



OAKLAND UNIFIED  
SCHOOL DISTRICT

Community Schools, Thriving Students

Board Office Use: Legislative File Info.	
File ID Number	15-2053
Introduction Date	10/28/15
Enactment Number	15-1688
Enactment Date	10/28/15 OA

## Memo

**To** Board of Education

**From** Antwan Wilson, Superintendent  
Hitesh Haria, Chief Operations Officer  
John Krull, Chief Technology Officer

**Board Meeting Date** October 28, 2015

**Subject** Contract for the Purchase of Chromebooks

**Action Requested** Approval of the Purchase of Chromebooks from Arey Jones

**Background** Over the past two years, Technology Services Department, working closely with central leadership, site leaders, teachers and staff, has developed a plan to provide a standardized, equitable, supportable, and secure environment for Common Core State Standards (CCSS) online assessments that began in the Spring of 2015 and for blended and personalized learning. The district has deployed about 12,000 Chromebooks for students and 3000 for teachers and administrators. Staff needs to continue this deployment.

**Discussion** The District issued a Request for Quotes (RFQ) on October 2, 2015 for a minimum of 2000 Chromebook notebook computers and 50 carts provide standardized, equitable, and supportable environment for online assessments and CCSS aligned instruction and learning. Three vendors, Arey Jones, CTL and Dell responded to the RFQ. The contract with Arey Jones is under the terms of the Western States Contracting Alliance (WSCA). The initial purchase price is not to exceed \$593,403.



The devices will allow the District to continue its work in Blended- and Personalized Learning and CCSS aligned instruction for targeted schools including the Intensive Support Schools, High Schools, and the West Oakland STE(A)M Corridor schools among others as identified by sites.

Besides three 11" Chromebook for students, a selection was made for a 14" Chromebook for staff.

Proposals were received on October 19, 2015. Demonstration Chromebooks were available for staff from October 19 - October 23 2015. Selection was based on: Durability and Usability of Chromebooks as determined by District; demonstrated ability of product to work with grade 3-12 students in a wireless testing environment; cost of products and services; and support.

**Recommendation**

**Approval of the Purchase of Chromebooks from Arey Jones**

**Fiscal Impact**

Initial purchase price is not to exceed \$593,403, \$300,000 from previously allocated Measure J funds. Thereafter, Sites will be able to use discretionary funds to purchase at the negotiated price from 11/1/2015 to 10/31/2016

**Attachments**

Request for Quotes  
Selected vendor's response

Integration Solutions Provider

**AREY JONES**  
EDUCATIONAL SOLUTIONS

Phone: 800-998-9199 Fax: 800-403-8828

**Account Executive**

Erica Eichmann

**District**

OUSD

**Bid Number**

WSCA NASPO

October 23, 2015

HP Chromebook 11 with Cart

(Quantity 60 Carts)

**Special Distribution Incentive Pricing Through 10/31/15****Quote #**

EE015-6364

**Customer Name**

John Krull

**Site**

OUSD

Quantity	Description	Unit Price	Extended Price
34	<b>Base Unit:</b> HP Chromebook 11 G4 P078UT#ABA <b>Operating System:</b> Chrome OS <b>Display:</b> 11.6" 1366 x 768 (HD) <b>Processor:</b> Celeron N2840 / 2.16 GHz <b>Memory:</b> 4GB Ram <b>Hard Drive:</b> 16GB eMMC <b>Graphics:</b> Intel HD Graphics <b>Wireless:</b> 802.11ac <b>Ports/Connectors:</b> 1 x USB 2.0, 1 X USB 3.0 ports, HDMI out <b>Warranty:</b> 1 Year Warranty <b>Chrome Management:</b> Google Chrome OS Management Console License, Education <b>Services:</b> Integration Services and Etching Included	\$ 218.61 \$	7,432.74
		Tax 9.5% \$ 17.97 \$	610.98
		Calif. Electronic Waste Recycling Fee \$ 3.00 \$	102.00
		<b>Discounted Total</b> \$ 239.58	
1	<b>Charging Cart:</b> Bretford 36 Unit Netbook Storage Cart NETBOOK36-CT	\$ 1,593.00 \$	1,593.00
		Tax 9.5% \$ 151.34 \$	151.34
		Calif. Electronic Waste Recycling Fee \$ - \$	-
		<b>Discounted Total</b> \$ 1,744.34	
	<b>Oakland USD Discounted Equipment Total</b>	\$	9,890.06
	<b>Oakland USD Discounted Equipment Total (Qty 60 Carts)</b>	\$	593,403.60



## Statement of Work

Chromebooks, Carts and Services

**Oakland Unified School District**



OAKLAND UNIFIED  
SCHOOL DISTRICT

*Community Schools,  
Thriving Students*



# Statement of Work

## Background

The Oakland Unified School District (the District) wishes to receive quotes for Chromebooks, cart and services.

To ensure equity of access to technology, to promote personalized learning, and to complete online testing for Common Core State Standards (CCSS), the District plans to provide a baseline amount of Chromebooks based on the number of students needing to take the CCSS assessments with the goal of completing testing in (15) days or less. It also plans to purchase additional Chromebooks for targeted schools and individuals.

The Information Technology Services Department of the District plans to deploy Chromebooks at each site and manage them remotely with Google Management Console. In use, the computers will connect to a Cisco Meraki wireless AC network. The computers will generally be securely stored in charging carts.

The District intends to select one vendor to provide all of the products and services for a one year period. Please be aware of this when providing a price quotes for products and services.

## Configuration and Integration Services

The following is a detailed description of Arey Jones configuration and integration tasks for Oakland Unified School District's Chromebook RFQ.

### Receiving & Warehousing

In order to meet Oakland USD delivery timelines, Arey Jones will receive and maintain an inventory of systems within our insured and bonded South San Francisco warehouse facilities. This is consistent with the successful process Arey Jones has used for nearly all computing device rollouts we have performed for the last two decades. This process prevents the District having to receive, store, consolidate and inventory thousands of computing devices and accessories delivered in multiple shipments to the District's warehouse.

### Google Management Console

- Google Management Console License
- Configuration of Chromebook into Oakland USD's managed Google Apps domain

### Configuration

- Upgrade each Chromebook to the latest version of Chrome OS at time of delivery
- Remote onboarding to the District's "OUSD Chromebook" Wi-Fi network. Arey Jones has a Meraki MR34 which is connected to the OUSD internal network via VPN.
- Place each Chromebook into District specified OU's with District's standard Chromebook naming convention

### Laser Engraving (Etching)

- Systems will be engraved with the Property of Oakland USD logo, an example of which is included here:





# OAKLAND UNIFIED SCHOOL DISTRICT

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## Delivery

- Chromebooks be delivered to each site as specified by Oakland USD
- Delivery includes all items listed in the On-Site Testing (included with purchase of delivery services) section

## On-Site Testing (included with purchase of delivery services)

- Verify connectivity of Chromebooks to Oakland USD on-site Wireless network
- Login and test internet connectivity from each device

## Asset Tagging

- Apply asset/security tags and labels to device
- Collect key asset data for documentation
- Documentation including inventory spreadsheet to include the PO Number, Asset Tag, Description, Location Number, Location, Room number, Manufacturer, Model Type, Serial number, Date and Cost.
- Provide asset reporting spreadsheets to required OUSD personnel

## Support

- Arey Jones stands by our product and will provide support for issues with these devices for the life of the Manufacturer's hardware warranty, plus any extended warranties.
- Arey Jones is qualified to do Manufacturer Warranty Repairs from our South San Francisco warehouse for all proposed manufacturer's devices.



## Laptop Configuration Options

Arey Jones has proposed the HP Chromebook 11 and HP Chromebook 14.

### HP Chromebook 11 G4 (POB78UT#ABA)

Requirement	This Model	Meets or Exceeds Specification
<b>11-14" laptop designed to be a Chromebook</b>	Chrome OS 11.6" LED HD Active Matrix TFT Color LCD	Meets
<b>Product longevity (availability), minimum 1 year from delivery</b>	Proposed unit or next generation model will be available for minimum of one (1) year from delivery.	Meets
<b>Prefer, but not required, Intel Processor</b>	4 <sup>th</sup> Generation <a href="#">Intel Bay-Trail Celeron N2840</a> 2.16 GHz, Dual-core, supports 64-bit Processing	Meets
<b>4 GB RAM minimum</b>	4GB DDR3L-1600/PC3-12800	Meets
<b>802.11ac wireless minimum</b>	Dual Band Intel Wireless-AC 7260 supports IEEE 802.11a/b/g/n/ac, Bluetooth 4.0	Meets
<b>HDMI video out</b>	HDMI video out. VGA available via optional adapter	Meets
<b>Audio out</b>	Headphone/Mic. combo jack	Meets
<b>Audio in via USB</b>	1 x USB 2.0, 1 x USB 3.0 ports supports a variety of accessories	Meets
<b>Prefer, but not required, touch screen</b>	Non-Touch	Meets
<b>Prefer, but not required, matte finish</b>	Matte-Finish case material Matte-Finish display	Meets
Category	This Model's Specifications	
<b>Other Specifications (not listed on requirements)</b>	16 GB SSD AC Adapter 36 Wh, 3-cell Lithium Ion Battery Integrated Webcam 1 x USB 2.0, 1 x USB 3.0, Multi-touch Gesture Touch Pad SD/SDHC/SDXC Card Reader Security lock slot TPM 1.2 Embedded Security Chip	
<b>Warranty</b>	1 Year Limited Hardware Warranty Arey Jones is qualified by the Mfg. to perform repairs on-site.	
<b>Green Compliant (not listed on requirements)</b>	Yes: ENERGY STAR, WEEE, IT Eco Declaration, EPEAT Silver	

## HP Chromebook 14 (T4M32UT#ABA)

Requirement	This Model	Meets or Exceeds Specification
<b>11-14" laptop designed to be a Chromebook</b>	Chrome OS 14" diagonal HD SVA eDP anti-glare flat WLED-backlit display	Meets
<b>Product longevity (availability), minimum 1 year from delivery</b>	Proposed unit or next generation model will be available for minimum of one (1) year from delivery.	Meets
<b>Prefer, but not required, Intel Processor</b>	4 <sup>th</sup> Generation <a href="#">Intel Bay-Trail Celeron N2840</a> with Intel HD Graphics (up to 2.58 GHz), Dual-core, supports 64-bit Processing	Meets
<b>4 GB RAM minimum</b>	4GB DDR3L-1600/PC3-12800	Meets
<b>802.11ac wireless minimum</b>	Intel® Dual Band Wireless-AC 7260 802.11ac (2x2) WIFI + Bluetooth® 4.0 Combo Adapter;	Meets
<b>HDMI video out</b>	HDMI video out. VGA available via optional adapter	Meets
<b>Audio out</b>	Headphone/microphone combo jack	Meets
<b>Audio in via USB</b>	2 x USB 2.0, 1 x USB 3.0 supports a variety of accessories	Meets
<b>Prefer, but not required, touch screen</b>	Non-Touch	Meets
<b>Prefer, but not required, matte finish</b>	Matte-Finish case material Matte-Finish display	Meets
Category	This Model's Specifications	
<b>Other Specifications (not listed on requirements)</b>	16 GB SSD AC Adapter 3-cell, 37 WHr Li-ion Battery Integrated Webcam 2 x USB 2.0, 1 x USB 3.0, Multi-touch Gesture Touch Pad 1 multi-format digital media reader (microSD, SDHC, SDXC/UHS-1) TPM 1.2 Embedded Security Chip	
<b>Green Compliant (not listed on requirements)</b>	Yes: ENERGY STAR, WEEE, IT Eco Declaration, EPEAT Silver	



## HP Chromebook 14 G3 with Touch (K4K23UA#ABA)

Requirement	This Model	Meets or Exceeds Specification
<b>11-14" laptop designed to be a Chromebook</b>	Chrome OS 14" LED HD Active Matrix TFT Color LCD with Touch	Meets
<b>Product longevity (availability), minimum 1 year from delivery</b>	Proposed unit or next generation model will be available for minimum of one (1) year from delivery.	Meets
<b>Prefer, but not required, Intel Processor</b>	NVIDIA Tegra K1 2.30 GHz Quad-core (4 Core) (ARM Processor similar to Samsung Exynos 5250)	Meets
<b>4 GB RAM minimum</b>	4GB DDR3L-1600/PC3-12800	Meets
<b>802.11ac wireless minimum</b>	Dual Band IEEE 802.11a/b/g/n/ac, Bluetooth 4.0	Meets
<b>HDMI video out</b>	HDMI video out. VGA available via optional adapter	Meets
<b>Audio out</b>	Headphone/microphone combo jack	Meets
<b>Audio in via USB</b>	1 x USB 2.0, 1 x USB 3.0 supports a variety of accessories	Meets
<b>Prefer, but not required, touch screen</b>	Touchscreen included	Meets
<b>Prefer, but not required, matte finish</b>	Matte-Finish case material	Meets
Category	This Model's Specifications	
<b>Other Specifications (not listed on requirements)</b>	16 GB SSD AC Adapter 37 Wh, 3-Cell Lithium Ion Battery Integrated Webcam 1 x USB 2.0, 1 x USB 3.0, Multi-touch Gesture Touch Pad microSD Card Reader TPM 1.2 Embedded Security Chip	
<b>Green Compliant (not listed on requirements)</b>	Yes: ENERGY STAR, WEEE, IT Eco Declaration, EPEAT Silver	

VENDOR NAME:



CHROMEBOOK MODEL:

HP Chromebook 11 G4

Manufacturer Part Number:

POB78UT#ABA

About the Device

HP Chromebook 11 G4 - Celeron N2840 / 2.16 GHz - Chrome OS - 4 GB RAM - 16 GB eMMC - 11.6" 1366 x 768 ( HD ) - Intel HD Graphics - 802.11ac - black (keyboard)

Price Per Chromebook with Google Management Console and All Services:

**\$218.61 (Special Distribution Incentive Pricing through 10/31/15)**

**\$237.14 (Guaranteed Pricing through Life of Contract)**

Includes:

- Etching of OUSD logo
- Asset tagging, labeling, and documentation
- Reporting of orders, status, assets information, and delivery
- Updated and enrolled to OUSD Google Apps Domain and Google Management Console
- Remotely added to OUSD Meraki wireless network
- Direct delivery to OUSD sites.
- Chromebooks set up in carts, labeled, with cord management
- Cart includes labels and lock
- Chromebooks must be ready to use upon delivery

CART MODEL:

Bretford NETBOOK36-CT Cart

Price for 1 CART with 34 11" Chromebooks, Google Management Console and All Services:

**\$9,025.90 (Special Distribution Incentive Pricing through 10/31/15)**

**\$9,655.79 (Guaranteed Pricing through Life of Contract)**

\*Pricing does not include sales tax or California Recycling Fee Per Bid Requirements

Signing for Arey Jones

A handwritten signature in blue ink, appearing to read 'Mattie Scarpella', written over a horizontal line.

Mattie Scarpella, Director of Service



VENDOR NAME:



CHROMEBOOK MODEL:

HP Chromebook 14 G4 (Non-Touch)

Manufacturer Part Number:

T4M32UT#ABA

About the Device

CHROMEBOOK 14 14in Display, Intel Celeron Processor, 4GB RAM and 16GB Hard Drive

Price per Chromebook with Google Management Console and All Services:

\$ 299.26

Includes:

- Etching of OUSD logo
- Asset tagging, labeling, and documentation
- Reporting of orders, status, assets information, and delivery
- Updated and enrolled to OUSD Google Apps Domain and Google Management Console
- Remotely added to OUSD Meraki wireless network
- Direct delivery to OUSD sites.
- Chromebooks must be ready to use upon delivery

\*Pricing does not include sales tax or California Recycling Fee Per Bid Requirements

Signing for Arey Jones

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Mattie Scarpella, Director of Service

VENDOR NAME:



CHROMEBOOK MODEL:

HP Chromebook 14 G3 Touch

Manufacturer Part Number:

K4K23UA#ABA

About the Device

HP Chromebook 14 G3 - Tegra K1 CD570M-A1 / 2.1 GHz - Chrome OS - 4 GB RAM - 16 GB eMMC - 14" touchscreen 1920 x 1080 ( Full HD ) - NVIDIA Kepler - 802.11ac

Price per Chromebook with Google Management Console and All Services:

\$ 415.77

Includes:

- Etching of OUSD logo
- Asset tagging, labeling, and documentation
- Reporting of orders, status, assets information, and delivery
- Updated and enrolled to OUSD Google Apps Domain and Google Management Console
- Remotely added to OUSD Meraki wireless network
- Direct delivery to OUSD sites.
- Chromebooks set up in carts, labeled, with cord management
- Chromebooks must be ready to use upon delivery

\*Pricing does not include sales tax or California Recycling Fee per Bid Requirements

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Mattie Scarpella, Director of Service

# **OAKLAND UNIFIED SCHOOL DISTRICT**

## **REQUEST FOR QUOTES (RFQ)**

Chromebooks and services

### **I. BACKGROUND**

The Oakland Unified School District (the District) wishes to receive quotes for Chromebooks and services.

To ensure equity of access to technology, to promote personalized learning, and to build the digital classroom, the District plans to provide Chromebooks for all teachers.

The Information Technology Services Department of the District plans to deploy Chromebooks for every teacher and manage them remotely with Google Management Console. In use, the computers will connect to a Cisco Meraki MR34.

The District intends to use one vendor to provide all of the products and services. Please be aware of this when providing a price quotes for products and services.

### **II. REQUIREMENTS**

The District is asking for itemized pricing for Chromebooks and services based on a minimum commitment of 2000 Chromebooks.

**Vendor and vendor's product offerings in response to this Request must have current WSCA-NASPO Cooperative Purchasing Organization (WSCA) competitively bid contract and WSCA pricing or better. VARs, resellers, partners, etc. of awarded contractors (Indirect WSCA partners) may provide pricing, at the option of the participating state and the awarded contractor. WSCA contract is required.**

This project is entirely contingent upon available funding from the Board of Education, and the District, in its sole discretion, may withdraw this RFQ at any time prior to the award of contract.



### **III. SCHEDULE OF EVENTS**

- A vendor may submit questions via email to [john.krull@ousd.k12.ca.us](mailto:john.krull@ousd.k12.ca.us). Questions and answers will be posted at <http://www.ousd.k12.ca.us/its>. Final date for submission of questions and posting of changes and addenda: May 25, 2015 at 4:00pm PST.
- Proposal Due Date: May 27, 2015 at 2:00pm PST
- Selection: June 1, 2015
- Guaranteed Delivery of product and service: August 10, 2015

### **IV. INSTRUCTION TO VENDORS**

- Written response packets/demo units shall be submitted to:  
John Krull  
Information Technology Officer  
Oakland Unified School District  
McClymonds High School, Room 124  
2607 Myrtle Street  
Oakland, CA 94607
- Electronic responses may be submitted by e-mail to: John Krull at [john.krull@ousd.k12.ca.us](mailto:john.krull@ousd.k12.ca.us).
- All responses must be received at the Technology Services office located at McClymonds High School, Room 124, 2607 Myrtle Street, Oakland, CA 94607 no later than May 27, 2015 at 2:00pm PDT. Responses will not be publicly opened.
- All questions must be submitted in writing via e-mail to John Krull at [john.krull@ousd.k12.ca.us](mailto:john.krull@ousd.k12.ca.us). No questions will be accepted after May 25 at 4:00pm PST. The District will attempt to post questions and answers within 48 hours of receipt of question, but cannot guarantee a response to all questions. Vendors are responsible for monitoring <http://ousd.k12.ca.us/its> for addenda, changes, and questions & answers regarding this RFQ.
- An individual authorized to legally bind the vendor must sign quotes.
- The District's Request for Quotes, and the vendor's response, will be incorporated into the agreement as exhibits.
- Brochures and product sheets providing technical specifications for services and systems described in this RFQ should accompany proposals. If the literature

- Samsung Exynos 5250 processor, Intel 4th generation Intel® Celeron® or better
- 4 GB RAM minimum
- 802.11n wireless minimum
- VGA or HDMI video out
- Audio out required, Audio in and out preferred
- Prefer vender qualified to do Manufacturer Warranty Repairs

**b. Chromebook quantity and licensing**

- Number required: Minimum of 2000
- Chromebook needs to have the Google Management Console license and be pre-enrolled in the OUSD Google Apps domain
- Must provide a two (2) demo units during the evaluation period from May 20 through June 2, 2015

**c. Services**

- Etching of OUSD logo
- Asset tagging and labeling
- Enrollment of each Chromebook into the OUSD Google Apps domain
- Placement of each Chromebook into specified OU's with proper naming convention
- Upgrading each Chromebook the latest version of the Google Chrome OS
- Remote onboarding to the OUSD wireless network. Vendor will be given a Meraki MR34 which will connect to the OUSD internal network via VPN
- Direct delivery to up to 90 sites within the city of Oakland
- 60 days On Site support for any trouble tickets
- Prefer vender qualified to do Manufacturer Warranty Repairs
- Documentation including inventory spreadsheet

**VI. TEMPLATE FOR PRODUCT & SERVICES SUBMITTAL (ONE PER OPTION\*):**

VENDOR NAME:

CHROMEBOOK MODEL:

Price per Chromebook (MINIMUM 2000):

Price per Google Mgt. Console (MINIMUM 2000): if not included

Per Chromebook Price for Services:

Includes:

- Asset tagging, labeling, and documentation
- Enrollment of each Chromebook into the OUSD Google Apps domain
- Placement of each Chromebook into specified OU's
- Upgrading each Chromebook the latest version of the Google Chrome OS
- Remote onboarding the OUSD wireless network

Price for one delivery to each site:

Price for 1 year Warranty (if any additional cost)

Price for 5 year Warranty

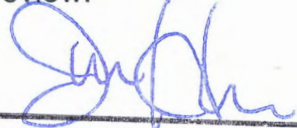
Total Price per Chromebook with license, services, and 1 year warranty (includes taxes and delivery)

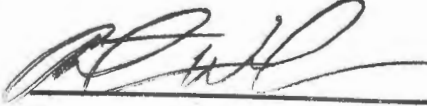
Total Price per Chromebook with license, services, and 5 year warranty (includes taxes and delivery)

Penalty Schedule for missing 8/10/2015 delivery date

\*Vendor can submit more than one (1) Chromebook for review.

File ID Number: 15-2053  
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By: 8/12

  
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James Harris  
President, Board of Education

  
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Antwan Wilson  
Secretary, Board of Education