

TUCSON UNIFIED SCHOOL DISTRICT

Purchasing Department

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MEMORANDUM

DATE: April 25, 2017

TO: Kevin Startt,
Director of Purchasing

FROM: Jacqueline Posey
Procurement Agent

Subject: Executive Summary – Apple iPad purchase for Exceptional Education Department

Dept.: Exceptional Education

BACKGROUND

It is the intention of the Tucson Unified School District to procure Apple iPads for the Exceptional Education Department under the Mohave Educational Services Cooperative contract in excess of \$250,000. Mohave completed an RFP process in the same manner that the District's Purchasing Department would have. Mohave sent the RFP out to over five hundred (500) various technology vendors requesting the need to purchase only Apple products indicating a cooperative purchasing volume of over \$18 million. Only Apple Educational responded with a proposal.

EVALUATION

Mohave did a pricing comparison for other statewide contracts and found that the only other contract Apple was awarded under is a State of Arizona/Western States Cooperative contract. Mohave obtained the contract pricing under the State contract to show a price competition for the award of the Mohave contract. I also reviewed this pricing comparison and determined that the pricing Apple provided to Mohave is lower than what was provided to the state in most cases and is fair and reasonable.

AWARD RECOMMENDATION:

A justification for the use of Apple iPads for the Exceptional Education Department has been completed and reviewed by our Technology Services Department. A determination for brand name specifications was completed by Mohave Educational Services in accordance with Arizona Administrative Code R7-2-1011(c). In summary, Apple Inc.'s computer systems use a proprietary operating system and offer unique software programs that only operate on Apple devices. The District's Exceptional Education Department uses many of these Apple specific software applications, as indicated in the justification.

It has been determined that the purchase of the Apple iPads for the Exceptional Education Department is advantageous to the District. The use of iPads and the applications available have been standardized in the Exceptional Education Department to allow continued uniformity. It is recommended that Apple iPads for Exceptional Education be purchased through this Mohave Educational Services Cooperative contract.

The proposed purchase is for 1,250 iPads with a three (3) year warranty. Each iPad with warranty is estimated at \$393.00 without tax. Total estimated expenditures are approximately \$521,143 with tax. The proposed purchase

for the iPad cases will be through School Health. This vendor offers a case that is comparable to the Apple case at a lower cost. Exceptional Education need 1250 cases at \$53.80 each for a total of \$67,250 without tax. Pricing is under District contract pricing. Total expenditures for the iPads, warranty and cases is estimated at \$59,000.

I attest that the cooperative procurement process is being conducted in accordance with Arizona Administrative Code R7-2-1191 (Cooperative Purchasing Authorized) and all applicable Tucson Unified School District rules and regulations. Purchasing staff has performed the due diligence on this Mohave Cooperative contract and have approved for use by the District. I have determined that the pricing is fair and reasonable.

Jacqueline Posey

Jacqueline Posey, Procurement Agent

Kevin Startt

Kevin Startt, Director of Purchasing
(concurrence)