



To: Paula Ross
Assistant Superintendent of Technology Services and Information Systems

From: Kimberly Bowlin
Assistant Director of Technology Support Services

Date: June 20, 2023

Re: Student, Staff Devices, Accessories and Software
Seven Year Contract #23-06-7655R-RFP

The following proposals were received and opened at 3:00 p.m., Friday, May 19, 2023 as advertised and specified in documents concerning Contract #23-06-7655R-RFP Student, Staff Devices, Accessories and Software. The proposal received is located on pages 2-5.

Recommendation: Apple Inc.

Funding: Multiple Funds

Estimated Seven Year Revenue:

\$622,947.00	Base Contract
\$207,649.00	4th Year (optional)
\$207,649.00	5th Year (optional)
\$207,649.00	6th Year (optional)
\$207,649.00	7th Year (optional)
<u>\$1,453,543.00</u>	

Contract Term:	June 21, 2023 - June 20, 2026	Base Contract
	June 21, 2026 - June 20, 2027	4th Year (optional)
	June 21, 2027 - June 20, 2028	5th Year (optional)
	June 21, 2028 - June 20, 2029	6th Year (optional)
	June 21, 2029 - June 20, 2030	7th Year (optional)

kb

#23-06-7655R-RFP Student, Staff Devices, Accessories and Software

A sample purchase was used for price point calculation. Apple Inc. was the only respondent to the RFP. The evaluation committee compared pricing from the Texas Department of Information Resources (DIR) Contract (expiring 8/5/2023) and Apple Retail against the vendor's RFP response to award price points. Price points were awarded by the following formula: Lowest Vendor Total / Vendor's Total * 40 (maximum number of points). The price review indicated that the RFP's proposed price was comparable to the state's existing DIR contract and lower than Apple's retail price. The committee felt that the increase in price of cables and accessories reflected market cost increases. Application purchases are through an app store. The district uses Apple to purchase volume purchasing credits for the App store. Each sample purchase had \$20,000 added for app store purchases.

Brand	Model	Product Type	Quantity	Apple 23-06-7655R-RFP		Apple DIR-TSO-3789		Apple Retail	
				Unit Cost	Total	Unit Cost	Total	Unit Cost	Total
Apple	iPad 10.9 Inch WIFI 64GB	Tablet	269	\$419.00	\$112,711.00	\$419.00	\$112,711.00	\$449.00	\$120,781.00
Apple	iPad 10.9 Inch WIFI 256GB	Tablet	5	\$569.00	\$2,845.00	\$569.00	\$2,845.00	\$599.00	\$2,995.00
Apple	12.9 Inch iPad Pro 128GB	Tablet	33	\$999.00	\$32,967.00	\$999.00	\$32,967.00	\$1,099.00	\$36,267.00
Apple	12.9 Inch iPad Pro 256GB	Tablet	18	\$1,099.00	\$19,782.00	\$1,099.00	\$19,782.00	\$1,199.00	\$21,582.00
Apple	12.9 Inch iPad Pro 512GB	Tablet	1	\$1,299.00	\$1,299.00	\$1,299.00	\$1,299.00	\$1,399.00	\$1,399.00
Apple	13 Inch MacBook Pro Apple M2 chip with 8-core CPU and 10-core GPU 512SSD - Space Gray	Laptops	9	\$1,399.00	\$12,591.00	\$1,363.00	\$12,267.00	\$1,499.00	\$13,491.00
Apple	20W USB-C Power Adapter	Adapter	10	\$19.00	\$190.00	\$17.50	\$175.00	\$19.00	\$190.00
Apple	USB C Charging Cable	Monitor	10	\$19.00	\$190.00	\$17.50	\$175.00	\$19.00	\$190.00
Apple	Apple Pencils	Stylus	20	\$119.00	\$2,380.00	\$116.00	\$2,320.00	\$129.00	\$2,580.00
Apple	iPad Mini WIFI 64GB - Space Gray	Tablet	6	\$449.00	\$2,694.00	\$449.00	\$2,694.00	\$499.00	\$2,994.00
Apple	Software Applications	Apps			\$20,000.00		\$20,000.00		\$20,000.00
				Total	\$207,649.00		\$207,235.00		\$222,469.00
				Price Points		39.92		40	37.26

Apple was the only respondent to the RFP. Their RFP pricing was compared to the existing DIR contract (expiring 8/5/2023) and Apple retail pricing.

Item Number	Part Number	Qty	Product Type	Description	Price Response	Price Response DIR-TSO-3789	Retail Price
1	MPQ03LL/A	1	iPad	10.9 Inch Ipad WIFI 64GB - Silver (10th Generation)	\$419.00	\$419.00	\$449.00
2	MPQ83LL/A	1	Ipad	10.9 Inch Ipad WIFI 256GB - Silver (10 Generation)	\$569.00	\$569.00	\$599.00
3	MNXD3LL/A	1	iPad Pro	11 Inch iPad Pro WIFI 128GB - Space Gray	\$749.00	\$749.00	\$799.00
4	MNXF3LL/A	1	iPad Pro	11 Inch iPad Pro WIFI 256GB - Space Gray	\$849.00	\$849.00	\$899.00
5	MNXH3LL/A	1	iPad Pro	11 Inch iPad Pro WIFI 512GB - Space Gray	\$999.00	\$999.00	\$1,099.00
6	MNXK3LL/A	1	iPad Pro	11 Inch iPad Pro WIFI 1TB - Space Gray	\$1,399.00	\$1,399.00	\$1,499.00
7	MNXM3LL/A	1	iPad Pro	11 Inch iPad Pro WIFI 2TB - Space Gray	\$1,799.00	\$1,799.00	\$1,899.00
8	MNXP3LL/A	1	iPad Pro	12.9 Inch iPad Pro WIFI 128GB - Space Gray	\$999.00	\$999.00	\$1,099.00
9	MNXR3LL/A	1	iPad Pro	12.9 Inch iPad Pro WIFI 256GB - Space Gray	\$1,099.00	\$1,099.00	\$1,199.00
10	MNXU3LL/A	1	iPad Pro	12.9 Inch iPad Pro WIFI 512GB - Space Gray	\$1,299.00	\$1,299.00	\$1,399.00
11	MNXW3LL/A	1	iPad Pro	12.9 Inch iPad Pro WIFI 1TB - Space Gray	\$1,699.00	\$1,699.00	\$1,799.00
12	MNXY3LL/A	1	iPad Pro	12.9 Inch iPad Pro WIFI 2TB - Space Gray	\$2,099.00	\$2,099.00	\$2,199.00
13	MM9C3LL/A	1	Ipad Air	10.9 Inch Air WIFI 64GB - Space Gray	\$549.00	\$549.00	\$599.00
14	MM9L3LL/A	1	Ipad Air	10.9 Inch Air WIFI 256GB - Space Gray	\$699.00	\$699.00	\$749.00
15	MK7M3LL/A	1	iPad Mini	iPad Mini WIFI 64GB - Space Gray	\$449.00	\$449.00	\$499.00
16	MK7T3LL/A	1	iPad Mini	iPad Mini WIFI 256GB - Space Gray	\$599.00	\$599.00	\$649.00
17	MQDU3ZM/A	1	iPad (10th Gen) Cover	Smart Folio for Ipad (10th Generation) - Sky	\$79.00	\$73.00	\$79.00
18		1	iPad	Rugged Cover / Case for iPad 10th Generation	\$79.00	\$73.00	\$79.00
19		1	iPad Pro	Rugged Cover / Case for iPad Pro (fits items 3 - 20 above)	\$79.00	\$73.00	\$79.00
20		1	Ipad Air	Rugged Cover / Case for iPad Air (fits items 13 - 14 above)	\$79.00	\$73.00	\$79.00
21		1	iPad Mini	Rugged Cover / Case for Ipad Mini (fits items 15 - 16 above)	\$59.00	\$54.00	\$59.00
22	MJQJ3LL/A	1	Magic Keyboard	Magic Keyboard for iPad Pro 11-inch (4th generation) and iPad Air (5th generation) - US English - White	\$279.00	\$269.00	\$299.00
23	MJQK3LL/A	1	Magic Keyboard	Magic Keyboard for iPad Pro 12.9 inch (6th Generation) - US English - Black	\$329.00	\$313.00	\$349.00
24	MJQL3LL/A	1	Magic Keyboard	Magic Keyboard for iPad Pro 12.9 inch (6th Generation) - US English - White	\$329.00	\$313.00	\$349.00
25	MQDP3LL/A	1	Magic Keyboard Folio	Magic Keyboard Folio for iPad (10th generation) - US English	\$229.00	\$224.00	\$249.00
26	MX3L2LL/A	1	Smart Keyboard	Smart Keyboard for iPad (9th generation) - US English	\$149.00	\$143.00	\$159.00
27	MHJA3AM/A	1	20W USB-C Power Adapter	Apple 20W USB-C Power Adapter	\$19.00	\$17.50	\$19.00
28	MLL82AM/A	1	USB-C Charge Cable	USB-C Charge Cable (2m)	\$19.00	\$17.00	\$19.00
29	MM0A3AM/A	1	USB-C Lightning Cable (1 m)	USB-C Lightning Cable (1 m)	\$19.00	\$17.50	\$19.00
30	MN713AM/A	1	Thunderbolt 4 Cable (1.8 m)	Thunderbolt 4 Cable (1.8 m)	\$129.00	\$115.00	\$129.00
31	Warranty	1	2-Year Apple Care+ for Schools	2-Year Apple Care+ for Schools	\$59.00	\$59.00	\$69.00
32	Warranty	1	3-Year Apple Care+ for Schools	3-Year Apple Care+ for Schools	\$79.00	\$79.00	\$99.00
33	Warranty	1	4-Year Apple Care+ for Schools	4-Year Apple Care+ for Schools	\$109.00	\$109.00	N/A
34	MLXW3LL/A	1	13-inch MacBook Air	Apple M2 chip with 8-core CPU and 8-core GPU, 256 - Space Gray	\$1,099.00	\$1,099.00	\$1,199.00
35	MLXX3LL/A	1	13-inch MacBook Air	Apple M2 chip with 8-core CPU and 8-core GPU, 512 - Space Gray	\$1,399.00	\$1,399.00	\$1,399.00

36	MNEH3LL/A	1	13-inch MacBook Pro	Apple M2 chip with 8-core CPU and 10-core GPU 256SSD - Space Gray	\$1,199.00	\$1,181.00	\$1,299.00
37	MNEJ3LL/A	1	13-inch MacBook Pro	Apple M2 chip with 8-core CPU and 10-core GPU 512SSD - Space Gray	\$1,399.00	\$1,363.00	\$1,499.00
38	MGPD3LL/A	1	24-inch iMac	24-inch iMac with Retina 4.5K display: Apple M1 chip with 8 core CPU and 8 core GPU, 512GB - Silver	\$1,599.00	\$1,563.00	\$1,699.00
39	MN893LL/A	1	Apple TV	Apple TV 4K WIFI +Ethernet with 128GB Storage	\$149.00	\$149.00	\$149.00
40	BU9U2LL/A	1	Ipad Pro Multi-Pack Bundle	11-inch iPad Pro Wi-Fi 128GB Space Gray (Packaged in a 10-pack) with 3-Year AppleCare+ for Schools	\$8,880.00	\$8,880.00	\$9,280.00
41	BUAZ2LL/A	1	Ipad Pro Multi-Pack Bundle	12.9-inch iPad Pro Wi-Fi 128GB Silver (Packaged in a 5-pack) with 3-Year AppleCare+ for Schools	\$5,840.00	\$5,840.00	\$6,240.00
42	MPQT3LL/A	1	iPad Multi-Packs	10.9 inch iPad WIFI 64GB - Silver (packaged in 10 pack)	\$4,140.00	\$4,140.00	\$5,180.00
43	MQLY3AM/A	1	Apple Pencil (1st Generation)	Apple Pencil (1st Generation)	\$89.00	\$89.00	\$99.00
44	MU8F2AM/A	1	Apple Pencil (2nd Generation)	Apple Pencil (2nd Generation)	\$119.00	\$116.00	\$129.00
45	MK2E3AM/A	1	Magic Mouse	Magic Mouse	\$79.00	\$71.00	\$99.00



**Student, Staff Devices, Accessories and Software #23-06-7655R-RFP
VENDOR QUOTE SCORING AND RANKING MATRIX PHASE 1**

The following scores reflect averaged and weighted points awarded to vendors based on the evaluation of each criteria.

- Criteria 1:** Price of goods and services
- Criteria 2:** Reputation of the vendor and the vendor's goods and services
- Criteria 3:** Quality of vendor's goods or services
- Criteria 4:** Extent to which the goods and services meet the District's needs
- Criteria 5:** Vendor's past relationship with the District
- Criteria 6:** Total long-term cost to the District to acquire the vendor's goods or services
- Criteria 7:** For a contract that is not for goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, where the vendor or vendor's ultimate parent company of majority owner: (A) has its principle place of business in this state; or (B) employs at least 500 persons in this state (0%)
- Criteria 8:** Any other relevant factor specifically listed in the request for quote

Criteria	Scores			Averaged Score
	Apple Inc. Evaluator #1	Apple Inc. Evaluator #2	Apple Inc. Evaluator #3	Apple Inc.
Total Awarded Score	100	100	100	100
Criteria 1: Revenue Share	39.9	39.9	39.9	39.9
Criteria 2: Reputation	20.0	20.0	20.0	20.0
Criteria 3: Quality	20.0	20.0	20.0	20.0
Criteria 4: Meet District needs	20.0	20.0	20.0	20.0
Criteria 5: Past relationship with District				
Criteria 6: Long-term cost				
Criteria 7: Principle place/employees in TX				
Criteria 8: Other relevant Quote factors				

Each vendor had three evaluators. Evaluators used standard scoring sheets. Scores were recorded for each vendor. Scores from the three evaluators were averaged. Purchase Points were calculated from the Sample Sale submission. The formula used was lowest vendor's price proposal / vendor's price proposal * 40 (maximum number of points). The committees recommendation is to award to Apple Inc.