


**Date:** January 28, 2019

**To:** Dr. Tony Baldwin, Superintendent

**From:** Tiffany McCants, Purchasing Officer 

**Subject:** **AWARD OF CONTRACT FOR ONE-TO-ONE STUDENT DEVICE REFRESH SYSTEM-WIDE**

At the request of Technology Director Barry Pace, the Purchasing Division carried out a Request for Proposals for the Digital Learning Initiative's One-to-One Student Device Refresh System-Wide starting with grades 4 – 6; or 5,700 student devices in August/September of the 2019-2020 school year. Seven proposals for education series Windows 2-in-1 touchscreen devices were received from four different vendors.

After the bid opening, a group of BCS technology staff and educators held a meeting to begin a detailed evaluation process to score both devices and vendors. The committee reviewed a variety of models, which included versions of the Dell Latitude 3190 2-in-1, Lenovo 300e and Thinkpad Yoga 11E. Three vendors proposed pricing for the mentioned models—Tiber Creek Consulting, Virtucom and CDW-G. One vendor provided pricing for the HP ProBook x360 11 G3 EE (Applied Data), but failed to deliver an evaluation unit. Tiber Creek Consulting provided the best overall value for a convertible laptop with the versatility and durability required by the BCS Technology Department--*Dell Latitude 3190 2-in-1* —at a unit price of \$400 including Windows Touchscreen, Pentium N5000 processor, Intel UHD Graphics 605, dual facing camera, rubberized bevels top and bottom, laser etched BCS logo, delivery, and on-site unboxing, imaging, domain join, device naming and asset tagging. The pricing breakdown is: Base Bid \$2,280,000.00 + 7% Sales Tax \$159,600.00. Total purchase price is \$2,439,600.00.

**RECOMMENDATION:** It is the recommendation of the Director of Technology, Mr. Barry Pace, that Buncombe County Schools awards the One-to-One Student Device Refresh System-Wide bid to Tiber Creek Consulting for the *Dell Latitude 3190 2-in-1 for Education w/ 8GB RAM, 128GB HD (Services Performed on Site by TCC)*.

Attached: Scoring Matrix, Tiber Creek Response, Bid Tabulation

CC: Barry Pace, Technology Director  
FC

ONE-TO-ONE STUDENT DEVICE  
REFRESH – system-wide  
RFP#65-18 Bid Evaluation Matrix

Issue Criteria Weight Vendor A Vendor B Make/Model Make/Model Score Total Score Total

Issue	Criteria Weight	Example		Tiber Creek		Virtucom		Applied Data		CDWG		Virtucom		CDWG		Tiber Creek	
		Make/Model	Base Bid Unit Price + Tax	Dell 3190 2-in-1 (Services On Prem)	\$400.00 + tax	Lenovo 300e	\$400.00 + tax	HP x360	\$411.00 + tax	300e	\$414.00 + tax	Yoga 11e N5000	\$461.00 + tax	Yoga 11e N4100	\$486.53 + tax	Dell 3190 2-in-1 (Services At Dell)	\$425.00 + tax
		Score	Total	Score	Total	Score	Total	Score	Total	Score	Total	Score	Total	Score	Total	Score	Total
Price	10	100	1000	100	1000	100	1000	Did Not Meet Specifications		Did Not Meet Specifications		Did Not Meet Specifications		Did Not Meet Specifications		Did Not Meet Specifications	
Experience	7	100	700	100	700	90	630										
References	7	100	700	95	665	90	630										
Warranty	7	100	700	98	686	88	616										
Battery Life	7	100	700	98	686	88	616										
Processor	9	100	900	100	900	100	900										
Weight	6	100	600	98	588	98	588										
Keyboard	5	100	500	90	450	80	400										
Camera(s)	6	100	600	95	570	80	480										
Ports	5	100	500	90	450	80	400										
Durability	7	100	700	92	644	90	630										
Screen	7	100	700	90	630	85	595										
Compatibility	5	100	500	100	500	93	465										
Look and Feel	5	100	500	100	500	50	250										
TCO/Trade-In	7	100	700	85	595	80	560										
<b>Total</b>			<b>10000</b>		<b>9564</b>		<b>8760</b>	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	<b>0</b>

**Notes:**

Tiber Creek, Virtucom, CDWG, and Applied Data bid on RFP 65-18. Sealed bids were opened 1/16 2PM in Executive Conference Room. Tiber Creek submitted a valid proposal for the Dell 3190 2-in-1 education series device at \$400 that meets or exceeds all required specifications. Virtucom submitted a valid proposal for the Leveno 300e 2-in-1 also at \$400 that meets required specifications. The Dell 3190 2-in-1 device offers rubberized bevelling on top and bottom cover that is easy to grip in your hands and doesn't slide around or off of a desk or table easily, a sealed keyboard that protects against a 12oz spill, 76.5cm drop test rating, 11+ hour battery life, and dual facing cameras. The Lenovo 300e 2-in-1 is only 75cm drop test rated and has completely plastic top and bottom covers/bevels presenting a much higher drop/slide potential, doesn't come with a sealed keyboard, only an 8-10 hour batter life, and doesn't offer dual facing cameras. CDW-G proposed a 300e at \$414 (\$20 of which is for etching/imaging/etc.) which does not meet the base bid price specification of no more than \$400 before tax. Applied Data also didn't meet requirements at \$411 for the HP x360 education series and also failed to submit an evaluation unit, which was a requirement. The lowest bid for our current 5th Gen Yoga 11e device at our specifications was from Virtucom at \$461 which does not meet specifications. The evaluation committee carefully reviewed the proposed bids from the four vendors listed above and agreed that only two proposals met the requirements. The committee collaboratively completed the scoring matrix for the proposals and selected the Dell 3190 2-in-1 from Tiber Creek with dual facing camera as the definitive best value. The bid for the Dell 3190 2-in-1 is \$48 dollars lower than the bid that was submitted in response to RFP 60-18. The current sale price on the Dell Website for the Dell 3190 2-in-1 with Pentium N5000 Processor, Intel Graphics 605, 8GB Memory, 128GB SSD and the World View dual facing camera is \$710 + tax (\$1,014.29 MSRP). The committee is confident the Dell 3190 2-in-1 with dual facing camera is the best possible device at the best possible price to continue preparing students for their future. Initial term July 15, 2019 - July 14, 2020 (4th-6th grade refresh) with two optional renewal years.

**Winner: Tiber Creek**

## Latitude 3190 for Education

Enrich education. Empower students.



Gold Winner Dell Latitude Notebooks

Campus Technology Reader's Choice Awards 2018 Notebooks Category



### Survives school days and school kids

**Good past the last bell:** With 14+ hours of battery life, this trusty PC gets kids through even the longest school days. Plus, they'll power through any assignment with the help of Intel® processors (Celeron® quad core<sup>1</sup> and Pentium® quad core<sup>2</sup>) and DDR4 memory (4GB up to 8GB).

**Designed to be kid-proof:** The Latitude 3190 comes with a sealed, spill-resistant keyboard designed to withstand 12 oz. spills, plus rubberized base for improved durability, making it able to endure a 30-inch drop. It's built to handle bumps and drops from lockers, lunchrooms, backpacks and buses.

**Collaborative construction:** A 180-degree hinge makes it easier to collaborate and share content on the screen.

**PROPOSAL FORM CONTINUED...**

**ONE-TO-ONE STUDENT DEVICE REFRESH – SYSTEM-WIDE  
RFP# 65-18**

**DUE DATE: Wednesday, January 16, 2019 at 2:00 pm EST**

OFFEROR: TIBER CREEK CONSULTING

**Make and model and detailed specifications and warranty information:**

**If submitting more than one set of specifications per model or different make and model for consideration, please use a separate Cost Proposal Template for each device so that Buncombe County Schools evaluation committee has a separate specifications and pricing document for each device choice to be evaluated.**

**Base Bid: Unit price \$ \_\_\_\_\_**

**Sub Total for 5,700 units                    \$ \_\_\_\_\_**

**Cost for Shipping                            \$ 0.00**

**Sales Tax 7.0%                                \$ \_\_\_\_\_**

**Total**

**\$ \_\_\_\_\_**

SEE  
FOLLOWING  
PRICING  
DETAIL  
SHEETS

**Number of Addenda Received: APPENDIX A & APPENDIX B**

**Estimated delivery time for initial order after receipt of purchase order 10 days**

**Additional orders (loaner pool, new enrollments, etc.), in the same model family, in varying quantities, may be purchased throughout the term of the contract at the unit price above.**

**Base Bids, unless otherwise specified, shall be net. All prices must: (1) be shown clearly, (2) and be firm prices and free of any escalator.**

***End of Proposal Form***

**STATE OF NORTH CAROLINA/BUNCOMBE COUNTY SCHOOLS  
REQUEST FOR PROPOSAL RFP# 65-18**

**PROJECT: ONE-TO-ONE STUDENT DEVICE REFRESH – SYSTEM-WIDE**

**PROJECT DESIGNER: Barry Pace, Director of Technology**

**ISSUING AGENCY: Buncombe County Schools**

**ISSUE DATE: December 17, 2018**

Sealed proposals subject to the conditions made a part hereof will be received until **2:00 pm EST on Wednesday, January 16, 2019** for furnishing all labor, materials, equipment, and services incidental and implied, for completion of the project described herein.

**SEND ALL PROPOSALS DIRECTLY TO THE ADDRESS AS SHOWN BELOW:**

**Buncombe County Schools, Purchasing Division**

175 Bingham Road

Asheville, NC 28806

**FAX: (828) 251-1730 (fax is not guaranteed, call to confirm 828-255-5890)**

**NOTE:** Indicate firm name and RFP number on the front of each sealed proposal envelope or package, along with the date for receipt of proposals specified above.

Direct inquiries concerning this RFP to: **Barry Pace, Project Manager** Phone: (828) 255-5097  
**Tiffany McCants, Purchasing Officer** Phone: (828) 255-5891

**THE PROCUREMENT PROCESS**

The following is a general description of the process by which a firm will be selected to provide services.

1. Request for Proposals (RFP) is issued to prospective contractors.
2. Proposals in one original will be received from each offeror in a sealed envelope or package. Each original shall be signed and dated by an official authorized to bind the firm. Unsigned proposals will not be considered.
3. All proposals must be received by the issuing agency no later than the date and time specified on the cover sheet of this RFP.
4. At that date and time the proposals from each responding firm will be opened. Interested parties are cautioned that these costs and their components are subject to further evaluation for completeness and correctness and therefore may not be an exact indicator of an offeror's pricing position. Proposals are confidential until such time that award has been made. Thereafter, the Purchasing Department will furnish a bid tab on the district's website.
5. Proposals will be evaluated according to completeness, content, experience with similar projects, ability of the offeror and its staff, and cost. Award of a contract to one offeror does not mean that the other proposals lacked merit, but that, all factors considered, the selected proposal was deemed most advantageous to Buncombe County Board of Education.
7. Offerors are cautioned that this is a request for offers, not a request to contract, and that Buncombe County Board of Education reserves the unqualified right to reject any and all offers when such rejection is deemed to be in its best interest.

(NOTE: THIS PAGE MUST BE FULLY EXECUTED AND RETURNED FOR CONSIDERATION OF PROPOSAL)

**PROPOSAL FORM**

**ONE-TO-ONE STUDENT DEVICE REFRESH – SYSTEM-WIDE**

**RFP# 65-18**

**DUE DATE: Wednesday, January 16, 2019 at 2:00 pm EST**


By submitting this proposal, the potential Contractor certifies the following:

**EXECUTION**

In compliance with this Request for Proposal, and subject to all the conditions herein, the undersigned offers and agrees to furnish and deliver any or all items upon which prices are offered, at the prices set opposite each item within the time specified herein. By executing this offer, I certify that this proposal is submitted competitively and without collusion, that none of our officers, directors, or owners of an unincorporated business entity has been convicted of any violations of Chapter 78A of the General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934 (G.S. 143-59.2), and that we are not an ineligible vendor as set forth in G.S. 143-59.1. False certification is a Class I felony.

Failure to execute/sign quote prior to submittal shall render quote invalid. Late quotes are not acceptable.

**BASE BID:** Buncombe County Schools is accepting proposals for per unit pricing on student device. Buncombe County Schools began a phased personalized K-12 1:1 digital learning initiative in 2015/16 and completed it in 2018/19 and intends to begin REFRESHING district-owned Windows™ touchscreen devices three grade levels per year starting with all 4th-6th graders in August/September 2019.

OFFEROR/VENDOR: TIBER CREEK CONSULTING		FEDERAL ID OR SOCIAL SECURITY NO. 54-1759962	
STREET ADDRESS: 10130 MALLARD CREEK RD., STE 300		P.O. BOX:	ZIP: 28262
CITY & STATE & ZIP: CHARLOTTE, NC 28262		TELEPHONE NUMBER: 704-996-3718	TOLL FREE TEL. NO.
TYPE OR PRINT NAME & TITLE OF PERSON SIGNING: DAVID R. LLOYD		FAX NUMBER: 704-944-3101	
AUTHORIZED SIGNATURE: 	DATE: 1/11/2019	E-MAIL: DAVID.LLOYD@TIBERCREEK.COM	
MINORITY STATUS: NC CERTIFIED HUB-WOMAN OWNED			

\*\*\*Offer valid for 150 days from date of opening unless otherwise stated\*\*\*

Are you an authorized dealer for the equipment you are offering in this bid? YES  
(YES/NO)



**PROPOSAL FORM – PRICING / CONFIGURATION INFORMATION**

**OPTION #1:** Dell 3190 2-in-1 for Education w/ 8GB RAM and 128GB HD (Services Performed on Site by TCC)

Part Number	Description	Quantity	Price	Total
<b>210-ANSV-8G/128G</b>	<b>Dell Latitude 3190 2-in-1 for Education</b>	<b>5,700</b>	<b>\$400.00</b>	<b>\$2,280,000.00</b>
	Intel Pentium N5000 (Quad Core, 2.7GHz, 4M Cache, 6W)		incl.	
	8GB 2400MHz LPDDR4 Memory		incl.	
	M.2 128GB SATA Class 20 SSD		incl.	
	11.6" HD WVA 16:9 (1366 x 768) Touch w/ Corning Gorilla Glass		incl.	
	Win10 Pro 64bit K12 EDU		incl.	
	Intel Dual Band Wireless AC 8265 (802.11ac) 2x2 + Bluetooth 4.1		incl.	
	Integrated Camera and Microphone		incl.	
	3-Cell 42Whr Battery / 65Watt AC Adapter		incl.	
	Dell Standard 1-Year Warranty		incl.	
	Etching - Buncombe County Schools provided logo		incl.	
<b>TCC-CUST-SERV</b>	<b>Tiber Creek Custom Configuration / Services - On Site</b>		incl.	
	Image and AD Domain Join		incl.	
	Asset Tag applied and Electronic Inventory Created		incl.	
	Units Labeled and Organized by School / Location		incl.	
<b>SUBTOTAL</b>				<b>\$2,280,000.00</b>
<b>Tax (7.0%)</b>				<b>\$159,600.00</b>
<b>TOTAL</b>				<b>\$2,439,600.00</b>

**OPTION #2:** Dell 3190 2-in-1 for Education w/ 8GB RAM and 128GB HD (Services Performed by Dell)

Part Number	Description	Quantity	Price	Total
<b>210-ANSV-8G/128G</b>	<b>Dell Latitude 3190 2-in-1 for Education</b>	<b>5,700</b>	<b>\$425.00</b>	<b>\$2,422,500.00</b>
	Intel Pentium N5000 (Quad Core, 2.7GHz, 4M Cache, 6W)		incl.	
	8GB 2400MHz LPDDR4 Memory		incl.	
	M.2 128GB SATA Class 20 SSD		incl.	
	11.6" HD WVA 16:9 (1366 x 768) Touch w/ Corning Gorilla Glass		incl.	
	Win10 Pro 64bit K12 EDU		incl.	
	Intel Dual Band Wireless AC 8265 (802.11ac) 2x2 + Bluetooth 4.1		incl.	
	Integrated Camera and Microphone		incl.	
	3-Cell 42Whr Battery / 65Watt AC Adapter		incl.	
	Dell Standard 1-Year Warranty		incl.	
<b>DELL-CUST-SERV</b>	<b>Dell Custom Configuration / Services</b>		incl.	
	Laser Etching of Customer Supplied 1" x 3" Logo		incl.	
	Image and AD Domain Join		incl.	
<b>SUBTOTAL</b>				<b>\$2,422,500.00</b>
<b>Tax (7.0%)</b>				<b>\$169,575.00</b>
<b>TOTAL</b>				<b>\$2,592,075.00</b>



Barry Pace <barry.pace@bcsemail.org>

**Buncombe County Schools Bid # 65-18 - Confirmation of Tiber Creek / Dell Response**

David Lloyd <David.Lloyd@tibercreek.com>  
To "barry.pace@bcsemail.org" <barry.pace@bcsemail.org>

Fri, Jan 25, 2019 at 8:23 PM

Barry,

This email serves as confirmation that the Dell configuration proposed will include the world facing camera as delivered in the evaluation units at the bid price of \$400

Thanks again for your patience and I truly appreciate the opportunity

Have a great weekend.

Dave

David R. Lloyd  
Director  
Tiber Creek Consulting, Inc  
10130 Maitland Creek Road  
Suite 300  
Charlotte, North Carolina 28262  
Voice 704 896 3716  
Fax 704 414 3801  
david.lloyd@tibercreek.com





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Notes:

**65/18**

**1/16/19**

**1 to 1 Student Devices Refresh**

**SYSTEMWIDE**

**Barry Pace 828.255.5097**

	<b>Base Bid</b>	<b>Sub Total</b>	<b>Shipping</b>	<b>Sales Tax</b>	<b>Total</b>
Tiber Creek Consulting	400.00	2280000.00	0.00	159600.00	2439600.00
Tiber Creek Consulting	425.00	2422500.00	0.00	169575.00	2592055.00
CDWG	414.00	2359800.00	0.00	165186.00	2524986.00
Applied Data	411.00	2342700.00	0.00	163989.00	2506689.00
Virtucom	400.00	2280000.00	0.00	159600.00	2439600.00
Virtucom	461.00	2627700.00	0.00	183939.00	2811639.00
CDWG	486.53	2773221.00	0.00	194125.47	2967346.47