

REGULAR MEETING

April 07, 2025
6:30 p.m.

MEMORANDUM

G.5 Approve Teacher and Student Devices

Mr. Sederlund

RECOMMENDED MOTION: “That the Chippewa Valley Schools Board of Education approve Sehi Computer Products, Inc. for the district-wide purchase of teacher and student devices totaling \$9,792,528.50 for the Technology Department.”

RATIONALE: Aggressive pricing was obtained through the public bidding process RFP 15.2425B.

The proposals were reviewed by the Building and Site Sub-committee on March 3, 2025. Funding will come from the 2018 Building & Site Fund.

Bid Tally

Chippewa Valley Schools

Teacher and Student Devices

RFP #15.2425B

Bid Opening: Wednesday, February 12, 2025 at 10:30 a.m.

Bidder Name	Addendums (2)	Affidavits (4)	Cost Proposal				Voluntary Alternate	Notes
			Section A: Teacher Portable Devices	Section B: Student Laptops	Section C: Classroom Desktop Workstations	Section D: Device Buyback/ Recycle		
Sehi	✓	✓✓✓	\$ 543,073. ⁵⁰	\$ 8931,560. ⁰⁰	\$ 1,079,695. ⁵⁰	N/A	\$959,795. ⁵⁰	
People Driven Technology	✓	✓✓✓	\$ 661,504. ⁰⁰	\$ 7,892,425. ⁰⁰	\$ 1,121,256. ⁰⁰	\$ 404,962. ⁵⁰		
HPI International	✓	✓✓✓	\$ 748,269. ⁰⁰	\$ NO Bid	NO Bid	NO Bid		
AGiRepair Inc	✓	✓✓✓	NO Bid	NO Bid	NO Bid	\$ 180,700. ⁰⁰		
Tech Defenders	N/A	✓✓✓	NO Bid	NO Bid	NO Bid	\$ 1,014,200. ⁰⁰ \$ 373,000. ⁰⁰		
Motor City Computer	✓	✓✓✓	NO Bid	NO Bid	NO Bid	\$ 961,125. ⁰⁰		
The Repair Depot LLC	✓	✓✓✓	\$ 340,000	\$ 892,500.	NO Bid	NO Bid	N/A	
Virtucom	✓	✓✓✓	\$ 680,850. ⁰⁰	\$ 8,142,000	\$ 1,044,000	NO Bid	N/A	

Prepared By: Margie Dwyer

Witnessed By: [Signature]

Date: 2/12/2025

Date: 2/12/25

Chippewa Valley Schools

RFP #15.2425B

[illegible]

Date: _____

Date: _____



CHIPPEWA VALLEY SCHOOLS

19120 Cass Avenue, Clinton Township, MI 48038
(586)-723-2000 FAX (586) 723-2001

Inspiring and empowering learners to achieve a lifetime of success.

March 3, 2025

Mr. Scott Sederlund
Assistant Superintendent of Business and Operations
Chippewa Valley Schools
19120 Cass Avenue
Clinton Township, MI 48038

Re: Teacher and Student Devices RFP 15.2425B

Dear Mr. Sederlund,

Chippewa Valley Schools Technology Staff and Business Department have evaluated the bid proposals for RFP 15.2425B – Teacher and Student Devices. The RFP calls for the purchase and deployment of three types of computer devices totaling 13,250 devices. The bid also includes the buyback and recycling of 14,000 older devices that are being replaced. The bid contains four distinct sections addressing each part of this project.

Nine bid responses were received with some bids containing proposals for all four sections and others only on specific sections. Pricing details can be found on the attached chart. Please note that the pricing for Section D is a credit to the district.

Post-bid meetings were held by the CVS Technology staff with five bidders. After reviewing all bids, we recommend that the Chippewa Valley Schools Board of Education award each section of the bid to the vendors named below.

Device Purchase Recommendation

Bid Sections A-C	Recommended Vendor	Total Cost
Section A: 850 Teacher Portable Devices	Sehi	\$543,073.50
Section B: 11,500 Student Laptops	Sehi	\$8,431,560.00
Section C: 900 Teacher Desktop Stations	Sehi (voluntary alternate option for memory and monitor replacement)	\$817,895.00
Total Project Cost		\$9,792,528.50

Device Buyback / Recycle Recommendation

Bid Section D	Recommended Vendor	Total Cost
Buyback and Recycling of Older Devices Credit to district	Motor City Computers (waiting on minimum guaranteed amount)	\$480,000 - \$961,125

For Section A, the recommended bidder is Sehi, the third lowest bidder. The lowest bidder proposed a low-end brand that is unknown with unproven hardware. The second lowest bidder offered Lenovo devices which would add a third platform to the district's fleet and would require new support. In addition, the mail out warranty proposed by CDW is not efficient for a large district such as CVS.

The recommended bidder for Section B, Sehi, is the lowest bidder when battery warranty is included in the comparison. The People Driven Technology base bid appears low but includes only one year of battery warranty. Sehi's base bid includes a 5-year battery warranty.

For Section C, the recommended purchase is a voluntary alternative proposed by Sehi. This option allows the district to keep the existing monitors and replace only the CPU. This option also includes purchasing spare monitors to be on hand as needed. By using existing equipment in good condition, this option saves the district a significant amount of money.

The recommended vendor for Section D, Motor City Computers, offers the highest guaranteed minimum credit. This credit amount is likely to increase when devices are collected and evaluated.

Funds for this project will come from the 2018 Technology Bond. The cost is within the scope and budget of the bond. Credit received through Section D of the project, Device Buyback & Recycling, will be used to offset the device purchase costs in Sections A-C.

If you have questions about this recommendation, please contact me at (586) 354-3028.

Sincerely,



Sarah Monnier-White
Executive Director of Technology
Chippewa Valley Schools

cc: John Morgla, Aaron Harm, Lillian Grayson

REGULAR MEETING

April 07, 2025
6:30 p.m.

MEMORANDUM

G.6 Approve Cooperative Bid Award for Purchase of Copiers

Mr. Sederlund

RECOMMENDED MOTION: “That the Chippewa Valley Schools Board of Education approve a copier contract award to Ricoh USA in the amount of \$69,148.00 for the purchase of 26 copiers, utilizing the State of Michigan MiDEAL bid cooperative program.”

RATIONALE: Aggressive pricing was obtained through the State of Michigan MiDEAL bid cooperative program, of which Chippewa Valley Schools is a member. Funding will come from the 2018 Building & Site Fund for this purchase.

**CHIPPEWA VALLEY SCHOOLS
INTER-OFFICE MEMORANDUM**

To: Scott Sederlund Assistant Superintendent for Business and Operations
CC: Danielle Jacobs Director for Business Services

From: Lillian Grayson Purchasing and Risk Management Coordinator

Date: April 2, 2025

Re: **Recommendation of Cooperative Contract Award for Purchase of Copiers**

Currently, we have 97 Ricoh copiers in the district. Of those, 26 were identified as needing a replacement due to the age of the copier – 23 were installed in 2015 and 3 were installed in 2017; all of which have exceeded their useful life. Many of these older models result in frequent service calls due to paper jams and other technical issues. Additionally, the parts assurance date is seven years from the last production date of a copier. In this case, April 2022 was the final month of assured availability of parts for these machines.

I am recommending that we replace these old copiers with the newest model (IM5000). The new model will be similar to the current machines and will fit the needs of the buildings' usage. Some features include network printing, color scanning, faxing, and multi-position stapling functions. The contract service term will be a 60-month service term that includes parts, labor, toner and staples. Additionally, the cost per print will be \$0.0039 per page compared to the current \$0.0079 rate on the old machines. The recommended copier replacements shall be awarded to the MiDEAL vendor, Ricoh USA, for both the purchase price and the service / maintenance contract.

The total purchase cost for 26 copiers is \$147,148 and is based on Ricoh's State of Michigan's MiDEAL cooperative program. Additionally, Ricoh is offering a \$3,000 trade-in for each copier, totaling \$78,000 in credit that we would receive after the purchase. The net cost of purchasing all 26 copiers, after the trade-in offer, is \$69,148.

These copiers will be delivered and installed 30-40 days after the issuance of a purchase order. Each copier will have a production engineer that will be onsite to set up the machines on our network and perform in-depth training for our staff. This purchase will be funded from the 2018 Building & Site Fund. Please contact me with any questions you may have.