



District School Board of Pasco County

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Heather Fiorentino, Superintendent

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Department of Purchasing
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November 4, 2008

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: eInstruction Classroom Interactive Response System
Direct Negotiation 09-057-DN

On August 19, 2008, official action was granted to allow permission for the Purchasing Department, Research and Evaluation Department, Dell, and eInstruction to directly negotiate for the purchase of Classroom Response Systems for various schools throughout the District on an "as-needed" basis.

As you know, under the Department of Education Rule 6A-1.012(10), a district school board, when acquiring "information technology resources" may make any acquisition through direct negotiation and contract with vendors that best fit the needs of the school district.

As indicated in our previous request, all options on the attached tabulation sheet from eInstruction are now being submitted for your approval. Dell did not submit a proposal for the direct negotiation.

The direct negotiation is a three-year contract, renewable annually based upon mutual consent of both parties. The District Instructional Media Department anticipates expenditures for the first year on an "as-needed" basis to be \$100,000. However, an immediate purchase by the Research and Evaluation Department will include: forty (40) eInstruction bundles (they will receive one (1) free eInstruction bundle as a part of the special promotion that was agreed on during the direct negotiation. For every thirty (30) bundles purchased the District will receive one (1) free bundle) and one (1) year of the REAP software for all schools and departments throughout the District. The funding source to purchase the eInstruction equipment will be from Title 2 and Capital funds. The contract will commence on November 5, 2008 and continue through November 4, 2009.

If you should have any questions regarding this matter, please contact me at your earliest convenience.

KDG/sn

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: October 15, 2008	eInstruction Corporation
Direct Negotiation Meeting: October 23, 2008	
Bid Title: eInstruction Interactive Response System	
Bid # 09-057-DN	
1 - eInstruction Clicker Bundle Pack with 32 remotes	
Manufacturer:	eInstruction Corporation
Model Number:	RF-N-SYS010-0032
Price Per Bundle:	\$1,995.00
2- Annual REAP Software (per site)	\$1,875.00
BASIS FOR AWARD: TOTAL ALL-OR-NONE FOR BUNDLE and REAP (1 and 2)	\$3,870.00
Balance of Line Discount (%)	33%
Additional offers made during Direct Negotiation on October 23, 2008:	
District-Wide Annual REAP for all Schools in Pasco County (This would replace the \$1,875 bid for line 2 if purchased for the entire District)	\$20,000.00
Smart Senteo Trade-in (For every 4 eInstruction bundles purchased the District has the option of trading in 1 Smart Senteo System) This offer will be considered at another time during the first year to see if the schools would be interested in taking advantage of this trade-in offer.	No Charge
Buy thirty (30) eInstruction 32-pad Bundles and receive one (1) free eInstruction bundle at no charge to the District	No Charge