

CITE & Google Workspace for Education Program (CGWE)

Save on Google Workspace for Education licensing with our CGWE program!

Google
for Education



Education

Program Explanation

CITE is excited to provide the CITE & Google program supported by CDW Education. This is a California statewide purchasing contract for Google Workspace for Education. Offering major discounts that California LEAs would not otherwise have access to. Simplifying the license purchase process and offering the best service model through our partnership with Google and CDW Education.

Benefits of the Program

- Simplified Decision Making
- Leverage Collective Purchasing Power
- Save Time Looking for the Best Price
- Reduce Overhead and Record Keeping

YOU GET:**SAVINGS**

Leverage the power of collective purchasing. Save time and resources vetting vendors. Participating members are eligible for discounted licensing with a purchase through this program.

**PREMIUM ONBOARDING**

With a team of Google Customer Success Specialists and onboarding specialists available, members can pose questions and present adoption challenges in guided onboarding sessions with our experts to quickly become skilled in Google's features.

**EXPERTISE**

As a three-time winner of the Google Cloud Partner of the year in the past five years, CDW is a Premier Google Partner, a distinction received only by partners who have Google-approved expertise and specialization.

**DEDICATED SUPPORT**

With a team of Google Customer Success Specialists and onboarding specialists available, purchasing members can get enhanced support and issue escalation.

**RESOURCES**

CDW Education's consultants offer support for Google domains in a variety of ways. As a purchasing member, you'll have access to weekly office hours and quarterly livestreams for configuration best practices and application updates.

**LICENSE PROVISIONING**

Provisioning and maintaining users in Google Workspace for Education can be a tricky task. CDW Education's unique license provisioning tool, developed and owned by us, will save you a significant amount of time in the application of user licenses for your domain.

Contact Info

For further information or to reach out with any questions please contact us at

Get a Quote (<mailto:%20CITE-GWFE@cdwg.com>)

Contact CITE (<mailto:resourceprograms@cite.org>)

Recorded Webinars

have a collection of helpful content in our CITE Knowledge Base

CITE & Google Workspace for Education Launch

(<https://citeorg.sharepoint.com/:v:/s/CITEGoogleProgram/EV1NFUdsnFhGtMw1lq7i6uEBPROiXJDQj-4H96xA-G1xpw?e=WuuQ3f>)

Upcoming Events

Join us for our upcoming events and trainings.

Upcoming Events (<https://www.cite.org/events/resource-programs-events>)

Google Workspace for Education CA-DPA

CITE and Google staff along with legal representatives have negotiated an agreement, based on the CA-NDPA. While the agreement will look different than the standard, Google has agreed to allow CA LEAs to utilize this pre-negotiated agreement. To begin the signing process with Google please click the button below. Please note that the process may take up to 4 weeks to complete and Google will facilitate signing through their DocuSign portal, no additional negotiation or further redlining will be accepted by Google.

For Privacy Services users, please make your request in the CITE Privacy Services portal as you normally would, and your dedicated technician will assist you through the process.

Google-CA DPA Request

(https://docs.google.com/forms/d/e/1FAIpQLScnh2Zqqp3Fq8lr_8gnrhzDftBguy4w506MIOy_XjvAllq2zQ/viewform)

Supporting Documentation

Please use these links to locate the updated supporting documentation.

Piggybackable Bid (<https://iusd.org/business-services/purchasing/piggyback-bids-rfps>)


Support Team

Coming Soon!

Link to Irvine USD RFP

Contact


1540 River Park Drive Suite 112A
Sacramento, California 95815
United States
916.306.0261


 (<https://www.facebook.com/CITEeducation>)

 (https://twitter.com/CITE_edu)

 (<https://www.linkedin.com/company/cite-edu/>)

 (https://www.instagram.com/CITE_edu/)

 (<https://www.youtube.com/channel/UCpp9tG6PcyNpviK17TgHA0w/>)

 (/contact-us)

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[Events \(/events/\)](#)

[Community \(https://community.cite.org/home\)](https://community.cite.org/home)

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About CITE

California IT in Education is a not-for-profit, professional membership association supporting the IT Professionals working in schools. Our members are the dedicated individuals supporting hardware, software, help desk, data, WiFi, providing training, and installing and maintaining the infrastructure as technology used in schools in now part of the Internet of Things (IoT).

[Learn More \(/about-us/\)](#)

AMENDMENT TO PROVIDER AGREEMENT (CDWG)

The Terms and Conditions of this Amendment shall be incorporated into the Provider Agreement ("Agreement") between California IT in Education ("CITE") and CDWG, dated June 27, 2023.

WHEREAS, CITE and CDWG entered into an Agreement whereby CDWG agreed to assist CITE in implementing a large scale software purchase and license program for schools and local education agencies within the State of California for Google Workspace for Education Plus Program ("Google Product") ; and

WHEREAS, in order to implement the Program for CITE's Customers and other education entities, the Program must comply with California State procurement statutes; and

WHEREAS, pursuant to California Public Contract Code section 20118, other school districts, including the participants in this Program, may participate in the procurement of products and services of an originating school district who complies with section 20118; and

WHEREAS, CITE Customers who have and or desire to purchase the Google Product through the Irvine Unified School District 19/20-01 IT Tech & Peripherals contract ("District Contract"), an agreement that has complied with Public Contract Code section 20118, thereby allowing the Google Product to be obtained through the District Contract; and

WHEREAS, CITE wishes CDWG to obtain Google Products for its Program, under the authority and duty of the District Contract.

NOW THEREFORE, FOR GOOD AND SUFFICIENT CONSIDERATION, THE PARTIES AGREE AS FOLLOWS:

1. CDWG will obtain Google Products pursuant to a CITE Customer order referencing the District Contract the District's Contract.
2. CDWG will comply with all applicable sections of its Agreement with CITE. For clarity, CITE Customer purchase of Google Product referencing the District Contract, shall be considered Program sales and therefore included in the Fee Amount, the contents of which are incorporated herein by reference.
3. All other sections of the Agreement including Pricing, which shall be honored for the sale of Google Products pursuant to a CITE Customer order referencing the District Contract, shall remain in full force and effect.

CDW-G

Signature:

DocuSigned by:
Dario Bertocchi
E290BCB577CC445...

Name:

Dario Bertocchi

Title:

Vice-President of Contracting Operations

Date:

2023/08/18 | 07:08:06 PDT

California IT in Education

Signature:

DocuSigned by:
Andrea Bennett
D39E78A3668640E...

Name:

Andrea Bennett

Title:

CITE Executive Director

Date:

2023/08/18 | 08:35:15 PDT



Irvine Unified School District
Orange County, CA

Bid No. 19/20-01 IT
Technology Equipment and Peripherals

Bid Deadline/Opening: December 3, 2019 at 2:00 pm

Contact: Michelle Bennett

Irvine Unified School District
5050 Barranca Parkway, Irvine, CA 92604
949-936-5022

Irvine Unified School District

IT Technology Equipment and Peripherals

12/3/2019

Original



CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL 60061





One CDW Way
230 N. Milwaukee Ave
Vernon Hills, IL 60061
P. 847 371 5800
F. 847 465 6600
Toll-Free 800 808 4239
www.cdwg.com/PeopleWhoGetIT

Irvine Unified School District
Purchasing Department
5050 Barranca Parkway
Irvine, CA 92604
Attn: Michelle Bennett, Procurement & IT Contracts Specialist

12/3/2019 2:00 PM PST

RE: IT Technology Equipment and Peripherals

Dear Ms. Bennett,

CDW-G values our relationship with the Irvine Unified School District and we hope to continue partnering with you towards your mission of making a meaningful difference in today's and tomorrow's world through the development, challenge and nurture of every one of your student and adult learners.

As you know, CDW-G is one of the largest multi-brand technology solutions provider. We have access to more than 100,000 top brand-name products from more than 1,100 leading manufacturers.

CDW-G's partnership status with HP, Aruba, Cisco and other manufacturers will assist the school district secure excellent pricing, expedited requests for information as needed from manufacturers and assistance with overall IT solutions, and insight into the supply chain and future inventory.

In response to your RFP, please find information related to our deeply discounted catalogue bid for hardware, software, network, data center, security, and audio visual items. We are also offering installation, configuration, and professional engineering services. Our short list offering covers HP Chromebooks, Google Chrome education licenses, Cisco Catalyst switches, and more. We are also pleased to adopt the piggyback clause in the RFP and extend our offer to all public entities in the state of California.

Engineering services for networking, servers, storage area network, and security will be provided by CDW-G coworkers certified in HP, VMware, Microsoft, Dell, Cisco and EMC.

Installation and configuration services will be headed by our partner, EKC, located in California, which routinely works with the Irvine Unified School District and other educational and government organizations in the area and around the country. EKC makes it known that they provide such high quality work and customer service that they have never had to carry out a change order.

Our account team made up Mark Provo, in Carlsbad, California, and Beth Girardini, located in Chandler, Arizona, have been serving the school district for 21 years collectively. They are supported by the CDW-G Glendale, California office that has numerous pre-sales engineers, field solution architects, and delivery engineer experts that can assist the school district with planning, executing and managing any IT challenge that may arise in the future.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact your Proposal Specialist, [REDACTED], at [REDACTED]. We thank you for the opportunity to participate in this RFP process.

Sincerely,

Dario Bertocchi
Director, Program Sales

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Executive Summary



The Irvine Unified School District

Located in Orange County, California, the Irvine Unified School District serves a diverse population of 36,000 students in 24 elementary schools, one early childhood learning center, four K-8 schools, six middle schools, five comprehensive high schools, and one alternative high school. The district's current strategic plan will enable all students to become contributing members of society, empowered with the skills, knowledge and values necessary to meet the challenges of a changing world.

CDW-G seeks to support the Irvine school district in its strategic plan goals and overall mission by providing the best possible IT equipment and services for the district.

CDW-G has, as well, will adhere to the RFP piggyback clause and extend our offer to not only the Irvine Unified School District but to all public entities in the state of California.

Why CDW-G

- **As one of the largest Value Added Resellers**, CDW-G can offer you more than 100,000 top brand-name products from more than 1,100 leading manufacturers. Our broad array of offerings range from hardware and software to integrated IT solutions such as security, cloud, data center and networking.
- **Quick access to emerging technologies** – As CDW-G works from a discount off Nationally Advertised Price (versus MSRP), we are not only able to provide you the most competitive pricing, but this pricing index methodology lends itself to automatic updates of emerging technology products into your procurement portal in real time. An MSRP model, in comparison, requires less frequent (often monthly), manual updates of product pricing.
- **OEM partnerships** – CDW-G has several and you can find more detail following in this proposal on manufacturers like Cisco, Dell, Lenovo, HP, and TrippLite. These partnerships are important because they enable CDW-G coworkers to facilitate and expedite informational requests about products or overall IT solutions from Irvine Unified School District to OEMs -- as questions arise. Manufacturer partners also provide state of the art training and certification for CDW-G account representatives and engineers, and enable customers like Irvine Unified School District to evaluate new equipment and software models before they hit the general market. Finally, our partners offer special pricing, which we can be extended to the school district.

- **Presales consulting** – Before the Irvine Unified School District initiates any IT project, you are entitled to CDW-G expertise from our solution architects/engineers with specialties in unified communications/collaboration, voice and communication (especially as these specialties relate to your AV project), digital workspace, cloud services, mobility, networking, software licensing management, servers and storage, security, leasing and financing, and managed print services. See information on the following pages about the CDW-G Glendale office capabilities. There are also CDW-G experts available in leasing and financing should you need help in this area.
- **Responsive and knowledgeable account representatives** – Your Field Account Representative, Mark Provo, has been servicing the district for 15 years, and Beth Girardini, Irvine's Executive Account Manager, has collaborated with the school district for the last six years. Beth reports to Tim Gershon, Sales Manager, who has been intricately involved in this offering with Beth, and will work with her – overseeing the resulting contract equipment and service activities. Field Sales Manager, Angela Gadiant, supports and guides Mark Provo and other field account executives in California. She lives in state and her primary focus is CDW-G customers, including the Irvine Unified School District and other public entities in the state. She works to ensure your total satisfaction – as do all CDW-G coworkers.
- **Assistance from our CDW-G Learning Enrichment Advisor for the California region**, Joe Marquez. Joe is a former science teacher with an master's degree in Educational Technology. He collaborates with the school districts we serve to provide consultations on the design of learning spaces to foster collaboration that aligns with 21st century learning goals. He also offers training and support to teachers and administrators on Google applications and Chromebooks, using Microsoft in the classroom, STEM and STEAM learning models, and more. See the appendix for more information in this area and for a biography on Joe.
- **Other CDW-G Coworkers Supporting the Irvine Unified School District**

Tim Gershon, K-12 Sales Manager for Hawaii and southern California – *Tim Gershon is the sales leader with eight years of experience, who manages the 16 account managers that support southern California. He works directly with customers including the Irvine Unified School District, equipment and service partners, and CDW-G stakeholders to drive thought leadership and IT solution orchestration strategy in the region. He is responsible for training and enabling his account team to best support California customers. Tim is also a member of the CDW School Safety Advisory Council, which is charged with providing guidance to CDW-G account managers and customers regarding physical security initiatives in the schools. The group takes into consideration issues related to IT security, networking, data center, device access, and more.*

Melissa Deets, Supplementing Contract On-Boarding and Contract Adoption and Awareness - *Melissa Deets leads the Education Contract Strategist Team at CDW-G. The Education Contract Strategist Team consists of a group of individuals focused on the strategic implementation of contracts, in order to help education customers achieve procurement goals within technology. Melissa and her team focus on thoughtful pursuit of contracts through customer discussion, and work collectively with the customer and legal stakeholders to negotiate meaningful terms and conditions. Once negotiation is complete, the Education Contract Strategist Team works both internally at CDW-G and*

externally with the customer to formally launch the contract, in order to maximize contract benefits, and promote strategic sourcing within procurement.

Caleb Ferganchick, Specializing in Management of K-12 West Contracts - Caleb Ferganchick has over eight years of Higher Education and K-12 field sales experience at CDW-G. In his current role, he is responsible for overseeing CDW-G's contract portfolio, strategic sourcing of equipment and services, and volume purchasing agreements that benefit education customers such as the Irvine Unified School District. He works directly with our sales teams in conducting quarterly or annual reporting reviews and contract performance analyses with our customers.

Jen Roth, Leading the Online Customer Experience - Jen Roth is the sales leader with 19 years of experience, who manages the eProcurement and eCommerce strategy for all education customers at CDW-G. She works directly with customers including the Irvine Unified School District, equipment and service partners and other CDW-G stakeholders to provide thought leadership and best practices related to the customer's digital purchasing, payment, and reporting experience. Her team manages all education ePro/EDI integrations, customized customer requests for streamlined procurement, level 1 technical support, as well as special projects involving our educational customers' online experience.

- **Warehouse and distribution capability** – Irvine Unified School District will continue to be serviced by CDW-G's 513,000-square-foot distribution center located in North Las Vegas, Nevada. Access to this facility ensures quick delivery and the necessary space for Irvine Unified School District, should you ever need CDW-G to preorder a large number of computers or other devices within a short timeframe. The district can utilize the inventory resources of the Nevada and Illinois warehouse, as necessary. On average, we hold \$220M of inventory in the Las Vegas and Vernon Hills, Illinois sites. Both sites are ISO 9001 certified.
- **Configuration services** – Irvine Unified School District's hardware and software will be configured as desired, either by the manufacturer, on site at Irvine Unified School District, or in the CDW-G warehouse in North Las Vegas, where our technicians are highly trained and experienced.
- **Service partners** that are locally and regionally based, like EKC that will serve the Irvine school district. Some are certified as small business, minority and women owned businesses that work with us to deliver the services you need. For more information, please see our Supplier Diversity brochure in the appendix. All CDW-G partners undergo a stringent vetting process.
- **Professional Services** – When budgets tighten or there is any other reason to outsource, we have more than 1,000 IT professionals located throughout the US. They are knowledgeable and experienced in data center, networking, security, the cloud and more. Our Engineers are experienced with: Cisco, Dell EMC, HP, NetApp, VMWare, Microsoft, and are manufacturer certified. There is even a Consultative Advisory Services that can help your IT team prepare for the future. Our consultants have years of experience in IT direction, process improvement, governance and technology for cloud, IT operations, and business continuity, as well as mergers and acquisitions.

- **Device Recycling** – We are proposing that the Irvine Unified School District utilize a CDW-G partner for device recycling and buy-back. We have an array of partners that specialize in life cycle management which provide credits for devices that are no longer useful to customers.

Please note the detailed IT capabilities of our Glendale, California office following:

The CDW-G Glendale Office

Southern California Local and Field Solution Architects (presales activities)

800+ Field Solution Architects (within US) with specialties in:

- Virtualization
- Data Center Networking/Wireless
- Security
- Mobility
- Unified Communications
- Managed Services
- Microsoft Solutions
- ✓ 17 Total Solution Architects
- ✓ 12 Field Local FSA
- ✓ 5 Local FSA

Southern California Delivery Team (post-sales activities)

500+ Delivery Engineers (within US) expertise in:

- Datacenter Solutions
- Managed Services
- Microsoft
- Datacenter Networking
- Client Management/Mobility
- Virtualization
- Network Security
- Information Security
- Video/IP Telephony
- Wi-Fi Networking/Campus Networking
- ✓ 29 Local Solution Architects

Our Proposal

Relative to the IT Technology Equipment and Peripherals RFP, CDW-G proposes a discounted catalogue offering for hardware, software, network, data center, security, audio visual items, and services. Our short list bid covers HP Chromebooks and Laserjet printers, Aver ChargeCarts, Cisco Catalyst switches, and Google Chrome Management Console licenses, etc.

We are offering engineering services for networking, servers, Storage Area Networks, and security, which will be provided by CDW-G badged coworkers certified in HP, VMWare, Microsoft, Dell, Cisco and EMC.

Partner EKC

Partner EKC will handle all configuration and installation services for this contract, including audio visual equipment from Topcat/Lightspeed, and Atlas. They are headquartered in Fresno,

California with numerous technicians in Orange County and throughout California. EKC Enterprises currently works with the Irvine school district and within other educational, corporate, government, and healthcare settings to assist with low voltage systems including audio visual components, structured cabling, device deployment, and pre-audio equipment.

More Proposal Details

All equipment proposed in our bid comes with a minimum one-year warranty. Additionally, many of the manufacturers covered by our bid offer enhanced warranty periods.

Delivery is Freight On Board under this offering and when Irvine needs expedited delivery, there are additional fees.



FIRM NAME: CDW Government LLC

ADDRESS: 200 North Milwaukee Avenue
Vernon Hills, IL 60061

TELEPHONE: () **FAX:** ()

E-MAIL ADDRESS: - Proposal Specialist

WEBSITE FOR ONLINE CATALOG: w w w . c d w . c o m

BID FORM AND REQUIRED DOCUMENTS ATTACHED HERETO

FOR

BID NO. 19/20-01 IT,

TECHNOLOGY EQUIPMENT AND PERIPHERALS

FOR

**IRVINE UNIFIED SCHOOL DISTRICT
5050 BARRANCA PARKWAY
IRVINE, CA 92604**

BID FORM

Bidder Name: CDW Government LLC

To: Irvine Unified School District, acting by and through the Governing Board herein, called the "District."

1. The undersigned Bidder, having become familiarized with all the following documents including, but not limited to, the Notice Calling for Bids, Calendar of Events, Bid Form, Bid Form Pricing Sheet, Information for Bidders, Noncollusion Declaration, Certification of Primary Participant Regarding Debarment, Suspension & Other Related Matters, Certificate of Lobbying, Piggyback Clause, Manufacturer's letter(s) authorizing Bidder to sell, Tobacco Use Policy, Workers' Compensation Certificate, Drug-Free Workplace Certification, Criminal Records Check Certification, all insurance requirements, Technical Specifications and Requirements, General Conditions, Sample Agreement, specifications, and all modifications, addenda and amendments, if any (hereinafter Bid Documents), the local conditions affecting the performance of the Project and cost of the Project at the place where the Equipment is to be provided and Work is to be performed, hereby proposes and agrees to be bound by all the terms and conditions of the Bid Documents and agrees to perform, within the time stipulated, the Project, including all Equipment, Work and all of its component parts, and everything required to be performed, and to provide and furnish and pay for any and all of the labor, materials, supplies, tools, equipment, utility, transportation services, shipping, assembly, installation, implementation, software licensing, maintenance, raining, ongoing support, recommended professional services, containers, packing, delivery, disposal of waste, and costs of optional services and products necessary to provide Equipment and perform the Work in a good workmanlike manner required in accordance with laws, codes, regulations, ordinances and any other legal requirements governing the Work, in connection with the following:

Bid No. 19/20-01 IT Technology Equipment and Peripherals

4, 5, & 6

All in strict conformity with the Bid Documents, including Addenda Nos. 1, 2, 3, on file at the Purchasing Dept. of the Irvine Unified School District for the sums as set forth in the Bid Form Pricing Sheet. The Bidder agrees to provide each item listed under the attached Bid Form Pricing Sheet for the prices indicated. The quantity on which to indicate each price shall be one unit unless specifically noted otherwise. Bidders may expand the provided Bid Form Pricing Sheet and create pricing tiers based on different quantities. All quantities shall be based on annual purchases by District within one calendar year.

Each individual bid term shall be determined from reviewing all portions of the Bid Documents, and shall include all items necessary to complete the Project, including the assumption of all obligations, duties, and responsibilities necessary to the successful completion of the Project, and the furnishing of all materials and equipment required to be incorporated in and form a permanent part of the Equipment, and the furnishing of tools, equipment, supplies, facilities,



labor, and supervision, required to perform and complete the Project, all as per the requirements of the Bid Documents, whether or now expressly listed or designated.

2. It is understood that the District reserves the right to reject any or all bids or to waive any irregularities or informalities in any bids or in the bidding process. Bidder agrees that its bid shall remain open and not be withdrawn for the period specified in the Information for Bidders.

3. The initial term of the Agreement is through December 31, 2021. Term of the Agreement may be extended upon mutual consent of District and successful Bidder(s) for an additional three (3) one (1) year periods in accordance with provisions contained in the Education Code section 17596 (K-12). The maximum term of the Agreement is five (5) years.

4. It is understood and agreed that if written notice of the award of a contract is mailed, emailed, faxed, or delivered to the Bidder, the Bidder will execute and deliver to the Irvine Unified School District the Agreement within five (5) working days of the notice of award of the contract, or as otherwise requested in writing by the District, and will also furnish and deliver to the Irvine Unified School District certificates and endorsements of insurance, the Workers' Compensation Certificate, Tobacco Use Policy, Drug-Free Work Place Certification, W-9, Technical Specification and Requirements, and the Criminal Records Check Certification, within five (5) working days of the notice of award of the contract.

5. Communication conveying notice of award of the contract, requests for additional information, or other correspondence should be addressed to the Bidder stated below.

6. The name(s) of all persons interested in the bid as principals are as follows:

Name	Address	Phone/ Email
██████████, VP, Strategic Programs	██	██████████ ████████████████████
██████████, Proposal Specialist	██	██████████ ████████████████████

7. Name(s) of primary contact(s) who will service this contract/account.

Name	Address	Phone/ Email
██████████, Executive Account Manger	████████████████████	██████████ ████████████████████
██████████, Field Account Executive	████████████████████	██████████ ████████████████████

8. How many years of experience has Bidder had providing schools with technology equipment similar to that included in the scope of this Project?

CDW Government was founded in 1998 to solely serve government, education, and healthcare entities. We have hundreds of school district and higher education customers throughout the country, and provide IT catalog offerings to many. Prior to 1998, CDW, the parent of CDW-G, served hundreds of clients in a similar capacity (providing hardware, software, and services) -- relative to the Irvine Unified School District



9. Has Bidder or any of its principals been in litigation or arbitration or dispute of any kind on a question or questions relating to a similar public project during the past three (3) years? Response must include information pertaining to principal's association outside of the firm bidding this Project.

As of the date of submission and for the previous 3 years, and to CDW-G's knowledge and belief, the company is not currently involved in any litigation involving customers, competitors, or employees which, if adversely adjudicated, could have a material adverse impact on CDW-G's ability to perform its obligations under an awarded contract.

☐ Yes



If Yes, provide name of public agency and details of the dispute: _____

10. The Bidder hereby warrants that the Bidder has all appropriate licenses and permits to provide the Equipment and perform the Work as specified in the Bid Documents and that such licenses and permits will be in force and effect throughout the duration of performance of any awarded contract. Bidder shall be nonresponsive if the Bidder is does not hold required licenses and permits.

11. The Bidder, whether manufacturer, supplier, distributor, reseller, or retailer, hereby certifies that the Equipment offered under this bid have been placed in regular commercial use and that adequate spare parts exist in the marketplace for the items sold.

12. In submitting this bid, the Bidder offers and agrees that if the bid is accepted, it will assign to the District all rights, title and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Section 15) or under the Cartwright Act (Business & Professions Code Section 16700, et seq.) arising from purchases of goods, materials, or services by the Bidder for sale to the District pursuant to the bid. Such assignment shall be made and become effective at the time the District tenders final payment under the contract. (Public Contract Code Section 7103.5; Government Code Section 4450, 4451 and 4552).

13. The Bidder hereby certifies that it is, and at all times during the performance of Work hereunder shall be, in full compliance with the provisions of the Immigration Reform and Control Act of 1986 ("IRCA") in the hiring of its employees, and the Bidder shall indemnify, hold harmless and defend the District against any and all actions, proceedings, penalties or claims arising out of the Bidder's failure to comply strictly with the IRCA.

14. It is understood and agreed that if requested by the District, the Bidder shall furnish a notarized financial statement, references, and other information required by the District that is sufficiently comprehensive to permit an appraisal of Bidder's ability to provide the Equipment and perform the Work.

15. **Time is of the essence.**

16. The required Noncollusion Declaration is attached as required by Public Contract Code Section 7106. Bidder understands and agrees that failure to submit a completed and signed declaration will render the Bidder automatically nonresponsive.



17. Failure to complete the Bid Form, Bid Form Pricing Sheet, Noncollusion Declaration, Certificate of Primary Participant Regarding Debarment, Suspension and Other Responsibility Matters, Certification of Restriction on Lobbying, Piggyback Clause, and submit Manufacturer's letter(s) authorizing Bidder to sell in their entirety will render a Bidder nonresponsive.

18. **Bid prices are to include shipping, F.O.B. Irvine Unified School District, or as directed by the purchase order of said District, assembly, inside delivery, and any required installation.**

19. All prices on the Bid Form Pricing Sheet shall be incorporated herein as if fully set forth.

20. List of References. Please provide references of school districts and/or any public agencies that Bidder has contracted with to provide technology equipment and peripherals as required under Information for Bidders Section 32.

1. Name: Capistrano Unified School District
Address and Telephone: [REDACTED]
[REDACTED]
Contact Person: [REDACTED] Ed. D., CTO
Description of Equipment: Chromebooks, laptops, desktops, projectors, carts, networking, and software.

2. Name: NewPort Mesa Unified School District
Address and Telephone: [REDACTED]
[REDACTED]
Contact Person: [REDACTED] CCTO, Director, IT
Description of Equipment: Chromebooks, laptops, projectors, printers, and software.

3. Name: William S. Hart Union High School District
Address and Telephone: [REDACTED]
[REDACTED]
Contact Person: [REDACTED], Director of Technology Services
Description of Equipment: Chromebooks, AV, networking, wireless, professional services, software.

4. Name: Magnolia Independent School District
Address and Telephone: [REDACTED]



[Redacted]

Contact Person: [Redacted]

Description of Equipment: Chromebooks, software, carts, printers, and accessories.

5. Name: Val Verde Independent School District

Address and Telephone: [Redacted]

[Redacted]

Contact Person: Matthew Penner

Description of Equipment: Chromebooks, software, notebooks, desktops, and accessories.

Pricing Offer

Our **Bid Form Pricing Sheet** as well as the proposed Discount Off Advertised Categorical Discount Listing is provided following.

The Verifiable Price Index that CDW-G utilizes is discount applied to **Nationally Advertised Price (NAP)**. This type of price index - versus the traditional Manufacturer's Suggested Retail Price (MSRP) - is available 24/7 and is dynamically updated in accordance with market trends and benchmarks such as savings from bulk purchases, stocked inventory and negotiated manufacturer pricing. This helps to reduce risk and volatility on behalf of CDW-G customers.

In general, there is a downward trend in IT hardware and software cost over time, that is not reflected in the arbitrary schedule set by the manufacturer MSRP.

CDW-G's Nationally Advertise Price is benchmarked against live pricing on our competitors' websites and adjusted frequently to remain competitive in the marketplace. One misleading element of discounts from MSRP is that proposed discounts may seem more aggressive. However, comparing at a line item level, a dynamic, online catalogue offer secures technology solutions for a lower cost.

This type of pricing index (NAP), because it is being updated constantly in real time, offers more IT solutions for customers, including emerging and disrupting technologies, and new manufacturers.

Finally, Nationally Advertised Price is a publicly verifiable index that the Irvine Unified School District can publicly verify for auditing purposes.

Please note, it is CDW-G's goal to provide a consistent price for the Irvine Unified School District for the term of the RFP. CDWG's pricing methodologies consider numerous economic factors facing the market at the time of offer. Given the current macroeconomic climate, CDW-G must reserve the right to revise its fixed price offers upon learning of applicable financial impacts felt by CDW-G's manufacturer partners, including **existing and future tariffs**, which are passed on in the price of product and services to CDW-G. As we are often the largest partner for manufacturers, we are uniquely positioned to have early access to information, often before it is widely available. CDW-G will work proactively with the Irvine Unified School District and all manufacturers to mitigate or eliminate, to the best of our ability, any price impacts to the products within this RFP. CDW-G will also work with our partners to take inventory positions in advance of the tariff implementation date to mitigate some tariff-related increases if necessary.

EXHIBIT A

CDW-G Proposed Discount Off Nationally Advertised Categorical Discount List

Category	Category Description	Brands	Irvine Proposed
A	Accessories (A)	All Brands Excluding Apple	6.75%
B	Power, Cooling & Racks (B)	All Brands Excluding Apple	3.00%
C	Desktop Computers (C)	All Brands Excluding Apple	2.00%
D	Data Storage/Drives (D)	All Brands Excluding Apple	5.25%
E	Enterprise Storage (E)	All Brands Excluding Apple	5.00%
F	Point of Sale/Data Capture (F)	All Brands Excluding Apple	4.00%
H	Servers & Server Management (H)	All Brands Excluding Apple	4.00%
J	Services (CDW Delivered) (J)	All Brands Excluding Apple	0.00%
L	Notebook/Mobile Devices (L)	All Brands Excluding Apple	3.25%
L/NB/CBK	Chromebooks (CBK)	All Brands Excluding Apple	0.75%
N	NetComm Products (N)	All Brands Excluding Apple	7.00%
O	Carts and Furniture (O)	All Brands Excluding Apple	5.25%
P	Printing & Document Scanning (P)	All Brands Excluding Apple	1.50%
Q	Services (Partner Delivered) (Q)	All Brands Excluding Apple	3.00%
S	Software (S)	All Brands Excluding Apple	4.00%
T	Collaboration Hardware (T)	All Brands Excluding Apple	5.00%
T/PB	Video Hardware	All Brands Excluding Apple	3.00%
V	Video & Audio (V)	All Brands Excluding Apple	3.50%
W	Cables (W)	All Brands Excluding Apple	13.00%

Bid No. 19/20-01 IT TECHNOLOGY EQUIPMENT AND PERIPHERALS

BID FORM PRICING SHEET

Name of Bidder: CDW Government LLC

Website of Online Catalog: <https://www.cdw.com/>

All items shall be complete including applicable delivery, installation, and miscellaneous costs, but do not include California sales taxes in the quoted prices. Bidders must complete all items, or the bid submitted may be declared non-responsive. Note: This is NOT AN ORDER. If a Bidder will not bid on an item, it should write "No Bid" under the unit price.

Whenever any Equipment is indicated or specified by brand name, trade name, proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process, service or equipment desired and shall be deemed to be followed by the words "**or equal**", and Bidder may, unless otherwise stated, offer any material, process, service, or equipment which shall be substantially equal or better in every respect to that so indicated or specified, *subject to District approval*.

Should the Bidder wish to request prior to bid opening, any substitution for the materials, process, Work or Equipment **specified in the Short List**, the Bidder shall submit a written request to the District **within the timeframe stated for Requests for Information (RFI's)**, in accordance with Information for Bidders Sections 9 and 19. Bidders submitting RFIs requesting substitutions of "or equal" products should include the line number, description, and manufacturer and model no. listed on the original Bid Documents, and the manufacturer and model no. of the proposed "or equal" product. Descriptive technical literature (manufacturer's specifications and a picture of the specific item), marked with the appropriate bid item number, should be provided fully describing the claimed "or equal" product. Suitability and valuation of "equals" rest in the sole discretion of the District.

For proposed **Catalog Discount Work and Equipment**, Bidders should list all manufacturers available in the column denoted "Brands/Manufacturers". Bidders are not required to offer Equipment from all manufacturers listed in the description. Bidders may propose additional "or equal" manufacturers. Suitability and valuation of "equals" rest in the sole discretion of the District.

Bid prices are to include all costs associated with the proposed Solution including, but not limited to, shipping, F.O.B. Irvine Unified School District or as directed by the purchase order of said District, assembly, inside delivery, and any required installation/implementation, software licensing, maintenance, training, ongoing support, recommended professional services, containers, packing, delivery, disposal of waste, and

costs of optional services and products. Do not include California Sales or Use Taxes in unit prices. This tax will be added and paid for by the District. Costs not identified by Bidder shall be borne by Bidder and will not alter the requirements identified in this solicitation.

EXAMPLE

Line #	Description	Manufacturer & Model No.	Est. Qty (annual)	Unit Cost	Discount %	Extended Price Per Unit
1.a.	Example Company Chromebook 11"	Example Company, model no. 1234	1-499	\$250	5%	\$237.50
1.b.	Example Company Chromebook 11"	Example Company, model no. 1234	500-1,999	\$250	7%	\$232.50
1.c.	Example Company Chromebook 11"	Example Company, model no. 1234	2,000 - 4,999	\$250	10%	\$225.00
1.d.	Example Company Chromebook 11"	Example Company, model no. 1234	5,000+	\$250	13%	\$217.50

Short List Bid Items						
Line #	Description	Manufacturer & Model No.	Est. Qty (annual)	Unit Cost	Discount %	Extended Price Per Unit
1	HP Chromebook 11 G7 11.6"	6QY22UT#ABA	1	\$184.99	0	\$184.99 **
1a.	Dell Chrome 3100	3100	1	\$234.00	0	\$234.00
2	Google Chrome Management Console License - Education	CROSSWDISEDU	1	\$23.00	0	\$23.00
3	AVerCharge C36i+ Cart	CHRG36i+	1	\$990.00	0	\$990.00
3a	Spectrum Connect 36 eLogix	55423-DBT	1	\$1,081.24	0	\$1,081.24
3b	Anywhere Cart AC-Plus-T	AC-Plus-T	1	\$869.00	0	\$869.00

3d.	DellCharge C36	.CMPCT36	1	No Bid	0	No Bid
4	HP Laserjet Pro M404n	HP, W1A52A#BGJ	1	\$171.86	0	\$171.86 **
4a.	Lexmark B2442dw	36SC220	1	\$257.56	0	\$257.56
5	HP Color LaserJet Enterprise M553n	HP, B5L24A#BGJ	1	\$378.95	0	\$378.95 **
5a.	Lexmark CS622de	42C0080	1	\$505.00	0	\$505.00
6	Cisco Catalyst 4500 Switch L3	WS-C4500X-16SFP+	1	\$15,472.80	0	\$15,472.80
6a.	Dell PowerSwitch	S4128F-ON	1	No Bid	0	No Bid
7	Cisco Catalyst 2960X Switch L2	WS-C2960X-48FPD-L	1	\$4,886.28	0	\$4,886.28
7a.	Dell PowerSwitch	N2048	1	No Bid	0	No Bid
8	Cisco Catalyst 3850 L2	WS-C3850-12X48U-L	1	\$10,393.53	0	\$10,393.53
8a.	Dell PowerSwitch	N3048EP-ON	1	No Bid	0	No Bid
9	HP/Aruba Indoor Access Point AP-335	HPE, JW825A	1	\$1,032.40	0	\$1,032.40
9a.	Ruckus In R750	901-R750-US	1	\$983.68	0	\$983.68
10	HP/Aruba Outdoor Access Point AP-375	HPE, JZ173A	1	\$1,215.10	0	\$1,215.10
10a.	Ruckus Out T610	9U1-T610-US	1	\$1,082.05	0	\$1,082.05
11	HP/Aruba AP/PEF/RFP license	HPE, JW619AAE	1	\$95.70	0	\$95.70
11a.	Ruckus Virtual Lic	virtual1301	1	\$96.50	0	\$96.50

12	Schneider Electric UPS 6KVA	SURTD6000RMXLP3U	1	\$4,992.00	0	\$4,992.00
13	Epson PowerLite 975w	V11H835020	1	\$941.45	0	\$941.45 ***
14	Epson PowerLite 685w	V11H744520	1	\$1,016.50	0	\$1,016.50 ***
15	Epson ELPLP64 projector lamp	V13H010164	1	\$137.00	0	\$137.00
16	Aver CP3 75" Interactive Display	CP3-75i	1	Product Discontinued	0	Product Discontinued
16a	Boxlight PROCOLOR 753U UHD	753U UHD	1	\$4,086.57	0	\$4,086.57
16b	Promethean Titanium ActivPanel	AP7-B75-NA-1a	1	\$3,700.00	0	\$3,700.00
16c	Clevertouch IMPACT	15475IMPACT	1	No Bid	0	No Bid
16d	SMART MX	MX275-V2	1	\$4,017.59	0	\$4,017.59
16e.	Dell 75" 4K Inter.	C7520QT	1	\$4,925.30	0	\$4,925.30
17	Samsung QB-R 65" Digital Signage Display	QB65R	1	\$850.00	0	\$850.00
18	AVer F70W Wireless Doc Cam	VSIONF70W	1	\$410.00	0	\$410.00
18a	Hovercam Ultra 10	HCU10	1	\$795.00	0	\$795.00
19	Lightspeed Topcat Access Speaker System	TCA-FF-M	1	\$1,554.00	0	\$1,554.00
20	Installation Service - Lightspeed Topcat Access	N/A	1	\$195.00	0	\$195.00
21	AtlasIED PoE+ Indoor Wall Mount Loudspeaker	IP-SDM	1	\$672.50	0	\$672.50
22	Installation Service - AtlasIED Loudspeaker	N/A	1	\$185.00	0	\$185.00

Catalog Discount:

Bidders may respond to line items with one catalog discount percentage for all brands/manufacturers. Catalog discounts will be based on Manufacturer's Suggested Retail Price as listed in manufacturer's or Bidder's online catalog. Bidders may include an attachment include additional brands/manufacturers offered.

EXAMPLE

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
1.	Chromebooks, Brands may include, but are not limited to: Brand A, Brand B & Brand C.	<u>X</u>		Brand A, Brand C, Brand D	_____ 20 _____ % Catalog Discount

General Hardware Catalog Type Items					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
23	Brand name items from computer hardware manufacturers. Brands may include, but are not limited to: Acer, Dell, HP, Lenovo, Microsoft, Toshiba, and any other Intel or AMD based computers and systems.	X		Please see Exhibit A	_____ % Catalog Discount
24	Computer and tablet peripherals, components, upgrades, accessories, and related equipment including all manufacturers' "optional" products and warranties. Including all manufacturers available to the Bidder.	X		Please see Exhibit A	_____ % Catalog Discount
25	Device storage and/or charging solutions. Brands may include, but are not limited to: Anywhere, Aver, Bretford, LocknCharge, Tripp Lite.	X		Please see Exhibit A	_____ % Catalog Discount
26	Digital cameras, lenses, lighting, microphones, drones, and related photography/videography peripherals, software, and accessories. Brands may include, but are not limited to: Canon, DJI, Panasonic, Sony.	X		Please see Exhibit A	_____ % Catalog Discount

27	Printers, toner, inkjet ink, accessories, and other related supplies. Brands may include, but are not limited to: Canon, Dell, Epson, HP, Konica-Minolta, Kyocera, Ricoh, Toshiba, Xerox.	X		Please see Exhibit A	<u> </u> Catalog Discount
28	Cables and cable management solutions, including, but not limited to: HDMI, VGA, network cables and adapters, terminators, raceway, patch cables, video, audio, and power cables. Including all manufacturers available to the Bidder.	X		Please see Exhibit A	<u> </u> Catalog Discount
Network, Data Center, and Security Catalog Type Items					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
29	Brand name items from network hardware manufacturers. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, HP ProCurve, Juniper, Ruckus, and any other managed or unmanaged hardware, component, or related devices available to Bidder.	X		Please see Exhibit A	<u> </u> Catalog Discount
30	Wireless technology: including access points, controllers, mounts and enclosures, and any other components and peripherals. Brands may include, but are not limited to: HP/Aruba, Oberon, Ventev/Terrawave, Aerohive, Cisco, Ruckus	X		Please see Exhibit A	<u> </u> Catalog Discount
31	Wireless management licenses and maintenance. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.	X		Please see Exhibit A	<u> </u> Catalog Discount
32	Server, storage, and virtualization hardware and peripherals, and licensing. Brands may include, but are not limited to: Cisco, HP, Dell, IBM, VMware, Microsoft.	X		Please see Exhibit A	<u> </u> Catalog Discount
33	Network management software or network access control. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.	X		Please see Exhibit A	<u> </u> Catalog Discount
34	Network security appliances and software including layer 7 Firewall, Content Filtering, log management (SEIM), Intrusion Defense and Prevention System (IDS, IPS), endpoint protection, SPAM and phishing protection. Brands may include, but are not limited to: iBoss, Palo Alto, Cisco, HP, Sonicwall, Symantec, CrowdStrike, Microsoft, Barracuda, Agari, Avanan.	X		Please see Exhibit A	<u> </u> Catalog Discount
35	Uninterruptible Power Supply (UPS). Brands may include, but are not limited to: Schneider Electric, APC, Tripp Lite	X		Please see Exhibit A	<u> </u> Catalog Discount

36	Safety systems which may include: networked surveillance, access control, and emergency alert systems, cameras, servers, software, and peripherals. Brands may include, but are not limited to: Axis, Avigilon, Cisco, Panasonic, and Entre.	X		Please see Exhibit A	_____ Catalog Discount
37	Public Address and Clock/Bell/Loudspeaker systems. Brands may include, but are not limited to: Atlas, Bogen, Cisco, Ducane.	X		Please see Exhibit A	_____ Catalog Discount
General Software Catalog Type Items					
	Description	Can Comply?	Brand/Manufacturer		Catalog Discount (based on MSRP)
38	Major software publisher programs including licensing with media option or full packaged products. Academic discounts must be applied when available. Major software publishers may include, but are not limited to: Adobe, Google, and Microsoft.	X		Please see Exhibit A	_____ Catalog Discount
Audio Visual Catalog Type Items					
	Description	Can Comply?	Brand/Manufacturer		Catalog Discount (based on MSRP)
39	Projectors, lamps, mounts, and accessories. Brands may include, but are not limited to: Acer, BenQ, Epson, Optoma, Viewsonic.	X		Please see Exhibit A	_____ Catalog Discount
40	Interactive displays, mounts, carts, and accessories. Brands may include, but are not limited to: Aver, Promethean, Samsung, Smart Technologies, Viewsonic.	X		Please see Exhibit A	_____ Catalog Discount
41	Large format displays, mounts, carts and accessories. Brands may include, but are not limited to: LG, NEC, Panasonic, Samsung, Sharp, Bretford, Conen, Peerless, Tripp Lite.	X		Please see Exhibit A	_____ Catalog Discount
42	Document cameras and accessories. Brands may include, but are not limited to: Aver, Elmo, Epson, Hovercam, IPEVO.	X		Please see Exhibit A	_____ Catalog Discount
43	Integrated audio visual systems. Brands may include, but are not limited to: Extron, Crestron, Lightspeed, and FrontRow.	X		Please see Exhibit A	_____ Catalog Discount

44	Audio visual equipment including, but not limited to: microphones, speakers, sound boards, presenter equipment and accessories, and theater management tools from any manufacturer available to Bidder.	X		Please see Exhibit A	<u> </u> % Catalog Discount
Services					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
45	Configuration Services, including but not limited to: asset tagging, etching, memory or other component installations, imaging, software installation, or any other Configuration Lab type services.	X		Please see Exhibit A	<u> </u> % Catalog Discount
46	Engineering Services, including but not limited to: assessment, design, configuration, implementation, or diagnostic troubleshooting of wired or wireless networking, physical or virtual servers, Storage Area Network (SAN), backup or disaster-recovery solutions. Engineers preferred to be-experienced with: Cisco, Dell EMC, HP, NetApp, VMWare, Microsoft, and must be manufacturer certified.	X		Please see Exhibit A	<u> </u> % Catalog Discount
47	Audio Visual Installation Services, including but not limited to: projector/display mounting, low voltage cabling, speaker installation.	X		Please see Exhibit A	<u> </u> % Catalog Discount

*** Pricing and discounts reflected are a minimum discount, and additional discounts may be agreed upon by Bidder and District, depending on brands/manufacturers offered, volume purchases, and other promotions.**

**** Clarification - Piggybackable pricing is only available to K-12 institutions in Orange County. This is due to OEM pricing restrictions.**

***** Clarification - Piggybackable pricing is available to all public institutions in the state of California with the restriction of Los Angeles Unified School District. This is due to OEM pricing restrictions.**

****** Clarification – Piggybackable pricing is only available to K-12 institutions in Orange County and San Bernadino County. All other California K-12 institutions can utilize the discount off CDW-G Nationally Advertised Pricing in the catalogue section, if awarded.**

Company Name: CDW Government LLC

Vendor Name: [REDACTED], Director Program Sales

A handwritten signature in black ink, appearing to be 'D. B. C.', written over a horizontal line.

Vendor Signature: _____ Date: 11/26/2019



The undersigned hereby declares that all of the representatives of this bid are made under penalty of perjury under the laws of the State of California.

Individual Name: _____
 Signature: _____
 Print Name: _____
 Date: _____
 Business Address: _____
 Telephone: _____

.....
Partnership Name: _____
 Signature: _____
 Print Name: _____
 Date: _____
 Business Address: _____
 Telephone: _____
 Other Partner(s): _____

.....
Corporation Name: CDW Government LLC
 (a Limited Liability Corporation)
 Business Address: 200 North Milwaukee Avenue, Vernon Hills, IL, 60061
 Telephone 800.800.4239
 Signature: [Signature], President Date: 11/25/19
 Print Name: Robert F. Kirby, President Date: _____
 Signature: [Signature], Secretary Date: 11/25/19
 Assistant Secretary Date: _____
 Print Name: Ann Mayberry, Secretary

A corporation awarded the contract shall furnish evidence of its corporate existence and evidence that the officer signing the Agreement and bonds is duly authorized to do so.



PIGGYBACK CLAUSE

1. **Public Contract Code 20118.** Pursuant to Public Contract Code sections 20118 and 20652 (Community Colleges) Irvine Unified School District authorizes all other eligible public entities to piggyback on this bid, except for services. The responding Bidder authorizes this piggyback by signing below. Instead of listing all agencies and districts individually the Irvine Unified School District intentionally names all eligible public entities in total. The District further waives its right to have warrants issued in its favor.
2. **Participation.** Bidder agrees to extend the terms of the resulting contract to other public entities. Such participating government bodies shall make purchases in their own name, make payment directly to the Bidder, and be liable directly to the Bidder, holding Irvine Unified School District harmless.
3. Acceptance or rejection of this clause will not affect the outcome of this Bid.

☒ Yes, Piggyback Option Granted

☐ No, Piggyback Option Not Granted

Signature: Stephanie Santander Date: 11/19/2019

Print Name: STEPHANIE SANTANDER

Title: Director, Program Sales

Company Name: CDW Government LLC

Address: 200 North Milwaukee Avenue
Vernon Hills, IL 60061

Email Address: [REDACTED]

Telephone Number: [REDACTED]