Executive Account Manager - CA

Direct: 866-339-3527

Email: bethgir@cdwg.com



Education

Michelle Bennett

From: Jennifer Howell <Jennifer.Howell@ea.epson.com>
Sent: Tuesday, October 11, 2022 1:04 PM
To: Colin Bolado
Subject: FW: PRICE CHANGE: Commercial Projectors and Projector Accessories - CDW LOGISTICS, INC. (1006500) - Effective June 1, 2022

Jenni Howell
EPSON AMERICA
CDW Team Manager
740.637.1034
jennifer.howell@ea.epson.com



From: Colin Bolado <Colin.Bolado@ea.epson.com>
Sent: Friday, May 6, 2022 9:17 AM
To: Price Protection <PriceProtection3@CDW.com>
Cc: Amanda York <amayork@cdw.com>; Faye Nelson-Ramsey <fayenel@cdw.com>; Jennifer Howell <Jennifer.Howell@ea.epson.com>; Gini Beasley <ginbeas@cdw.com>; Hye Little <hlittle@cdw.com>
Subject: PRICE CHANGE: Commercial Projectors and Projector Accessories - CDW LOGISTICS, INC. (1006500) - Effective June 1, 2022

Epson America, Inc. has made tremendous efforts to minimize the impact of current manufacturing and logistics conditions. While our efforts to date have enabled us to reduce the impact to our partners and end customers, on-going challenges necessitate that we increase pricing on select products.

Attached is a list of affected price changes, effective June 1, 2022. To support end-user demand for Epson projectors, all open orders as of May 31, 2022 will be honored at the current price. Sales Operations will provide a list of current backorders to each account manager for your reference and will need you to work with your partners to manage new orders expectations. New orders received through May 31, 2022 should have specific end user or bid activity referenced. Stocking orders will not be accepted. CAS will monitor orders to ensure that they are in line with orders prior to the price change and will notify you (the rep) if there are any concerns.

(ID Approval 9997)

SAP Instructions: No SAP entry. Pricing will be entered via mass upload template.

Commercial Projectors	
Product Code	Description
V11H993020	PowerLite L200SW
V11H994020	PowerLite L200SX
V11H921520	BrightLink 1480Fi

V11H919520	BrightLink 1485Fi
V11H998520	BrightLink 725Wi
V11H997520	BrightLink 735Fi
V11H744520	PowerLite 685W
V11HA01520	PowerLite 720
V11H999520	PowerLite 725W
V11HA08520	PowerLite 750F (Signage)
V11HA08620	PowerLite 755F (Signage)
V11H923520	PowerLite 800F (Signage)
V11H923620	PowerLite 805F (Signage)
V11HA35920	EB-PU1006W
V11HA34820	EB-PU1007B
V11HA34920	EB-PU1007W
V11HA33820	EB-PU1008B
V11HA33920	EB-PU1008W
V11H944820	Pro L30000UNL
V11H944920	Pro L30002UNL
V11HA03020	PowerLite 118
V11H985020	PowerLite 119W
V11H978120	PowerLite 1288
V11H793020	PowerLite 1785W
V11H796020	PowerLite 1795F
V11H871020	PowerLite 2250U
V11H987020	PowerLite 982W
V11H988020	PowerLite 992F
V11H981020	PowerLite E20
V11H991020	PowerLite L200W
V11H992020	PowerLite L200X
V11HA17020	PowerLite L250F (Signage)
V11HA17120	PowerLite L255F (Signage)
V11HA30020	PowerLite L520U
V11HA31020	Powerlite L520W
V11HA27020	Powerlite L530U
V11HA29020	Powerlite L630SU
V11HA26020	Powerlite L630U
V11HA29120	PowerLite L635SU
V11HA25020	PowerLite L730U
V11HA25120	Powerlite L735U
V11H952020	PowerLite U50
V11H983020	PowerLite W49
V11H982020	PowerLite X49

Projector Accessories	
Product Code	Description

V12H963110	ELPMB60-B
V12H964120	ELPMB61-B
V12H964220	ELPMB61-W
V12H888W10	EV - 100 Floor Mount (White)
V12H888B10	EV - 105 Floor Mount (Black)
V12HA32020	EV - 110 Track Mount (White)
V12HA32120	EV - 115 Track Mount (Black)
V12HA06A05	K12 ST/UST Wall Mounts
V12HA39010	K12 ST/UST Wall Mounts
V12H516020	Other Mounts
V12H804001	Other Mounts
V12H805001	Other Mounts
V12H806001	Other Mounts
V12H808001	Other Mounts
V12H809001	Other Mounts
V12H810001	Other Mounts
V12H811001	Other Mounts
V12H812001	Other Mounts
V12H870001	Other Mounts
V12H963010	Other Mounts
V13H010L71	Lamp 470/475W/475WI
V13H010L88	Lamp Chileug - ELPLP88
V13H010L75	Lamp P1940/P1945
V13H010L97	Lamp PL U50
V13H010L65	Lamp PL1750/1760W/770W/1775W
V13H010L53	Lamp PL1810-PL1915-PL-1925W
V13H010L64	Lamp PLD6155W/D625/D6150
V13H010L58	Lamp PLS9/1220/1260/EX3200/5200/7200
V13H010L52	Lamp PLZ8000WUNL/Z8050WNL Bundle
V13H010L76	Lamp Pro G
V13H010L93	Lamp Pro G
V13H010L54	Lamp S7/S8+/79/W7/ W8+/ EX31/51/71
V13H010L72	Lamp Single Z8250/8255/8350/8355/8450/8455
V13H010L67	Lamp X12/EX/VS
V13H010L51	Lamp Z8000WU
V13H010L74	Lamps
V13H010L77	Lamps
V13H010L78	Lamps
V13H010L79	Lamps
V13H010L80	Lamps
V13H010L81	Lamps
V13H010L82	Lamps
V13H010L83	Lamps
V13H010L84	Lamps
V13H010L87	Lamps

V13H010L90	Lamps
V13H010L91	Lamps
V13H010L92	Lamps
V13H010L94	Lamps
V13H010L95	Lamps
V12H996A01	ELPMB59
V12HA46010	ELPEC01
V12HA55010	ELPFP15
V12HA54010	ELPMB67
V13H134AD0	External Projector Air Filter
V12H004L08	Lens-Long ELPLL08
V12H004L09	Lens-Long ELPLL09
V12H004L0A	Lens-Long ELPLL10
V12H004M08	Lens-Mid ELPLM08
V12H004M0A	Lens-Mid ELPLM10
V12H004M0B	Lens-Mid ELPLM11
V12H004M0C	Lens-Mid ELPLM12
V12H004M0D	Lens-Mid ELPLM13
V12H004M0E	Lens-Mid ELPLM14
V12H004M0F	Lens-Mid ELPLM15
V12H004R05	Lens-Rear ELPLR05
V12H004UA3	Lens-Short ELPLU03S
V12H004U04	Lens-Short ELPLU04
V12H004U05	Lens-Short ELPLU05
V12H004W05	Lens-Wide ELPLW05
V12H004W06	Lens-Wide ELPLW06
V12H004W07	Lens-Wide ELPLW07

Should you have any questions, please contact Tom Piche , Ramzi Shakra, or Veronika Knight.

Thank you,

Colin Bolado

Business Development Manager

Epson CDW Team

215-317-9973

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Proud sponsor
of the LPGA



Sales Operations

:TT

SAMSUNG

SAMSUNG ELECTRONICS AMERICA, INC.
85 Challenger Road
Ridgefield Park, NJ 07660
201-229-4000

November 8, 2022

Irvine Unified School District
Michelle Bennett
Procurement & IT Contracts Specialist
5050 Barranca Parkway
Irvine, CA 92604
Tel. 949-936-5022
michellebennett@iusd.org

Attention: Michelle Bennett

Ref: CDW Irvine USD California Contract Bid no. 19/20-01 IT Technology Equipment and Peripherals

The Samsung Electronics America, Inc. ("Samsung") display devices ("Products") listed below have had a MSRP increase of more than 10% in the last 12 months. This procurement increase was due to increases in global supply and inventory expenses.

Products: Samsung Model QB65B

Any questions or comments regarding the status of the certifications may be addressed to Michelle Lawrence, m.lawrence@sea.samsung.com.



Scott Sherrick
Director, Contracts and Proposals
Samsung Display
Samsung Electronics America, Inc.



a Hewlett Packard
Enterprise company

Hardware, Software and Support Services Update

September 29, 2022

To Aruba US Partners,

Due to ongoing global supply constraints, market dynamics and adjustments to offset the legacy trade tariffs*, Aruba will update pricing on hardware & software products and associated support services effective November 1, 2022.

FREQUENTLY ASKED QUESTIONS

Q. When will price changes go into effect?

A. The price increases will be effective November 1, 2022.

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

A. The SKUs impacted by the price change will be communicated through the standard HPE pricing tools and you can contact your preferred Aruba distributor for pricing on specific products.

Q. How will these price changes impact orders that were placed before the price increase effective dates for the affected products and services?

A. Orders placed before the pricing increase effective dates will be honored at the price before the increase.

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

A. Approved and valid quotes/Big Deals, and pricing agreements before November 1, 2022, will be honored until validity expires.

*In 2018 Aruba introduced a list price increase on all products sourced from China - this was due to tariffs imposed on the US. We are now unwinding these increases within this pricing action.

If you have any questions, please contact your Aruba Channel Account Manager.

Aruba Channel Operations Team



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