

RFP# EPSD.TECH.2020.0001

Student Device Refresh

1 RFP Overview

1.1 Company Description

East Providence School District (EPSD) is a K-12 public-school district supporting the City of East Providence in Rhode Island. The district consists of multiple Pre-K-5, middle and high school campuses with over 5000 students in the system.

1.2 Purpose of the RFP

1.2.1 EPSD maintains a 1:1 program providing all students with access to a device for class work and diagnostic testing. The current student devices are Chromebooks which are approaching Google Auto Update Expiration (AUE). We are looking for proposals which would refresh the district's devices as part of our device life cycle.

1.3 RFP Schedule

1.3.1 This schedule outlines the major activities that will occur in this bid process and the due dates.

1.3.1.1 East Providence School District reserves the right to extend bid acceptance and review dates.

1.3.1.2 Any changes in deadlines will be posted to the District purchasing site.

1.3.1.3 EPSD reserves the right to disqualify any Vendor who does not comply with these deadlines.

1.3.1.4 In the event of unplanned District Office closure on the Bid opening date, the bid opening will be postponed to the same time on the next business day in operation.

Activity	Date/Time
RFP release date	01/16/2020
Deadline for Questions	01/27/2020 12pm (local time)
Q/A Addendum Published	On or before 01/29/2020
Proposal Submission Deadline/Bid opening	02/06/2020 - 11am (local time)
Evaluation of solutions by district staff	Feb 2020
Recommendation to School Committee	03/10/2020

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2 Vendor Instructions

2.1 Vendor Questions and RFP Addenda

2.1.1 All questions about this RFP must be submitted via email to our electronic bidding email account e-bids@epschoolsri.com.

2.1.1.1 Do not attempt to communicate directly with any member of the district staff or school committee during the sealed bidding window. Violation of this may result in vendor exclusion from the bid.

2.1.1.2 All questions will be reviewed and an addendum to the RFP will be provided after the Q/A windows is closed.

2.1.1.3 EPSD reserves the right to answer only questions deemed pertinent to potential bidders.

2.1.1.4 In the event that modifications or additions to the RFP become necessary, amendments and addenda will be posted to epschoolsri.org/purchasing and the City of Newport e-Procurement website. It is the responsibility of potential bidders to review site regularly and adhere to any amendments or addendum to the RFP.

2.2 Proposal Effective Period

2.2.1 Vendors must state in writing that all furnished information, including prices, will remain valid for a minimum of 90 days from the date bid opening date (see RFP schedule below) by EPSD.

2.2.2 Pricing with limited availability and/or special pricing available for less than 90 days from the date bid opening may be provided in addition to the primary price. Please clearly note any "Special Pricing" on the proposals and all requirements for that pricing

2.3 Proposal Format

2.3.1 Section 1: Vendor Overview

2.3.1.1 Brief overview of company's capabilities (line card is acceptable)

2.3.1.2 Minimum of 3 references for similar deployments performed within past 3 years

2.3.2 Section 2: Pricing

2.3.2.1 Proposers sales quote(s) with itemized detail per line.

2.3.2.2 Bundled products may not be accepted

2.3.2.2.1 *Services (white glove) may be bundled but all included services must be listed on the proposal*

2.3.2.3 If volume purchasing discounts are included, please note minimum order quantity for applied discounts

2.3.2.4 All items on quotations must be available to purchase a la-carte

2.3.3 Section 3: Financing details

- 2.3.3.1 EPSD intends to finance the refresh as part of our multi-year lifecycle plan. Please note, proposals for fair market value lease will be accepted but due to Personal Property Taxes, \$1 buyout financing is generally preferred.
- 2.3.3.2 All proposals must include purchase options as follows:
 - 2.3.3.2.1 **Purchase option 1:** Total purchase price - total cost for purchase of equipment and services
 - 2.3.3.2.2 **Purchase option 2:** Lease/Finance 4 years - total cost for purchase of equipment and services paid over four (4) years with initial payment and three (3) annual payments.
 - 2.3.3.2.3 **Purchase option 3:** Lease/Finance 5 years - total cost for purchase of equipment and services paid over five (5) years with initial payment and four (4) annual payments.
- 2.3.3.3 Proposal submission must include all financing terms and contract

2.4 Submission Requirements

- 2.4.1 Sealed Bid Requirements:
 - 2.4.1.1 Provide two (3) printed copies of bid submission
 - 2.4.1.2 Provide electronic (PDF format) of via USB Flash Drive
 - 2.4.1.3 Mail or deliver sealed bid proposals to the following address by the date and time identified in the schedule in Section 1.3.

Attn: EPSD Finance dept.
RFP# EPSD.TECH.2020.0001
145 Taunton Ave.
East Providence, RI 02914
 - 2.4.1.4 The EPSD finance department will receive all bids and include a timestamped form to record arrival date/time.

3 Bid Evaluation

3.1.1 The district contemplates award with the evaluation criteria set forth in this section

3.1.1.1 To determine whether proposals are technically acceptable, the district will determine whether each proposal is complete; whether it is responsive to all requirements established herein. Proposals not deemed technically acceptable may be eliminated from consideration

3.1.1.2 Price and value of investment hold the highest point values for evaluation.

Criteria	Available Points	Bid1	Bid2	Bid3
Price for specified solution	30			
Specifications/form factor/build design/durability	25			
Carts and accessories recommended	25			
Implementation Services	20			

3.1.1.3 The East Providence School District may choose to seek clarifications from vendors with regard to their proposals.

3.1.1.3.1 All clarification requests will be provided via email, and incomplete or unclear responses may result in a proposal being deemed technically unacceptable.

3.1.1.3.2 Responses to clarification requests must be responded to, via email, within 2 business days

3.1.1.3.3 EPSD reserves the right to make a selection without requesting clarification.

3.1.1.3.4 EPSD may not necessarily seek clarifications from all vendors submitting proposals.

3.1.1.4 Any contract awarded under this RFP is subject to funding, and approval by the East Providence School Committee. The East Providence School District reserves the right to make no awards under this RFP.

4 Specifications

4.1 Equipment Specifications:

4.1.1 Windows Clamshell Laptop

4.1.1.1 Specifications equal to or better than the build provided below:

DESCRIPTION
Clamshell laptop with 180 Degree hinge
Intel Celeron N4100 (Quad Core, up to 2.4GHz, 4M Cache, 6W)
Win 10 Pro 64 English
Microsoft Azure AD - AutoPilot
Intel® Celeron® N4100 Processor w/Intel® UHD Graphics 600
4GB 2400MHz LPDDR4
M.2 128GB SATA Class 20 Solid State Drive
11.6" HD (1366 x 768) Anti-Glare Non-Touch
US English Keyboard
Intel Dual Band Wireless AC 8265 (802.11ac) 2x2 + Bluetooth 4.1 (9560 preferred)
3-Cell 42Whr Battery - USB-C DC-In Jack Required
65W AC Adapter - USB-C Required
HDMI 1.4b (or above) ¹
2x or more USB-A 3.1 (or above) and 1x USB-C (or above) ²
Webcam and Microphone
Limited Hardware Warranty
Mail In Service after Remote Diagnosis, 1-year Please note warranty extensions beyond first year of support Warranty period must begin upon delivery
Able to withstand strong vibrations, drops, and daily operation in a classroom environment

¹ May provide adapter if full size ports not available on device

² May provide adapter if full size ports not available on device

4.1.2 2-in-1 Windows 2-in-1 Laptop/Tablet Convertible

4.1.2.1 Specifications equal to or better than the build provided below:

DESCRIPTION
Laptop/tablet convertible with 360 degree hinge
Intel Celeron N4100 (Quad Core, up to 2.4GHz, 4M Cache, 6W)
Win 10 Pro 64 English
Microsoft Azure AD - AutoPilot
Intel® Celeron® N4100 Processor w/Intel® UHD Graphics 600
4GB 2400MHz LPDDR4
M.2 128GB SATA Class 20 Solid State Drive
11.6HD WVA 16:9 (1366 x 768) Touch with Corning Gorilla Glass NBT, Camera & Microphone
US English Keyboard
Intel Dual Band Wireless AC 8265 (802.11ac) 2x2 + Bluetooth 4.1 (9560 preferred)
3 Cell 45Whr ExpressCharge™ Capable Battery - USB-C DC-In Jack Required
45W AC Adapter - USB-C Required
HDMI 1.4b (or above) ³
2x or more USB-A 3.1 (or above) and 1x USB-C (or above) ⁴
Webcam and microphone
World facing camera for tablet mode (preferred)
Limited Hardware Warranty
Mail In Service after Remote Diagnosis, 1-year Please note warranty extensions beyond first year of support Warranty period must begin upon delivery
Able to withstand strong vibrations, drops, and daily operation in a classroom environment

³ May provide adapter if full size ports not available on device

⁴ May provide adapter if full size ports not available on device

4.1.3 IOS Tablet with Keyboard Case

4.1.3.1 Specifications equal to or better than the build provided below:

DESCRIPTION
10.5-Inch iOS tablet with detachable keyboard case
A10 Fusion fourth-generation chip with 64-bit desktop-class architecture
iPadOS 13.1
Enrollment through DEP
32GB Storage
10.2-inch (diagonal) LED-backlit with Multi-Touch and IPS technology
2160-by-1620 resolution at 264 ppi
Wi-Fi (802.11a/b/g/n/ac); dual band (2.4GHz and 5GHz); HT80 with MIMO
Built-in 32.4-watt-hour rechargeable lithium-polymer battery (must be capable of at least 6 hours screen time without charge)
Bluetooth 4.2
Detachable Keyboard Cover w/ Case (Bluetooth not acceptable)
Webcam and microphone
Limited Hardware Warranty
Mail In Service after Remote Diagnosis, 1-year Please note warranty extensions beyond first year of support Warranty period must begin upon delivery
Able to withstand strong vibrations, drops, and daily operation in a classroom environment

4.1.4 ChromeOS Clamshell Laptop (ChromeBook)

4.1.4.1 Specifications equal to or better than the build provided below:

DESCRIPTION
Clamshell laptop with 180 degree hinge
Intel® Celeron™ N4000 Processor (2 Core, 2.6GHz, 4M cache, 6W) (or better)
ChromeOS
4GB 2400MHz LPDDR4 Non-ECC
32GB eMMC Hard Drive
11.6" HD (1366 x 768) Anti-Glare Non-Touch
US English Keyboard
Intel® Dual Band Wireless AC 9560 (802.11ac) 2x2 + Bluetooth 5.0
USB-C 45W charge adapter (or better)
3-Cell 42WHr Battery - USB-C DC-In Jack Required
2x or more USB-C
2x or more USB-A 3.1 (or above) ⁵
HDMI 1.4b (or above) ⁶
Webcam and microphone
Limited Hardware Warranty
Mail In Service after Remote Diagnosis, 1-year Please note warranty extensions beyond first year of support Warranty period must begin upon delivery
Able to withstand strong vibrations, drops, and daily operation in a classroom environment

⁵ May provide adapter if full size ports not available on device

⁶ May provide adapter if full size ports not available on device

4.1.5 ChromeOS 2-in-1 Laptop/Tablet Convertible Specification

4.1.5.1 Specifications equal to or better than the build provided below:

DESCRIPTION
Clamshell laptop with 180 degree or (preferred) 360 degree convertible tablet
Intel® Celeron™ N4000 Processor (2 Core, 2.6GHz, 4M cache, 6W)
ChromeOS
4GB 2400MHz LPDDR4 Non-ECC
32GB eMMC Hard Drive
11.6" HD 1366 x 768 WVA 16:9 Touch with Corning® Gorilla® Glass NBT, Camera & Microphone
US English Keyboard
Intel® Dual Band Wireless AC 9560 (802.11ac) 2x2 + Bluetooth 5.0
USB-C 45W charge adapter (or better)
Primary 3-Cell 42WHr Battery - USB-C DC-In Jack Required (must be capable of at least 6 hours screen time without charge)
2x or more USB-C 3.1 (or above)
2x or more USB-A 3.1 (or above) ⁷
HDMI 1.4b (or above) ⁸
Webcam and microphone
World facing camera for tablet mode (preferred)
Limited Hardware Warranty
Mail In Service after Remote Diagnosis, 1-year Please note warranty extensions beyond first year of support Warranty period must begin upon delivery
Able to withstand strong vibrations, drops, and daily operation in a classroom environment

⁷ May provide adapter if full size ports not available on device

⁸ May provide adapter if full size ports not available on device

4.1.6 Android Tablet with Keyboard Case Specification

4.1.6.1 Specifications equal to or better than the build provided below:

DESCRIPTION
10.5-inch Android tablet with detachable keyboard cover
Qualcomm Snapdragon 855 (or better)
Android 9 Pie (or later)
Enrollment into customer MDM
6GB Memory
128GB with MicroSD expansion
10.5-inch WQXGA 16:10 HDR OLED
802.11 a/b/g/n/ac 2.4G+5GHz, VHT80 MU-MIMO
Bluetooth 5.0
7,040mAh (or greater) battery - USB-C DC-In Jack Required (must be capable of at least 6 hours screen time without charge)
8-megapixel front, 13-megapixel standard rear, 8-megapixel ultrawide rear
Active stylus pen
Detachable Keyboard Cover w/ Case (Bluetooth not acceptable)
Limited Hardware Warranty
Mail In Service after Remote Diagnosis, 1-year Please note warranty extensions beyond first year of support Warranty period must begin upon delivery
Able to withstand strong vibrations, drops, and daily operation in a classroom environment

5 Vendor Services:

5.1 Services are required for all bids, hardware only proposals will not be accepted.

- 5.1.1 EPSD recommends partnering with a local vendor to provide services if manufacturer/reseller does not have the capability or capacity for this project.
- 5.1.2 Services must be provided as a separate line item(s) in proposals.

5.2 Vendors must provide the following value added services as follows to proposals:

- 5.2.1 Receipt of equipment to off-site facility/warehouse
- 5.2.2 Inspection and inventory of equipment received
 - 5.2.2.1 Vendor is responsible for all equipment until it is delivered to EPSD.
- 5.2.3 Device unboxing
- 5.2.4 Recycle cardboard materials
- 5.2.5 Enrollment of the devices in the school's MDM/Management Console
- 5.2.6 Labelling with device serial and barcode
- 5.2.7 Registration of extended warranty (if applicable)
- 5.2.8 Configuration of school Wi-Fi profile
- 5.2.9 OS updates (if applicable)
- 5.2.10 Pre-wiring of device carts with endpoint chargers
- 5.2.11 Delivery to the 9 school buildings in East Providence, RI.
 - 5.2.11.1 Liftgate required for all locations, no loading docks available
 - 5.2.11.2 Carts and devices to be delivered to *the classrooms* at each school based on a list provided by the district
 - 5.2.11.3 If mounting is required for charging stations, include mounting into classrooms
 - 5.2.11.4 Inspection of deliveries and signature by district staff for official receipt of equipment

5.3 Implementation Service Locations

- 5.3.1 For pricing of implementation services, please find the school locations, device counts and classrooms for cart delivery/installation
- 5.3.2 All schools are in East Providence/Rumford/Riverside RI
- 5.3.3 Services proposal must include all shipping, travel and delivery charges
- 5.3.4 If vendor is including Trade In pickup, location quantities may vary slightly

Grade Level	School	Approximate Student/Device Count	Classrooms
ELEM	Waddington	540	27
ELEM	Silver Spring	300	15
ELEM	Orlo Avenue	300	15
ELEM	Kent Heights	320	16
ELEM	Whiteknact	340	17
ELEM	Myron J. Francis	420	21
ELEM	Hennessey	340	17
HS	East Providence High	1600	94
MIDDLE	Riverside Middle School	584	43
MIDDLE	Martin Middle School	707	52

6 Proposals Requested:

6.1.1 Please include pricing for the following items if available.

6.1.1.1 Vendors may provide proposals for single or multiple options as applicable

6.1.1.2 EPSD will be reviewing and evaluating operating systems for total cost of ownership and support for current and future curriculum needs. Vendors are encouraged to provide multiple platform options when possible.

6.1.1.3 Examples

6.1.1.3.1 A vendor may provide separate Windows, Chrome, IOS and Android proposals for Option A (2-in-1/tablets) below for evaluation by EPSD. They may do the same for Options B and C as well.

6.1.1.3.2 Each proposal option will be evaluated

Proposal	Items:
Student Device Refresh Option A	Qty. 5500 - Convertible 2-in-1 or Tablet with keyboard case student devices Qty. 325 - Classroom cart/charging solution (max class = 28) Inclusive of all required licensing and implementation services
Student Device Refresh Option B	Qty. 2500 - Convertible 2-in-1 or Tablet with keyboard case student devices Qty. 3000 - Clamshell laptop (non-touch) Qty. 325 - Classroom cart/charging solution (max class = 28) Inclusive of all required licensing and implementation services
Student Device Refresh Option C	Qty. 1100 - Convertible 2-in-1 or Tablet with keyboard case student devices Qty. 4400 - Clamshell laptop (non-touch) Qty. 325 - Classroom cart/charging solution (max class = 28) Inclusive of all required licensing and implementation services
(Optional) Trade in	Provide price/unit estimate of trade in value for the following: Qty. (Up to) 4500 HP Chromebook 11 G3/G4 Qty. (Up to) 300 Earthwalk 30+ pre-wired carts (accessory bins removed) <i>Note: Vendor is responsible for pickup of all trade in equipment during the new device rollout.</i>
(Optional) Accessories	Please provide any recommended accessories as al-a-carte pricing per single units as a separate quote