



DEPARTMENT OF PROCUREMENT SERVICES

IFB 051821WA -Windows Computers, Tablets, and Charging Carts

Questions and Answers

1. Will SCS consider lowering the specs on the student notebook to i3 to save cost? I5 is specified

Minimum requirement for the student notebook is an i5 processor.

2. Can SCS provide estimates on purchase pricing per device type over the 1st year of the contract?

Please respond based on minimum requirements specified in the solicitation for each device in Appendix H on pages 28 – 37.

3. Due to higher performance requirements of CAD now and in the future, would SCS consider increasing the processor to the i7 vs i5 for the STEM &CAD Device #4?

Since i5 processor is a minimum requirement for this device, please feel free to include an i7 option in your pricing schedule.

4. Would SCS consider a convertible-style tablet for Device #6? If so, is an alternative processor also an option?

While we are willing to consider convertible style tablets, alternative processors will not be considered.

5. Does SCS require a pen for Device #7, Student Tablet?

A pen is not required in pricing for this device.

6. To allow for more cost-effective options, Would SCS allow a 720p camera and 5MP combination vs 5MP x2 for Device #7, Student Device?

Please refer to minimum requirements specified for the device on page 34.

7. For Device #8 – Chromebook – Would SCS consider an AMD Processor Alternative?

Alternative processors will not be considered.

8. Can Microsoft Home OS be used where MSNA/Shape the Future is not available? Do Note that MS Home will not work for Autopilot deployment.

Please refer to the operating system requirements specified in the solicitation for each device in Appendix H on pages 28 – 37.

9. Device #2 Teacher/admin Laptop – Can the requirement be changed to 3-Cell 45 WH Polymer Battery w/ Battery life of upto 12Hrs and 45 Min? This will be a significant savings to SCS because the stated requirements will require a totally different family of devices that cost significantly more.

While the 48wh is preferred, we will consider 45wh.

10. Device #3, Super Admin Laptop – same ask as question # 9 above.

Please refer to minimum requirements specified for the device on page 36.

11. Device #6 – Would SCS allow an 8MP rear camera and 2MP front facing camera? SCS request 2 5MP cameras

Please refer to minimum requirements specified for the device on page 33.

12. Please advise quantities required of each form factor on your above bid.

We cannot specify a minimum quantity.

13. What manufacturer is the district currently using? Dell, Lenovo, HP, etc.

SCS has numerous computing device models spanning Dell, HP, Lenovo, Microsoft, and Apple, a mixture of desktops, laptops, tablets, etc.

13. What are the estimated quantities anticipated for each category?

We cannot specify a minimum quantity.

14. When will you need these items to arrive? We want to ensure the items we specify meet your required timeline.

We cannot specify a timeline.

15. If at all possible, could we get an extension on submitting our questions today so that we can ensure we get the answers needed to provide the best options for your team?

Unfortunately, due to time constraints we are unable to extend the due date for questions. However, the Q&A will post tomorrow 5/12/21 by COB with all responses to vendor questions and your questions may have already been asked and answered.

16. Page 28, Appendix H, Device 1, Student Laptop: The specifications for this device call for a removable battery. We would like to clarify if this requirement is for a battery that can be removed by the end-user, or a battery that can be removed by maintenance and warranty repair personal. In other words, is this requirement calling out batteries that are not attached to the case internally?

See Posted Addendum for updated specs

17. Page 28, Appendix H, Device 1, Student Laptop: User-replaceable batteries are typically not available on new units, due to laws regarding the transport of lithium-ion batteries. We would like to respectfully suggest that, if the requirement is for user-replaceable batteries, this requirement instead be revised to allow integrated batteries. This would create a significant price savings, while also ensuring faster availability of units and reducing delays on repairs that would be caused by the expense and difficulty involved in obtaining new batteries.

Please see answer to previous question.

18. Pages 28, 29, 30, and 31, Appendix H, Devices 1, 2, 3, and 4: The specifications for these devices call for an RJ-45 port to be integrated in the devices. Based on our experience with similar environments, a direct RJ-45 ethernet connection is increasingly uncommon as an integrated feature on laptops, due to the prevalence and common preference for wireless solutions. Our experience shows that Wifi is sufficient to meet the needs of student and teacher devices alike. To help ensure the best variety of options and best possible price, we would like to suggest that the Shelby County Board of Education allow units with only wireless options. If a direct ethernet connect is necessary for high-end applications, we would like to respectfully suggest that the Shelby County Board of Education allow the use of docking stations to meet this need.

Please provide RJ-45 port or external network adapter. ← Update requirement for devices in question.

19. Pages 29, 30, and 31 Appendix H, Devices 2, 3, and 4: The specifications for these devices call for 48Wh batteries. Based on our experience and market research, 48Wh is a highly unusual specification, with most units commonly using 45Wh batteries. Allowing 45Wh batteries will increase the number of options at a reduced price. We would like to respectfully suggest that the Shelby County Board of Education allow the use of 45Wh batteries to ensure the best possible price.

While the 48wh is preferred, we will consider 45wh.

20. Pages 29, 30, 31, and 32 Appendix H, Devices 2, 3, 4, and 5: The specifications for these devices call for an integrated Intel wireless network connection. Based on our experience with devices of these configurations, Intel wireless cards are under a severe supply strain. There is no performance difference between Intel and similar brands; thus, maintaining this requirement would dramatically delay the delivery lead time with no benefit to the Shelby County Board of Education. In order to ensure the best possible price and availability, we would like to respectfully

suggest that the Shelby County Board of Education remove the Intel brand requirement from the wireless specifications.

Please respond based on minimum requirements specified in the solicitation for each device in Appendix H on pages 28 – 37.

21. Page 30, Appendix H, Device 4, STEM/CAD Laptop: The specifications for this device call for a 14" 4K UHD touch panel. This is an extremely uncommon configuration, due to the difficulties involved in precise use of such a small touch screen at 4K resolutions and would force the use of extremely high-end units with exceedingly high prices and specifications relative to the other elements of the configuration. In order to ensure the best possible price, we would like to respectfully suggest that the Shelby County Board of Education allow FHD touch screens, or 4K screens that are non-touch, for this device.

Please respond based on minimum requirements specified in the solicitation for Device 4.

22. Pages 28- 35 Appendix H, Devices 1-8: The specifications for these devices call for an Intel 11th Generation i5 processor. Based on our experience and market research, this type of processor is available only in an extremely limited selection of units, with no desktop version of the processor yet available, and supply strains under severe strain due to the global microchip shortage. This would mean extremely long delivery times and exceedingly high prices for all units with an 11th generation processor. Due to the extreme product component constraints, we would like to respectfully suggest that the Shelby County Board of Education adjust this requirement to allow Intel processors from 8th to the 11th generations. This would reduce the lead time for delivery without affecting performance.

Please respond based on minimum requirements specified in the solicitation for each device in Appendix H on pages 28 – 37.

23. Page 35, Appendix H, Device 8, Charter/Private School Chromebook: The specifications for this unit call for a 5MP camera. Based on our experience with Chromebooks, this is an exceedingly high specification for this configuration and intended use case and would result in an unnecessarily high price on the device. Keeping this requirement would increase acquisition pricing by 50 to 100%. In order to ensure the best possible price, we would like to respectfully suggest that the Shelby County Board of Education modify this requirement to allow an integrated 720p camera and double the procurement capacity.

See Posted Addendum for updated specs

24. Page 32, Appendix H, Device 5, AIO Desktop Computer: The specifications for this device call for a maximum screen size of 23 inches diagonally. This would severely limit the available options, as the typical size is 23.8 inches diagonally, with very few options below 22 inches that would meet the specifications. To ensure the best possible variety of options and best fit for the specifications at Education allow units with screen sizes up to 23.8 inches diagonally.

See Posted Addendum for updated specs

25. All Laptop/Tablet Devices: Experience with currently delivering student devices in other school districts in Tennessee, Mississippi, and Maryland encourages us to respectfully suggest making rugged capability (MIL-SPEC) a requirement for all devices. Consumer grade devices should not be accepted. This will ensure that the devices purchased are able to withstand the conditions they will be exposed to as part of an education environment, thus reducing the future need for costly and time-consuming maintenance and repairs.

Please respond based on minimum requirements specified in the solicitation for each device in Appendix H on pages 28 – 37.

26. Page 15, Part VI, Appendix A, Section 6.e: Although the Shelby County Board of Education has detailed the areas they will be evaluating on, there is no specific scoring on the value of each area. We would like to respectfully suggest that the Shelby County Board of Education provides the scoring table for the different components of the evaluation: experience, ability to perform, capacity, pricing, etcetera.

The award for this IFB is based on cost

27. Page 15, Part VI, Appendix A, Section 6.e: We appreciate that the Shelby County Board of Education is giving preference to small local minority-owned businesses. That said, could the Shelby County Board of Education specify the percentage of preference that is given during the evaluation scoring?

There is NO MWBE participation required for this BID.

28. Are services required with the purchase of these devices such as deployment, asset tagging, warranty repair?

This solicitation is focused solely on the procurement of computing devices. While information regarding installation, imaging, and delivery will be addressed in a separate solicitation, instructions will be provided on the aforementioned activities later to the awarded computing device vendors(s).

29. If services are required, will there be a separate bid for service?

This solicitation is focused solely on the procurement of computing devices. While information regarding installation, imaging, and delivery will be addressed in a separate solicitation, instructions will be provided on the aforementioned activities later to the awarded computing device vendors(s).

30. What address will the devices be delivered?

Please refer to previous answers on Questions 1 and 2.

31. When will this contract be awarded?

The contract will be awarded once the bids are assessed and a winner for each device is identified.

32. What is the estimate on device count you may need to procure before the start of the semester?

We cannot specify a minimum quantity.

33. Based on the recent years, what would the run rate look like for the remainder of the year?

We cannot specify a minimum quantity.

34. What is the expected lead time for orders once an order is placed following the initial delivery?

We cannot specify a timeline nor quantity but will provide further instruction to the awarded vendor(s).

35. What does the selection process look like – If the selected vendor is not able to supply the products, is there a process in which the next vendor will be selected, and if so, what will that look like?

This is a bid the award is based on the lowest cost. If an awarded vendor cannot supply the awarded device (s) the vendor who proposed the next lowest cost will be awarded that device.

36. Will you allow price adjustments in the options years that may be caused by price increases caused by possible industry wide product shortages?

Please refer to Page 10, Part IV, Bullet 3.

37. Would you consider extending the bid due date by 7 days after the return of Q&A?

Unfortunately, we are on a time constraint and the due date cannot be extended

38. RFP specifications highlight “three-point locking system w/ padlock”. Would Shelby County BOE consider steel enforced door with one-point locking system w/ padlock? We could provide no-cost sample so you can see first hand that this option does not diminish security in any way.

Please refer to minimum requirements specified for the devices on pages 36 - 37.

39. RFP specifications highlight “Integrated Cable Management”. Is Shelby County BOE interested in pre-wire options or just cable management system (i.e. organizational tool)?

Please refer to minimum requirements specified for the devices on pages 36 - 37.

40. Can we understand your fulfillment timeline and if a large volume will be required in a short window to the awarded vendor?

We cannot specify a timeline nor quantity but will provide further instruction to the awarded vendor(s).