

RFP 2010-005
Computer Equipment, Service & Computer Finance Solutions

Computer Equipment

Vendor		ARC		*Best Buy		Computer Express		Sequel	
Description	Est. Qty	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
Student Desktops									
Student Desktops	3339	\$902.17	\$3,012,345.63	\$969.77	\$3,238,062.03	No Bid	No Bid	\$767.00	\$2,561,013.00
19" Flat Panel Monitor w/IWS	3339	\$215.80	\$720,556.20	\$140.00	\$467,460.00	No Bid	No Bid	\$149.00	\$497,511.00
Subtotal		\$1,117.97	\$3,732,901.83	\$1,109.77	\$3,705,522.03	No Bid	No Bid	\$916.00	\$3,058,524.00
VDI									
Chassis	1	\$5,753.41	\$51,010.98	No Bid	No Bid	No Bid	No Bid	\$58,261.56	\$58,261.56
Blade Server to host ESX	16	\$6,366.44	\$509,315.20	No Bid	No Bid	No Bid	No Bid	\$10,106.32	\$161,701.12
Storage Array (SAN) BC of 120 146GB	1	\$154,676.36	\$154,676.36	No Bid	No Bid	No Bid	No Bid	\$165,679.44	\$165,679.44
Storage Array (SAN) BC of 120 450GB	0	\$223,250.12	\$0.00	No Bid	No Bid	No Bid	No Bid	\$229,572.84	\$0.00
Vmware software -Academic VMware View 4 Premier Bundle: 100 Pack Includes vSphere 4 for Desktop, View Manager 4.x, View Composer, ThinApp (Packager, Client, WS) and vCenter Server Standard licensed for 100 desktop VMs	14	\$13,200.00	\$184,800.00	No Bid	No Bid	No Bid	No Bid	\$10,809.00	\$151,326.00
Vmware software - Academic Platinum Support/Subscription for VMware View 4 Premier Bundle: 100 Pack for 1 year Technical Support, 24 Hour Sev 1 Support, 7 days a week	14	\$5,938.73	\$83,142.22	No Bid	No Bid	No Bid	No Bid	\$2,270.00	\$31,780.00
Thin Clients (Virtual Machines	1892	\$395.00	\$747,340.00	No Bid	No Bid	No Bid	No Bid	\$299.00	\$565,708.00
Graphics Adaptor/software/firmware	0	\$0.00	\$0.00	No Bid	No Bid	No Bid	No Bid	\$18.00	\$0.00
Monitor - 19" Flat Panel	1892	\$149.56	\$282,967.52	No Bid	No Bid	\$115.00	\$217,580.00	\$149.00	\$281,908.00
Integration Services - Training	1	\$91,845.00	\$91,845.00	No Bid	No Bid	No Bid	No Bid	\$74,000.00	\$74,000.00
Subtotal			\$2,105,097.28						\$1,490,364.12
Computer Services									
Computer Imaging - Student Computers	3339	Inc. in DT Pricing		No Bid	No Bid	No Bid	No Bid	\$11.00	\$36,729.00
Est. Grand Total		\$5,837,999.11						\$4,585,617.12	
Est. Grand Total with Option								\$4,651,017.12	
Options								Appsense - Management Suite Single Licenses for 1,500 virtual machines for total of \$65,400	
Value Adds								Company will provide at no cost 66 desktops & 38 thin clients	

* Company could not comply with installation requirements

RFP 2010-005
Computer Equipment, Service & Computer Finance Solutions

Computer Financial Solutions

Vendor	ARC					Best Buy					Capital One					Sequel				
4 year term lease rate factor for \$1,000,000	Payment	Interest Portion	Principal Portion	Termination Value	Factor	Payment	Interest Portion	Principal Portion	Termination Value	Factor	Payment	Interest Portion	Principal Portion	Termination Value	Factor	Payment	Interest Portion	Principal Portion	Termination Value	Factor
Year 1	\$264,850.00	\$0.00	\$264,850.00	\$749,853.00	0.26485	\$285,420.00	\$56,311.00	\$229,109.00	Sum of remaining payments	0.285420	\$272,833.05	\$35,900.00	\$236,933.05	\$763,066.95	0.27283305	\$264,850.00	\$0.00	\$264,850.00	\$749,853.00	0.26485
Year 2	\$264,850.00	\$29,317.93	\$235,532.07	\$509,610.29		\$285,420.00	\$46,042.00	\$239,378.00	\$272,833.05		\$18,582.85	\$254,250.20	\$263,377.80	\$264,850.00		\$29,317.93	\$235,532.07	\$509,610.29		
Year 3	\$264,850.00	\$19,924.87	\$244,925.13	\$259,786.66		\$285,420.00	\$28,867.00	\$256,553.00	\$272,833.05		\$9,455.25	\$263,377.80	\$264,850.00	\$19,924.87		\$244,925.13	\$259,786.66			
Year 4	\$264,850.00	\$10,157.20	\$254,692.80	\$0.00		\$285,420.00	\$10,460.00	\$274,960.00	\$272,833.05		\$0.00	\$263,377.80	\$264,850.00	\$10,157.20		\$254,692.80	\$0.00			
Year 1	\$396,480.00	\$0.00	\$396,480.00	\$1,125,590.40	0.26432	\$428,130.00	\$84,466.00	\$343,664.00	Sum of remaining payments	0.285420	\$409,249.58	\$53,850.00	\$355,399.58	\$1,144,600.42	0.27283305	\$396,480.00	\$0.00	\$396,480.00	\$1,125,590.40	0.26432
Year 2	\$396,480.00	\$42,426.60	\$354,053.40	\$764,455.93		\$428,130.00	\$69,064.00	\$359,066.00	\$409,249.58		\$41,091.16	\$368,158.42	\$776,442.00	\$396,480.00		\$42,426.60	\$354,053.40	\$764,455.93		
Year 3	\$396,480.00	\$28,814.45	\$367,665.55	\$389,437.07		\$428,130.00	\$34,301.00	\$384,829.00	\$409,249.58		\$27,874.27	\$381,375.31	\$395,066.69	\$396,480.00		\$28,814.45	\$367,665.55	\$389,437.07		
Year 4	\$396,480.00	\$14,678.95	\$381,801.05	\$0.00		\$428,130.00	\$15,690.00	\$412,440.00	\$409,249.58		\$14,182.89	\$395,066.69	\$0.00	\$396,480.00		\$14,678.95	\$381,801.05	\$0.00		
Year 1	\$528,640.00	\$0.00	\$528,640.00	\$1,500,787.20	0.26432	\$570,840.00	\$112,621.00	\$458,219.00	Sum of remaining payments	0.285420	\$545,666.11	\$71,800.00	\$473,866.11	\$1,526,133.89	0.27283305	\$528,640.00	\$0.00	\$528,640.00	\$1,500,787.20	0.26432
Year 2	\$528,640.00	\$55,568.80	\$472,071.20	\$1,019,274.58		\$570,840.00	\$92,085.00	\$478,755.00	\$545,666.11		\$54,788.21	\$490,877.90	\$1,035,255.99	\$528,640.00		\$55,568.80	\$472,071.20	\$1,019,274.58		
Year 3	\$528,640.00	\$38,419.26	\$490,220.74	\$519,249.42		\$570,840.00	\$57,735.00	\$513,105.00	\$545,666.11		\$37,165.69	\$508,500.42	\$526,755.57	\$528,640.00		\$38,419.26	\$490,220.74	\$519,249.42		
Year 4	\$528,640.00	\$19,571.94	\$509,068.06	\$0.00		\$570,840.00	\$20,919.00	\$549,921.00	\$545,666.11		\$18,910.54	\$526,755.57	\$0.00	\$528,640.00		\$19,571.94	\$509,068.06	\$0.00		
Year 1	\$660,800.00	\$0.00	\$660,800.00	\$1,875,984.00	0.26432	\$713,550.00	\$140,776.00	\$572,774.00	Sum of remaining payments	0.285420	\$682,082.63	\$89,750.00	\$592,332.63	\$1,907,667.37	0.27283305	\$660,800.00	\$0.00	\$660,800.00	\$1,875,984.00	0.26432
Year 2	\$660,800.00	\$70,711.00	\$590,089.00	\$1,274,093.22		\$713,550.00	\$115,107.00	\$598,443.00	\$682,082.63		\$68,485.26	\$613,597.37	\$1,294,070.00	\$660,800.00		\$70,711.00	\$590,089.00	\$1,274,093.22		
Year 3	\$660,800.00	\$48,024.08	\$612,775.92	\$649,061.78		\$713,550.00	\$72,168.00	\$641,381.00	\$682,082.63		\$46,457.11	\$635,625.52	\$658,444.48	\$660,800.00		\$48,024.08	\$612,775.92	\$649,061.78		
Year 4	\$660,800.00	\$24,464.92	\$636,335.08	\$0.00		\$713,550.00	\$26,149.00	\$687,401.00	\$682,082.63		\$23,638.15	\$658,444.48	\$0.00	\$660,800.00		\$24,464.92	\$636,335.08	\$0.00		
Year 1	\$792,960.00	\$0.00	\$792,960.00	\$2,251,180.80	0.26432	\$856,260.00	\$168,931.00	\$687,329.00	Sum of remaining payments	0.285420	\$818,499.16	\$107,700.00	\$710,799.16	\$2,289,200.84	0.27283305	\$792,960.00	\$0.00	\$792,960.00	\$2,251,180.80	0.26432
Year 2	\$792,960.00	\$84,853.20	\$708,106.80	\$1,528,911.86		\$856,260.00	\$138,128.00	\$718,132.00	\$818,499.16		\$82,182.31	\$736,316.85	\$1,552,883.99	\$792,960.00		\$84,853.20	\$708,106.80	\$1,528,911.86		
Year 3	\$792,960.00	\$57,628.89	\$735,331.11	\$778,874.13		\$856,260.00	\$86,602.00	\$769,658.00	\$818,499.16		\$55,748.54	\$762,750.62	\$790,133.37	\$792,960.00		\$57,628.89	\$735,331.11	\$778,874.13		
Year 4	\$792,960.00	\$29,357.91	\$763,602.09	\$0.00		\$856,260.00	\$31,379.00	\$824,881.00	\$818,499.16		\$28,365.79	\$790,133.37	\$0.00	\$792,960.00		\$29,357.91	\$763,602.09	\$0.00		
Year 1	\$925,120.00	\$0.00	\$925,120.00	\$2,626,377.60	0.26432	\$954,915.68	\$125,650.00	\$829,265.68	No bid	0.27283305	\$954,915.68	\$125,650.00	\$829,265.68	\$2,670,734.32	0.27283305	\$925,120.00	\$0.00	\$925,120.00	\$2,626,377.60	0.26432
Year 2	\$925,120.00	\$98,995.40	\$826,124.60	\$1,783,730.51		\$954,915.68	\$95,879.36	\$859,036.32	\$954,915.68		\$65,039.96	\$889,875.72	\$921,822.28	\$925,120.00		\$98,995.40	\$826,124.60	\$1,783,730.51		
Year 3	\$925,120.00	\$67,233.71	\$857,886.29	\$908,686.49		\$954,915.68	\$65,039.96	\$889,875.72	\$954,915.68		\$33,093.40	\$921,822.28	\$0.00	\$925,120.00		\$67,233.71	\$857,886.29	\$908,686.49		
Year 4	\$925,120.00	\$34,250.89	\$890,869.11	\$0.00		\$954,915.68	\$33,093.40	\$921,822.28	\$954,915.68		\$0.00	\$921,822.28	\$0.00	\$925,120.00		\$34,250.89	\$890,869.11	\$0.00		
Year 1	\$1,057,280.00	\$0.00	\$1,057,280.00	\$3,001,574.40	0.26432	\$1,091,332.21	\$143,600.00	\$947,732.21	No bid	0.27283305	\$1,091,332.21	\$143,600.00	\$947,732.21	\$3,052,267.79	0.27283305	\$1,057,280.00	\$0.00	\$1,057,280.00	\$3,001,574.40	0.26432
Year 2	\$1,057,280.00	\$113,137.60	\$944,142.40	\$2,038,549.15		\$1,091,332.21	\$109,576.41	\$981,755.80	\$1,091,332.21		\$74,331.38	\$1,017,000.83	\$1,053,511.16	\$1,057,280.00		\$113,137.60	\$944,142.40	\$2,038,549.15		
Year 3	\$1,057,280.00	\$76,838.53	\$980,441.47	\$1,038,498.85		\$1,091,332.21	\$74,331.38	\$1,017,000.83	\$1,091,332.21		\$37,821.05	\$1,053,511.16	\$0.00	\$1,057,280.00		\$76,838.53	\$980,441.47	\$1,038,498.85		
Year 4	\$1,057,280.00	\$39,143.87	\$1,018,136.13	\$0.00		\$1,091,332.21	\$37,821.05	\$1,053,511.16	\$1,091,332.21		\$0.00	\$1,053,511.16	\$0.00	\$1,057,280.00		\$39,143.87	\$1,018,136.13	\$0.00		
Year 1	\$1,189,440.00	\$0.00	\$1,189,440.00	\$3,376,771.20	0.26432	\$1,227,748.74	\$161,550.00	\$1,066,198.74	No bid	0.27283305	\$1,227,748.74	\$161,550.00	\$1,066,198.74	\$3,433,801.26	0.27283305	\$1,189,440.00	\$0.00	\$1,189,440.00	\$3,376,771.20	0.26432
Year 2	\$1,189,440.00	\$127,279.80	\$1,062,160.20	\$2,293,367.80		\$1,227,748.74	\$123,273.47	\$1,104,475.27	\$1,227,748.74		\$83,622.80	\$1,144,125.94	\$1,185,200.05	\$1,189,440.00		\$127,279.80	\$1,062,160.20	\$2,293,367.80		
Year 3	\$1,189,440.00	\$86,443.34	\$1,102,996.60	\$1,168,311.20		\$1,227,748.74	\$83,622.80	\$1,144,125.94	\$1,227,748.74		\$42,548.69	\$1,185,200.05	\$0.00	\$1,189,440.00		\$86,443.34	\$1,102,996.60	\$1,168,311.20		
Year 4	\$1,189,440.00	\$44,036.86	\$1,145,403.14	\$0.00		\$1,227,748.74	\$42,548.69	\$1,185,200.05	\$1,227,748.74		\$0.00	\$1,185,200.05	\$0.00	\$1,189,440.00		\$44,036.86	\$1,145,403.14	\$0.00		
Year 1	\$1,321,600.00	\$0.00	\$1,321,600.00	\$3,751,968.00	0.26432	\$1,364,165.26	\$179,500.00	\$1,184,665.26	No bid	0.27283305	\$1,364,165.26	\$179,500.00	\$1,184,665.26	\$3,815,334.74	0.27283305	\$1,321,600.00	\$0.00	\$1,321,600.00	\$3,751,968.00	0.26432
Year 2	\$1,321,600.00	\$141,422.00	\$1,180,178.00	\$2,548,186.44		\$1,364,165.26	\$136,970.52	\$1,227,194.74	\$1,364,165.26		\$92,914.23	\$1,271,251.03	\$1,316,888.97	\$1,321,600.00		\$141,422.00	\$1,180,178.00	\$2,548,186.44		
Year 3	\$1,321,600.00	\$96,048.16	\$1,225,551.84	\$1,298,123.56		\$1,364,165.26	\$96,048.16	\$1,268,113.10	\$1,364,165.26		\$47,276.29	\$1,316,888.97	\$0.00	\$1,321,600.00		\$96,048.16	\$1,225,551.84	\$1,298,123.56		
Year 4	\$1,321,600.00	\$48,929.84	\$1,272,670.16	\$0.00		\$1,364,165.26	\$47,276.29	\$1,316,888.97	\$1,364,165.26		\$0.00	\$1,316,888.97	\$0.00	\$1,321,600.00		\$48,929.84	\$1,272,670.16	\$0.00		
Year 1	\$1,453,760.00	\$0.00	\$1,453,760.00	\$4,127,164.80	0.26432	\$1,500,581.79	\$197,450.00	\$1,303,131.79	No bid	0.27283305	\$1,500,581.79	\$197,450.00	\$1,303,131.79	\$4,196,868.21	0.27283305	\$1,453,760.00	\$0.00	\$1,453,760.00	\$4,127,164.80	0.26432
Year 2	\$1,453,760.00	\$155,564.19	\$1,298,195.81	\$2,803,005.07		\$1,500,581.79	\$150,667.57	\$1,349,914.22	\$1,500,581.79		\$102,205.65	\$1,398,376.14	\$1,448,577.85	\$1,453,760.00		\$155,564.19	\$1,298,195.81	\$2,803,005.07		
Year 3	\$1,453,760.00	\$105,652.97	\$1,348,107.03	\$1,427,935.90		\$1,500,581.79	\$102,205.65	\$1,398,376.14	\$1,500,581.79		\$52,003.94	\$1,448,577.85	\$0.00	\$1,453,760.00		\$105,652.97	\$1,348,107.03	\$1,427,935.90		
Year 4	\$1,453,760.00	\$53,822.84	\$1,399,937.16	\$0.00		\$1,500,581.79	\$52,003.94	\$1,448,577.85	\$1,500,581.79		\$0.00	\$1,448,577.85	\$0.00	\$1,453,760.00		\$53,822.84	\$1,399,937.16	\$0.00		
Year 1	\$1,585,920.00	\$0.00	\$1,585,920.00	\$4,502,361.60	0.26432	\$1,636,998.32	\$215,400.00	\$1,421,598.32	No bid	0.27283305	\$1,636,998.32	\$215,400.00	\$1,421,598.32	\$4,578,401.68	0.27283305	\$1,585,920.00	\$0.00	\$1,585,920.00	\$4,502,361.60	0.26432
Year 2	\$1,585,920.00	\$169,706.39	\$1,416,213.61	\$3,057,823.72		\$1,636,998.32	\$164,364.62	\$1,472,633.70	\$1,636,998.32		\$111,497.07	\$1,525,012.25	\$1,580,266.73	\$1,585,920.00		\$169,706.39	\$1,416,213.61	\$3,057,823.72		
Year 3	\$1,585,920.00	\$115,257.79	\$1,470,662.21	\$1,557,748.26		\$1,636,998.32	\$111,497.07	\$1,525,012.25	\$1,636,998.32		\$56,731.59	\$1,580,266.73	\$0.00	\$1,585,920.00		\$115,257.79	\$1,470,662.21	\$1,557,748.26		
Year 4	\$1,585,920.00	\$58,715.82	\$1,527,204.18	\$0.00		\$1,636,998.32	\$56,731.59	\$1,580,266.73	\$1,636,998.32		\$0.00	\$1,580,266.73	\$0.00	\$1,585,920.00						