

Financial Services
Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. RFP-16-058-MT –
MOBILE DEVICES AND SERVICES**

COMMITTEE: FISCAL ACCOUNTABILITY

**LINK TO STRATEGIC
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of Office of Academic Transformation, specifically Instructional Technology and Information Technology Services. The purpose of this Request For Proposals (RFP) is to select vendor(s) from three (3) manufacturers (Dell, Hewlett Packard (HP), and Lenovo) for mobile device equipment, accessories, peripherals, supplies, maintenance, and support for Miami-Dade County Public Schools students in support of the Digital Convergence initiative. This RFP was advertised on the Procurement Management Services' website, the Demandstar website, BidNet, Florida Bid, as well as emailed to forty-six (46) potential bidders, which included 16 SBE/MBE certified vendors that are registered to the respective commodity codes.

The initial term of the bid shall be for a three (3) year period, commencing July 12, 2017 through July 11, 2020 and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one year periods.

Strategies were employed to increase SBE/MBE participation. The Goal Setting Committee recommended that this solicitation be open with a mandatory sub-contractor 15% SBE/MBE participation rate and local preference participation rate of 5%.

Three (3) vendors, Arey Jones Educational Solutions/Lenovo, SHI International Corp./Dell, and United Data Technology/HP, responded to this advertised bid. Based on the criteria listed in the solicitation, oral presentation, product demonstration and recommendation from the Selection Committee, the contract is recommended to be awarded to two (2) vendors, which have met the mandatory sub-contractor SBE/MBE goal of 15% and local preference participation rate of 5%.

**REVISED
E-144**

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD** Request For Proposals No. RFP16-058-MT – MOBILE DEVICES AND SERVICES, is to select vendor(s) from three (3) manufacturers (Dell, Hewlett Packard (HP), and Lenovo) for mobile device equipment, accessories, peripherals, supplies, maintenance, and support for Miami-Dade County Public Schools students in support of the Digital Convergence initiative, with an initial effective date of July 12, 2017 through July 11, 2020, and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for two (2) additional one (1) year extension period thereto, as follows:

a. AREY JONES EDUCATIONAL SOLUTIONS
1055 6TH AVENUE, #101
SAN DIEGO, CA 92101
OWNER/OFFICER: PETER SCARPELLA, VP SALES AND MARKETING

SUB-CONTRACTOR:
DADE TECHNOLOGY SOLUTIONS, LLC. **SBE Tier 2/MWBE**
4805 NW 79th AVENUE #10
MIAMI, FL 33166
OWNER/OFFICER: SANDRA BOHORQUEZ, VP/CONTROLLER
HISPANIC-AMERICAN

b. UNITED DATA TECHNOLOGIES, INC., DBT UDT
8825 NW 21ST TERRACE,
DORAL, FL 33172
OWNER/OFFICER: JOE MONTESINOS, SR. ACCOUNT MANAGER

SUB-CONTRACTOR:
IPAD AND IPHONE WAREHOUSE, LLC **MBE/MWBE**
18149 NE19th AVENUE
NORTH MIAMI BEACH, FL 33162
OWNER/OFFICER: BRIAN FERRELL, PRESIDENT
AFRICAN-AMERICAN

2. **AUTHORIZE** Procurement Management Services to purchase educational mobile devices and services, subject to the availability of funding, for the initial contract term, and for each subsequent extension period. Board authorization of this recommendation does not guarantee any estimated quantities will be purchased.

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