



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
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June 15, 2010

## MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

**SUBJECT:** Direct Negotiated Contract: Apple Inc.  
Third Year of Three-Year Term, Computer Hardware, Software and Services

On April 22, 2008, official action was taken to approve a negotiated contract with Apple for computer hardware, software and services. The contract is renewable for a third year, at the mutual agreement of the parties. Under DOE rule 6A-1.012(14), the District is permitted to negotiate for high-technology purchases, should it be in our best interest to do so.

Considering services have been satisfactory, Bruce Baldwin, Director of Information Services, and Ed Mutell, Supervision of Information Services, are requesting approval for the third year term of the contract (see attached memo for further information.) Apple has requested an Amendment to the contract, extending the term for the period July 1, 2010 – June 30, 2011, for which we are requesting Board approval at this time. We are also requesting blanket approval to purchase Apple computer hardware, software and services on an as-needed basis not to exceed \$4 million for the 2010-11 fiscal year. This amount is greatly reduced from the \$6.5 million approved by the Board in previous years, as we are working towards a program which will allow us to lease computers rather than purchasing them. As always, the Purchasing Department will monitor all Apple purchase orders to ensure the blanket threshold is not exceeded.

Should you have any questions regarding this matter, please feel free to contact Bruce Baldwin or me at your earliest convenience.

KDG/az  
Attachments

Date/Time: June 9, 2010; 13:15:00



## District School Board of Pasco County


7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

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To: Kendra Goodman, Purchasing Agent

From: Edward B. Mutell, Supervisor of Information Services  
Bruce Baldwin, Director of Information Services 

Date: May 25, 2010

Subject: Recommendation to Approve Apple, Inc. Year Three of the Three-Year Contract for Computer Hardware, Software and Services

The District currently has a 3-year contract with Apple for computer hardware, software, and services. The second year of the contract will expire on June 30, 2010.

District staff members are still pleased with the terms and conditions of the Apple, Inc. contract. Therefore, I am requesting your assistance in obtaining School Board approval to continue with year three of the three-year contract. I am also seeking a blanket approval for the 2010-11 fiscal year in the amount of \$4 million, on an "as-needed" basis. This amount is \$2.5 million less than approved by the School Board last year.

Thank you very much for your assistance. If any additional information is needed, please contact me at 42912.



**Amendment to the Education/State & Local Government Purchase Agreement**

This Amendment to the Education/State & Local Government Purchase Agreement ("Amendment") amends the Education/State & Local Government Purchase Agreement ("Agreement") between Apple Inc., a California corporation located at 1 Infinite Loop, CA 95014 ("Apple") and:

Customer Name ("Purchaser") District School Board of Pasco County  
Address: 7227 Land O' Lakes Blvd.  
City, ST, Zip: Land O' Lakes, FL 34638

This Amendment modifies the Agreement as follows:

- 1. **Section 7.A, Term; Termination.** This provision is amended so as to renew the Agreement through June 30, 2011.
- 2. All other terms and conditions of the Agreement shall remain unchanged and in full force and effect.

The duly authorized representatives of the parties execute this Amendment as of the dates set forth below.

Purchaser	Apple Inc.
SIGNATURE: _____	SIGNATURE: _____
PRINT NAME: <u>Allen Altman</u>	PRINT NAME: _____
TITLE: <u>Board Chair</u>	TITLE: _____
DATE: _____	DEPT: <u>Sales Contracts Management</u>
	EFFECTIVE DATE: _____

CONTRACT REVIEWED AND APPROVED:  
*Kdj* 5/25/10