



# RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
 ONE CAPITOL HILL  
 PROVIDENCE RI 02908

CDW GOVERNMENT INC  
 230 N MILWAUKEE AVE  
 VERNON HILLS, IL 60061  
 United States

Amendment Date: 14-JUL-15  
 Original Award Date: 20-AUG-12  
 Buyer: G Walsh  
 Phone #:  
 FOB: Destination  
 Terms: NET 30  
 Vendor # 3800

<b>S H I P T O</b>	RIDE HIGH SCHOOL REFORM, RESEARCH & ADULT ED. 255 WESTMINSTER ST PROVIDENCE, RI 02903 United States	Change Order Number <b>5</b>	<b>I N V O I C E</b>	DOA CONTROLLER ONE CAPITOL HILL, 4TH FLOOR SMITH ST PROVIDENCE, RI 02908 United States
		Award Number <b>3290705</b>		Effective Period <b>20-AUG-12 - 30-JUN-16</b>

RI ALL-INCLUSIVE WIRELESS CLASSROOM SOLUTION - RIDE (MPA #466)

Description			Bid Number	Change Order Req#	
Line #	Code	Class-Item	Quantity	Unit	Unit Price
RI ALL-INCLUSIVE WIRELESS CLASSROOM SOLUTION - RIDE (MPA #466)					
		MPA-466 CHANGE EFFECTIVE PERIOD: FROM: 8/20/12 - 6/30/15 TO: 8/20/12 - 6/30/16			
1.5	918.32	MPA-466 - 11/1/14-6/30/15 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$349.12 PER SEAT/YEAR		Each	349.12
1.6	918.32	MPA-466 - FY16 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$349.12 PER SEAT/YEAR		Each	349.12
2.5	918.32	MPA-466 - 11/1/14-6/30/15 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$414.12 PER SEAT/YEAR		Each	414.12
2.6	918.32	MPA-466 - FY16 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$414.12 PER SEAT/YEAR		Each	414.12
3.5	918.32	MPA-466 - 11/1/14-6/30/15 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST		Each	1
3.6	918.32	MPA-466 - FY16 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST		Each	1

**STATE PURCHASING AGENT**  
  
 Nancy R. McIntyre



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		Effective Period <b>20-AUG-12 - 30-JUN-16</b>		

RI ALL-INCLUSIVE WIRELESS CLASSROOM SOLUTION - RIDE (MPA #466)

Description			Bid Number	Change Order Req#
<b>RI ALL-INCLUSIVE WIRELESS CLASSROOM SOLUTION - RIDE (MPA #466)</b>				
4.5	918.32	MPA-466 - 11/1/14-6/30/15 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR FAIR MARKET VALUE LEASE - \$328.66 PER SEAT/YEAR		Each 328.66
4.6	918.32	MPA-466 - FY16 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR FAIR MARKET VALUE LEASE - \$328.66 PER SEAT/YEAR		Each 326.66
5.5	918.32	MPA-466 - 11/1/14-6/30/15 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR DOLLAR BUY OUT LEASE - \$389.85 PER SEAT/YEAR		Each 389.85
5.6	918.32	MPA-466 - FY16 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR DOLLAR BUY OUT LEASE - \$389.85 PER SEAT/YEAR		Each 389.85

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# Notice of Blanket Purchase Agreement

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 United States

RI ALL-INCLUSIVE WIRELESS CLASSROOM  
 SOLUTION - RIDE (MPA #466)

**Award  
 Number**  
 3290705

**Effective Period:**  
 20-AUG-12 - 30-JUN-15

<b>S H I P T O</b>	Elementary And Secondary Education, Department Of RIDE HIGH SCHOOL REFORM, RESEARCH & ADULT ED. 255 WESTMINSTER ST PROVIDENCE, RI 02903 United States	<b>Date:</b> 20-AUG-12 <b>Buyer:</b> G Walsh <b>Shipping:</b> Paid <b>Terms:</b> NET 30 <b>Vendor #</b> 3800	<b>I N V O I C E</b>	Elementary And Secondary Education, Department Of DOA CONTROLLER ONE CAPITOL HILL, 4TH FLOOR SMITH ST PROVIDENCE, RI 02908 United States

Department		Type of Requisition	Bid Number	Requisition Number
Elementary And Secondary Education, Department Of		CRITICAL EXPENSE REQUEST	N/A	1298322
Line	Item	Item Description	Unit	Unit Price

		MPA-466  CHANGE EFFECTIVE PERIOD: FROM: 8/20/12 - 9/30/14 TO: 8/20/12 - 6/30/15  CONTRACT IS EXTENDED AND REVISED PER THE ATTACHED AMENDMENT DATED AS OF 12/17/14 ("AMENDMENT") TO THE OPERATING CONTRACT 7449550 BETWEEN CDW GOVERNMENT LLC ("CDW-G") AND RHODE ISLAND DEPARTMENT OF EDUCATION ("RIDE") EXECUTED BY THE PARTIES ON SEPTEMBER 4, 2012 RESPECTIVELY (THE "CONTRACT").  <b>SCHEDULE A IS REPLACED IN ITS ENTIRETY.</b> <b>SCHEDULE B IS REPLACED 'IN PART' PER THE ATTACHMENT.</b> <b>SCHEDULE C IS REPLACED IN ITS ENTIRETY.</b>  LINES HAVE BEEN ADDED TO REFLECT CHANGES IN PRICE.		
1		MPA-466 - 8/20/12-6/30/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$275.32 PER SEAT/YEAR	Each	275.32
1.1		MPA-466 - 8/20/12-7/31/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$275.32 PER SEAT/YEAR	Each	275.32
1.2		MPA-466 - 8/20/12-8/31/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$275.32 PER SEAT/YEAR	Each	275.32
1.3		MPA-466 - 8/20/12-9/30/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$275.32 PER SEAT/YEAR	Each	275.32

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<b>S H I P T O</b>	Elementary And Secondary Education, Department Of RIDE HIGH SCHOOL REFORM, RESEARCH & ADULT ED. 255 WESTMINSTER ST PROVIDENCE, RI 02903 United States	<b>Date:</b> 20-AUG-12 <b>Buyer:</b> G Walsh <b>Shipping:</b> Paid <b>Terms:</b> NET 30 <b>Vendor #</b> 3800	<b>I N V O I C E</b>	Elementary And Secondary Education, Department Of DOA CONTROLLER ONE CAPITOL HILL, 4TH FLOOR SMITH ST PROVIDENCE, RI 02908 United States

Department		Type of Requisition	Bid Number	Requisition Number
Elementary And Secondary Education, Department Of		CRITICAL EXPENSE REQUEST	N/A	1298322
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1.4		MPA-466 - 8/20/12-10/31/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$275.32 PER SEAT/YEAR	Each	275.32
1.5		MPA-466 - 11/1/14-6/30/15 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR FAIR MARKET VALUE LEASE - \$349.12 PER SEAT/YEAR	Each	349.12
2		MPA-466 - 8/20/12-6/30/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$308.89 PER SEAT/YEAR	Each	308.89
2.1		MPA-466 - 8/20/12-7/31/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$308.89 PER SEAT/YEAR	Each	308.89
2.2		MPA-466 - 8/20/12-8/31/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$308.89 PER SEAT/YEAR	Each	308.89
2.3		MPA-466 - 8/20/12-9/30/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$308.89 PER SEAT/YEAR	Each	308.89
2.4		MPA-466 - 8/20/12-10/31/14 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$308.89 PER SEAT/YEAR	Each	308.89
2.5		MPA-466 - 11/1/14-6/30/15 - SCHEDULE A - ALL-INCLUSIVE DEVICE SOLUTION FOR LEAs AND SCHOOLS - 2 YEAR DOLLAR BUY OUT LEASE - \$414.12 PER SEAT/YEAR	Each	414.12
3		MPA-466 - 8/20/12-6/30/14 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST	Each	1
3.1		MPA-466 - 8/20/12-7/31/14 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO	Each	1

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Department		Type of Requisition	Bid Number	Requisition Number
Elementary And Secondary Education, Department Of		CRITICAL EXPENSE REQUEST	N/A	1298322
Line	Item	Item Description	Unit	Unit Price

		SCHEDULE A PER ATTACHED LIST		
3.2		MPA-466 - 8/20/12-8/31/14 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST	Each	1
3.3		MPA-466 - 8/20/12-9/30/14 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST	Each	1
3.4		MPA-466 - 8/20/12-10/31/14 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST	Each	1
3.5		MPA-466 - 11/1/14-6/30/15 - SCHEDULE B - OPTIONAL ENHANCEMENTS TO SCHEDULE A PER ATTACHED LIST	Each	1
4		MPA-466 - 8/20/12-6/30/14 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR FAIR MARKET VALUE LEASE - \$277.43 PER SEAT/YEAR	Each	277.43
4.1		MPA-466 - 8/20/12-7/31/14 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR FAIR MARKET VALUE LEASE - \$277.43 PER SEAT/YEAR	Each	277.43
4.2		MPA-466 - 8/20/12-8/31/14 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR FAIR MARKET VALUE LEASE - \$277.43 PER SEAT/YEAR	Each	277.43
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4.5		MPA-466 - 11/1/14-6/30/15 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR FAIR MARKET VALUE LEASE - \$328.66 PER SEAT/YEAR	Each	328.66

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Line	Item	Item Description	Unit	Unit Price

5		MPA-466 - 8/20/12-6/30/14 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR DOLLAR BUY OUT LEASE - \$311.25 PER SEAT/YEAR	Each	311.25
5.1		MPA-466 - 8/20/12-7/31/14 - SCHEDULE C - ALL-INCLUSIVE DEVICE SOLUTION FOR OTHER EDUCATIONAL ENTITIES (INCLUDING LIBRARIES) - 2 YEAR DOLLAR BUY OUT LEASE - \$311.25 PER SEAT/YEAR	Each	311.25
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*Nancy R. McIntyre*

Nancy R. McIntyre



State of Rhode Island and Providence Plantations  
DEPARTMENT OF EDUCATION  
Shepard Building  
255 Westminster Street  
Providence, Rhode Island 02903-3400

Deborah A. Gist  
Commissioner

**Amendment dated as of 12/17/14 ("Amendment")  
to the Operating Contract 7449550 between CDW Government LLC ("CDW-G") and Rhode  
Island Department of Education ("RIDE") executed by the parties on September 4, 2012  
respectively (the "Contract")**

The terms and conditions of this Amendment shall be incorporated into the Contract and supersedes the Contract to the extent expressly provided herein. Each capitalized term used herein and not otherwise defined shall have the same meaning attributed to it in the Contract.

**Attachment 2:**

**Schedule A.** The Schedule A attached here to shall replace the current Schedule A.

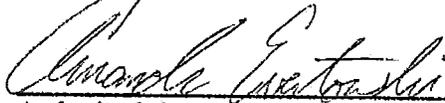
**Schedule B.** The Schedule B attached here to shall replace the portions included in this amendment and include the remaining sections not listed.

**Schedule C.** The Schedule C attached here to shall replace the current Schedule C.

Except as modified herein, all other terms and conditions of the Contract shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their authorized representatives as of the date and year set forth below.

**CDW Government LLC**

  
Authorized signature

Amanda Ewertowski  
Printed Name

Senior Program Manager  
Title

12/17/14  
Date

**Rhode Island Department of Education**

  
Authorized Signature

Deborah A. Gist  
Printed Name

Commissioner  
Title

12/9/14  
Date



**Schedule A-2**

CDW•G's RIDE team has worked with Lenovo to come up with a replacement unit under Schedule A. This unit has upgraded features including Windows 8 Pro 64-bit Edition, 4GB RAM, and a 500GB hard drive that operates at 7200 RPM. These features mean that Rhode Island students can access information faster and work smarter than ever before. This unit replaces the previous Schedule A model (X131e) since that model is no longer available.

**Fair Market Value (FMV)**

One of the primary advantages of FMV lease is the flexibility to return the equipment (some or all of it) at the end of the lease term.

CDW•G believes that a rough estimate on the FMV of assets at the end of the 2 year term would be 18%-25%. Please keep in mind that these numbers are estimates only and subject to change.

Total Cost per Seat per Year	\$349.12
Items included in Cost (List below):	
Manufacturer	
Lenovo	Solution/Specifications - Lenovo x140 <ul style="list-style-type: none"> <li>• 1.5GHZ AMD Quad Core- A4-5000 Processor</li> <li>• 500 GB hard drive</li> <li>• 4 GB Ram</li> <li>• 1yr Depot Warranty</li> <li>• 11.6 in screen</li> <li>• 6 cell battery</li> <li>• Wireless a/b/g/n</li> <li>• Bluetooth 4.0</li> </ul>
Lenovo	3 Year Depot Warranty MFR p/n: 5WS0E84861 <ul style="list-style-type: none"> <li>• Extended service agreement</li> <li>• parts and labor</li> <li>• 3 years</li> <li>• pick-up and return</li> </ul>
Absolute	Computrace complete 2 year license will be embedded into bios of each device
Microsoft	EES Student Desktop with Core Cal includes: <ul style="list-style-type: none"> <li>• Windows 7 Pro/Ent.</li> <li>• Office Pro Plus for PC/MAC</li> <li>• Windows Server CAL</li> <li>• Exchange Server Standard CAL</li> <li>• SharePoint Server Standard CAL</li> <li>• Configuration Manager CAL</li> <li>• Lync Std CAL</li> <li>• Forefront Endpoint Protection</li> <li>• "See Assumption for Educators Device"</li> </ul>
Targus	Targus 12" Sport Netbook Case
Coby	High performance Stereo headphones; Super lightweight comfortable design; Dynamic, Binaural, 1.6 in Diaphragm, 40MM driver units, 3.5MM L-shape stereo plug.
DyKnow	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding and interact with students in countless ways.
Professional Development	Educational Collaborators and Keystone Learning will provide a blended professional development package to meet the needs of RI DOE.
Notes	

Lease	Per Seat cost assumes each school will establish its own 2yr FMV lease, subject to credit approval with Advance Annual payments.
Software Image	Imaging based on State standard "golden image"
Warranty & Support	Site Survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Avnet for 2 years form date of purchase. The includes 3yr Depot Warranty out of the box.
Access Points	Access Point Options are included in Schedule B - which lowers the per seat cost and allows a lower Total Cost of Ownership by allowing schools to build on and leverage existing wireless and wired infrastructure. We have included examples from top brands; recommendations to be based on thorough school readiness assessments.
Microsoft	EES agreement will allow for latest versions of the Desktop with Core cal as well as Forefront end point protection. *Note: Add \$24.23 to per seat cost for Educators Device. This will be supplied through CDW's existing RISTE Microsoft Agreement.
DyKnow	Allows class content to instantaneously transmit to all students computers- per seat cost based on classroom pack of 31 licenses

**Dollar Buy Out Option:**

Fixed cost per seat per year

Total Cost per Seat per Year	\$414.12
Items included in Cost (List below):	
Manufacturer	
Lenovo	<p>Solution/Specifications - Lenovo x140</p> <ul style="list-style-type: none"> <li>• 1.5GHZ AMD Quad Core- A4-5000 Processor</li> <li>• 500 GB hard drive</li> <li>• 4 GB Ram</li> <li>• 1yr Depot Warranty</li> <li>• 11.6 in screen</li> <li>• 6 cell battery</li> <li>• Wireless a/b/g/n</li> <li>• Bluetooth 4.0</li> </ul>
Lenovo	<p>3 Year Depot Warranty MFR p/n: 5WS0E84861</p> <ul style="list-style-type: none"> <li>• Extended service agreement</li> <li>• parts and labor</li> <li>• 3 years</li> <li>• pick-up and return</li> </ul>
Absolute	Computrace complete 2 year license will be embedded into bios of each device
Microsoft	<p>EES Student Desktop with Core Cal includes:</p> <ul style="list-style-type: none"> <li>• Windows 7 Pro/Ent.</li> <li>• Office Pro Plus for PC/MAC</li> <li>• Windows Server CAL</li> <li>• Exchange Server Standard CAL</li> <li>• SharePoint Server Standard CAL</li> <li>• Configuration Manager CAL</li> <li>• Lync Std CAL</li> <li>• Forefront Endpoint Protection</li> <li>• "See Assumption for Educators Device"</li> </ul>
Targus	Targus 12" Sport Netbook Case
Coby	High performance Stereo headphones; Super lightweight comfortable design; Dynamic, Binaural, 1.6 in Diaphragm, 40MM driver units, 3.5MM L-shape stereo plug.
DyKnow	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding and interact with students in countless ways.
Professional Development	Educational Collaborators and Keystone Learning will provide a blended professional development package to meet the needs of RI DOE.
Notes	
Lease	Per Seat cost assumes each school will establish its own 2yr Dollar buy out lease, subject to credit approval with Advance Annual payments.
Software Image	Imaging based on State standard "golden image"
Warranty & Support	Site Survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Avnet for 2 years form date of purchase. The includes 3yr Depot Warranty out of the box.
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	assessments.
Microsoft	EES agreement will allow for latest versions of the Desktop with Core cal as well as Forefront end point protection. *Note: Add \$24.23 to per seat cost for Educators Device. This will be supplied through CDW's existing RISTE Microsoft Agreement.
DyKnow	Allows class content to instantaneously transmit to all students computers- per seat cost based on classroom pack of 31 licenses

**Schedule B-2**

Options: For Schedule B, CDW•G is offering RIDE customers the opportunity to enhance basic Schedule A solution A as well as compliment with other technologies as each school builds out it infrastructure. The sections below replace those existing sections in the Schedule B dated September 24, 2012. All other sections from Schedule B dated September 24, 2012 not listed below are hereby incorporated by reference.

<b>Laptop Options</b>		<b>Price</b>
<b>Additional Warranty Options</b>	Additional warranty options are included for purchase at an additional charge under the Schedule B catalog pricing: <ul style="list-style-type: none"> <li>• Lenovo 3yr depot warranty with accidental damage - MFR p/n: 5PS0E84854</li> <li>• Lenovo 4yr depot warranty - MFR p/n: 5WS0F63204</li> <li>• Lenovo 4yr depot warranty with accidental damage - MFR p/n: 5PS0F63185</li> </ul>	<ul style="list-style-type: none"> <li>• \$207.06</li> <li>• \$144.16</li> <li>• \$290.00</li> </ul>
<b>Compatible Accessories</b>	Additional warranty options are included for purchase at an additional charge under the Schedule B catalog pricing: <ul style="list-style-type: none"> <li>• Lenovo 6 cell battery – MFR p/n: 0A36292</li> <li>• Lenovo 65w AC Adapter - MFR p/n: 40Y7696</li> </ul>	<ul style="list-style-type: none"> <li>• \$104.94</li> <li>• \$58.64</li> </ul>
<b>Absolute</b>	A Computrace complete 4 year license is available for purchase at an additional charge under the Schedule B catalog pricing to be embedded into bios of each device (MFR p/n: 55Y9946)	<ul style="list-style-type: none"> <li>• \$83.33</li> </ul>
<b>Services</b>		
<b>Nexicore</b>	Year 3 Extended Maintenance Coverage - One (1) Year Coverage	<ul style="list-style-type: none"> <li>• \$94.99</li> </ul>
<b>Nexicore</b>	Year 4 Extended Maintenance Coverage - Two (2) Year Coverage	<ul style="list-style-type: none"> <li>• \$204.34</li> </ul>
<b>Nexicore</b>	Laptop Cart Installation - Price Per Unit	<ul style="list-style-type: none"> <li>• \$260.50</li> </ul>

**Schedule C-2**

**Fair Market Value (FMV)**

Fixed cost per seat for wireless classroom solution

Total Cost per Seat per Year		\$328.66
<b>Items included in Cost (List below):</b>		
<b>Manufacturer</b>		
Lenovo	Solution/Specifications - Lenovo x140 <ul style="list-style-type: none"> <li>• 1.5GHZ AMD Quad Core- A4-5000 Processor</li> <li>• 500 GB hard drive</li> <li>• 4 GB Ram</li> <li>• 1yr Depot Warranty</li> <li>• 11.6 in screen</li> <li>• 6 cell battery</li> <li>• Wireless a/b/g/n</li> <li>• Bluetooth 4.0</li> </ul>	
Lenovo	3 Year Depot Warranty MFR p/n: 5WS0E84861 <ul style="list-style-type: none"> <li>• Extended service agreement</li> <li>• parts and labor</li> <li>• 3 years</li> <li>• pick-up and return</li> </ul>	
Absolute	Computrace complete 2 year license will be embedded into bios of each device	
Microsoft	EES Student Desktop with Core Cal includes: <ul style="list-style-type: none"> <li>• Windows 7 Pro/Ent.</li> <li>• Office Pro Plus for PC/MAC</li> <li>• Windows Server CAL</li> <li>• Exchange Server Standard CAL</li> <li>• SharePoint Server Standard CAL</li> <li>• Configuration Manager CAL</li> <li>• Lync Std CAL</li> <li>• Forefront Endpoint Protection</li> <li>• "See Assumption for Educators Device"</li> </ul>	
Targus	Targus 12" Sport Netbook Case	
Coby	High performance Stereo headphones; Super lightweight comfortable design; Dynamic, Binaural, 1.6 in Diaphragm, 40MM driver units, 3.5MM L-shape stereo plug.	
DyKnow	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding and interact with students in countless ways.	
<b>Notes</b>		
Lease	Per Seat cost assumes each school will establish its own 2yr FMV lease, subject to credit approval with Advance Annual payments.	
Software Image	Imaging based on State standard "golden image"	
Warranty & Support	Site Survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Avnet for 2 years form date of purchase. The includes 3yr Depot Warranty out of the box.	

\*Individual home school students would make an upfront one-time payment.

**Dollar Buy Out Option:**  
Fixed cost per seat per year

Total Cost per Seat per Year	\$389.85
<b>Items included in Cost (List below):</b>	
<b>Manufacturer</b>	
Lenovo	<p>Solution/Specifications - Lenovo x140</p> <ul style="list-style-type: none"> <li>• 1.5GHZ AMD Quad Core- A4-5000 Processor</li> <li>• 500 GB hard drive</li> <li>• 4 GB Ram</li> <li>• 1yr Depot Warranty</li> <li>• 11.6 in screen</li> <li>• 6 cell battery</li> <li>• Wireless a/b/g/n</li> <li>• Bluetooth 4.0</li> </ul>
Lenovo	<p>3 Year Depot Warranty MFR p/n: 5WS0E84861</p> <ul style="list-style-type: none"> <li>• Extended service agreement</li> <li>• parts and labor</li> <li>• 3 years</li> <li>• pick-up and return</li> </ul>
Absolute	Computrace complete 2 year license will be embedded into bios of each device
Microsoft	<p>EES Student Desktop with Core Cal includes:</p> <ul style="list-style-type: none"> <li>• Windows 7 Pro/Ent.</li> <li>• Office Pro Plus for PC/MAC</li> <li>• Windows Server CAL</li> <li>• Exchange Server Standard CAL</li> <li>• SharePoint Server Standard CAL</li> <li>• Configuration Manager CAL</li> <li>• Lync Std CAL</li> <li>• Forefront Endpoint Protection</li> <li>• "See Assumption for Educators Device"</li> </ul>
Targus	Targus 12" Sport Netbook Case
Coby	High performance Stereo headphones; Super lightweight comfortable design; Dynamic, Binaural, 1.6 in Diaphragm, 40MM driver units, 3.5MM L-shape stereo plug.
DyKnow	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding and interact with students in countless ways.
<b>Notes</b>	
Lease	Per Seat cost assumes each school will establish its own 2yr Dollar buy out lease, subject to credit approval with Advance Annual payments.
Software Image	Imaging based on State standard "golden image"
Warranty & Support	Site Survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Avnet for 2 years form date of purchase. The includes 3yr Depot Warranty out of the box.

\*Individual home school students would make an upfront one-time payment.

# CONTRACT TERMS AND CONDITIONS

**Contract Terms and Conditions**

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## **Terms and Conditions**

### **PURCHASE ORDER STANDARD TERMS AND CONDITIONS**

#### **TERMS AND CONDITIONS FOR THIS PURCHASE ORDER**

#### **INSURANCE REQUIREMENTS (ADDITIONAL)**

ANNUAL RENEWAL INSURANCE CERTIFICATES FOR WORKERS' COMPENSATION, PUBLIC LIABILITY, PROPERTY DAMAGE INSURANCE, AUTO INSURANCE, PROFESSIONAL LIABILITY INSURANCE (AKA ERRORS & OMISSIONS), BUILDER'S RISK INSURANCE, SCHOOL BUSING AUTO LIABILITY, ENVIRONMENTAL IMPAIRMENT (AKA POLLUTION CONTROL), VESSEL OPERATION (MARINE OR AIRCRAFT) PROTECTION & INDEMNITY, ETC., MUST BE SUBMITTED TO THE SPECIFIC AGENCY IDENTIFIED IN THE "BILL TO" SECTION OF THE PURCHASE ORDER. CERTIFICATES ARE ANNUALLY DUE PRIOR TO THE BEGINNING OF ANY CONTRACT PERIOD BEYOND THE INITIAL TWELVE-MONTH PERIOD OF A CONTRACT. FAILURE TO PROVIDE ANNUAL INSURANCE CERTIFICATION MAY BE GROUNDS FOR CANCELLATION.

#### **MULTI YEAR AWARD**

THIS IS A MULTI-YEAR BID/CONTRACT. PER RHODE ISLAND STATE LAW 37-2-33, CONTRACT OBLIGATIONS BEYOND THE CURRENT FISCAL YEAR ARE SUBJECT TO AVAILABILITY OF FUNDS. CONTINUATION OF THE CONTRACT BEYOND THE INITIAL FISCAL YEAR WILL BE AT THE DISCRETION OF THE STATE. TERMINATION MAY BE EFFECTED BY THE STATE BASED UPON DETERMINING FACTORS SUCH AS UNSATISFACTORY PERFORMANCE OR THE DETERMINATION BY THE STATE TO DISCONTINUE THE GOODS/SERVICES, OR TO REVISE THE SCOPE AND NEED FOR THE TYPE OF GOODS/SERVICES; ALSO MANAGEMENT OWNER DETERMINATIONS THAT MAY PRECLUDE THE NEED FOR GOODS/SERVICES.

#### **PURCHASE AGREEMENT AWARD**

THIS IS A NOTICE OF AWARD, NOT AN ORDER. Any quantity reference in the agreement or in the bid preceding it are estimates only and do not represent a commitment on the part of the state to any level of billing activity, other than for quantities or volumes specifically released during the term. No action is to be taken except as specifically authorized, as described herein under AUTHORIZATION AND RELEASE. ENTIRE AGREEMENT - This NOTICE OF AWARD, with all attachments, and any release(s) against it shall be subject to: (1) the specifications, terms and conditions set forth in the Request/Bid Number cited herein, (2) the General Terms and Conditions of Contracts for the State of Rhode Island and (3) all provisions of, and the Rules and Regulations promulgated pursuant to, Title 37, Chapter 2 of the General Laws of the State of Rhode Island. This NOTICE shall constitute the entire agreement between the State of Rhode Island and the Vendor. No assignment of rights or responsibility will be permitted except with the express written permission of the State Purchasing Agent or his designee. CANCELLATION, TERMINATION and EXTENSION - This Price Agreement shall automatically terminate as of the date(s) described under CONTRACT PERIOD unless this Price Agreement is altered by formal amendment by the State Purchasing Agent or his designee upon mutual agreement between the State and the Vendor.

#### **AUTHORIZATION AND RELEASE**

In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency. A Direct Purchase Order (DPO) shall be created by the agency listing the items ordered, using the pricing and format set forth in the Master Blanket. All pricing

shall be as described in the Master Blanket and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein. All prices include prepaid freight. Freight, taxes, surcharges, or other additional charges will not be honored unless reflected in Master Blanket.

#### **BLANKET PAYMENT**

DELIVERY OF GOODS OR SERVICES AS REQUESTED BY AGENCY. PAYMENTS WILL BE AUTHORIZED UPON SUBMISSION OF PROPERLY RENDERED INVOICES NO MORE THAN MONTHLY TO THE RECEIVING AGENCY. ANY UNUSED BALANCE AT END OF BLANKET PERIOD IS AUTOMATICALLY CANCELLED.

#### **EQUAL OPPORTUNITY COMPLIANCE**

THIS PURCHASE ORDER IS AWARDED SUBJECT TO EQUAL OPPORTUNITY COMPLIANCE.

#### **QUARTERLY REPORTS**

REPORTS - The Vendor agrees to provide the State with quarterly reports describing activity against this Price Agreement. If this is a Master Price Agreement, such reports shall include usage by municipalities, quasi-public agencies, schools, etc. All reports shall contain the following data: (1) Billing volume in dollars and (2) quantity shipped for each line item in the price agreement. When there are no line items in the price agreement, vendor shall report volume by catalog order numbers, with a brief description of each order number. Reports must be submitted to the RI Division of Purchases to the attention BUYER named in this notice, identifying the Agreement number and the Reporting Period. Quarterly reports shall be due 45 calendar days after the end of each quarter. Failure to submit required reports shall be considered a breach of the contractor's obligations and may be considered, at the discretion of the State Purchasing Agent, sufficient cause for the termination of the agreement and other outstanding agreements and orders, and possible suspension from participation in additional State procurements.

#### **CAMPAIGN FINANCE COMPLIANCE**

EVERY PERSON OR BUSINESS ENTITY PROVIDING GOODS OR SERVICES AT A COST OF \$5000 CUMULATED VALUE IS REQUIRED TO FILE AN AFFIDAVIT REGARDING POLITICAL CAMPAIGN CONTRIBUTIONS WITH THE RI STATE BOARD OF ELECTIONS EVEN IF NO REPORTABLE CAMPAIGN CONTRIBUTIONS HAVE BEEN MADE. (RI GENERAL LAW 17-27) FORMS OBTAINED AT BOARD OF ELECTIONS, CAMPAIGN FINANCE DIVISION, 50 BRANCH AVENUE PROVIDENCE 02904 (401-222-2056).

#### **ARRA SUPPLEMENTAL TERMS AND CONDITIONS**

For contracts and sub-awards funded in whole or in part by the American Recovery and Reinvestment Act of 2009. Pub.L.No. 111-5 and any amendments thereto, such contracts and sub-awards shall be subject to the Supplemental Terms and Conditions For Contracts and Sub-awards Funded in Whole or in Part by the American Recovery and Reinvestment Act of 2009. Pub.L.No. 111-5 and any amendments thereto located on the Division of Purchases website at [www.purchasing.ri.gov](http://www.purchasing.ri.gov)."

#### **TERMS AND CONDITIONS OF PRICING AGREEMENT**

**SCOPE AND LIMITATIONS - This Agreement covers requirements as described herein, ordered by State agencies during the Agreement Period. No additional or alternative requirements are covered, unless added to the Agreement by formal amendment by the State Purchasing Agent or his designee.**

Under State Purchasing Law, 37-2-54, no purchase or contract shall be binding on the state or any agency thereof unless approved by the department [of administration] or made under general regulations which the chief purchasing officer may prescribe. Under State Purchasing Regulation 8.2.1.1.2, any alleged oral agreement or arrangements made by a bidder or contractor with any agency or an employee of the Office of

Purchases may be disregarded and shall not be binding on the state.

**PRODUCT ACCEPTANCE** - All merchandise offered or otherwise provided shall be new, of prime manufacture, and of first quality unless otherwise specified by the State. The State reserves the right to reject all nonconforming goods, and to cause their return for credit or replacement, at the State's option.

- a) Failure by the state to discover latent defect(s) or concealed damage or non-conformance shall not foreclose the State's right to subsequently reject the goods in question.
- b) Formal or informal acceptance by the State of non-conforming goods shall not constitute a precedent for successive receipts or procurements.

Where the vendor fails to cure the defect promptly or replace the goods, the State reserves the right to cancel the Release, contract with a different vendor, and to invoice the original vendor for any differential in price over the original contract price.

#### ORDER AUTHORIZATION AND RELEASE AGAINST PRICING AGREEMENT

**In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency.**

**State Agencies shall request release as follows: All releases shall reference the Price Agreement number, the Contract Issue number, the item(s) covered, and the unit pricing in the same format as described herein.**

A Department Purchase Order (DPO) listing the items ordered shall be created by the agency. The agency may mail or fax a copy of the order to the Vendor. In some cases the agency may request delivery by telephone, but must provide the Vendor with a DPO Order Number reference for billing purposes. Vendors are encouraged to require written orders to assure payments are processed accurately and promptly.

**DELIVERY** If this is an MPA, Vendor will obtain "ship to" information from each participating agency. This information will be contained in the DPO. APA delivery information will be contained in the Notice of Award.

**PRICING** - All pricing shall be as described herein, and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein. All prices include prepaid freight. Freight, taxes, surcharges, or other additional charges will not be honored unless reflected herein.

**INVOICING** All invoices shall reference the DPO Order Number(s), Price Agreement number, the Contract Issue number, the item(s) covered, and the unit pricing in the same format as described herein. If this is an MPA, Vendor will obtain "bill to" information from each participating agency. This information will be contained in the DPO. APA billing information will be contained in the Notice of Award.

**PAYMENT** - Invoices for items not received, not priced according to contract or for work not yet performed will not be honored. No payment will be processed to any vendor for whom there is no IRS W-9 on file with the State Controller.

#### **MPA BID AWARD (STATEWIDE APPLICABILITY)**

STATEWIDE APPLICABILITY - Political Subdivisions (cities, towns, schools, quasi-public agencies), as authorized by law, may participate in this Agreement. All ordering and billing shall be between the vendor and the political subdivision (only).

# LOI# 7449550 – Summary of CDW-G’s Technology Equipment and Services Proposal:

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## **Schedule A - All Inclusive Device Solution for LEAs and Schools**

As a result of CDW-G’s All-Inclusive Device Solution under this agreement, the program will provide LEAs and schools with a two-year leasing option that includes:

1. A Lenovo X130E computing device, Microsoft operating system and software\*, Targus Sport Netbook Case, headphones, collaboration tools, and Absolute Computrace Plus as clarified in the May 24, 2012 CDW-G Follow-up document;
2. Professional development including technical skills based training, 1:1 classroom management workshop, bi-monthly webinars and panel discussions, State and Local Program Assessment, Summer Technology Collaboration Conference, 3 day Train-the-Trainer Curriculum Integration Workshops, One Day Curriculum Integration Workshops, Intel Teach Program Professional Development on the use of technology for 21<sup>st</sup> century learning as described in the May 24, 2012 CDW-G chart and further elaborated on in the proposal;
3. Warranty and Support including Site survey, initial deployment, service desk, local field support including spares, asset management and reporting via Nexicore for 2 years from the date of purchase. The Lenovo X130E has a 3 yr. Depot Warranty out of the box as described in the May 24, 2012 CDW-G Follow-up document and further elaborated in the proposal.

### *Schedule A Notes:*

**Lease:** The per seat /year cost assumes each school will establish its own 2yr **Fair Market Value Lease (\$275.32 per seat/year)** or **Dollar Buy Out Lease (\$308.89 per seat/year)**, subject to credit approval with either advanced annual payments or annual payments.

**Microsoft:** EES agreement will allow for latest versions of the Desktop with Core cal as well as Forefront end point protection. \*Note: Add \$24.23 per seat cost for Educator Devices. This will be supplied through CDW’s existing RISTE Microsoft Agreement.

**Absolute Computrace Plus:** 2 year license embedded into the bios of each device.

**Software Image:** Based on State standard “golden image”

## **Schedule B – Optional Enhancements to the All-Inclusive Device Solution outlined above in Schedule A**

Schedule B includes additional technology hardware, software and services options. These are described in the May 24, 2012 CDW-G Follow-up document and are available to RI LEAs, schools and other educational entities.

## Schedule C - Other Educational Entities

As a result of CDW-G's All-Inclusive Device Solution under this agreement, the program will provide other educational entities with a two-year leasing option that is slightly different than the options in Schedule A. This solution includes:

1. A Lenovo X130E computing device, Microsoft operating system and software\*, Targus Sport Netbook Case, headphones, collaboration tools, and Absolute Computrace Plus as clarified in the May 24, 2012 CDW-G Follow-up document;
2. Professional development including technical skills based training, 1:1 classroom management workshop, bi-monthly webinars and panel discussions, State and Local Program Assessment, Summer Technology Collaboration Conference, 3 day Train-the-Trainer Curriculum Integration Workshops, One Day Curriculum Integration Workshops, Intel Teach Program Professional Development on the use of technology for 21<sup>st</sup> century learning as described in the May 24, 2012 CDW-G chart and further elaborated on in the proposal;
3. Warranty and Support including Site survey, initial deployment, service desk, local field support including spares, asset management and reporting via Nexicore for 2 years from the date of purchase. The Lenovo X130E has a 3 yr. Depot Warranty out of the box as described in the May 24, 2012 CDW-G Follow-up document and further elaborated in the proposal.

### *Schedule C Notes:*

**Lease:** The per seat /year cost assumes each school will establish its own 2yr **Fair Market Value lease (\$277.43 per seat/year)** or **Dollar Buy Out Lease (\$311.25 per seat/year)**, subject to credit approval with either advanced annual payments or annual payments. Individual Home Schooled Students would make an upfront one-time payment.

**Microsoft:** \*\*CDW-G will work with the individual entities to determine the most cost effective option available for their MS licensing. Please note that this configuration **does NOT include Microsoft.**

**Absolute Computrace Plus:** 2 year license embedded into the bios of each device.

**Software Image:** Based on State standard "golden image."

**Warranty and Support:** Site survey, initial deployment, service desk, local field support including spares, asset management and reporting via Nexicore for 2 years from the date of purchase. The Lenovo X130E has a 3 yr. Depot Warranty out of the box.

**RIDE**

**Rhode Island All-Inclusive Wireless  
Classroom Solution LOI # 7449550  
Follow up**

**July 20, 2012**



**Presented by CDW Government LLC  
230 N. Milwaukee Ave.  
Vernon Hills, IL 60061**



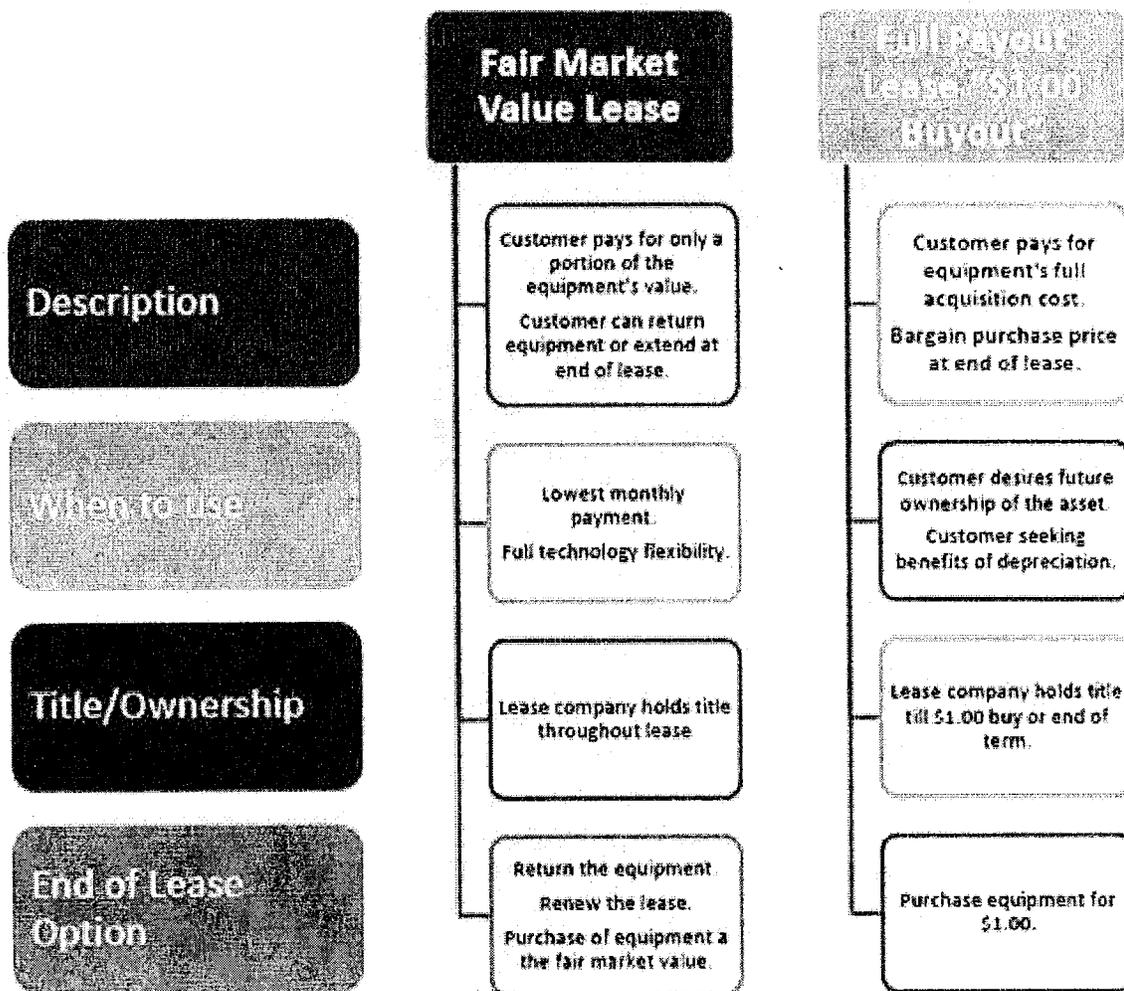
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# Financing Options

CDW•G's Leasing Team will meet with RIDE to learn the goals of the individual schools, discuss the structure differences among the options and determine what is the best solution for your needs.



Upon award, CDW•G marketing will work with RIDE to develop an announcement .pdf detailing the financing options available for each school.



## Schedule A

### Fair Market Value (FMV)

One of the primary advantages of FMV Lease is the flexibility to return the equipment (some of it or all of it) at the end of the lease term.

CDW•G believes that a rough estimate on the Fair Market Value of assets at the end of 2 year term would be between 18% - 25%. Please keep in mind that these numbers are not set in stone and subject to change.

<b>Total Cost per Seat per year</b>	<b>\$275.32</b>
<b>Items Included in Cost: (List below)</b>	
<b>Manufacturer</b>	
<b>Lenovo</b>	Solution/Specifications <ul style="list-style-type: none"> <li>• X131e with Intel Celeron 877</li> <li>• 2GB of RAM- 1333MHz (1 DIMM)</li> <li>• 320GB hard drive at 5400rpm</li> <li>• 3 yr depot warranty out of the box with 2yrs of support services</li> <li>• Wireless ThinkPad a/g/b/n BT (2x2&amp;BT4.0)</li> <li>• 11.6" screen 1366 x 768</li> <li>• 6 cell battery</li> <li>• Screen Resolution: 1366x768 students to view web pages on one screen without scrolling left to right.</li> <li>• "defacto standard" Mil Spec</li> </ul>
<b>Microsoft</b>	EES Student Desktop with Core cal includes: <ul style="list-style-type: none"> <li>• Windows 7 Pro/Ent</li> <li>• Office Pro Plus for PC/MAC</li> <li>• Windows Server CAL</li> <li>• Exchange Server Standard CAL</li> <li>• SharePoint Server Standard CAL</li> <li>• Configuration Manager CAL</li> <li>• Lync Std CAL</li> <li>• Forefront Endpoint Protection</li> <li>• *See Assumptions for Educators Device</li> </ul>
<b>Targus</b>	Targus 12" Sport Netbook Case
<b>Coby</b>	High performance Stereo Headphones: Super lightweight comfortable design; Dynamic, Binaural , 1.6in Diaphragm, 40mm driver units;3.5mm L-shape stereo plug
<b>Dyknow</b>	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding, and interact with students in countless ways.
<b>Professional Development</b>	Educational Collaborators and Keystone learning will provide a blended professional development package to meet the needs of RI DOE

<b>Absolute Computrace Plus</b>	2 year license Asset Administration Data & Device Security Theft Recovery Digital Forensics
<b>Notes:</b>	
<b>Lease:</b>	Per Seat Cost Assumes each school will establish its own 2yr FMV lease, subject to credit approval with Advance Annual Payments.
<b>Access Points:</b>	Access Point Options are included in Schedule B - which lowers the per seat cost and allows a lower Total Cost of Ownership by allowing schools to build on and leverage existing wireless and wired infrastructure. We have included examples from top brands; recommendations to be based on thorough school readiness assessments.
<b>Microsoft</b>	EES agreement will allow for latest versions of the Desktop with Core cal as well as Forefront end point protection. *Note: Add \$24.23 to per seat cost for Educators Device. This will be supplied through CDW's existing RISTE Microsoft Agreement.
<b>Dyknow</b>	Allows class content to instantaneously transmit to all students computers- per seat cost based on classroom pack of 31 licenses
<b>Absolute</b>	Computrace plus 2 year license embedded into the bios of each device.
<b>Software Image</b>	Imaging based on State standard "golden image"
<b>Warranty and Support</b>	Site survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Nexicore for 2 years from the date of purchase. The x131e has a 3yr Depot Warranty out of the box.

**Dollar Buy Out Option:**  
**Fixed Cost per Seat for Wireless Classroom Solution**

<b>Total Cost per Seat per year</b>	<b>\$308.89</b>
<b>Items Included in Cost: (List below)</b>	
<b>Manufacturer</b>	
<b>Lenovo</b>	<p>Solution/Specifications</p> <ul style="list-style-type: none"> <li>• X131e with Intel Celeron 877</li> <li>• 2GB of RAM- 1333MHz (1 DIMM)</li> <li>• 320GB hard drive at 5400rpm</li> <li>• 3 yr depot warranty out of the box with 2yrs of support services</li> <li>• Wireless ThinkPad a/g/b/n BT (2x2&amp;BT4.0)</li> <li>• 11.6" screen 1366 x 768</li> <li>• 6 cell battery</li> <li>• Screen Resolution: 1366x768 students to view web pages on one screen without scrolling left to right.</li> <li>• "defacto standard" Mil Spec</li> </ul>
<b>Microsoft</b>	<p>EES Student Desktop with Core cal includes:</p> <ul style="list-style-type: none"> <li>• Windows 7 Pro/Ent</li> <li>• Office Pro Plus for PC/MAC</li> <li>• Windows Server CAL</li> <li>• Exchange Server Standard CAL</li> <li>• SharePoint Server Standard CAL</li> <li>• Configuration Manager CAL</li> <li>• Lync Std CAL</li> <li>• Forefront Endpoint Protection</li> <li>• *See Assumptions for Educators Device</li> </ul>
<b>Targus</b>	Targus 12" Sport Netbook Case
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<b>Dyknow</b>	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding, and interact with students in countless ways.
<b>Professional Development</b>	Educational Collaborators and Keystone learning will provide a blended professional development package to meet the needs of RI DOE
<b>Absolute Computrace Plus</b>	<p>2 year license</p> <p>Asset Administration</p> <p>Data &amp; Device Security</p> <p>Theft Recovery</p> <p>Digital Forensics</p>
<b>Notes:</b>	
<b>Lease:</b>	Per Seat Cost Assumes each school will establish its own 2yr FMV lease, subject to credit



	approval with Advance Annual Payments.
<b>Access Points:</b>	Access Point Options are included in Schedule B - which lowers the per seat cost and allows a lower Total Cost of Ownership by allowing schools to build on and leverage existing wireless and wired infrastructure. We have included examples from top brands; recommendations to be based on thorough school readiness assessments.
<b>Microsoft</b>	EES agreement will allow for latest versions of the Desktop with Core cal as well as Forefront end point protection. *Note: Add \$24.23 to per seat cost for Educators Device. This will be supplied through CDW's existing RISTE Microsoft Agreement.
<b>Dyknow</b>	Allows class content to instantaneously transmit to all students computers- per seat cost based on classroom pack of 31 licenses
<b>Absolute</b>	Computrace plus 2 year license embedded into the bios of each device.
<b>Software Image</b>	Imaging based on State standard "golden image"
<b>Warranty and Support</b>	Site survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Nexicore for 2 years from the date of purchase. The x131e has a 3yr Depot Warranty out of the box.



## Schedule B

**Options:** For Schedule B, CDW•G is offering RIDE customers the opportunity to enhance the basic Schedule A solution as well as complement with other technologies as each school builds out its infrastructure. In order to provide the most options and flexibility to each school, RIDE entities will be able to purchase any item from our entire catalog at a discounted contract catalog price. The Contract price will fluctuate in real time according to market conditions conforming to the markup and discount structure by category, class and group listed below. The Contract Price serves as a ceiling price; for committed quantities additional; cost savings may be realized.

\*Highlighted lines are those that have been updated

<b>Laptop Options</b>			
<b>Lenovo</b>		<b>Part#</b>	<b>Contract Price</b>
<b>Lenovo</b>	Replacement 6 cell Battery	OA36292	\$104.94
<b>Lenovo</b>	4th year depot warranty	custom	\$35.00
<b>Lenovo</b>	4yr Lenovo accidental Damage protection	custom	\$200.00
<b>Lenovo</b>	65W ultra portable AC adapter	40Y7696	\$58.64
<b>Lenovo</b>	Computrace complete 4yr license	custom	\$62.41
<b>Lenovo</b>	X131e Intel Celeron 877	Custom	\$440
<b>Lenovo</b>	Teacher option-Lenovo T420	custom	\$799.00
<b>Services</b>			
<b>Nexicore</b>	year 3 and 4 - Service desk, local field support including spares, asset management, and reporting via Nexicore.	custom	\$119.00
<b>Professional Development</b>			
<b>Educational Collaborators</b>	Professional Development- Including Admin Cohorts, Prof. Dev. Student Innovation Competitions, 3rd and 4th year services  <i>*Please see language below table for description of Administrator Cohorts and Student Innovation Competitions.</i>	custom	\$44.40
<b>Educational Collaborators</b>	Formal 1 hour conference call and report for the School Readiness Assessment results.  An experienced One-to-One practitioner will review the schools survey in advance and then facilitate a 1 hour conference call with their team to review and discuss the schools responses, point out any red flags or concerns and offer experienced guidance throughout the call.  In addition, the Collaborator, within 1 week of the conference call would provide a custom 3-5 page write up recapping the specific discussion points and based on their situation, include		\$.81 per seat

	a list of specific recommendations for the school to consider as they move forward.		
<b>Antivirus</b>			
<b>Kaspersky</b>	Business space 1yr + MNT	KL4853AAYFE	\$6.27
<b>Kaspersky</b>	Business space 2yr + MNT	KL4853AAYDE	\$14.06
<b>Wireless Access Point Options</b>			
<b>Meraki</b>	MR12 ACCESS POINT 802.11N	MR12-HW	\$350.00
<b>Meraki</b>	MR16 ACCESS POINT 802.11N	MR16-HW	\$550.00
<b>Meraki</b>	Cloud controller license 3yr	LIC-ENT-3YR	\$309.31
<b>Meraki</b>	Cloud controller license 5yr	LIC-ENT-5YR	\$463.92
<b>Cisco</b>	Cisco 802.11N access point	AIR-LAP1142N-A-K9	\$667.56
<b>Cisco</b>	Cisco 801.11N access point	AIR-CAP3502E-A-K9	\$985.55
<b>Cisco</b>	Cisco wireless controller to support 100 access point	AIR-CT5508-100-K9	\$28,035.83
<b>Cisco</b>	Cisco wireless controller to support 250 access points	AIR-CT5508-250-K9	\$45,907.06

## Professional Development

### Administrator Cohorts (Page 79 of our LOI Response)

Project RED ([www.projectred.org](http://www.projectred.org)) and the Center for Advanced Study of Technology Leadership in Education ([www.schooltechleadership.org](http://www.schooltechleadership.org)) both speak extensively to the powerful and important role school and district leaders play in the success of a one-to-one program. Several of the top leaders in those organizations are part of Educational Collaborators network of educators.

Administrators for participating schools and districts are invited to participate in facilitated Administrator Cohorts. Participants will be placed in cohorts of 10-15 administrators. Each cohort will be provided a facilitator with experience as an administrator in a one-to-one school or district. Cohorts will develop a topic to be explored throughout the year. They will meet virtually once a month via GoToMeeting and meet face to face three times a year. Examples of topics to be discussed are: performance review in a one-to-one environment, developing internal leaders, Common Core in a tech infused school.

In addition to the monthly meetings, administrators will be added to an exclusive online discussion forum and be trained to use professional learning tools, such as Twitter, and will share via a cohort and program hashtag. This hashtag will not only allow the administrators to efficiently follow one another's comments, it will show the world the exciting activities happening in Rhode Island and model to teachers the growth that occurs through sharing.

Administrators are invited to participate for one year. After that, though the cohort will no longer be facilitated, access to online collaboration tools will remain in place for further collaboration.

**Student Innovation Competitions (Page 82 of our LOI Response)**

Student buy-in is critical to make your program a long term success. In an effort to build student buy-in and enhance the entrepreneurial spirit of students, CDWG and its partner, Educational Collaborators will work with sponsors to coordinate a regional and statewide Student Innovation Competition.

Students will build business plans and prototypes, where applicable, for their innovation. Projects will be judged across three categories; new products, new services, and All-Inclusive Wireless Classroom Program Enhancements. Entries will be solicited from elementary, middle and high school students and judged within grade level categories. EC will seek to recruit business leaders from within the state to judge the proposals and grant a blue, red or yellow ribbon. All blue ribbons will be invited to present at the state competition.

## Schedule C

### Fair Market Value (FMV)

#### Fixed Cost per Seat for Wireless Classroom Solution

<b>Total Cost per Seat per year</b>	<b>\$277.43</b>
<b>Items Included in Cost: (List below)</b>	
<b>Manufacturer</b>	
<b>Lenovo</b>	<p>Solution/Specifications</p> <ul style="list-style-type: none"> <li>• X131e with Intel Celeron 877</li> <li>• 2GB of RAM- 1333MHz (1 DIMM)</li> <li>• 320GB hard drive at 5400rpm</li> <li>• 3 yr depot warranty out of the box with 2yrs of support services</li> <li>• Wireless ThinkPad a/g/b/n BT (2x2&amp;BT4.0)</li> <li>• 11.6" screen 1366 x 768</li> <li>• 6 cell battery</li> <li>• Screen Resolution: 1366x768 students to view web pages on one screen without scrolling left to right.</li> <li>• "defacto standard" Mil Spec</li> </ul>
<b>Microsoft</b>	CDW•G will work with the individual entities to determine the most cost effective option available for their MS licensing. Please note this configuration does not include Microsoft.
<b>Targus</b>	Targus 12" Sport Netbook Case
<b>Coby</b>	High performance Stereo Headphones: Super lightweight comfortable design; Dynamic, Binaural , 1.6in Diaphragm, 40mm driver units;3.5mm L-shape stereo plug
<b>Dyknow</b>	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding, and interact with students in countless ways.
<b>Absolute Computrace Plus</b>	<p>2 year license</p> <p>Asset Administration</p> <p>Data &amp; Device Security</p> <p>Theft Recovery</p> <p>Digital Forensics</p>
<b>Notes:</b>	
<b>Lease:</b>	Per Seat Cost Assumes each entity will establish its own 2yr FMV lease, subject to credit approval with advanced annual payments.
<b>Software Image</b>	Standard image load is included in the cost per seat. Image is to be provided by the customer
<b>Warranty and Support</b>	Site survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Nexicore for 2 years from the date of purchase. The x131e has a 3yr Depot Warranty out of the box.

\*Individual Home-Schooled-Students would make an upfront one time payment.

**Dollar Buy Out Option:**

**Fixed Cost per Seat for Wireless Classroom Solution**

<b>Total Cost per Seat per year</b>		<b>\$311.25</b>
<b>Items Included in Cost: (List below)</b>		
<b>Manufacturer</b>		
<b>Lenovo</b>	<p>Solution/Specifications</p> <ul style="list-style-type: none"> <li>• X131e with Intel Celeron 877</li> <li>• 2GB of RAM- 1333MHz (1 DIMM)</li> <li>• 320GB hard drive at 5400rpm</li> <li>• 3 yr depot warranty out of the box with 2yrs of support services</li> <li>• Wireless ThinkPad a/g/b/n BT (2x2&amp;BT4.0)</li> <li>• 11.6" screen 1366 x 768</li> <li>• 6 cell battery</li> <li>• Screen Resolution: 1366x768 students to view web pages on one screen without scrolling left to right.</li> <li>• "defacto standard" Mil Spec</li> </ul>	
<b>Microsoft</b>	CDW•G will work with the individual entities to determine the most cost effective option available for their MS licensing. Please note this configuration does not include Microsoft.	
<b>Targus</b>	Targus 12" Sport Netbook Case	
<b>Coby</b>	High performance Stereo Headphones: Super lightweight comfortable design; Dynamic, Binaural , 1.6in Diaphragm, 40mm driver units;3.5mm L-shape stereo plug	
<b>Dyknow</b>	DyKnow Vision is a unique collaboration tool used by teachers to share and record content, assess understanding, and interact with students in countless ways.	
<b>Absolute Computrace Plus</b>	2 year license Asset Administration Data & Device Security Theft Recovery Digital Forensics	
<b>Notes:</b>		
<b>Lease:</b>	Per Seat Cost Assumes each entity will establish its own 2yr FMV lease, subject to credit approval with advanced annual payments.	
<b>Software Image</b>	Standard image load is included in the cost per seat. Image is to be provided by the customer	
<b>Warranty and Support</b>	Site survey, initial deployment, service desk, local field support including spares, asset management, and reporting via Nexicore for 2 years from the date of purchase. The x131e has a 3yr Depot Warranty out of the box.	

\*Individual Home-Schooled-Students would make an upfront 1 time payment.



## **CDW•G PR Plan**

### ***CDW•G Public Relations Plan for the Rhode Island Department of Education Wireless Classroom Solution***

CDW•G Public Relations is committed to enabling and showcasing the success of its customers' technology implementations. CDW•G understands that the Rhode Island Department of Education (RIDE) plans to reinvigorate education by implementing a wireless classroom computing solution for each of its 327 schools. Upon securing the contract award, CDW•G and RIDE will work together to design and execute a PR program that highlights the project's goals and the stated results of this ambitious initiative. CDW•G and its public relations agency of record, O'Keeffe & Company, will engage in a series of activities to bring positive attention to the customer's success.

#### **Why Consider a Public Relations Program with CDW•G?**

CDW•G understands the critical role of educational technology in K-12 schools. Moreover, we understand the importance of support from the top-level down – from administrators, faculty, and staff to parents, community members, and the media – when it comes to new learning initiatives that will reshape education. CDW•G has the ability and desire to assist RIDE to reach these stakeholders and position Rhode Island as a national leader in technology access and equity for its students. As Rhode Island embarks on a highly visible initiative with national implications, CDW•G recommends a four-phase approach to PR, including:

- Press release
- Customer references
- Quarterly media briefings
- Editorial opportunities

#### **Press Release**

CDW•G will work with RIDE to draft a single press release announcing the contract award. The press release will include:

- Background and overview of the state's initiative and CDW•G's role
- The project's innovative approach to promoting technology equity, access and integration
- The potential positive impact and long-term value the project will have on the state's students and teachers, as well as economic development

CDW•G will conduct media outreach, distributing the press release to:

- State print and broadcast media
- Education media
- National print and broadcast media

## Customer References

CDW•G conducts an annual, nationwide research program that addresses the role of technology in education. To add validity and relevance to the program, CDW•G uses customers as references and spokespeople. These customers take part in media interviews and conference presentations to discuss their specific IT initiatives in partnership with CDW•G.

The CDW•G 21st-Century Classroom Report focused on technology integration and, specifically, 21st-century classrooms in schools across the country. Given the state's dedication to enhancing learning through technology, CDW•G may invite RIDE and selected schools to participate in the 2012 program, which will focus on new classroom learning models. As a reference, RIDE's participation may include initial research, speaking opportunities and media outreach.

Best practice reference: "CDW•G 21st-Century Classroom Report" (06/28/2011): Presented report at ISTE Annual Conference with four customer panelists. The report generated 29 unique media placements, with a reach of more than 2.4 million.

## Quarterly Media Briefings

Regular briefings with targeted editors will help bring positive attention to RIDE's efforts over the life of the initiative. As such, CDW•G recommends:

- Briefings: Education Week/Digital Directions, T.H.E. Journal and selected local publications
- Spokespeople: Superintendents, directors of technology, assistant superintendents of curriculum, as well as selected school principals and classroom teachers
- Goal: Highlight the educational impact on education, provide updates on implementation plans, challenges, successes and lessons learned
- Support: CDW•G will coordinate all interviews and provide spokespeople with briefing materials in advance

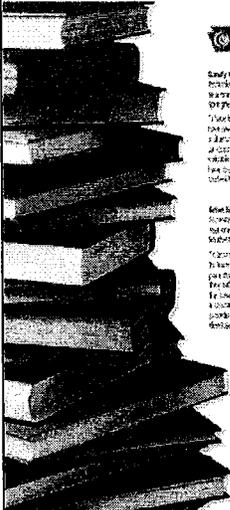
## Editorial Opportunities

Upon successful implementation, and with customer approval, CDW•G will proactively pitch Rhode Island schools into identified features in K-12 trade publications.

- Media Targets:
  - K-12
    - B2E News Alert
    - Computers & Education
    - Converge
    - Education Week
    - District Administration/DA Daily
    - Education Daily
    - Edutopia
    - eSchool News
    - Learning & Leading with Technology
    - Multimedia & Internet@Schools
    - Tech & Learning
    - T.H.E. Journal
    - Scholastic Administrator

- School Library Journal
- School Planning & Management
- Local
  - Providence Journal
  - Providence Business News
  - The Pawtucket Times
  - Cranston Herald
  - The Post (East Providence)
  - Warwick Beacon
  - WPRI-CBS
  - WLNE-ABC
  - WADK-AM
  - WEAN-FM
  - WWLI-FM
- National
  - Newsweek
  - Time Magazine
  - USA Today
  - U.S. News & World Report
  - Washington Post

Direct Mailer



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 Increase your  
 productivity with  
 CDW•G's new online  
 courses. You'll learn  
 the latest research and  
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