



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

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

December 1, 2009

MEMORANDUM

TO: Honorable School Board Members

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

SUBJECT: Permission to Place Purchase Order for District Licensing, FileMaker Software Software House International (SHI)

The District has a volume license agreement with FileMaker Inc., allowing use of the entire family of FileMaker products. This software is used extensively throughout the District, from individual desktop databases to District-wide enterprise applications.

The Information Services Department is requesting software support for this product line (please reference the detailed memo attached from Mr. Bruce Baldwin, Director of Information Services.) The expenditure of \$64,750 to Software House International (SHI) will be funded through capital outlay, and is permitted without formal bid under Florida Administrative Rule 6A-1.012(14). The price has been deemed competitive based negotiation, as permitted by the above-referenced Rule. The term of the support will be December 1, 2009 – October 31, 2010.

We are requesting permission to place a purchase order in the amount of \$64,750 to SHI. Please contact Bruce Baldwin or me if you have any questions or concerns.

KDG/az
Attachments

DATE/TIME: NOVEMBER 23, 2009 10:51:00



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

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To: Kendra Goodman, Purchasing Agent

From: Ed Mutell, Supervisor of Information Services *EM*
Bruce Baldwin, Director of Information Services *BB*

Date: November 12, 2009

Subject: District Licensing Purchase of FileMaker Software

The District School Board of Pasco County has a volume license agreement with FileMaker, Inc. that allows the district to use the entire family of FileMaker products, including server and handheld software, as needed. As you know, FileMaker software continues to be used extensively throughout the system from individual desktop databases to district-wide enterprise solutions.

The cost of software support has increased as on this product line as expected, but I have been able to negotiate a discount with FileMaker that has been extended to their resellers. The low bid received from 3 quotes is from SHI in the amount of \$64,750. We are therefore requesting permission to place a purchase order in this amount to SHI, funded through capital outlay. Approval of this purchase order will allow the continuation of district-wide deployment of FileMaker software with free upgrades through October 2011, and it will save the district \$19,250.00 by taking action prior to the end of 2009.

Thank you very much for submitting this request for approval to the School Board.

From: <Bryan_Rosenthal@shi.com>
Subject: **SHI Quote 3411072, FILEMAKER**
Date: November 3, 2009 11:29:25 AM EST
To: <emutell@pasco.k12.fl.us>

Hi Ed, we finally got things resolved with FileMaker. This is the correct pricing for the renewal.

Thank you



Pricing Proposal
Quotation #: 3411072
Created On: Nov-02-2009
Valid Until: Nov-30-2009

Pasco County School District

Ed Mutell
7227 Land-O-Lakes Blvd.
Land-O-Lakes
FL
34639
United States of America
Phone: (813) 794-2912
Fax:
Email: emutell@pasco.k12.fl.us

Account Executive

Bryan Rosenthal
33 Knightsbridge Road
Piscataway, NJ 08854
Phone: 386-736-0559
Fax: 386-740-0737
Email: Bryan_Rosenthal@shi.com

All Prices are in US Dollar(USD)

Product	Qty	Your Price	Total
1 FileMaker - Maintenance (1 year) - 1 seat - EDU - ESLA - level 6 (5000-9999) - Win, Mac FILEMAKER - EDUCATION LICENSES - Part#: TG684Z/A Note: 40029099	7000	\$9.25	\$64,750.00
		Shipping	\$0.00
		Total	\$64,750.00

Additional Comments

To process your order, you can e-mail your request to floridateam@shi.com. You can also fax it to 732-868-6055. Please include a contact e-mail address on all orders, as this is required by most vendors. Thanks!

SHI Fed ID# 22-3009648

SHI is a Certified Minority (Asian-Pacific) Large Account Reseller, specializing in the sale and distribution of academically priced software and hardware from a myriad of manufacturers ... including Microsoft, Symantec, Adobe, Macromedia, Veritas, Corel, Borland, McAfee, Novell, HP, Xerox and more.

The Products offered under this proposal are subject to the SHI Return Policy posted at www.shi.com/returnpolicy, unless there is an existing agreement between SHI and the Customer.

