



## DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Purchasing Services  
Michael J. Woodall, CPPO, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: mwoodall@pasco.k12.fl.us

March 19, 2013

### MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Michael J. Woodall, CPPO, Purchasing Agent *MJW.*

**SUBJECT:** Second-Year Renewal of Three-Year Agreement, RFP 12-074-MW  
Blue Raven Inc. (formerly Blue Raven Technology, Inc.)  
Technology Service Repair and Miscellaneous Parts

On April 17, 2012, official action (attached) was taken to approve the above-referenced RFP with Blue Raven Inc. The Technical Services Division of the Office for Technology and Information Services (OTIS), and the District in general, use this company for parts, whole unit repairs and diagnosis of problems on out-of-warranty computers. The first year of the contract will expire on April 16, 2013.

As services have been satisfactory, Blue Raven was contacted to determine their willingness to renew for the second year of the contract under existing terms and conditions. They have agreed in writing (attached) to do so. Per the attached memo from Craig Coile, Supervisor of OTIS, and John Simon, Director of OTIS, it is estimated that expenditures through OTIS for the next term of the contract will be approximately \$220,000, to be paid out of general and capital funds. As schools and departments also request parts and service directly from Blue Raven, without processing through OTIS, we are requesting Board approval of a blanket threshold of \$250,000 for the contract term. The Purchasing Services Department will monitor all expenditures on a monthly basis to ensure that this threshold is not exceeded.

OTIS is also requesting permission to place purchase orders to Blue Raven, not to exceed \$220,000 for the contract term, prorated for the terms April 2013 – June 2013, and July 2013 – April 2014.

Please feel free to contact Craig Coile or me at your earliest convenience if you have any questions or concerns.

MJW/az

Attachments Date/Time: March 13, 2013 09:01:00



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7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

John W. Simon, Jr.  
Director of Information Services Department  
813/794-2416      352/524-2416  
727/774-2416      Fax: 813/794-2172

## MEMORANDUM

Date:            March 19, 2013

To:              Mike Woodall, Purchasing Agent

From:            Craig Coile, Supervisor, Office for Technology and Information Services *CC*  
John W. Simon, Jr., Director, Office for Technology and Information Services *JWS*

Subject:        Blue Raven Inc. RFP 12-074-MW

The Technology Services Division of The Office for Technology and Information Services is requesting renewal of the above-referenced RFP for the period 4/18/13 – 4/17/14. Both the Technology Services Division and the District in general use Blue Raven Inc., the awarded vendor, for the purchase of parts to service out of warranty computers and upgrades.

For the District as a whole, we project expenditures for the next contract term will not exceed \$250,000. Tech Services is asking permission to place purchase orders not to exceed \$220,000. As the contract term spans two fiscal years, the POs will be prorated to reflect April 2013 – June 2013, and July 2013 – April 2014.



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813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 e-mail: mwoodall@pasco.k12.fl.us

## RFP 12-074-MW RENEWAL REQUEST TECHNOLOGY SERVICES HARDWARE REPAIR/PARTS

Yes, I agree to renew the above-referenced RFP, under existing terms and conditions, for the term April 18, 2013 – April 17, 2014.  
 No, I do not agree to renew the RFP for the next term.

COMPANY NAME: <sup>jsh 2/6/13</sup> Blue Raven Technology, Inc.

SIGNATURE: Jeffrey S. Harrison

TYPED NAME AND TITLE: Jeffrey S. Harrison, VP Product Mgmt & Business Intelligence

TELEPHONE (WITH AREA CODE): 978 203 1144

FAX NUMBER (WITH AREA CODE) 978 661 7744

E-MAIL ADDRESS FOR GENERAL COMPANY CONTACT: cmb@blueraven.com

DATE: 2/6/13

The company certifies, by submission and signature on this renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE RETURN VIA FAX OR E-MAIL TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
Purchasing Dept.  
Attention: Arlene Zimney, Buying Manager  
(813) 794-2504 phone  
azimney@pasco.k12.fl.us  
813-794-2111 Fax



# District School Board of Pasco County

## RFP Recommendation

<b>RFP Title</b>	<b>Technology Service Repair and Miscellaneous Parts</b>		<b>Number of Vendors Notified</b>	<b>229</b>
<b>RFP Number</b>	<b>12-074-MW</b>		<b>Number of Proposals Distributed</b>	<b>27</b>
<b>Date Solicited</b>	<b>February 8, 2012</b>		<b>Number of Vendors Proposing</b>	<b>1</b>
<b>Date Opened</b>	<b>March 26, 2012</b>		<b>Number of Formal "No Bid" Responses</b>	<b>1</b>
<b>Date Board Presentation</b>	<b>April 17, 2012</b>		<b>Funding Source</b>	<b>General &amp; Capital</b>
<b>Total Savings</b>	<b>Estimated \$44,000</b>		<b>Grand Total of Proposal</b>	<b>Estimated \$250,000</b>

**Recommendation:** Recommend acceptance of RFP from Blue Raven Technology, Inc. per the attached RFP tabulation as the only responsive, responsible RFP meeting written specifications.

**Term of Contract:** This RFP is for parts, whole unit repairs and diagnosis of problems on out-of-warranty products for a wide variety of computer manufacturers on an as-needed basis by both the Technology Services Department and school-based Technology Specialists. The term of the RFP is three (3) years renewable annually at the mutual agreement of the parties.

**Notations and Exceptions:** Blue Raven's proposal was the only one received in response to this solicitation. Blue Raven currently performs these services for the District and according to the Technology Services Department, the quality of these services has been very good. Quoted pricing for whole unit repair has been verified as being significantly lower and manufacturer's posted pricing, based upon a fixed price off published out-of-warranty repairs. Quoted pricing on parts is the same discount off list offered in the current active RFP with Blue Raven and will be verified by the Technology Services Department.

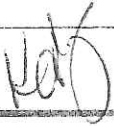
Purchasing will monitor expenditures under this RFP to ensure that approved dollar thresholds are not exceeded.

The total amount estimated savings was determined by calculating total expenditures without the 15% discount off list.

**RFPs Evaluated By:**  
 Craig Coile, Supervisor of Information Services  
 David Roberts, Technology Services Analyst

**RFPs Prepared By:**  
 Michael Woodall, Buying Manager

**Reviewed and Authorized By:**  
 Kendra Goodman, CPPO, CPPB, Purchasing Agent



District School Board  
of Pasco County

APR 17 2012

Date/Time:

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 26, 2012 @ 2:30 PM	Blue Raven Technology, Inc.
RFP TITLE: Technology Service Repair & Miscellaneous Parts	110 Fordham Road
RFP # 12-074-MW	Wilmington, MA 01887
<b>Board Meeting April 17, 2012</b>	
References (max. 10pts.)	10
Place orders on-line (max. 10pts.)	8
Pricing (max. 20pts.)	17
Manufacturers (max. 20pts.)	20
Discount off catalog (max. 20pts.)	20
<b>TOTAL</b>	<b>75</b>

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 26, 2012 @ 2:30 PM	Blue Raven Technology, Inc.
RFP TITLE: Technology Service Repair & Miscellaneous Parts	110 Fordham Road
RFP # 12-074-MW	Wilmington, MA 01887
<b>Board Meeting April 17, 2012</b>	
DESCRIPTION	PER UNIT
<b>Pricing Part A</b>	
<b>MacBook Repair Price</b>	
Tier 1 (minor parts, such as reseating, cable, screws, feet, I/O door); Structural components	\$349.00
Tier 2 (minor boards and assemblies (power supply board, inverter assembly, interconnect board); enclosure parts; CD; LCd polarizer	\$349.00
Tier 3 (DVD, combo drives, hard drive)	\$349.00
Tier 4 (main logic mother board, SuperDrive, LCD replacement)	\$349.00
<b>Total Part A Divided by 4 =</b>	\$349.00
<b>Pricing Part B</b>	
<b>Whole Unit Repair Price</b>	
iPad	\$229.00
iPod Touch	NB
Kindle or Nook	NB
LCD Projectors	\$349.00
<b>Total Part B Divided by 4 =</b>	\$289.00
<b>A + B Divided by 2 = Total this Section</b>	\$319.00

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APR 17 2012

Board Approved