



# 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  
Kendra Goodman, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

November 3, 2009

## MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Kendra Goodman, CPPB, Purchasing Agent *Kdg/Sm*

**SUBJECT:** Approval of Purchase Order # 4542, Apple Inc.  
Licensing for Macintosh OSX and OSX Server Software

Attached please find purchase order # 4542 in the amount of \$294,496.25. This payment allows the most current version of the Apple operating system, iLife, and iWork to be installed on all Apple computers.

Previously this licensing has been covered under an Apple Maintenance Program (AMP) which is no longer available. A new program called the Apple Education Licensing Program (AELP) has taken its place. The AELP does not require the District to sign a formal contract in order to utilize the program.

The term of the software maintenance, funded through capital outlay, will be for a period of one (1) year after approval by the Board. After the PO is issued to Apple, the District will receive a credit against a portion of the purchase order to cover funds which have already been paid against the previous AMP purchase orders. Please see the attached memo and cost analysis from Mr. Bruce Baldwin, Director of Information Services, and Mr. Ed Mutell, Supervisor of Information Services, for detailed information.

Apple hardware, software and licensing are copyrighted and proprietary to the company, and Apple's technology is standard for the District. Negotiation for high-technology purchases is permitted under Florida Administrative Rule 6A-1.012(14).

If you have any questions or concerns, please feel free to contact Ed Mutell or me at your earliest convenience.

KDG/az  
Attachments




## District School Board of Pasco County

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

Heather Fiorentino, Superintendent

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

To: Kendra Goodman, Purchasing Agent

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

Date: October 21, 2009

Subject: District Licensing Payment for Macintosh OSX and OSX Server Software

The District School Board of Pasco County previously entered into a three-year agreement with Apple, Inc. to cover the licensing of both the client and server operating systems for Apple computers. Apple's volume licensing program was known as the Apple Maintenance Program (AMP). Apple, Inc. recently discontinued this program and no longer makes it available to its education customers. A new program called the Apple Education Licensing Program (AELP) has taken its place. Apple, Inc. does not require the District to sign a formal contract to utilize the AELP.

The annual cost of the software maintenance for a period of one (1) year after Board approval is \$294,496.25. Payments will be made once a year. This cost allows the most current version of the operating system, iLife, and iWork to be installed on all Apple computers. In addition, it provides four copies of the latest server software to each school and a copy for each Apple server at the district data center. The approximate cost per copy of the Apple Software Collection is \$20 and the approximate cost of each server license is \$60. This volume pricing is significantly below the cost of per copy licensing.

We are requesting permission to issue a purchase order in the amount of \$294,496.25. Apple will be crediting the district a dollar amount against the purchase order ranging from \$138,900 - \$157,600 (depending on when the purchase order is processed) to cover the funds that have already been paid against the previous AMP purchase orders. After the credit is applied to the purchase order, the total cost to the district this year will be a minimum of \$136,946 or a maximum of \$155,630. This purchase, if approved, will be funded through capital outlay.

Thank you very much for submitting this request for approval to the School Board. If any additional information is needed, please contact me at 42912.

## APPLE AELP Projected Costs

Month of Purchase (Proposals)	October	November	December
Cost of 13,600 units - Software Collection via "Bricks"	288,494.00	288,494.00	288,494.00
Cost of 375 OSX Server Licenses via "Bricks"	23,094.00	23,094.00	23,094.00
<b>Total Yearly Cost</b>	<b>311,588.00</b>	<b>311,588.00</b>	<b>311,588.00</b>
Rebate from OSX AMP	80,720.17	66,174.36	51,619.54
Rebate from OSX Server AMP	76,830.19	72,692.66	68,555.13
<b>Total Rebate</b>	<b>157,550.36</b>	<b>138,867.02</b>	<b>120,174.67</b>
<b>Total Cost for 2009-2010</b>	<b>154,037.64</b>	<b>172,720.98</b>	<b>191,413.33</b>
Cost of 13,600 units - Software Collection via \$20 per copy (average cost of 10,000 copies without penalty for exceeding the highest tier)	272,000.00	272,000.00	272,000.00
Cost of 375 units - OSX Server via \$59.99 per copy (average cost of 100 copies without penalty for exceeding the highest tier)	22,496.25	22,496.25	22,496.25
<b>Total Yearly Cost</b>	<b>294,496.25</b>	<b>294,496.25</b>	<b>294,496.25</b>
Rebate from OSX AMP	80,720.17	66,174.36	51,619.54
Rebate from OSX Server AMP	76,830.19	72,692.66	68,555.13
<b>Total Rebate</b>	<b>157,550.36</b>	<b>138,867.02</b>	<b>120,174.67</b>
<b>Total Cost for 2009-2010</b>	<b>136,945.89</b>	<b>155,629.23</b>	<b>174,321.58</b>
<b>Cost Methodology Difference</b>	<b>17,091.75</b>	<b>17,091.75</b>	<b>17,091.75</b>



**DISTRICT SCHOOL BOARD OF PASCO COUNTY  
PURCHASING DEPARTMENT  
20430 GATOR LANE LAND O' LAKES, FL 34638  
PHONE: 813.794.2221 FAX: 813.794.2111**

PURCHASE ORDER NUMBER

PAGE 1 OF 2

4542

\*\*\* Return Vendor Copy To Requester \*\*\*

**INVOICE IN TRIPLICATE**

INCLUDING THIS PURCHASE ORDER NUMBER TO:

District School Board of Pasco County  
Accounts Payable  
7227 Land O Lakes Blvd  
Land O Lakes FL 34638  
Telephone 813/794-2290

A TAXPAYER IDENTIFICATION NUMBER CERTIFICATION FORM WITH THE VENDOR'S CURRENT EMPLOYER IDENTIFICATION NUMBER OR SOCIAL SECURITY NUMBER MUST BE ON FILE WITH THE PURCHASING DEPARTMENT OR THE PAYMENT WILL NOT BE ISSUED.

Reasonable cost changes may be permitted, provided they are not on a blanket purchase order, bid, quote or contracted item, but must not exceed 5% of the total order without prior approval in writing from the Purchasing Department. We reserve the right to retain any and all shipped merchandise and to deny payment for any charges that are contrary to an awarded contract of this or another governmental agency, or that are beyond the aforementioned 5%.

**VENDOR**

APPLE COMPUTER INC  
ATTN: EDUCATION SALES SUPPORT  
MS 198-ED  
PO BOX 149116  
AUSTIN TX 78714-9116

**SHIP TO F.O.B. DESTINATION**

Information Services  
20430 Gator Lane  
Land O Lakes FL 34638

DATE PRINTED	ORDERED BY/DEPARTMENT	CLASS ITEM NO.	FEDERAL EMPLOYER ID NO.	SALES TAX EXEMPTION NO.
10/22/09	Ed Mutell	20843	59-6000792	85-8013921275C-1

SEQ	DESCRIPTION	PCSB ITEM	QTY	UNIT	UNIT PRICE	EXTENDED AMOUNT
001	Apple Education Licensing Program (AELP)		13,600	EACH	20.0000	272,000.00
002	Volume Licensing for Clients					
	AELP - Volume Licensing for Servers		375	EACH	59.9900	22,496.25
	* * * ITEM TOTAL * * *					294,496.25
	* * * TERMS & CONDITIONS * * *					
	SOLE SOURCE - RULE DOE 6A-1.012(7); effective 2/25/2009 rule reference number changed to 6A-1.012(11) (b)					
	* * * NOTES * * *					
	District Wide Fax#866-261-4051 Deborah Dimitt Apple Software Collection (AELP replaces AMP) Board Approved 11/3/09 Per Florida Administrative Rule 6A-1.012(14)					
	*PASCO SCHOOL BOARD USE ONLY*					
	370.9420.8410.0692.7400.0000					294,496.25
	* * ACCT TOTAL * *					294,496.25

*Kendra Dodman*  
PURCHASING/AGENT/S/

