

25. **Award RFP-4190-03/JVP – Lease/Purchase of Computer Equipment, to Pomeroy Computer Resources, Jacksonville (Not-to-Exceed \$3,600,000.00 per year).**

RFP-4190-03/JVP will provide for the lease/purchase of computer equipment for Seminole County Government on an as needed basis.

This project was publicly advertised and the County received five (5) proposals in response to the solicitation (listed in alphabetical order):

- Executive Source, Inc., Orlando;
- Insight Public Sector, Lake Wales;
- Pomeroy Computer Resources, Jacksonville (Gateway and Dell);
- Sarcom, Inc., Orlando.

Executive Source, Inc. was considered non-responsive by the Purchasing and Contracts Division for failure to submit acknowledgement of Addenda #1 which included changes to the cost structure and specifications. The Evaluation Committee, which consisted of Garrett Antoine, Network Technician, Information Services; Robert Frank, Deputy County Manager; Chris Grasso, Information Technology Director; Lori Griffin, Network Technician Team Leader; Paula Irby, Leasing Coordinator, Information Services; Lisa Kalbach, Network Team Leader; and Kim Patterson, Information Services Manager, evaluated the submittals. The initial evaluation criteria consisted of the following:

Technical Plan

- Understanding of the Scope of Services
- Approach plan to support the needs and objectives of the procurement.
- Proposal repair/warranty support

Personnel/Management Plan

- Proposed prime/subcontract relationship
- Project Manager Experience, qualification and involvement in the procurement.

Price Proposal

- Total price reasonableness
- Ability to ensure appropriate discounts for future purchase/lease.

Past Performance

- Performance on prior contracts with similar scope.

Based on the initial phase, the following firms were short-listed for presentations (listed in alphabetical order):

- Pomeroy Computer Resources – Dell Solution, Jacksonville;
- Pomeroy Computer Resources – Gateway Solution, Jacksonville;
- Sarcom, Inc., Orlando.

The short-listed firms were evaluated based on the following Phase II evaluation criteria:

Presentations/ Demonstrations

- Overall assessment of the Procurement. Understanding of the scope of services through utilization of proposed personnel; material support and response time to assure all work is performed in a timely, efficient and effective manner.
- Ability to complete the pilot demonstration to install five sample desktops stations.

Price Proposal

- Total price reasonableness
- Ability to ensure appropriate discounts for future purchase/lease.

Technical Plan

- Understanding of the Scope of Services
- Approach plan to support the needs and objectives of the procurement
- Proposal repair/warranty support

Personnel/Management Plan

- Proposed prime/subcontract relationship
- Project Manager Experience, qualification and involvement in the procurement

The Evaluation Committee considered Sarcom, Inc., Orlando as the top ranked firm and the company demonstrated high technical planning and great knowledge regarding the County's needs and requirements. Despite the Committee evaluation of Sarcom, Inc. as the most qualified firm to provide the required services and equipment, the committee is recommending the award of the contract to Pomeroy Computer Resources – Gateway Solution, Jacksonville because of the great difference in the cost as proposed by Sarcom, Inc and Pomeroy Computer Resources. During the overall evaluation, it was determined that Sarcom, Inc's proposal was \$294,698.67 per year higher than the Pomeroy's solution. These prices are based upon discounts off the state contract, or manufacture's published prices.

The Evaluation Committee recommends the Board to award the contract to Pomeroy Computer Resource for Gateway desktops, Compaq Servers

and various other brands of laptops, printers and peripherals as proposed by Pomeroy Computer Resource. A savings of approximately seven hundred and fifty thousand dollars (\$750,000.00) will be achieved over a three year lease cycle when compared to the existing contract and the contract contains the favorable buy back option at residual value.

The Agreement will become effective upon execution by the County and shall run for a period of three (3) years plus a three (3) year option from the date that each delivery and acceptance is executed by the County per each item, except for laptop computers, for which the term can be two (2) or three (3) years from the date of delivery and acceptance, unless sooner terminated in accordance with the terms of the lease agreement. This lease agreement shall remain in force and effect until the last lease item is terminated or expires.

This is a budgeted project and funds are available in various account numbers. Information Services and Fiscal Services/Purchasing and Contracts Division recommend the Board to approve the project and authorize the Chairman to execute the Agreement as prepared and approved by the County Attorney's Office with no major deviation in terms and pursuant to the requirements of the Request for Proposal documents.

**B.C.C. - SEMINOLE COUNTY, FL
RFP TABULATION SHEET**

RFP NUMBER: RFP-4190-03/BJC
RFP TITLE : Lease/Purchase of Computer Hardware
DATE: August 13, 2003. TIME: 2:00 P.M.

ALL SUBMITTALS ACCEPTED BY SEMINOLE COUNTY ARE SUBJECT TO THE COUNTY'S TERMS AND CONDITIONS AND ANY AND ALL ADDITIONAL TERMS AND CONDITIONS SUBMITTED BY THE PROPOSERS ARE REJECTED AND SHALL HAVE NO FORCE AND EFFECT. RFP DOCUMENTS FROM THE PROPOSERS LISTED HEREIN ARE THE ONLY SUBMITTALS RECEIVED TIMELY AS OF THE ABOVE OPENING DATE AND TIME. ALL OTHER DOCUMENTS SUBMITTED IN RESPONSE TO THIS SOLICITATION, IF ANY, ARE HEREBY REJECTED AS LATE.

*RESPONSE -1-	RESPONSE -2-	RESPONSE -3-	RESPONSE -4-
<p>Executive Source, Inc 1013 Montana St. Orlando, Florida 32803</p> <p>(407) 228-4470 - Phone (407) 228-4575 - Fax Richard Adams</p> <p>Non-responsive</p>	<p>Insight Public Sector 218 East Orange Ave Lake Wales, FL 33853</p> <p>(800) 543-2437 - Phone (863) 678-3204 - Fax David Keilman</p>	<p>Pomeroy IT Solutions 3740 St Johns Bluff Road South Suite 19 Jacksonville, FL 32224</p> <p>☛ Dell Solution ☛ Gateway Solution (904) 565-2300 - Phone (904) 565-2312 - Fax Michael Raines</p>	<p>Sarcom, Inc 4301 Vineland Rd, Suite E2 Orlando, Florida 32811</p> <p>(407) 426-8991 - Phone (407) 426-7376 - Fax David B. Wells</p>

*Response 1 was considered Non-Responsive by the County Purchasing and Contracts Division for failure to acknowledge addenda's; failure to submit proposal security and failure to submit price proposal form, all mandatory requirement of this RFP procurement.

Tabulated by: Jacqui Perry, CPPB, Sr. Procurement Analyst – Posted 8/13/2003 @ 3:10 PM
Shortlisted Firms: Pomeroy IT Solutions and Sarcom, Inc.
Presentations: September 18, 2003

INTERVIEW RATING FORM - BAFO

Date: 10/20/03 Interview for (work): RFP-4190-03/Lease/Purchase ComputerName of the Firm: Sarcom

QUALIFICATIONS FACTORS

POINTS MAX.

Presentations / Demonstrations:

Overall assessment of the procurement. Understanding of the scope of services through utilization of proposed personnel; material support and response time to assure all work is performed in a timely, efficient and effective manner.

Ability to complete the pilot demonstration to install five sample desktop stations.

Overall Rating 33 (40)

Price Proposal:

Total Price reasonableness

Ability to ensure appropriate discounts for future purchase/lease.....

Overall Rating 8 (10)

Technical Plan:

Understanding of the Scope of Services

Approach plan to support the needs and objectives of the procurement.....

Proposal repair/warranty support.....

Overall Rating 19 (25)

Personnel / Management Plan:

Proposed prime/subcontract relationship

Project Manager Experience, qualification and involvement in the procurement.....

Overall Rating 16 (25)

TOTAL SCORE 76 (100)

Comments and Notes: process approach to warranty service for current Gateway equipment/loaners & spares on hand; same warranty on current equip.; separate leasing co; minimal use of temp employees (20%); Emergency/VIP response list: 4 hour network eng; technically good; PM very qualified; need to clarify pricing; no lease rep on hand to answer questions; too many unknowns – who is PM?; no bids; good technical plan; good presentation; good definition of customer service; willing partner; local

Based on demonstration and BAFO pricing.

INTERVIEW RATING FORM - BAFO

25

Date: 10/20/03 Interview for (work): RFP-4190-03/Lease/Purchase Computer

Name of the Firm: Pomeroy Gateway

QUALIFICATIONS FACTORS POINTS MAX.

Presentations / Demonstrations:

Overall assessment of the procurement. Understanding of the scope of services through utilization of proposed personnel; material support and response time to assure all work is performed in a timely, efficient and effective manner.

Ability to complete the pilot demonstration to install five sample desktop stations.

Overall Rating 27 (40)

Price Proposal:

Total Price reasonableness

Ability to ensure appropriate discounts for future purchase/lease.....

Overall Rating 9 (10)

Technical Plan:

Understanding of the Scope of Services

Approach plan to support the needs and objectives of the procurement.....

Proposal repair/warranty support.....

Overall Rating 17 (25)

Personnel / Management Plan:

Proposed prime/subcontract relationship

Project Manager Experience, qualification and involvement in the procurement.....

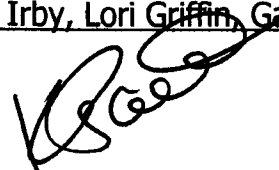
Overall Rating 18 (25)

TOTAL SCORE 71 (100)

Comments and Notes: warranty change transparent; Gateway rep committed to web quote support; 3 year contract Project Manager; technicians local; network engineer from Jacksonville; issues in technical demo; weak presentations; issues between vendors; poor responses to questions

Based on demonstration and BAFO pricing. Even though the top ranked firm is Sarcom, the price difference is so great that the committee recommends award to Pomeroy Gateway. The committee believes that the Pomeroy Gateway will provide the best value to the County.

Committee: Rob Frank, Chris Grasso, Kim Patterson, Lisa Kalbach, Paula Irby, Lori Griffin, Garret Antoine



INTERVIEW RATING FORM- BAFO

25

Date: 10/20/03 Interview for (work): RFP-4190-03/Lease/Purchase Compute

Name of the Firm: Pomeroy Dell

QUALIFICATIONS FACTORS

POINTS MAX.

Presentations / Demonstrations:

Overall assessment of the procurement. Understanding of the scope of services through utilization of proposed personnel; material support and response time to assure all work is performed in a timely, efficient and effective manner.

Ability to complete the pilot demonstration to install five sample desktop stations.

Overall Rating 21 (40)

Price Proposal:

Total Price reasonableness

Ability to ensure appropriate discounts for future purchase/lease.....

Overall Rating 10 (10)

Technical Plan:

Understanding of the Scope of Services

Approach plan to support the needs and objectives of the procurement.....

Proposal repair/warranty support.....

Overall Rating 16 (25)

Personnel / Management Plan:

Proposed prime/subcontract relationship

Project Manager Experience, qualification and involvement in the procurement.....

Overall Rating 17 (25)

TOTAL SCORE 64 (100)

Comments and Notes: continue current warranty; warranty 4 hours; quarterly roadmaps; tech turnover; unprepared for demonstration; very late for demonstration; procedures not complete for demonstration; poor response; network engineer in Jacksonville; Dell showed more partnership than Pomeroy

Based on demonstration and BAFO pricing.

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	Pomeroy (Gateway)	Pomeroy (Dell)	Sarcom	
A-1	\$ 140,000.00	\$ 140,000.00	\$ 318,000.00	
A-2	\$ 28,000.00	\$ 28,000.00	\$ 63,600.00	
A-3	\$ 56,000.00	\$ 56,000.00	\$ 127,200.00	
Total Lot A	\$ 224,000.00	\$ 224,000.00	\$ 472,000.00	
B-1	\$ 580,600.00	\$ 426,000.00	\$ 596,500.00	
B-2	0%	0%	0%	
B-3	\$ 774,775.00	\$ 706,020.00	\$ 797,000.00	
B-4	\$ 347,516.00	\$ 299,802.00	\$ 326,000.00	
B-5	\$ 509,271.00	\$ 574,010.25	\$ 519,800.00	
B-6	5%	5%	13.37%	
B-7	\$ 5,627.20	\$ 5,627.20	\$ 3,780	
B-8	\$ 84,303.55	\$ 168,607.10	\$ 68,395	
B-9	\$ 276,720.00	\$ 276,720.00	\$ 275,100	
B-10	5%	5%	0%	
Total Lot B	\$ 2,578,812.75	\$ 2,456,786.55	\$ 2,586,575.00	
C-1	\$ 193,687.00	\$ 193,687.00	\$ 197,700.00	
C-2	\$ 61,844.60	\$ 61,844.60	\$ 61,844.60	
C-3	\$ 104,017.20	\$ 104,017.20	\$ 151,760.00	
C-4	\$ 4,888.05	\$ 4,888.05	\$ 5,030.00	
C-5	\$ 2,190.50	\$ 2,190.50	\$ 2,400.00	*
C-6	\$ 31,075.35	\$ 31,075.35	\$ 101,940.00	*
C-7	\$ 102,269.90	\$ 102,269.90	\$ 98,000.00	
C-8	NB	NB	NB	
Lot C	499972.60	499972.60	618674.60	
Lot D				
Compaq Server	0% of GEM	0% of GEM	0% of State Contract	
SAN	0% of GEM	0% of GEM	0% of State Contract	
SUN Server	16.15% MSRP	16.15% MSRP	0% of State Contract	
IBM Server	30% MSRP	30% MSRP	No bid	
RS6000	10% MSRP	10% MSRP	No bid	
Lot E	7.15% State Contract	7.15% State Contract	39% of MSRP	
Lot F	7% State Contract	7% State Contract	4% MSRP	
Lot G	18% MSRP	18% MSRP	No bid	*
Lot H	0.0307	0.0307	.04488(24) .03127(36)	
J-1	\$ 626,400.00	\$ 447,840.00	\$ 664,020.00	
J-2	0%	0%	0%	
J-3	\$ 837,900.00	\$ 742,140.00	\$ 887,220.00	
J-4	\$ 342,360.00	\$ 315,144.00	\$ 362,880.00	
J-5	\$ 513,288.00	\$ 569,016.00	\$ 536,256.00	
J-5a	\$ 544,428.00	\$ 402,264.00	\$ 577,692.00	
J-6	5%	5%	13.37%	
J-6a	5%	5%	NB	*
J-7	\$ 4,161.60	\$ 4,161.60	\$ 4,204.80	
J-8	\$ 29,216.70	\$ 29,216.70	\$ 75,856.40	
J-9	\$ 287,892.00	\$ 287,892.00	\$ 306,252.00	
J-10	5%	5%	0%	
TOTAL OF LOT J	\$ 3,185,646.30	\$ 2,797,674.30	\$ 3,414,391.20	
K-1	\$ 175,536.00	\$ 175,536.00	\$ 220,932.00	
K2	\$ 50,472.00	\$ 50,472.00	\$ 50,472.00	*
K3	\$ 90,676.80	\$ 90,676.80	\$ 169,178.40	
K-4	\$ 3,918.60	\$ 3,918.60	\$ 5,614.20	
K-5	\$ 2,253.60	\$ 2,253.60	\$ 2,674.80	
K-6	\$ 9,489.60	\$ 9,489.60	\$ 113,983.20	*
K-7	\$ 59,133.60	\$ 59,133.60	\$ 109,522.80	w
K-8		NB	NB	
Total Lot K	\$ 391,480.20	\$ 391,480.20	\$ 672,377.40	
Lot L				
Compaq Server	0% of GEM	0% of GEM	0% of State Contract	
SAN	0% of GEM	0% of GEM	0% of State Contract	
SUN Server	16.15% of MSRP	16.15% MSRP	0% of State Contract	
IBM Server	30% MSRP	30% MSRP	NB	*
RS6000	10% MSRP	10% MSRP	NB	*
Lot M	7.15% State Contract	7.15% State Contract	39% MSRP	
Lot N	7% MSRP	7% MSRP	4% MSRP	
Lot P	18% MSRP	18% MSRP	NB	*
GRAND TOTAL	\$ 6,879,912	\$ 6,369,914	\$ 7,764,008	
*No bid items in category				

14 20

LEASE AGREEMENT FOR COMPUTER HARDWARE (RFP-4190-03/JVP)

THIS LEASE AGREEMENT is entered into this ____ day of _____, 20____, by and between **POMEROY IT SOLUTIONS**, whose address is 3740 St. Johns Bluff Road South, Suite 19, Jacksonville, Florida 32224, hereinafter referred to as "LESSOR," and **SEMINOLE COUNTY**, a political subdivision of the State of Florida, having its principal offices at Seminole County Services Building, 1101 East First Street, Sanford, Florida 32771, hereinafter referred to as "COUNTY".

W I T N E S S E T H:

SECTION 1. EQUIPMENT COVERED AND TERM.

(a) LESSOR agrees to lease to the COUNTY for its exclusive use the Equipment listed on the executed Schedule "A," and described in Schedules "B" and "C" hereafter made a part of this Lease Agreement. All leased Equipment shall be new Equipment.

This Lease Agreement will become effective with respect to each piece of Equipment on the date the Equipment is installed and accepted by the COUNTY, as reflected on the Schedule "A" relating to the Equipment and shall continue for the term specified herein unless terminated earlier as provided in this Lease Agreement. Lease payment shall commence as shown on Schedule "A" upon acceptance of the equipment.

(b) Acceptance of a piece of Equipment constitutes the COUNTY's acknowledgement by which the COUNTY assents to possession of the Equipment. Acceptance of Equipment will be evidenced by the execution of an Acceptance Certification.

(c) The term of this Lease Agreement shall commence upon execution of the Lease Agreement by the COUNTY and shall run for a term of three (3) years with one (1) three (3) year option to purchase from the date that each Delivery and Acceptance is executed by the COUNTY per each item, except for laptop computers, for which the term is two (2) or (3) years from the date of delivery and acceptance, unless sooner terminated in accordance with the terms of this Lease Agreement. The parties recognize that the COUNTY is a political subdivision of the State Government and, thus, Section 12 of this Lease Agreement is required and set forth herein. This Lease Agreement shall remain in full force and effect until the last lease item is terminated or expires.

(d) For the purpose of this Lease Agreement, the term "Equipment" as used throughout this Lease Agreement shall mean the equipment identified in Schedule "A" and subsequent Schedules together with all replacement parts, additions, accessories, alterations and repairs incorporated therein or affixed thereto.

(e) All right, title and interest in and to each item of the Equipment for the original lease term shall be vested in COUNTY immediately upon its acceptance of each item of Equipment. All right, title and interest in and to each item of the Equipment from and after the original lease term shall transfer to LESSOR unless the COUNTY exercises the option to purchase the Equipment at the end of this Agreement.

(f) This Lease Agreement and its Exhibits may not be amended except by a writing executed with the same formality as this Lease Agreement.

(g) The parties agree to all the terms and conditions of this Lease Agreement and each Exhibit, including those terms, conditions, rates, and discounts as contained in the Exhibits and Schedules attached to and incorporated within this Agreement. In the event of a conflict between the terms and conditions as expressed in this Agreement and the terms and conditions as expressed in the Exhibits attached to this Agreement, those terms and conditions expressed in this Agreement shall prevail. The Equipment will not be used for personal, family or household purposes and shall be used for governmental purposes only.

(h) Insofar as applicable, and as permitted by law, the COUNTY will comply with all applicable provisions of the Internal Revenue Code of 1986 as amended, including without limitations, Sections 103 and 148 thereof, and the applicable regulations of the Treasury Department to maintain the exclusion of the interest component of rental payments from gross income for the purposes of Federal income taxation.

SECTION 2. INSTALLATION AND USE OF EQUIPMENT.

(a) COUNTY shall pay a one time installation/deinstallation charge to include all transportation, rigging, drayage and insurance charges with respect to delivery and installation of Equipment. COUNTY will provide the required electric current and suitable place

of installation for the Equipment with all appropriate facilities as specified by the manufacturer.

(b) COUNTY shall at all times during the term of this Lease Agreement be entitled to unlimited use of the Equipment, provided, however, COUNTY shall use the Equipment only in a careful and proper manner in conformance with the manufacturer's specifications for commercial or business purposes only and not for consumer, personal, home or family purposes, and in compliance with all foreign, federal, state and local laws, ordinances and regulations in any way relating to the possession, use, operation or maintenance of the Equipment. COUNTY shall at all times keep the Equipment in its sole possession and control. The Equipment will be used and operated by the COUNTY in the normal and ordinary course of the COUNTY's business the hours of which are not limited to five (5) days per week and include, in some cases, six (6) days or seven (7) days per week operations and operations during holidays. The COUNTY makes no representations or guarantees as to the hours of usage that the Equipment will accrue each year. Title to all Equipment leased to the COUNTY pursuant to this Lease Agreement shall remain with COUNTY during the term of this Lease.

(c) COUNTY may, at its own expense, and with LESSOR's prior written consent, make alterations in or add attachments to the Equipment, provided such alterations or attachments do not interfere with the normal operation or maintenance of the Equipment. All such alterations and attachments shall become, upon the termination of this Lease Agreement the property of LESSOR, unless such alterations and

attachments can be removed from the Equipment without injury to the Equipment and the COUNTY shall, and at its sole expense, remove such alterations and attachments and restore the Equipment to its original condition. Without LESSOR's consent, COUNTY shall not affix the Equipment to real property or improvements thereon, or in any other manner render the Equipment a "fixture" under applicable law.

(d) Except as provided in subparagraph 2(c) above with respect to removable alterations and additions, LESSOR, at the LESSOR's expense (including without limitation, expenses of installation/deinstallation, packaging, transportation and in-transit insurance) shall upon the expiration or earlier termination of this Lease Agreement, inspect and take possession of the Equipment, subject to the terms of this Lease Agreement at the install location in Sanford, Florida. Said equipment shall be returned to the LESSOR in substantially the same operating order, repair, condition and appearance as on the Delivery Date, reasonable wear and tear excepted. If the COUNTY fails to return the Equipment to LESSOR as agreed, the COUNTY shall continue paying LESSOR the prorated monthly Lease payment for said Equipment until the inspection is returned, except that the COUNTY shall not be liable for any additional Lease payments, penalties or other charges if equipment is not returned in a timely manner to the LESSOR due to the LESSOR's delay in inspecting or taking possession of the Equipment. The LESSOR shall be solely responsible for the boxing and return freight of all leased Equipment upon termination of this Agreement.

(e) LESSOR may, at its sole expense, conspicuously and permanently affix such tags or decals or plates to the Equipment indicating LESSOR's equity position in the Equipment and COUNTY shall not permit their removal or concealment. Upon reasonable notice to COUNTY, LESSOR or its agents shall have free access to the Equipment at reasonable times for the purpose of inspection and for any other purpose contemplated by this Lease Agreement.

(f) Upon termination of the original lease term, the Equipment will return to the LESSOR, however, the COUNTY may, at its sole option, purchase all or part of the leased Equipment at its residual value unless otherwise prohibited by Florida law or contrary to opinions issued by the Commission on Ethics for public officers and employees. If the COUNTY decides not to purchase end of lease Equipment, the LESSOR will allow COUNTY employees to purchase from the LESSOR end of lease Equipment at the same terms and conditions. After the original lease term expires, or at the end of the option, the lease shall automatically renew on a month to month basis for a period no greater than one (1) year, until it is terminated in writing by one of the parties.

SECTION 3. MAINTENANCE AND REPAIRS.

(a) During the term of this Lease Agreement, the COUNTY shall keep the Equipment in good repair, working order and condition.

(b) COUNTY must maintain and use the Equipment in compliance with all laws and regulations. If the Equipment is damaged, lost or stolen, COUNTY agrees to continue to make all payments due under this Lease Agreement.

(c) Until a leased item charges are paid in full and the Equipment has been returned to LESSOR, COUNTY will: (a) keep the Equipment insured for its full replacement value against all types of loss, including theft, and name LESSOR or its assignees as loss payee; and (b) provide and maintain an acceptable general public liability insurance policy or acceptable level of self insurance.

(d) LESSOR is not responsible for any losses or injuries to COUNTY or any third parties caused by the negligent use of the Equipment by the COUNTY.

SECTION 4. WARRANTIES.

(a) LESSOR is leasing Equipment to COUNTY with a three (3) year on site, next day warranty, except for laptop computers, which will require two (2) year on site, next day warranties.

(b) COUNTY represents and warrants that: (a) it is a duly organized public body corporate and politic with full authority to enter into and perform its obligations under this Lease Agreement and each attached Schedule; (b) all necessary actions of its governing body have been taken and all necessary procedures have been complied with to give full effect to the execution, delivery and performance of this Lease Agreement and terms; (c) COUNTY has, in accordance with all applicable laws, budgeted and appropriated sufficient funds to make all Lease payments and meet all of its other obligations for the current fiscal year and such funds have not been expended for any other purpose; (d) COUNTY will do all things lawfully within its power to obtain and maintain funds for payment of the Lease payments (including providing for such payments in each budget or appropriation

request submitted and adopted), to have such portions of budgets or appropriation requests approved, and to exhaust all available reviews and appeals in the event such portion of any budget or appropriation request is not approved; (e) COUNTY has complied with Seminole County Purchasing Code requirements applicable to this Lease Agreement and the acquisition of the Equipment; (f) COUNTY has provided financial information and other statements to LESSOR which are accurate and correct; (g) upon LESSOR's request, COUNTY will annually provide current financial statements, budgets, proofs of appropriation and other financial information relating to its ability to continue this Lease Agreement and each Schedule; and (h) the Equipment will be used only by COUNTY and only to perform essential governmental or proprietary functions consistent with the permissible scope of requisite and necessary authority and authorization to execute same on COUNTY's behalf.

SECTION 5. OPERATORS.

(a) COUNTY agrees that each piece of Equipment will only be operated by properly trained operators who are the employees or agents of the COUNTY, subject to COUNTY's exclusive direction and control.

(b) The COUNTY agrees that the Equipment will not be operated in a reckless or abusive manner or be improperly used.

SECTION 6. DISCLAIMER OF WARRANTIES.

(a) COUNTY represents that upon execution and delivery of the Delivery and Acceptance Certification it will have visually inspected the Equipment and agrees that all items of Equipment are of a size,

design, capacity and manufacture selected by it, and it is satisfied that the same are suitable for COUNTY's purposes.

(b) COUNTY agrees that LESSOR shall not be liable to the COUNTY for any claim, loss or damage, incidental, special, consequential or otherwise, including without limitation, loss of profit, loss of business, or other financial loss, which may be caused by the negligent use of the Equipment by the COUNTY, or by any incident in connection therewith, arising in strict liability negligence, contract, tort or otherwise arising out of the Equipment or its use or this Lease Agreement. COUNTY agrees that it will, regardless of any such claim, loss, damage or expense, continue to pay such monthly rental charges and other sums as may come due under any lease order during the term thereof.

SECTION 7. QUIET POSSESSION AND ENJOYMENT. LESSOR covenants that so long as COUNTY is not in default hereunder, neither LESSOR nor any assignee will disturb COUNTY's quiet possession and enjoyment of the Equipment, subject to and in accordance with the provisions of this Lease Agreement.

SECTION 8. DAMAGE, DESTRUCTION OR LOSS.

(a) From and after acceptance of any Equipment to COUNTY's premises, COUNTY shall be responsible for and hereby assumes the entire risk of loss, theft, damage or destruction with respect to all or any part of the Equipment, unless caused solely by the misconduct or negligence of LESSOR. Except as otherwise expressly provided herein no such occurrence shall relieve COUNTY of its obligations hereunder.

(b) In the event any Equipment is damaged after acceptance, COUNTY shall promptly notify LESSOR. If such damaged Equipment can be repaired and rendered in as good repair, condition, and working order as before the damage and the damage is not covered under warranties, COUNTY shall promptly effect the same at its own cost and expense.

(c) If COUNTY fails to repair the damaged Equipment within thirty (30) days of the date the damage occurred, or if any Equipment shall be damaged beyond repair or is lost, stolen, destroyed or, in the opinion of the manufacturer or the maintenance organization, is rendered permanently unusable or not economically repairable for reasons other than obsolescence (any such occurrence hereinafter referred to as "Event of Loss"), COUNTY shall immediately notify LESSOR of such Event of Loss and, at COUNTY's expense, promptly replace the affected Equipment with a like or better unit which is in good repair, working order and condition and otherwise acceptable to LESSOR and having a fair market value at least equal to that of the replaced Equipment prior to its being so affected. Any such replacement unit shall be conveyed to LESSOR by COUNTY free and clear of any liens, claims or other encumbrances, at no cost to LESSOR. For the purpose of this Lease Agreement, such replacement unit shall be deemed to be the Equipment, which it replaced and thereafter shall be subject to the terms of this Lease Agreement.

SECTION 9. LEASE PAYMENTS.

(a) The COUNTY agrees to pay LESSOR, within thirty (30) days of receipt of a valid invoice, the lease payments for each piece of Equipment based upon the rates established in Schedule "A". Said

lease payments shall not exceed the sum of THREE MILLION SIX HUNDRED THOUSAND AND NO/100 DOLLARS (\$3,600,000.00) per year for any year in which this Lease Agreement is effective. Each lease payment shall consist of a principal component and an interest component as set forth in Schedule "A". If at anytime the interest component is less than the stated interest rate in Schedule "A," the LESSOR will pass the more favorable interest rate to the COUNTY, but will not exceed the Schedule "A" rate.

(b) The lease payment shall start on the date of acceptance of the Equipment and remain fixed and constant as to the Equipment during the period this Lease Agreement is in effect specifically including renewal periods.

(c) If any payment is not made by the COUNTY when due, LESSOR shall be entitled to such remedies as are stipulated in *Chapter 218, Part VII, Florida Statutes*, the Florida Prompt Payment Act, in addition to the remedies provided herein.

(d) This Lease Agreement is intended by the parties to be a comprehensive Agreement and no costs of any kind whatsoever except as specifically set forth in this Lease Agreement shall be due to LESSOR or required from the COUNTY for any reason whatsoever.

(e) Payments will come from sources other than ad valorem taxes.

SECTION 10. LIABILITY. No provision in this Lease Agreement is intended or shall be construed as a waiver of the COUNTY's sovereign immunity as granted and limited under the provisions of Florida law. In addition to the provisions under this Lease Agreement, Schedules

and subsequently added Schedules, COUNTY will assume responsibility for repairs resulting from operator neglect, negligence, abuse or from COUNTY's failure to perform as set forth in this Agreement, subject to the limitations as set forth in *Section 768.28, Florida Statutes*.

SECTION 11. INSURANCE.

(a) General. The LESSOR shall at the LESSOR's own cost, procure the insurance required under this Section.

(1) The LESSOR shall furnish the COUNTY with a Certificate of Insurance signed by an authorized representative of the insurer evidencing the insurance required by this Section (Workers' Compensation/Employer's Liability, Commercial General Liability and Business Auto). The COUNTY, its officials, officers, and employees shall be named additional insured under the Commercial General Liability policy. The Certificate of Insurance shall provide that the COUNTY shall be given not less than thirty (30) days written notice prior to the cancellation or restriction of coverage. Until such time as the insurance is no longer required to be maintained by the LESSOR, the LESSOR shall provide the COUNTY with a renewal or replacement Certificate of Insurance not less than thirty (30) days before expiration or replacement of the insurance for which a previous certificate has been provided.

(2) The Certificate shall contain a statement that it is being provided in accordance with the Agreement and that the insurance is in full compliance with the requirements of the Agreement. In lieu of the statement on the Certificate, the LESSOR shall, at the option of the COUNTY submit a sworn, notarized statement from an authorized

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representative of the insurer that the Certificate is being provided in accordance with the Agreement and that the insurance is in full compliance with the requirements of the Agreement.

(3) In addition to providing the Certificate of Insurance, if required by the COUNTY, the LESSOR shall, within thirty (30) days after receipt of the request, provide the COUNTY with a certified copy of each of the policies of insurance providing the coverage required by this Section.

(4) Neither approval by the COUNTY or failure to disapprove the insurance furnished by LESSOR shall relieve the LESSOR of the LESSOR's full responsibility for performance of any obligation including LESSOR's indemnification of COUNTY under this Agreement.

(b) Insurance Company Requirements. Insurance companies providing the insurance under this Agreement must meet the following requirements:

(1) Companies issuing policies other than Workers' Compensation must be authorized to conduct business in the State of Florida and prove same by maintaining Certificates of Authority issued to the companies by the Department of Insurance of the State of Florida. Policies for Workers' Compensation may be issued by companies authorized as a group self-insurer by Section 440.57, Florida Statutes.

(2) In addition, such companies other than those authorized by Section 440.57, Florida Statutes, shall have and maintain a Best's Rating of "A" or better and a Financial Size Category of "VII" or better according to A.M. Best Company.

(3) If, during the period which an insurance company is providing the insurance coverage required by this Agreement, an insurance company shall: 1) lose its Certificate of Authority, 2) no longer comply with Section 440.57, Florida Statutes, or 3) fail to maintain the requisite Best's Rating and Financial Size Category, the LESSOR shall, as soon as the LESSOR has knowledge of any such circumstance, immediately notify the COUNTY and immediately replace the insurance coverage provided by the insurance company with a different insurance company meeting the requirements of this Agreement. Until such time as the LESSOR has replaced the unacceptable insurer with an insurer acceptable to the COUNTY the LESSOR shall be deemed to be in default of this Agreement.

(c) Specifications. Without limiting any of the other obligations or liability of the LESSOR, the LESSOR shall, at the LESSOR's sole expense, procure, maintain and keep in force amounts and types of insurance conforming to the minimum requirements set forth in this Section. Except as otherwise specified in the Agreement, the insurance shall become effective prior to the commencement of work by the LESSOR and shall be maintained in force until the Agreement completion date. The amounts and types of insurance shall conform to the following minimum requirements.

(1) Workers' Compensation/Employer's Liability.

(A) LESSOR's insurance shall cover the LESSOR for liability which would be covered by the latest edition of the standard Workers' Compensation Policy, as filed for use in Florida by the National Council on Compensation Insurance, without restrictive

endorsements. The LESSOR will also be responsible for procuring proper proof of coverage from its subcontractors of every tier for liability which is a result of a Workers' Compensation injury to the subcontractor's employees. The minimum required limits to be provided by both the LESSOR and its subcontractors are outlined in subsection (c) below. In addition to coverage for the Florida Workers' Compensation Act, where appropriate, coverage is to be included for the United States Longshoremen and Harbor Workers' Compensation Act, Federal Employers' Liability Act and any other applicable federal or state law.

(B) Subject to the restrictions of coverage found in the standard Workers' Compensation Policy, there shall be no maximum limit on the amount of coverage for liability imposed by the Florida Workers' Compensation Act, the United States Longshoremen's and Harbor Workers' Compensation Act, or any other coverage customarily insured under Part One of the standard Workers' Compensation Policy.

(C) The minimum amount of coverage under Part Two of the standard Workers' Compensation Policy shall be:

\$ 500,000.00	(Each Accident)
\$1,000,000.00	(Disease-Policy Limit)
\$ 500,000.00	(Disease-Each Employee)

(2) Commercial General Liability.

(A) The LESSOR's insurance shall cover the LESSOR for those sources of liability which would be covered by the latest edition of the standard Commercial General Liability Coverage Form (ISO Form CG 00 01), as filed for use in the State of Florida by the Insurance Services Office, without the attachment of restrictive endorsements

other than the elimination of Coverage C, Medical Payment and the elimination of coverage for Fire Damage Legal Liability.

(B) The minimum limits to be maintained by the LESSOR (inclusive of any amounts provided by an Umbrella or Excess policy) shall be as follows:

LIMITS

General Aggregate	\$Three (3) Times the Each Occurrence Limit
Personal & Advertising Injury Limit	\$500,000.00
Each Occurrence Limit	\$500,000.00

(4) Business Auto Policy.

(A) The LESSOR's insurance shall cover the LESSOR for those sources of liability which would be covered by Part IV of the latest edition of the standard Business Auto Policy (ISO Form CA 00 01), as filed for use in the State of Florida by the Insurance Services Office, without the attachment of restrictive endorsements. Coverage shall include owned, non-owned and hired autos.

(B) The minimum limits to be maintained by the LESSOR (inclusive of any amounts provided by an Umbrella or Excess policy) shall be per accident combined single limit for bodily injury liability and property damage liability. If the coverage is subject to an aggregate, the LESSOR shall maintain separate aggregate limits of coverage applicable to claims arising out of or in connection with the work under this Agreement. The separate aggregate limits to be maintained by the LESSOR shall be a minimum of three (3) times the per

accident limit required and shall apply separately to each policy year or part thereof.

(C) The minimum amount of coverage under the Business Auto Policy shall be:

LIMITS

Each Occurrence Bodily	\$500,000.00
Injury and Property Damage	
Liability Combined	

(d) Coverage. The insurance provided by LESSOR pursuant to this Agreement shall apply on a primary basis and any other insurance or self-insurance maintained by the COUNTY or the COUNTY's officials, officers, or employees shall be excess of and not contributing with the insurance provided by or on behalf of the LESSOR.

(e) Occurrence Basis. The Workers' Compensation Policy and the Commercial General Liability required by this Agreement shall be provided on an occurrence rather than a claims-made basis.

(f) Obligations. Compliance with the foregoing insurance requirements shall not relieve the LESSOR, its employees or agents of liability from any obligation under a Section or any other portions of this Agreement.

SECTION 12. TERMINATION.

(a) The COUNTY may, by written notice to the LESSOR, terminate this Agreement, in whole or in part, at any time, either for the COUNTY's convenience or because of the failure of the LESSOR to fulfill LESSOR's Agreement obligations. Upon issuance of such notice, the COUNTY shall:

(1) immediately discontinue use of all Equipment by this LESSOR; and

(2) make available to the LESSOR all Equipment affected by this Lease for return to the LESSOR.

(b) Upon termination the LESSOR shall be paid lease fees for Equipment up to the date of termination.

(c) The rights and remedies of the COUNTY provided in this clause are in addition to any other rights and remedies provided by law or under this Agreement.

SECTION 13. EMPLOYEE STATUS/INDEPENDENT CONTRACTOR.

(a) Persons employed by LESSOR in the performance of services and functions pursuant to this Lease Agreement shall have no claim to pension, workers' compensation, unemployment compensation, civil service or other employee rights or privileges granted to the COUNTY's officers and employees either by operation of law or by the COUNTY.

(b) LESSOR assumes total responsibility for salaries, employment benefits and federal, state and local employment taxes, if any, attributable to LESSOR's personnel, and agrees to indemnify and hold the COUNTY harmless from any responsibility for same.

(c) LESSOR's relationship to the COUNTY shall be that of Independent Contractor pursuant to the terms and conditions of this Lease Agreement.

(d) LESSOR agrees to provide all statutorily required workers' compensation insurance for workers providing services under this Lease Agreement and shall defend, indemnify and hold harmless the COUNTY from any losses, costs, damages, claims, actions (including attorneys'

fees) on any liability for any injury or disease incurred by such LESSOR workers.

SECTION 14. NON-APPROPRIATION OF FUNDS.

If the COUNTY has not allotted funds for the next fiscal year to continue leasing the Equipment, then COUNTY may terminate this Lease Agreement at the end of the then-current fiscal year, and COUNTY will not, in the sole event of Non-appropriation, be obligated to make payments beyond the end of the then-current fiscal year, except that COUNTY will be obligated, to return the Equipment to LESSOR at its sole expense within ten (10) days of the date of termination. In the event of Non-appropriation, COUNTY will furnish to LESSOR upon request an opinion of COUNTY's counsel which explains the basis of the Non-appropriation, together with appropriate documentation evidencing the Non-appropriation.

SECTION 15. COMPLIANCE WITH LAWS AND REGULATIONS. In providing all services pursuant to this Lease Agreement, LESSOR shall abide by all statutes, ordinances, rules and regulations pertaining to, or regulating the provisions of, such services, including those now in effect and hereafter adopted. Any material violation of said statutes, ordinances, rules or regulations shall constitute a material breach of this Lease Agreement, and shall entitle the COUNTY to terminate this Lease Agreement immediately upon delivery of written notice of termination to LESSOR.

SECTION 16. EQUAL OPPORTUNITY EMPLOYMENT. LESSOR agrees that it will not discriminate against any employee or applicant for employment for work under this Lease Agreement because of race, color, religion,

sex, age, national origin, or disability and will provide that applicants are employed, and employees are treated during employment, without regard to race, color, religion, sex, age, national original or disability. This provision shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship.

SECTION 17. PUBLIC RECORDS LAW. LESSOR acknowledges the COUNTY's obligations under the Florida Statutes to release public records to members of the public upon request. LESSOR acknowledges that the COUNTY is required to comply with the Florida Statutes and that said statutes control over the terms of this Lease Agreement. LESSOR agrees to cooperate in providing any records requested in the event of such a request.

SECTION 18. GOVERNING LAW/VENUE. This Lease Agreement as been executed and delivered by LESSOR in the State of Florida and shall be governed by the Laws of the State of Florida except for local filing or recording requirements in any other state or jurisdiction. LESSOR consents to venue of any action by either the COUNTY or LESSOR to be in the Judicial Circuit in and for Seminole County, Florida, as to State actions and in the United States District Court, Middle District of Florida, as to Federal actions.

SECTION 19. EQUIPMENT RETURN. At the end of its lease term each piece of Equipment will be inspected and reclaimed by the LESSOR at the Equipment install location in Sanford, Florida, unless the COUNTY

has chosen to exercise its option to purchase said Equipment or renew the lease pursuant to Section 2(f) of this Agreement.

SECTION 20. NOTICES; SIGNATURE AUTHORIZATION.

(a) Unless otherwise specifically provided for herein, notices will be in writing and mailed to the parties at the following addresses:

For LESSOR:

Pomeroy IT Solutions
3740 St. Johns Bluff Rd. S., Ste 19
Jacksonville, FL 32224

For COUNTY:

County Manager	Purchasing Director
Seminole County Services. Bldg.	Seminole County Services. Bldg.
1101 E. First St.	1101 E. First St.
Sanford, FL 32771	Sanford, FL 32771

SECTION 21. ASSIGNMENT. COUNTY may not sell, pledge, transfer, assign or sublease the Equipment or this Lease Agreement or any Schedule. LESSOR may sell, assign or transfer all or any part of this Lease Agreement and/or the Equipment. The new owner will have the same rights that LESSOR has, but COUNTY agrees it will not assert against the new owner any claims, defenses or set-offs that it may have against LESSOR or any supplier.

SECTION 22. SEVERABILITY OF INVALID PROVISION. If any one or more of the covenants or provisions of this Lease Agreement shall be held to be contrary to any express provision of law or contrary to the policy of express law, though not expressly prohibited, or against public policy, or shall, for any reason whatsoever, be held invalid, then such covenants or provisions shall be null and void, shall be deemed separable from the remaining covenants or provisions of this

Lease Agreement, and shall, in no way, affect the validity of the remaining covenants or provisions of this Lease Agreement.

SECTION 23. ENTIRE AGREEMENT.

(a) It is understood and agreed that the entire Agreement of the parties is contained herein and in the completed and executed Schedule "A" and other Exhibits to this Lease Agreement and that this Lease Agreement supersedes all oral agreements and negotiations between the parties relating to the subject matter hereof as well as any previous agreements presently in effect between the parties relating to the subject matter hereof.

(b) Any alterations, amendments, deletions, or waivers of the provisions of this Lease Agreement shall be valid only when expressed in writing.

IN WITNESS WHEREOF, the parties hereto have made and executed this Lease Agreement for the purposes stated herein.

POMEROY IT SOLUTIONS

Witness

By: _____

President

Witness

Date: _____

ATTEST:

BOARD OF COUNTY COMMISSIONERS
SEMINOLE COUNTY, FLORIDA

MARYANNE MORSE
Clerk to the Board of
County Commissioners of
Seminole County, Florida.

By: _____
DARYL G. MCLAIN, Chairman

Date: _____

For the use and reliance
of Seminole County only.

Approved as to form and
legal sufficiency.

As authorized for execution
by the Board of County Commissioners
at their _____, 20____
regular meeting.

County Attorney

AC/lpk
10/30/03 11/7/03
RFP-4190

Attachment:

- Schedule "A" - Current Equipment Scheduled To Be Replaced
- Schedule "B" - Replacement Standards Minimum Guidelines
- Schedule "C" - Discounts, Sample Rates and Rate Factors

EXHIBIT "A"

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1. BACKGROUND

The Information Services Division within Seminole County currently supports approximately 1600 computers in a variety of configurations. In 2001, the County entered into a leasing agreement that supported a three-year replacement of all computer equipment in the County. Approximately, one third of the equipment is replaced each year. The three-year replacement program has successfully reduced downtime and eliminated the use of obsolete equipment in the County.

The computer equipment included in the three-year replacement program includes desktops, workstations, printers, network equipment, ruggedized laptops, and other miscellaneous computer equipment. Standard laptops will be replaced every two years. Mainframe IBM equipment will be replaced every six years.

The County's current operating system is Windows 2000. The image created by the vendor will contain all standard computer programs used Countywide including Microsoft Office XP Professional, Lotus Notes, McAfee Virus Protection, Diskkeeper, as well as other software and customization identified by the County. The image will be created by the vendor, approved by the County, and installed by the vendor. Copies of the image will be given to the County for restoration purposes.

The computer equipment being installed supports the operations of the County including the Emergency 911 Center, Emergency Operations Center, Fire Stations as well as many other critical Public Safety operations. In addition to providing equipment to enable the end users to perform their jobs and provide excellent customer service, the computer equipment is supporting essential operations of the County that cannot be interrupted.

2. SCOPE OF WORK

The County is requesting vendor proposals from Gartner Group Enterprise Tier and/or Regional-Business, Education and Government Tier vendors to provide computer equipment to the County specifications, installation services to be supervised and approved by the Information Services division, deinstallation and transport of existing equipment, and on-site next business day warranty service.

The computer equipment to be procured includes approximately **1000** desktops, **200** workstations, **100** ruggedized laptops, **200** printers/plotters/scanners/projectors, **40** servers, **2** SANs, **200** switches, hubs and routers, and other miscellaneous equipment. These quantities are estimates for the purpose of preparing a response to this RFP and are scheduled over a three-year period until existing lease equipment has been replaced. Approximately **300** laptops are scheduled on a two-year replacement cycle. Actual configurations and quantities replaced will vary.

Vendor submissions must include per unit lease and purchase option pricing on these quantities for comparison purposes. Proposals must disclose a percentage discount off a published price list, manufacturer's suggested retail price or state/GSA contract pricing. The County does not want to be tied to purchasing or leasing old technology. Therefore, even though specifications for standard equipment are provided, the actual equipment that is leased/purchased will be selected from the identified price list and proposed discount will be

applied, as determined by the county.

Approximately one third of the equipment is scheduled for replacement each year of the three year contract. This three year contract includes the option for a three-year renewal. The replacement equipment, with the exception of standard laptops and mainframe equipment, will be replaced on a three-year cycle. IBM mainframe equipment will be replaced every six years. Standard laptops will be replaced on a two-year replacement cycle. Lease proposals must include all costs associated with the renewal/disposal of equipment at the end of the lease term.

The responses to the RFP must include three-year on-site next business day warranty service for all computer equipment from the date of acceptance regardless of the purchase/lease date. The vendor must keep an inventory of spare parts to guarantee next business day replacement and to provide expedited emergency replacements in the public safety operations. The proposal must address staffing for next business day warranty support. If next business day warranty is unavailable or new equipment is required, warranty service includes the installation of County standards and configuration of the new/loaner pc. All spare warranty equipment must have the latest county image installed. Loaner equipment and installation are at the contractor's cost.

All services to be provided under this proposal will be supervised by the Information Technologies Department. Vendor personnel will be responsible for the installation process including creating the standard images to be installed on the computers (installation will not apply to printers, routers, hubs, switches, servers, and other miscellaneous network equipment). The County will accept and sign off on work completed after the installation at the user's location. At the beginning of the installation cycles, the vendor and County will discuss the number of computers to be installed and agree on the target end date for that installation and the number of technicians and project managers to be involved in those orders. This planning process will include the timing of the pre-installation interviews. At a minimum, one project manager, one engineer, and one technician will be involved and located on-site for each order and installation.

The installation of computers and laptops will include 1) the receipt, inventory, and transport of the new computer to the user's location, 2) removal and reformatting the hard drive(s) of the replaced computer, and load original operating system, 3) backup and transfer of user's applications, data, and files, 4) installation of standard image as well as specific user software and peripherals, and 5) transport of inventoried, end of lease equipment to centralized location, 6) signoff on complete and correct installation by the County. Equipment will be installed at various locations throughout Seminole County including the County Services Building in Sanford, Five Points in Sanford, the Public Safety Building in Sanford, park locations, libraries, fire stations, other county facilities, and seven cities within the county. Approximately 50 lease computers will require on-site warranty in Viera/State Attorney's Office.

- 1) Upon receipt of the computers, laptops, and workstations, the vendor will be responsible for verifying the inventory and serial numbers and unpacking the equipment. A secure location will be provided for the setup of the computer equipment. Appropriate inventory information will be provided to the County so that the County can update their inventory-tracking program.
- 2) Upon arrival at the user's location, the vendor will be responsible for removing the current computer from the user's desk, reformatting the hard drive to ensure that all



County programs and information is removed, and installing the original operating system. At least 48 hours prior to arriving at the end users' location, the vendor must contact the end user and inform them of the procedures and preparation required for the installation.

- 3) The backup and transfer of users' application and data could include email, personal address books, custom keyboard mappings contained within various emulation programs, Internet favorites and cookies, ODBC data sources, document templates not included in the Office suite, shortcuts to network programs, desktop configuration, and files stored on the users' local hard drive(s).
- 4) The installation of the new computer will include the creation and installation of the image that contains the standard software for the County, and the installation of specific user software and peripherals. This includes proper installation and configuration of network printer options. The vendor will be responsible for assisting the County to locate the appropriate equipment and document changes as needed. The specific user software and peripherals will be identified during the pre-installation inventory conducted by the vendor. The installing technician will ensure connectivity to the County network, and verify and document the basic functions of the computer and applications with each computer user.
- 5) The old equipment will be transported by the vendor to a secure centralized location identified by the County.

The County will provide all licenses for software to be installed on the computers. This RFP should not include the price for any software.

The County will provide information to assist in the installations regarding each of the computer users including the location, current configuration, network and server connectivity. The County will provide general user information, but the vendor will be responsible for verifying the software to be installed and peripherals involved with the installation.

The selected vendor must coordinate with the Information Technologies Department to provide customer service to our end users. The County will provide an internal project manager to ensure that all information and resources needed by the vendor are provided in a timely manner.

3. MANDATORY REQUIREMENTS

1. If selected as a finalist, the vendor must participate in a pilot demonstration to install its proposed computer hardware (desktop, workstation, and laptop), configured to County standards, and migrate user applications and data in no less than five individual employee desktop computing environments. These five configurations will include: two (2) standard computers, one (1) workstation, one (1) all-in-one PC, and one (1) laptop.
2. Responses to this RFP must include identification of third party companies and the resumes of personnel who will perform the project management and computer replacement work. Technicians involved in the installation should be professionally certified (minimum A+) have at least two years experience installing and supporting the

vendor's computer equipment in a multi-server networked environment, and have at least two years experience supporting Microsoft operating systems. The County has the option of reviewing both the qualifications and actual skill level of the technician prior to assignment to this project to either accept or reject their position in this project. Technicians should be consistent and receive proper training from the project manager before deploying computers. An engineer with at least five years of Microsoft OS experience and an MCSE must prepare all images and be available for issue escalation.

3. The selected vendor must provide a single Project Manager as the point of contact regarding issues that will arise during the installation processes. This manager must have at least two years experience in managing the installation and support of the proposed manufacturer's computer equipment in multi-server networked environments. The project manager must also have sufficient technical skills to serve as a trainer and escalation point for the technicians. Further, it is expected that this Manager be consistent and be dedicated full-time to the County's installation projects and participate effectively in the planning and execution of the installations. Should the vendor wish to make a personnel change to the project manager, the County will review the new project manager's resume to ensure that the individual meets the established qualifications standard. The vendor shall not make a personnel change to the project manager's position without approval from the County. In the event the project manager's position is vacant or the proposed individual does not meet the minimum qualifications as determined by the County, a penalty of \$400 per business day will be assessed until a fully qualified individual is in place.
4. The contractor must, by the time of award, and upon hiring of new employees, insure all employees assigned to the Seminole County site have successfully passed a background records investigation which includes local, state, and Federal criminal history.
5. The computer equipment will be ordered at various times throughout the three-year term of the contract. Vendor proposals will include the delivery time. The vendor will be given at least two weeks notice prior to the desired start date of the installation. The County will be responsible for compiling and submitting the orders for the equipment to be replaced and will work with the vendor to establish a mutually agreed upon implementation schedule for each order. The County is responsible for a timely delivery of existing leased equipment and will require a schedule of installation from the vendor to ensure successful return by the deadline.
6. The computer equipment standards will continually change over the life of the contract. The County does not want to purchase/lease old technology. Basic requirements for the County and a sample of a current configuration are provided. Proposals shall include a proposed price list (manufacturer's suggested retail price or state/GSA prices) for the equipment list in the RFP, including a percentage discount on a published price for similar equipment. A copy of the proposed published price list used in this RFP shall be included in your proposal. The County is also seeking flexibility on types of equipment and extra features that can be ordered. In order to accommodate this, citing a standard price list(s) and discount will be required. The desktop, workstations, and laptops should be manufactured by Gartner Group Enterprise Tier and Regional-Business, Education and Government Tier vendors. Other equipment designated by the County will be listed with a preferred manufacturer as brand name or equal. A standard price

list and discount shall be listed for all equipment.

7. Proposals must include individual quotes and specifications for the Discounted Price per Unit. This additional detail is necessary to evaluate the proposals.
8. Three-year on-site next business day warranty will be included in the lease/purchase of all equipment. Standard Laptops will have a life cycle of two years and will require two-year on-site next business day warranty.
9. At the County's option, the contractor may be required to provide warranty support for current equipment that is still under manufacturer's warranty.

Method of Ordering

The County will place orders via e-mailed, mailed documents or faxed to the vendor once prices have been established.

ESTABLISHING PRICES:

Once the County has developed the lease requirement, current prices for the order will need to be established. The vendor must submit current, accurate and complete prices. This can be done by either providing quotes for the proposed order or by maintaining a web site that contains the pricing.

QUOTES: Using this method, the County will forward the list of requirements via e-mail or fax for the vendor to provide current prices. The vendor must provide prices by return e-mail or fax within two (2) business days. The pricing provided must show the MSRP price, the price on the "Source of Published list prices" as submitted on the price proposal and the discounted price to be paid by the County.

WEBSITE: If the vendor chooses to use this method, the vendor shall create and maintain a website that contains the same information required under the quote method. The website prices must be maintained such that they always reflect the most recent changes. The vendor may choose to use "hot links" to sites that contain the source prices (i.e., the MSRP or the "Source of Published List Prices" as submitted on the Price Proposal). The County will access the website directly and pull the current prices to place the order.

Once the order is priced, it will be e-mailed or faxed to the vendor for execution. Receipt of the order will start the delivery schedule clock.

SCHEDULE A: CURRENT EQUIPMENT SCHEDULED TO BE REPLACED

(Additional orders and equipment are still in progress and may be added)

Lease Expires	Approx Qty	Model / Description
Oct-03	15	Gateway SOLO 9500 XL 2000 Notebook
Oct-03	1	Gateway SOLO 9500 XL 2000 Notebook; 22" Mitsubishi Diamondtron Monitor
Nov-03	2	Gateway SOLO 9500 XL 2000 Notebook
Nov-03	2	Gateway SOLO 9500 XL 2000 Notebook; 17" monitor
Nov-03	1	Gateway SOLO 9500 XL 2000 Notebook; 17" monitor
Nov-03	1	Gateway SOLO 9500 XL 2000 Notebook; 22" Mitsubishi Diamondtron Monitor
Dec-03	1	21" monitor (V1100 Monitor, 21") Mitsubishi
Dec-03	3	Compaq Deskpro EN Convertible Mintower/Model P733
Dec-03	32	Compaq Deskpro EN Convertible Mintower/Model P733; 17" monitor
Dec-03	2	Compaq Deskpro EN Convertible Mintower/Model P733; 21" monitor
Dec-03	11	Compaq Armada E500
Dec-03	3	Compaq Deskpro Workstation AP250; 17" monitor
Dec-03	4	Compaq Deskpro Workstation AP250; 21" monitor
Dec-03	1	Panasonic Toughbook CF27; 17" monitor
Feb-04	2	Gateway Full Docking Station Solo® Docking Station with AC Adapter
Feb-04	1	Gateway Solo 5300LS
Feb-04	1	Gateway Solo 9550b XL Notebook
Feb-04	11	Gateway Solo 9550b XL Notebook; VX720 17" Mitsubishi Diamondtron™ Color Monitor
Mar-04	1	21" monitor (V1100 Monitor, 21")
Mar-04	3	24 Port 10/100 Switch w/ 2 module slots (Enterprise Edition) (WS-C2924M-XL-EN)
Mar-04	5	Catalyst 3524 XL Enterprise Edition (WS-C3524-XL-EN)
Mar-04	5	Cisco 3600 2-slot modular router-AC with IP Software (CISCO3620)
Mar-04	5	Compaq Armada E500,
Mar-04	1	Compaq Armada E500; 17" monitor
Mar-04	2	Compaq Deskpro EN Convertible Mintower/Model P733
Mar-04	1	Compaq Deskpro EN Convertible Mintower/Model P733; 17" monitor
Mar-04	15	Compaq Deskpro EX Minitor/Model 6733; 17" monitor
Mar-04	1	Compaq Deskpro Workstation AP250

Mar-04	6	Compaq Deskpro Workstation AP250; 21" monitor
Mar-04	1	CPQ TL891 DLX DLT Library - 2 drives RM LVD 40/80 (p/n: 157305-B22)
Mar-04	1	Enterprise E220R, 450MHz, 512MB, 18GB 10K, 1PS Enterprise 220R Server, P/n: A34-ULD1-512MFA1; '17" Entry Color monitor
Mar-04	1	HP Color LaserJet 4550DN Printer
Mar-04	2	HP Color LaserJet 8550 DN Printer
Mar-04	23	HP LaserJet 4050N
Mar-04	4	HP LaserJet 8150DN
Apr-04	3	Compaq Proliant D1380
Apr-04	2	24 Port 10/100 Switch w/ 2 module slots (Enterprise Edition) (WS-C2924M-XL-EN)
Apr-04	3	Cisco 3600 2-slot modular router-AC with IP Software (CISCO3620)
May-04	1	21" ViewSonic Gs815 Graphic Monitor
May-04	1	Cisco 24 Port 10/100 Switch w/ 2 module slots (Enterprise Edition) (WS-C2924M-XL-EN)
May-04	2	Compaq Proliant D1380
May-04	1	Gateway Full Docking Station Solo@ Docking Station with AC Adapter
May-04	20	Gateway Solo 9550b XL Notebook
May-04	16	Gateway Solo 9550b XL Notebook; VX720 17" Mitsubishi Diamondtron Color Monitor
May-04	1	HP Color LaserJet 8550 DN Printer with duplex
May-04	2	HP Designjet 800PS (p/n: C7780C) e-size printing; 42" spindle (p/n: CC2390A)
May-04	1	HP LaserJet 4100 DTN monolaser printer
May-04	1	HP LaserJet 8150DN Black & White Printer
May-04	1	PANASONIC TOUGHBOOK 27
Jun-04	1	Compaq Enterprise Storage StorageWorks Enclosure Model 2200 (135820-B21)
Jul-04	1	Fujitsu Imaging M4097 Scanner (p/n CG01000-478101)
Jul-04	1	Fujitsu Imaging scanner M3093dg Fb Dupl 27ppm 600dpi SCSI Cent50 Lgl 50pg Adf
Jul-04	40	Gateway Desktop E-1600XL; EV700 17" color monitor
Jul-04	7	Gateway E-4600SE; EV700 17" color monitor
Jul-04	3	Gateway E-4600SE; VX1120 22" Diamondtron monitor
Jul-04	22	Gateway computer Profile 3xl
Jul-04	1	HP Design Jet Colorpro Ga Printer (p/n: C7778A)

lease 7/10/04
Expires 05/05/05

Jul-04	2	HP Designjet 800PS (p/n: C7780C)/42" spindle
Jul-04	1	HP DeskJet HP 2500cm (p/n: C2685A)
Jul-04	1	HP LaserJet 4100 DTN monolaser printer
Jul-04	1	HP LaserJet 8150DN Black & White Printer
Jul-04	1	Procom- DataForce 220x 45-75 Disc CD Server 30Gb HD Ethernet 10/100 Rackmount Part # DF300R-30FE
Jul-04	1	Vidar Truscan Select Base Monochrome Table Top Scanner (VID-14393)
Jul-04	1	Vidar TruScan Select Plus Table Top Scanner (VID14394)
Aug-04	38	Gateway desktop computer E-1600XL computer; 17" EV700 monitor
Aug-04	16	Gateway desktop computer E-1600XL computer; VX1120 22" Mitsubishi Color Monitor
Aug-04	30	Gateway desktop computer E-4600SE; EV700 17" color monitor
Aug-04	4	Gateway computer Profile 3 XL
Sep-04	10	(hard drives) 36GB Pluggable Ultra3 10K Int universal 1" (pn:176496-B22) for Compaq server
Sep-04	1	Alcatel-Switch+Router Alcatel Omnswitch 5wx 5slot Swch Chas Omnswitch Multi-service Sw (p/n: BF-5 OMNI-5WX)
Sep-04	1	Compaq DLT Tape Library/Compaq Business Storageworks: (1) p/n: 157305-B22
Sep-04	1	Compaq Server DL380r01
Sep-04	4	EPSON DFX 5000+, Dot Matrix 9-Pin, Wide (legal size), Parallel, Serial/ENET PRINT SERVER 10/100BT
Sep-04	1	Gateway desktop computer E-4600SE;
Sep-04	2	Gateway desktop computer E-4600SE; VX1120 22" Mitsubishi color Monitor
Sep-04	2	Gateway computer Profile 3 XL
Sep-04	2	Genicom 5050E/10-100BASE T ETHERNET/(3 YR) NBD on-site warranty
Sep-04	1	HP DesignJet 5000PS 42" (p/n: C6091A)/42" take-up reel (p/n: C6087B)
Sep-04	2	HP Designjet 800PS (p/n: C7780C)/42" spindle (p/n: C2390A)
Sep-04	1	HP LaserJet 4100 N laser printer and sheet input tray
Sep-04	5	HP LaserJet 8150DN Printer(p/n: C4267A)
Sep-04	31	HP2200DN w/Jet Direct (C7063A)
Sep-04	3	NEC MT850 1700 Lumen SVGA Projector Unit and carrying case
Sep-04	1	Sun Micro E220R Server (p/n: A34-ULD1-51-2MFA1)
Oct-04	5	Gateway desktop computer E-1600XL Desktop; 17" EV700 monitor
Oct-04	5	Gateway desktop computer E-4600; 17" EV700 monitor

Lease Expires	Quantity	Description
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Oct-04	9	Gateway desktop computer E-4600SE; VX1120 22" Mitsubishi monitor
Oct-04	1	Genicom 5100FS w/Zero Tear (p/n: 3S5100CDF000A0)
Oct-04	1	HP LaserJet 8150DN Printe
Oct-04	2	WS-C3524-XL-EN=MEXSWITCH Catalyst 3524 xl Enterprise Edition
Oct-04	5	WS-C3548-XL-EN MEXSWITCH Catalyst 3548 xl Enterprise Edition
Oct-04	1	WS-C6509-1300AC=Cisco Sys-Enterprise Catalyst 6509 Chassis w/1300w AC Pwr Sply

Dec-04	1	Compaq Proliant DL360R01 P1266 512 US (p/n 236084-001)
Dec-04	1	Epson Powerlite 800P projectors Multi (p/n: V11H046020)
Dec-04	4	Fujitsu 4097D scanner: (1) p/n: CG01000-478101
Dec-04	7	Gateway desktop computer E3600; EV910 19" color monitor
Dec-04	27	Gateway desktop computer E4600SE; EV700 17" color monitor
Dec-04	6	Gateway desktop computer E4600SE; VX1120 22" Mitsubishi Color Monitor
Dec-04	19	Gateway desktop computer E4600SE; VX720 17" Mitsubishi Color Monitor
Dec-04	5	Gateway notebook 200LB;
Dec-04	34	Gateway notebook 450XLB;
Dec-04	7	Gateway notebook 450XLB; VX730 17" color monitor
Dec-04	42	Gateway notebook 600XLB
Dec-04	2	Gateway notebook 600XLB; VX730 17" color monitor
Dec-04	3	Gateway notebook 600XLB; VX1120 Mitsubishi Diamondtron Color Monitor 22"
Dec-04	6	Gateway computer Profile 3 SE
Dec-04	1	Gateway Solo 3450B Notebook;
Dec-04	4	Gateway Solo 5300XL Notebook
Dec-04	1	HP Black-White Laserjet printer 8150DN
Dec-04	2	HP Color 4550DN laserjet printer
Dec-04	1	HP Color 4550N laserjet printer
Dec-04	1	Panasonic Toughbook CF28; Port Replicator; car mount; CDROM; Aircard 300

Feb-05	1	Compaq Proliant DL380R Pentium III 1.26GHz w/133MHz GTL bus [Model P1266/133-1(256KB cache)235438-001]
Feb-05	1	CPQ TL891 DLX DLT Library - 2 drives RM LVD 40/80 (p/n: 157305-B22)
Feb-05	1	Epson Powerlite 810P MULTIMEDIA PROJECTOR 2880X720 DPI (p/n: V11H047020)
Feb-05	23	Gateway desktop computer E3600; VX720 17" Mitsubishi Monitor
Feb-05	2	Gateway desktop computer E3600; VX920 19" Mitsubishi Color Monitor
Feb-05	4	Gateway desktop computer E4600SE; VX1120 22" Mitsubishi Color Monitor

Feb-05	4	Gateway desktop computer E4600SE; VX720 17" Mitsubishi Color Monitor
Feb-05	14	Gateway computer Profile 3 SE
Feb-05	1	HP DESIGNJET 5000 (60" plotter with take-up reel)
Feb-05	1	HP LASERJET 4100N 25PPM 16MB 240MZ 1200DPI 600 SHT 10/100 BASE (p/n: C8050A)
Feb-05	2	Panasonic Port Replicator for TB27
Mar-05	7	3600 2-SLOT MODULAR ROUTER (p/n: CISCO3620)
Mar-05	2	Compaq NFS Server DL360R01 P1266 512 US (p/n:236084-001)
Mar-05	3	Gateway desktop computer E3600; VX720 17" Mitsubishi Color Monitor
Mar-05	3	Gateway computer Profile 3 SE
Mar-05	1	Procom CD/DVD Server Tower 45-75D (p/n): DF310R-40FE
Apr-05	1	CISCO - GigaStack - Expansion module - GBIC - plug-in module - Gigabit Ethernet - network - 1 Gbps - 2 Port(s) (p/n: WS-X3500-XL=)
Apr-05	1	COMPAQ - ProLiant DL360 - Rack - 1 x PIII 1.26 GHz - L2 512 KB - RAM 128 MB - HD: none - CD 24x - LAN EN, Fast EN - Server Configuration Utilities - Monitor none. (p/n: 236084-001)
Apr-05	3	COMPAQ - ProLiant DL380 G2 - Rack - 1 x PIII 1.26 GHz - L2 512 KB - RAM 128 MB - HD: none - CD 24x - LAN EN, Fast EN - Server Configuration Utilities - Monitor none.(p/n: 235438-001)
Apr-05	3	COMPAQ - ProLiant DL380 G2 - Rack - 1 x PIII 1.26 GHz - L2 512 KB - RAM 128 MB - HD: none - CD 24x - LAN EN, Fast EN - Server Configuration Utilities - Monitor none.(p/n: 235438-001)
Apr-05	2	Fujitsu scanner M4097D DUPLEXSCAN 50PPM MONO SCSI (p/n: CG01000-478101)
Apr-05	1	Gateway desktop computer E4650; VX1120 22" Mitsubishi Color Monitor
Apr-05	3	Gateway notebook 200b
Apr-05	3	Gateway notebook 450XLb;
Apr-05	29	Gateway notebook 600XLb;
Apr-05	2	Gateway notebook 600XLb; VX1120 Color Monitor 22"
Apr-05	5	HP 2200DN laserjet printer
Apr-05	1	HP 2200DTN laserjet printer
Apr-05	3	HP 4100 N laserjet printer and sheet input tray, 10/100 BaseT JetDirect
Apr-05	1	HP 4100 DTN b-w laserjet printer
Apr-05	6	HP 8150 DN b-w laserjet printer (p/n: C4267A#ABA)
Apr-05	1	HP Designjet 800PS (p/n: C7780C)/42" spindle
May-05	5	CATALYST 3548 XL ENTERPRISE EDITION (p/n: WS-C3548-XL-EN)

Expire	Amount	Qty	
Jun-05	2	COMPAQ - Compaq ProLiant DL360; G2 - Rack - 1 x PIII-S 1.4 GHz -; L2 512 KB - RAM 256 MB - HD: none - CD - LAN EN, Fast EN, Gigabit EN - Server Configuration Utilities - Monitor none. (p/n: 233271-001)	
Jun-05	1	Compaq ML370T02 P1266 512 US (p/n: 188547-001)	
Jun-05	2	Compaq ProLiant DL380 G2 1.266GHz-512KB Model 1 (256MB) - Rack (235 Intel Pentium III FC PGA2 1.266 GHz Processor standard (up to 2 supported) 512-KB level 2 ECC cache 256 MB (Standard) to 6 GB (Maximum) PC133MHz Registered ECC SDRAM (2) Compaq NC3163 Fast Ethernet NIC (embedded) PCI 10/100 WOL (Wake on LAN) Smart Array 5i Controller (p/n: 235438-001)	
Jun-05	26	Gateway desktop computer E3600; VX720 17" MitsubishiColor Monitor	
Jun-05	8	Gateway desktop computer E4650; VX1120 22" Mitsubishi Monitor	
Jun-05	19	Gateway computer Profile 3 SE	
Jul-05	1	Epson PowerLite 800P - LCD projector (p/n: V11H046020)	
Jul-05	1	F3454 Radio Modem VRM650 w/RD-Lap/V500AM RD-Lap/ FKN4367A cable/ RRA4983 Antenna/depot service	
Jul-05	16	Gateway desktop computer E3600; VX720 17" Mitsubishi Color Monitor	
Jul-05	7	Gateway desktop computer E3600; VX920 19" Mitsubishi Color Monitor	
Jul-05	9	Gateway desktop computer E4650; VX1120 22" Mitsubishi Color Monitor	
Jul-05	7	Gateway computer Profile 3 SE	
Jul-05	21	Panasonic Toughbook CF28 with 13.3" XGA Touchscreen anti-reflective	
Jul-05	4	Panasonic Toughbook CF28 with 13.3" XGA Touchscreen anti-reflective; Air-Auto Adaptor; Removable disk drive 24X-read, 8x write, 4x rewrite-CDRW; Ext floppy cable; external power adapter	
Aug-05	1	APPLE - Apple Power Macintosh G4 - MT - 2 x PPC G4 1 GHz - L3 4 MB - RAM 512 MB - HD 1 x 80 GB - CDRW-DVD-R - Mdm 56 Kbps - LAN EN, Fast EN, Gigabit EN - MacOS X 10.1 - MacOS 9.2 with 64mb Nvidia video card (p/n: M8667LL/A)	
Aug-05	14	Cisco - Catalyst 2950, 24 10/100 with 2GBIC slots (p/n: WS-2950G-24EI)	
Aug-05	2	Compaq ProLiant DL380 G2 - Rack - 1 x PIII-S 1.4 GHz - L2 512 KB - RAM 256 MB - HD: none - CD - LAN EN, Fast EN - Server Configuration Utilities - Monitor none. (p/n: 253864-001)	
Aug-05	1	Compaq ProLiant ML370 G2-Tower-1 PIII 1.26 GHz-L2 512 KB-RAM 256 MB-HD:none-CD-LAN EN, Fast EN-Server Config Utilities-Mntr none(p/n:188547-001)	
Aug-05	1	COMPAQ-Network adapter-PCI 64-FC-AL-fiber optic-100 Mbps (p/n: 120186-B21)	
Aug-05	1	Epson PowerLite 811p - LCD projector (p/n: V11H066020)	

Aug-05	34	F3454 Radio Modem VRM650 with RD-Lap (p/n: F3454) / V500 with RD-Lap (p/n: V500) / FKN4367 cable (p/n:4367) / RRA4983 Antenna (p/n: RRA4983)
Aug-05	1	FUJITSU - M 3093DG - Flatbed scanner - Legal (8.5 in x 14 in) - monochrome - 400 x 400 dpi - SCSI-2 (p/n: CA02939-4326) / (
Aug-05	39	Gateway desktop computer E3600; VX720 17" Mitsubishi Color Monitor
Aug-05	16	Gateway desktop computer E4650; VX720 17" Mitsubishi color monitor
Aug-05	10	Gateway desktop computer E4650; (2) 18" LCD Flat Panel Display Analog-Digital
Aug-05	1	Gateway desktop computer E4650; (4) 18" LCD Flat Panel Display Analog-Digital
Aug-05	6	Gateway desktop computer E4650; VX1120 22" Mitsubishi Color Monitor
Aug-05	4	Gateway computer Profile 3 SE
Aug-05	7	Panasonic Toughbook CF28 with 13.3" XGA Touchscreen anti-reflective; Desk Port Replicator; air-auto Adaptor / 24X CD ROM / AC Adapter and Power Cord / Sierra Wireless On Line AirCard 300 Single type II PC Card, CDPD Adapter, hinged antenna,
Aug-05	1	SUN MICROSYSTEMS - SUN BLADE 100 WORKSTATION 500MHZ ULTRASPARC-LLE 256KB ON CHI (p/n: A36UQE1Z9U-D256CY) ; SUN MICROSYSTEMS - Sun Color Monitor Entry - Standard display - CRT - 17 (p/n: X7143A)
Sep-05	1	Cabletron - Nokia IP530 - remote access server rack mountable. 4 port (ID: NBB25300000) / IP530 3-yr Nokia Access 5x8 warranty (ID: NS35002530
Sep-05	6	Cisco Catalyst 2950, 24 10/100 w/2GBIC Slots (p/n: WS-2950G-24-EI)
Sep-05	1	Cisco Enterprise Catalyst 6509 Chassis (p/n:WS-C6509)
Sep-05	1	Compaq ProLiant DL380 G2-Rack-1xPIII-S 1.4 GHz-L2 512 KB-RAM 256 MB-HD: none-CD-LAN EN, Fast EN-Server Configuration Utilities-Monitor none. (p/n: 253864-001)
Sep-05	1	Compaq ProLiant ML370 G2-Tower-1xPIII 1.4 GHz-L2 512 KB-RAM 256 MB-HD: none-CD-LAN EN, Fast EN-Server Configuration Utilities-Monitor none (p/n: 235439-001)
Sep-05	1	Fluke Optiview Pro - Network monitoring device external 1 port - EN, Fast EN-TCP/IP, IPX/SPX (Part #OPV-PRO/PSVS)
Sep-05	2	Gateway desktop computer E3600; VX720 17" Mitsubishi Color Monitor
Oct-05	2	Cisco 3600 2-SLOT MODULAR ROUTER(PN CISCO3620)
Oct-05	5	Cisco Catalyst 2950, 48 10/100 w/2GBIC Slots(pn WS-C2950G-48-EI
Oct-05	1	Cisco Catalyst 2950, 48 10/100 w/2GBIC Slots(pn WS-C2950G-48-EI)
Oct-05	3	Compaq ProLiant DL360 G2 - Rack - 1 x PIII-S 1.4 GHz - L2 512 KB - RAM 256 MB - HD: none - CD - LAN EN, Fast EN, Gigabit EN - Server Configuration Utilities - Monitor none(PN 233271-001)

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Jan-06	1	Gateway desktop computer E6000; VX930 19" Color Monitor
Jan-06	137	Gateway computer Profile 4 LS
Jan-06	1	HP DesignJet 1055cm - Color - Roll A0 (36 in x 300 ft), A4 Long (8.25 in x 13.7 in) - 1200 dpi x 1200 dpi - thermal inkjet 13 sq.m/hour (color) - 64 MB - EN, Fast EN (PN C6075B#ABA)
Jan-06	1	HP DesignJet 5500 PRINTER 256MB PLOT 40G HP GL/2 60 PS DYE (PN Q1254A#ABA)
Jan-06	9	HP LaserJet 2200dtn
Jan-06	25	HP LaserJet 4100dtn (PN: C8052A#ABA)
Jan-06	12	Panasonic Toughbook CF28 with 13.3" XGA Touchscreen anti-reflective; Panasonic Port Replicator (p.n. CF-VEB272AW) / Air Auto Adaptor / Removable disk drive - CD-ROM - 24x (read) - plug-in module / Power adapter - external - 1 output connector(s) / Sierra Wireless On Line AirCard 300 Single type II PC Card, CDPD Adapter, hinged antenna
Mar-06	2	Cisco - ADTRAN modules: ADTRAN T3SU 300 - DSU/CSU - rack-mountable (PN 1200217L2)/ (Qty 1) ADTRAN MAINTENANCE 5X8XNBD 3YR F-SVCS ATLAS 550 (PN: 1100301M7)
Mar-06	2	Gateway computer Profile 4b LS
Mar-06	1	HP DesignJet Copier-printer-scanner cc800ps - Color - thermal inkjet - A0 (33.1 in x 46.8 in), ARCH E (36 in x 48 in), Roll (42 in) - 2400 dpi x 1200 dpi - 22.9 sq.m/hour (mono) - 17.6 sq.m/hour (color) - EN, Fast EN (PN Q1262A#ABA)
Mar-06	1	HP LaserJet 4600dtn (color) printer
Mar-06	4	HP LaserJet 8150dn printer
Mar-06	1	Lanier-Ricoh 2138 CMF laserjet color printer-scanner, 192MB Mem, 38ppm/28ppm, 4 500 sheet drawers, & Bypass tray--envelopes feed thru bypass tray. Trays hold 12" x 18" paper. Input capacity 1,600. (PN 4791363)/ Auto Document Feeder for the 2138CMF (PN 4810333)
Mar-06	1	Lanier-Ricoh 2138 DL laserjet color printer, 192MB Mem, 38ppm/28ppm, 3 drawers (2 500 sheet, 1 2000 sheet) & Bypass tray (PN 4791359)
Mar-06	6	Panasonic Ruggedized Toughbook CF 28 P3/800 256MB 30G 13TCH WXP-2K AC PF CM (PN CF-28PTJGZQM) / AIR-AUTO ADAPTOR (PN PA1540-201) / Floppy cable - 25 pin D-Sub - male / Removable disk drive - CD-ROM - 24x (read) - plug-in module / (Qty 1) External power adapter - 1 output connector(s)
Apr-06	1	CD-DVD duplicator: BRAVO DVD PUBLISHER 25-DISK DVD/CD DUPL/INKJET PRINTER COMBO (PN: 62703)/

Expires	Asset #	Description
Apr-06	3	COMPAQ - Compaq ProLiant DL360 G2 - Rack - 1 x PIII-S 1.4 GHz- L2 512 KB - RAM 256 MB - HD: none - CD - LAN EN, Fast EN, Gigabit EN -Monitor none. (PN: 251247-001)
Apr-06	1	Compaq ProLiant DL380 G2 - Rack - 1 x PIII-S 1.4 GHz - L2 512 KB - RAM 256 MB - HD: none - CD - LAN EN, Fast EN - Monitor none (p/n: 253864-001)
Apr-06	2	Epson PowerLite 811p - LCD projector - 2000 ANSI lumens - 1024 x 768 (PN: V11H066020
Apr-06	1	Fujitsu M 4097D VRS - Path-through scanner - monochrome - 11.7 in x 17 in - 400 x 400 dpi - SCSI-2 Fast (PN: CG01000-478001)
Apr-06	16	Gateway computer Profile 4b LS
Apr-06	5	Gateway desktop computer E4000; VX730 17" Color Monitor
Apr-06	3	Gateway desktop computer E6000; VX730 17" Color Monitor
Apr-06	10	Gateway desktop computer E6000; VX1120 22" Mitsubishi Monitor
Apr-06	3	HP LaserJet 8150dn printer
Apr-06	1	Sun Microsystems: SUN BLADE 150 workstation 650MHZ ULTRASPARC LLI, 512KB ON CHIP L2 CACHE, 512MBYTE SDRAM, XVR 500 GRAPHICS CARD, 40GBYTE INTRENAL DISK, DVD, SMARTCARD, 1.44MB FLOPPY (PN: A41-UTA19A-512M-DK); SUN MICROSYSTEMS - 21-INCH COLOR MONITOR
Apr-06	1	Tally Printer - T2130/24 - 24-WIRE PRINTER, WIDE CARRIAGE, IEEE 1284 (PN: 044823)/
May-06	49	Gateway desktop computer E-4000; VX730 17" Color Monitor
May-06	14	Gateway computer Profile 4b LS

*** Cycle will repeat for next 3 year period.

SCHEDULE B: REPLACEMENT STANDARDS MINIMUM GUIDELINES

(Guidelines only for price comparisons only – actual models will be selected from published price list
with discount applied)

	Standard Computer or All-In-One computer	Workstation	Standard Laptop
Processor	Pentium 4 1.8 GHz	Pentium 4 2.0 GHz	Pentium 4 2.0 GHz
Cache	256K Integrated Cache	256K Integrated Cache	256K Integrated Cache
Memory	512 MB	512 MB	512 MB
Hard Drive	40 GB	80 GB	60 GB
Operating System	Windows 2000	Windows 2000	Windows 2000
File System	NTFS	NTFS	NTFS
Monitor/Display	17" Color	21" Color	15" CTFT
Graphics	Integrated 32 MB AGP graphics	128 MB Nvidia GeForce4 MX440G graphics controller w/ TV out	Integrated 64 MB video adapter
USB ports	2	4	2
Serial ports	2	2	2
Parallel ports	1	1	1
PS2 ports	1	2	1
Firewire ports	1	1	1
Expansion Slots	3 PCI, 1 AGP	4 PCI, 1AGP	2 PCMCIA type II
Expansion Bays	6 bay	7 bay	
Floppy	3.5" 1.44MB diskette drive	3.5" 1.44MB diskette drive	3.5" 1.44MB diskette drive
Audio	Integrated Sound	Integrated Sound	Integrated Sound
Speakers	Integrated or Add on	Integrated or Add on	Integrated
NIC	Integrated 10/100 BaseT Ethernet adapter	Integrated 10/100 BaseT Ethernet adapter	Integrated 10/100 Ethernet
Keyboard	104 keyboard	104 keyboard	104 keyboard
Mouse	Standard 2 button mouse	Standard 2 button mouse	Integrated
CD-ROM	Internal 48X-24x-48x CDRW	Internal 48x-24x-48x CDRW	Internal 24X-10x-24 CDRW / 8x DVD combo
Modem	Option only	Option only	Integrated 56K Modem
Power	AC	AC	AC Adapter/ NIMH Battery
Security Features	Power-On Password, Set Up Password, Removable Media Write/Boot Control, Port (serial, parallel, USB) control	Power-On Password, Set Up Password, Removable Media Write/Boot Control, Port (serial, parallel, USB) control	Power-On Password, Set Up Password, Removable Media Write/Boot Control, Port (serial, parallel, USB) control
Options:	Modem, Additional memory, Additional Hard drive, CD-RW, 21" monitor, Flat Panel Monitor	Modem, Additional memory, Additional Hard drive, CD-RW, 17" monitor, Flat Panel Monitor	Docking station/port replicator, integrated sound and speakers, additional memory, additional hard drive, keyboard, mouse, 17" monitor, 21" monitor, carrying case, additional NIMH battery, Additional AC adapter
Warranty	3 year next business day on-site warranty (parts and service)	3 year next business day on-site warranty (parts and service)	3 year next business day on-site warranty (parts and service)

Equipment	Preferred Manufacturer	Model(s)	Options
Printer	Hewlett Packard	8150DN, 4300DN, 2200DTN	Automatic Envelope Feeder, Duplex Unit, 2000 sheet input tray, 500 sheet input tray, memory upgrade, AS400 print card
Printer	Lanier	2145	Automatic Envelope Feeder, Duplex Unit, 2000 sheet input tray, 500 sheet input tray, memory upgrade
Color Printer	Hewlett Packard	8500DN, 4600DN	Automatic Envelope Feeder, Duplex Unit, 2000 sheet input tray, 500 sheet input tray, memory upgrade
Color Printer	Lanier	2138 CMF	Automatic envelope feeder, duplex unit, 2000 sheet input tray, 500 sheet input tray, memory upgrade
Plotter	Hewlett Packard	Designjet 500ps, 800ps, 5500ps	Roll feed spindle assembly, memory upgrade, stand,
Miscellaneous Printers	Epson, Tally, IBM	Stylus 3000, DFX 5000+, Tally T6065, Tally T6101, IBM 6400, IBM 6400-OP, IBM Quietized Matrix, Lexmark 4227Plus, Genicom 5050E	Various.
Miscellaneous monitors	Viewsonic	PF775	N/A
Scanners	Vidar, Fujitsu, OCE, HP, Epson	Various	Various
Server	Compaq	Various	Various
Server	IBM/Sun	Various	Various
Projectors	Epson/NEC	Powerlite 7350. NEC 811	Replacement lamp, wheeled case
Wireless Modem	Motorola	CF-WMED271CDP	N/A
Radio Modem	Motorola	F3454 VRM650 w/ RD-LAP	
Ruggedized Laptop	Panasonic	CF28	24X CD-ROM drive, keyboard, Super disk pack, port replicator, battery, FDD cable, battery charger, AC adapter, memory upgrade, auto adapter
Apple	Apple	PowerMac G3	Various
ATM switch	Omni	9wx, 5wx	Various
Hubs, Routers, and Switches	Cisco	Various	Various
RS6000	IBM	RS6000	Additional processor, additional memory, modem, mouse, and other available options.

**Price Proposal
Purchase Option**

Item NO.	Product Description	Est. Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit (b)	Total Discounted Price (a*b)
	Example: Mfg: ABC Co. Model# 123	50	EA	State Contract	\$ 1,650.00	10.00%	\$ 1,485.00	\$ 74,250.00
Lot B Purchase of Computers and Projectors								
Item NO.	Product Description	Est. Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit (b)	Total Discounted Price (a*b)
B-1	Price to Purchase Standard Desktop Computer Mfg: Gateway Model: E4100	500	EA	Manufacturer List	\$ 1,511.00	23.15%	\$ 1,161.20	\$580,600.00
B-2	Discount offered on the purchase of the Compaq Desktop Computer Mfg: Compaq Model: Any model #		EA	State Contract GEM pricing		0.00%		
B-3	Price to purchase All in One Desktop Computer Mfg: Gateway Model: Profile 4LS	500	EA	Manufacturer List	\$ 1,848.00	16.15%	\$ 1,549.55	\$ 774,775.00
B-4	Price to purchase Standard Workstation Computer Mfg: Gateway Model: E-6100	200	EA	Manufacturer List	\$ 2,261.00	23.15%	\$ 1,737.58	\$ 347,516.00
B-5	Price to purchase Standard Laptop Computer (note: replace every two years) Mfg: Gateway Model: 600E	300	EA	Manufacturer List	\$ 2,074.00	18.15%	\$ 1,697.57	\$ 509,271.00
B-6	Price to purchase of Toshiba Notebook Computer (note: replace every two years) Mfg: Toshiba Model:		EA	Manufacturer List		5.00%		
B-7	Price to purchase Miscellaneous Monitor MFG: Viewsonic Model: PF775	20	EA	Manufacturer List	\$ 315.00	19.25%	\$ 254.36	\$ 5,087.20
	Warranty 3 Year	20	EA	Manufacturer List	\$ 36.00	25.00%	\$ 27.00	\$ 540.00
	Totals:				\$ 351.00		\$ 281.36	\$ 5,627.20

**Price Proposal
Purchase Option**

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Lot B Purchase of Computers and Projectors

Item NO.	Product Description	Est. Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit (b)	Total Discounted Price (a*b)
	Price to Purchase Projectors preferred Mfg: Epson Model: 811P	15	EA	Manufacturer List	\$ 4,249.00	41.50%	\$ 2,485.67	\$ 37,285.05
	Warranty (3 Yr NBD Exchange)	15	EA	Manufacturer List	\$ 1,047.00	41.50%	\$ 612.50	\$ 9,187.50
	Epson 811P Totals					41.50%	\$ 3,098.17	\$ 46,472.55
	or MFG: Epson Model: 735C	5	EA	Manufacturer List	\$ 5,049.00	41.50%	\$ 2,953.67	\$ 14,768.35
	Warranty (3 Yr NBD Site Exchange)	5	EA	Manufacturer List	\$ 1,047.00	41.50%	\$ 612.50	\$ 3,062.50
	Epson 735C Totals						\$ 3,566.17	\$ 17,830.85
	or MFG: NEC Model: MT860	5	EA	Manufacturer List	\$ 3,495.00	39.25%	\$ 2,123.21	\$ 10,616.05
	Warranty (3 Yr On Site Exchange)	5	EA	Manufacturer List	\$ 2,097.00	10.50%	\$ 1,876.82	\$ 9,384.10
	NEC MT860 Totals						\$ 4,000.03	\$ 20,000.15
	Discount offered on the purchase proposed MFG: Model:		EA		N/A	N/A	N/A	N/A
B-9	Price to purchase ruggedized Laptop Mfg: Panasonic Model: CF28	100	EA	Manufacturer List	\$ 3,459.00	20.00%	\$ 2,767.20	\$ 276,720.00
B-10	Discount offered on the purchase of Apple computer Mfg: Apple Model:		EA	Manufacturer List		5.00%		
Total Purchase Price for Lot B (note: Items B-2,B-6 and B-10 are not included in Lot B Total Price)						\$ 2,578,812.75		

Lot C- Purchase of Printers and Scanners

C-1	Price to purchase Standard Printer Mfg: Hewlett Packard Model: HP4200DTN	100	EA	State Contract	\$ 1,722.00	1.00%	\$ 1,704.78	\$ 170,478.00
	Warranty (3 Yr)	100	EA	State Contract	\$ 331.55	30.00%	\$ 232.09	\$ 23,209.00
	Totals						\$ -	\$ 193,687.00
C-2	Price to purchase Standard Color Printer Mfg: Lanier Model: 2138DL	10	EA	State Contract	\$ 5,002.00	2.00%	\$ 4,901.96	\$ 49,019.60
	Warranty	10	EA	State Contract	\$ 1,350.00	5.00%	\$ 1,282.50	\$ 12,825.00
	Totals						\$ -	\$ 61,844.60
C-3	Price to purchase Standard plotters(s) Mfg: HP Model: DesignJet 800PS	20	EA	State Contract	\$ 4,448.00	1.00%	\$ 4,403.52	\$ 88,070.40
	Warranty	20	EA	State Contract	\$ 1,139.05	30.00%	\$ 797.34	\$ 15,946.80
	Totals						\$ -	\$ 104,017.20
C-4	Price to purchase Standard plotters(s) Mfg: HP Model: LaserJet 3320NMFP	5	EA	State Contract	\$ 769.00	1.00%	\$ 761.31	\$ 3,806.55
	Warranty	5	EA	State Contract	\$ 309.00	30.00%	\$ 216.30	\$ 1,081.50
	Totals						\$ -	\$ 4,888.05
C-5	Price to purchase Standard plotters(s) Mfg: Hewlett Packard Model: Jet Direct 310X	10	EA	State Contract	221.26	1.00%	\$ 219.05	\$ 2,190.50
	Warranty (3 Yr. Return)			State Contract	0	0.00%	\$ -	\$ -
	Totals						\$ -	\$ 2,190.50

**Price Proposal
Purchase Option**

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Purchase Option								
Lot C- Purchase of Printers and Scanners								
Item NO.	Product Description	Est Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Total Discounted Price (a*b)
C-6	Price to Purchase Miscellaneous Printers MFG: Tally Model: T2130	5	EA	Manufacturer List	\$ 769.00	30.15%	\$ 537.15	\$ 2,685.75
	Warranty(3 Years)	5	EA	State Contract	\$ 405.00	5.00%	\$ 384.75	\$ 1,923.75
	Totals						\$ -	\$ 4,609.50
	MFG: Genicom Model: 5100FS	5	EA	Manufacturer List	\$ 8,290.00	36.15%	\$ 5,293.17	\$ 26,465.85
	Warranty(3 Years) Must be purchased direct from Genicom			N/A	N/A	N/A	N/A	N/A
	Discount Offered on the purchase of proposed MFG: OKIDATA Model:ANY		EA	State Contract		3.00%		
	Discount offered on the purchase of proposed MFG: Model:		EA					
C-7	Price to Purchase Standard Scanner MFG: Fujitsu Model: 4097D w/VRS option	10	EA	Manufacturer List	\$ 8,995.00	36.15%	\$ 5,743.31	\$ 57,433.10
	KOFAX 850 Adrenalin Card	10	EA	Manufacturer List	\$ 1,495.00	34.15%	\$ 984.46	\$ 9,844.60
	Warranty Year 1	10	EA	Manufacturer List	\$ 941.71	11.00%	\$ 838.12	\$ 8,381.20
	Warranty (Years 2&3)	10	EA	Manufacturer List	\$ 2,990.00	11.00%	\$ 2,661.10	\$ 26,611.00
	Totals:							\$ 102,269.90
C-8	Price to Purchase Miscellaneous Scanner(s) MFG: Model:		EA					
	Total Purchase Price for Lot C (note: Items C-8 is not included In Lot C Total Price)					\$	499,972.60	
	Purchase Option Grand Total- Lot B + Lot C					\$	3,078,785.35	
Lot D- Purchase of Servers and MISC Network Equipment								
D-1	Discount offered to Purchase Standard Server MFG: Compaq (HP) Model:		EA	State Contract GEM Pricing		0.00%		

D-2	Discount Offered to Purchase Standard SAN MFG: Compaq (HP) Model:	EA	State Contract GEM Pricing	0.00%	
D-3	Discount Offered to Purchase Misc. Server MFG: SUN Model:	EA	Manufacturer List	16.15%	
	Warranty (3 Year)	EA	Manufacturer List	10.15%	

Purchase Option

Item NO.	Product Description	Est. Qty (a)	Units	Source of Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Total Discounted Price (a*b)
D-4	Discount offered on the Purchase of Mainframe Server MFG: IBM Model: P Series		EA	Manufacturers List		30.00%		
	Warranty			Manufacturers List		6.00%		
D-5	Discount offered on the Purchase of Other Server MFG: IBM Model: RS6000		EA	Manufacturers List		10.00%		
	Warranty		EA	Manufacturers List		6.00%		
<u>Lot E- Purchase of Misc. Routers and Network Equipment</u>								
E-1	Discount Offered on the purchase of Misc. Routers, Switches Network Equipment Model: Cisco		EA	State Contract		7.15%		
	Warranty		EA	State Contract		10.15%		
<u>Lot F- Purchase of Network Diagnostic Equipment</u>								
F-1	Discount offered on the purchase of Network Diagnostic Equipment MFG: Fluke Model: NT-PRO		EA	Manufacturers List		7.00%		
	Warranty			Manufacturers List		0.00%		
<u>Lot G- Purchase of Firewall Appliances</u>								
G-1	Discount Offered on the purchase of Firewall Appliance MFG: Nokia Model: 530		EA	Manufacturers List		18.00%		
	Warranty (3 Year)			Manufacturers List		6.00%		

Price Proposal Lease Option

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Item NO.	Product Description	Est Qty (a)	Units	Source of Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Monthly Unit Lease Price(b)	Total Monthly Lease Price (a*b)
Ex:	Example: Price to Lease Units ABC Co. Mfg: Model: 123	1800	MO	State Contract	\$ 1,650.00	10.00%	\$ 1,485.00	\$ 41.25	\$ 74,250.00

Lot J - Monthly Lease of Computers and Projectors

Item NO.	Product Description	Est Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Monthly Unit Lease Price (b)	Total Monthly Lease Price (a*b)
J-1	Price to Lease Standard Desktop Computer Term: 36 Months Mfg: Gateway Model: E4100	18000	MO	Manufacturer List	\$ 1,511.00	23.15%	\$ 1,161.20	\$ 33.91	\$ 610,380.00
J-2	Discount Offered on the Lease of the Compaq Desktop Computers Term: 36 months Mfg: Compaq		MO	State Contract Gem Pricing		0.00%			
J-3	Price to lease All in One Desktop Computer QTY: 500 Term: 36 months Mfg: Gateway Model: ProfileLS	18000	MO	Manufacturer List	\$ 1,848.00	16.15%	\$ 1,549.55	\$ 45.25	\$ 814,500.00
J-4	Price to lease Standard Workstation Computer QTY :200 each Term: 36 months Mfg: Gateway Model: E6100	7200	MO	Manufacturer List	\$ 2,261.00	23.15%	\$ 1,737.58	\$ 50.74	\$ 365,328.00
J-5	Price to lease Standard Laptop Computer (note: replace every two years) Qty : 300 each Term: 24 months Mfg: Gateway Model: 600E	7200	MO	Manufacturer List	\$ 2,074.00	18.15%	\$ 1,697.57	\$ 70.11	\$ 504,792.00
J-5a	Price to lease Standard Laptop Computer (note: replace every three years) Term: 36 months Mfg: Gateway Model: 600E	10800	MO	Manufacturer List	\$ 2,074.00	18.15%	\$ 1,697.57	\$ 49.57	\$ 535,356.00
J-6	Discount Offered on lease of Toshiba Notebook Computer (note: replace every two years) Mfg: Toshiba		MO	Manufacturer List		5.00%			
J-6a	Discount Offered on lease of Toshiba Notebook (note: replace every three years) Mfg: Toshiba		MO	Manufacturer List		5.00%			

**Price Proposal
Lease Option**

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Item NO.	Product Description	Est. Qty (a)	Units	Source of Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Monthly Unit Lease Price(b)	Total Monthly Lease Price (a*b)
Ex:	Example: Price to Lease Units ABC Co. Mfg: Model: 123	1800	MO	State Contract	\$ 1,650.00	10.00%	\$ 1,485.00	\$ 41.25	\$ 74,250.00

Lot J - Monthly Lease of Computers and Projectors

Item NO.	Product Description	Est Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Monthly Unit Lease Price (b)	Total Monthly Lease Price (a*b)
J-1	Price to Lease Standard Desktop Computer Term: 36 Months Mfg: Gateway Model: E4100	18000	MO	Manufacturer List	\$ 1,511.00	23.15%	\$ 1,161.20	\$ 33.91	\$ 610,380.00
J-2	Discount Offered on the Lease of the Compaq Desktop Computers Term: 36 months Mfg: Compaq		MO	State Contract Gem Pricing		0.00%			
J-3	Price to lease All in One Desktop Computer QTY: 500 Term: 36 months Mfg: Gateway Model: ProfileLS	18000	MO	Manufacturer List	\$ 1,848.00	16.15%	\$ 1,549.55	\$ 45.25	\$ 814,500.00
J-4	Price to lease Standard Workstation Computer QTY :200 each Term: 36 months Mfg: Gateway Model: E6100	7200	MO	Manufacturer List	\$ 2,261.00	23.15%	\$ 1,737.58	\$ 50.74	\$ 365,328.00
J-5	Price to lease Standard Laptop Computer (note: replace every two years) Qty : 300 each Term: 24 months Mfg: Gateway Model: 600E	7200	MO	Manufacturer List	\$ 2,074.00	18.15%	\$ 1,697.57	\$ 70.11	\$ 504,792.00
J-5a	Price to lease Standard Laptop Computer (note: replace every three years) Term: 36 months Mfg: Gateway Model: 600E	10800	MO	Manufacturer List	\$ 2,074.00	18.15%	\$ 1,697.57	\$ 49.57	\$ 535,356.00
J-6	Discount Offered on lease of Toshiba Notebook Computer (note: replace every two years) Mfg: Toshiba		MO	Manufacturer List		5.00%			
J-6a	Discount Offered on lease of Toshiba Notebook (note: replace every three years) Mfg: Toshiba		MO	Manufacturer List		5.00%			

Lot H- Lease Financing lots H Through N

H-1	Rate for Financing Softcosts	0.0307 See rates below		

* Softcosts include all non-returnable items such as installation, software, warranty, integration, etc.) If tax exempt rate program is used, rate is to include all filing; IRS 8038G, equipment schedules and UCCI filing

End of Lease (Purchase Option):

The county may at its sole option purchase all or part of the leased equipment at its residual value, if applicable, or at one dollar (\$1.00) if no residual value is taken. The residual value will be defined as a percentage of the discounted unit price used to derive the monthly lease price. If using residual values, complete the table of residual Values below.

ITEM NO.	Lease Terms	Description	Residual Value (% Discounted Unit Price)	Lease Rate Factor Fixed
J-1	36	Standard Desktop Computer	3%	0.0292
J-2	36	Compaq Desktop Computer	3%	0.0292
J-3	36	All-in-One Desktop Computer	3%	0.0292
	36	Standard Workstation Computer	3%	0.0292
J-5	24	Standard Laptop Computer	6%	0.0413
J-6	24	Toshiba Notebook Computer	6%	0.0413
J-7	36	Miscellaneous Monitor	3%	0.0292
J-8	36	Projector	5%	0.0289
J-9	36	Ruggedized Laptop	4%	0.0289
J-10	36	Apple Computer	3%	0.0292
K-1	36	Standard Printer	5%	0.0286
K-2	36	Standard Color Printer	5%	0.0286
K-3	36	Standard Plotter	5%	0.0286
K-4	36	Standard Multifunction Printer	5%	0.0286
K-5	36	Standard Print Server	5%	0.0286
K-6	36	Miscellaneous Printer	5%	0.0286
K-7	36	Standard Scanner	5%	0.0286
K-8	36	Miscellaneous Scanner	5%	0.0286
L-1	36	Standard Server	5%	0.0286
L-2	36	Standard SAN	5%	0.0286
L-3	36	Miscellaneous Server	5%	0.0286
L-4	72	Mainframe Server	\$1.00	0.0169
L-5	36	Other Server	5%	0.0286
M-1	36	Miscellaneous Network Equipment	5%	0.0286
N-1	36	Network Diagnostic Equipment	5%	0.0286
P-1	36	Firewall Appliance	5%	0.0286

*** Please note under our TOY lease proposal Seminole County pays no Property Taxes

This will save the county tens of thousands of Tangible Tax dollars***

**Price Proposal
Lease Option**

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Item NO.	Product Description	Est. Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit	Monthly Unit Lease Price (b)	Total Monthly Lease Price (a*b)
	Price to lease Misc. Monitor Est. Qty: 20 Term: 36 mos MFG: Viewsonic Model: PF775	720	MO	Manufacturer List	\$ 315.00	19.25%	\$ 254.36	\$ 7.43	\$ 5,349.60
	Warranty 3 Year NBD Exchange	720	MO	Manufacturer List	\$ 36.00	25.00%	\$ 27.00	\$ 0.79	\$ 568.80
	Totals	720	MO	Manufacturer List	\$ 351.00		\$ 281.36	\$ 8.22	\$ 5,918.40
J-8	Price to lease Projectors preferred Mfg: Epson Est. Qty: 25 Term: 36 mos. Model: 811P	540	MO	Manufacturer List	\$ 4,249.00	41.50%	\$ 2,485.67	\$ 71.84	\$ 38,793.60
	Warranty 3 Year NBD Exchange	540	MO	Manufacturer List	\$ 1,047.00	41.50%	\$ 612.50	\$ 17.70	\$ 9,558.00
	Totals							\$ 89.54	\$ 48,351.60
	MFG: Epson Est. Qty: 5 Term: 36 mos Model: 735C	180	MO	Manufacturer List	\$ 5,049.00	41.50%	\$ 2,953.67	\$ 85.36	\$ 15,364.80
	Warranty 3 Year NBD Exchange	180		Manufacturer List	\$ 1,047.00	41.50%	\$ 612.50	\$ 17.70	\$ 3,186.00
	Totals							\$ 103.06	\$ 18,550.80
	or MFG: NEC Est. Qty: 5 Term: 36 mos. Model: MT860	180	MO	Manufacturer List	\$ 3,495.00	39.25%	\$ 2,123.21	\$ 61.36	\$ 11,044.80
	Warranty 3 Year NBD Exchange	180	MO	Manufacturer List	\$ 2,097.00	10.50%	\$ 1,876.82	\$ 54.24	\$ 9,763.20
	Totals							\$ 115.60	\$ 20,808.00
	Discount offered on the lease of proposed MFG: Term: Model:		MO	N/A		N/A			
J-9	Price to lease ruggedized laptop Mfg: Panasonic Term: 36 Mos Est. Qty: 100 Model: CF28	3600	MO	Manufacturer List	\$ 3,459.00	20.00%	\$ 2,767.20	\$ 79.97	\$ 287,892.00
J-10	Discount offered on the lease of Apple computer Term: 36 Mos. Mfg: Apple		MO	Manufacturer List		5.00%			
	Total Lease Price for Lot J (note: Items J-2, J-6 and J-10 are not included in Lot J Total Lease Price)						<u>\$3,211,876.80</u>		

K-1	Price to lease Standard Printer Est. Qty: 100 Term: 36 mos MFG: Hewlett Packard Model: HP4200DTN	3600	MO	State Contract	\$ 1,722.00	1.00%	\$ 1,704.78	\$ 48.76	\$ 175,536.00
	Warranty 3 Year On-site NBD	3600		State Contract	\$ 331.55	30.00%	\$ 232.09	\$ 6.64	\$ 23,904.00
	Totals						\$ 1,936.87	\$ 55.39	\$ 199,440.00
K-2	Price to lease Standard Color Printer Est. Qty: 10 each Term: 36 mos. Mfg: Lanier Model: 2138DL	360	MO	State Contract	\$ 5,002.00	2.00%	\$ 4,901.96	\$ 140.20	\$ 50,472.00
	Warranty 3 Year On-site NBD	360		State Contract	\$ 1,350.00	5.00%	\$ 1,282.50	\$ 36.68	\$ 13,204.80
	Totals						\$ 6,184.46	\$ 176.88	\$ 63,676.80
K-3	Price to lease Standard plotters(s) Est. Qty: 20 each Term: 36 mos. Mfg: Hewlett Packard Model: DesignJet 800PS	720	MO	State Contract	\$ 4,448.00	1.00%	\$ 4,403.52	\$ 125.94	\$ 90,676.80
	Warranty 3 Year On-site NBD	720	MO	State Contract	\$ 1,139.05	30%	\$ 797.34	\$ 22.80	\$ 16,416.00
	Totals						\$ -	\$ 148.74	\$ 107,092.80

**Price Proposal
Lease Option**

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Lot L- Lease of Servers and MISC Network Equipment

Item NO.	Product Description	Est. Qty (a)	Units	Source Published List Price	Published Price per unit	Discount Off Published List Price	Discounted Price Per Unit (b)	Monthly Unit Lease Price	Total Monthly Lease Price (a*b)
L-1	Discount offered to lease Standard Server Term: 36 mos. MFG: Compaq (HP) Model:		Mo	State Contract GEM Pricing		0.00%			
L-2	Discount Offered to Lease Standard SAN Term: 36 Mos. MFG: Compaq (HP) Model:		Mo	State Contract GEM Pricing		0%			
L-3	Discount Offered to Lease Misc. Server Term: 36 Mos. MFG: SUN Model:		Mo	Manufacturer List		16.15%			
	Warranty		Mo	Manufacturer List		10.15%			
L-4	Discount offered on Lease of Mainframe Server Term: 72 Mos. MFG: IBM Model: PSeries		Mo	Manufacturer List		30.00%			
L-5	Discount offered on the Lease of Other Server Term: 36 Mos. MFG: IBM Model:RS6000		Mo	Manufacturer List		10.00%			

Lot M- Lease of Misc. Routers and Network Equipment

M-1	Discount Offered on the Lease of Misc. Routers, Switches Network Equipment Term: 36 Mos. Model: Cisco		Mo	State Contract		7.15%			
	Warranty Smartnet		Mo	State Contract		10.15%			

Lot N- Lease of Network Diagnostic Equipment

N-1	Discount offered on the Lease of Network Diagnostic Equipment Term: 36 Mos. MFG: Fluke Model:NT Pro		Mo	Manufacturer List		7%			
	Warranty		Mo	Manufacturer List		0%			

Lot P- Lease of Firewall Appliances

P-1	Discount Offered on the Lease of Firewall Appliance Term: 36 Mos. MFG: Nokia Model:530		Mo	Manufacturer List		18%			
	Warranty		Mo	Manufacturer List		6%			

SCHEDULE "C" (DISCOUNTS, SAMPLE PRICES AND RATE FACTORS)

Price proposal

- Quantity of existing equipment to be replaced will be used to derive to the Total Price.
- These prices and hardware specifications are being used for bid comparison purposes only. Actual orders will be priced according to discount listed off published price. Items that are listed as stated manufacture **MUST BE** quoted as brand name **ONLY**. Items that are listed as preferred can be *brand name or equal*.
- Compaq desktops and Toshiba laptops have been included due to special configuration requirements and will only be ordered to support special equipment/applications.
- Please attach individual quotes and specifications for discounted price per unit.

Lot A – Deinstall and install of new equipment

Item No.	Description	Est Qty	Units	Unit Price	Total Price
A-1	New desktops to be installed, configured and added to the network. The unit price includes both the deinstall of the old desktop and the installation of the new.	1,000	EA	140	\$140,000
A-2	New workstations to be installed, configured and added to the network. The unit price includes both the deinstall of the old workstation and the installation of the new.	200	EA	140	\$28,000
A-3	New laptops/ruggedized laptops to be installed, configured and added to the network. The unit price includes both the deinstall of the old laptop/ruggedized laptop and the installation of the new.	400	EA	140	\$56,000
LOT A – TOTAL PRICE					\$224,000