

October 04 2021

NOTICE OF AWARD

CONTRACT TITLE: Computer Device & Parts
CONTRACT NUMBER: 4400010765, **4400010766**, 4400010768
NIGP CODE(S): 20454,20460,20482,20491,20714,92047,93921, 20811
CONTRACT PERIOD: Date of award through June 30, 2026
RENEWALS: Three (3) one-year options
SOLICITATION NUMBER: RFP2000003290
SUPERCEDES CONTRACT(S): 4400003956, 4400003957

CONTRACTOR:

Electronic Systems, Inc.
369 Edwin Drive
Virginia Beach, VA 23462

SUPPLIER ID:

1000000119

Contact: Lisa Folk
Mobile: 240-205-4622
Office: 571-482-1325
FAX: 877-915-8218
E-mail: Lisa.folk@xerox.com

TERMS: Net 30
FOB: Destination
PRICES: See Pricing Schedule

OPS CONTACT:

Reginald Taylor
Contract Specialist
Phone: (571) 423-3584
Fax: (571) 423-3587
E-Mail: rtaylor@fcps.edu

ORDERING INSTRUCTIONS:

Any county department may create a shopping cart into FOCUS (Fairfax County Unified System) indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number.

Requests exceeding the small purchase threshold will be routed to OPS and a purchase order will be executed.

Reginald Taylor

Reginald Taylor
Contract Specialist

DISTRIBUTION:

FCPS – Information Technology - Jean Welsh
FCPS– OPS

**PRICING SCHEDULE
 ESI**

1. HARDWARE

PERCENTAGE DISCOUNT:	% Discount
Dell Products https://channel.dell.com/spl/products <ul style="list-style-type: none"> • Dell Laptop (Windows) • Dell Desktops • Dell Workstations • Dell Chromebooks • Dell Tablets 	25-63% 25-49% 25-42% 5-42% 5-15%
HP Products https://h20429.www2.hp.com/HP2B/landingpages/contract/sled/stateofvirginia.html <ul style="list-style-type: none"> • HP Laptop (Windows) • HP Desktops • HP Workstations • HP Chromebooks • HP Tablets 	25-61% 25-51% 25-54% 1-6% 5-10%
Lenovo Products https://www3.lenovo.com/le/listprice/us/en/listprice?affinity=corporate <ul style="list-style-type: none"> • Lenovo Laptop (Windows) • Lenovo Desktops • Lenovo Workstations • Lenovo Chromebooks • Lenovo Tablets 	38-67% 38-65% 38-63% 8-15% 10-25%

2. MONITORS:

Item Description	Discount
Dell, HP, Lenovo	5%

3. OPTIONAL PACKAGING AND PREPARATION SERVICES: services described in Special Provisions 10.22 A through I.

Item Description	Unit Price
Optional Packaging & Preparation Services	\$12.95 per device

4. VALUE-ADDED & RELATED SERVICES: as described in Special Provisions, Paragraph 10.

Item Description	Unit Price
Installation: Est. 1.5 hr. for PC replacement, 1 hr. for PC install <ul style="list-style-type: none"> • PC replacement- data back-up from legacy device and restoration to new device • PC install- no data back-up and no legacy device Note: no travel time is included if within a 30-mile radius of an ESI location.	\$57.50/ hr.
Imaging Includes: <ul style="list-style-type: none"> • Imaging at ESI Config Center utilizing customer provided base image • Application and reporting of customer provided Asset Tag • Inside Delivery • Costs for labor and supplies is task dependent Note: Pricing based on award of both hardware and services No post-imaging application installation, customization, domain connectivity, or image maintenance included	\$25.00/ device
Training <ul style="list-style-type: none"> • Vendor Training 	5% minimum discount
Professional Learning <ul style="list-style-type: none"> • Vendor Training 	5% minimum discount
Rebates/ Credits <ul style="list-style-type: none"> • ESI will be providing a 1% rebate paid quarterly to FCPS for all Dell, HP and Lenovo hardware client devices purchased. • FCPS can choose to use this 1% toward hardware discounting in lieu of this rebate, if desired. 	1%

5. STUDENT LAPTOP WARRANTY - ADP

ESI is providing the below pricing for unlimited accidental damage protection for four years for student devices.

Unlimited ADP with 2 Battery		
Tier level	Device Cost	AD
Tier 1	\$100-\$200	\$51
Tier 2	\$201-\$300	\$71
Tier 3	\$301-\$400	\$82
Tier 4	\$401-\$500	\$111
Tier 5	\$501-\$600	\$129
Tier 6	\$601-\$700	\$145
Tier 7	\$701-\$800	\$166

Tier 8	\$801-\$900	\$184
Tier 9	\$901-\$1000	\$202

Pricing for ADP includes 2 battery replacements. (Note: If battery does not hold a 30% charge, it is subject to be deemed defective as a consumable part.)

In addition, Worth will reimburse FCPS with \$15 per repaired client device that meet the Worth criteria for reimbursement.

6. PARTS

PERCENTAGE DISCOUNT:	
NEW HP Replacement Parts DELIVERY: a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 15 days after receipt of order pending stock availability	20% minimum discount off list *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS
NEW Dell Replacement Parts DELIVERY: a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 15 days after receipt of order pending stock availability	0-5% In the event Dell no longer offers the part, ESI will source the Global market with our trusted vendors to obtain Dell OEM parts. If available, ESI will quote FCPS cost +15%. *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS
NEW Lenovo Replacement Parts DELIVERY: a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 15 days after receipt of order pending stock availability	Lenovo uses a company named Encompass to handle all parts sales on their behalf. Cost +15% to obtain FCPS price. If Lenovo.Encompass.com does not offer the item, ESI will source the Global market with our trusted vendors to obtain Lenovo OEM parts at the best cost and provide FCPS with our cost +15% markup. *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS

<p>NEW General/Multi-Platform Replacement Parts</p> <p><u>DELIVERY:</u></p> <p>a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 15 days after receipt of order pending stock availability</p>	<p>2-10% Minimum discount from List</p> <p>*Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS.</p>
<p>Remanufactured/Refurbished Replacement Parts</p> <p><u>DELIVERY:</u></p> <p>a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 15 days after receipt of order pending stock availability</p>	
<p>APC Parts</p> <p><u>DELIVERY:</u></p> <p>a. Stocked items 5 days after receipt of order b. Non-Stocked/Out of Stock Items 15 days after receipt of order pending stock availability</p>	
<p>Percentage Discount for Products Not Listed in previous tables.</p> <p>The discount(s) will be applied to prices at the time of any applicable orders for items not listed above.</p> <p>Support renewals are 0% - 5% minimum discount</p>	

Manufacturer & Brand Name % Discount

Discounts below are MINIMUM discounts

3M 5%
Absolute 5%
Acer 5%
Acronis 5%
Adobe 5%
Allworx 5%
Altronix 5%
American Battery 5%
Anthro Carts 5%
Anywhere Carts 5%
APC/ Schiedner Electric 5%
Arrow 5%
Aruba 5%
Asus 5%
AWS/ Amazon 5%
Barracuda 5%
Belkin 5%
Bio-Key 5%
Blackbox 5%
Bluecoat 0%
Bosch 5%
Bretford 5%
Broadcom 5%
Brother 5%
Cables Unlimited 5%
Cables-To-Go 5%
Carbon Black 5%
Case Logic 5%
Cisco 5%
Citrix 5%
Compulocks 5%
Creative Technologies 5%
Da-Lite 5%
Datamation Carts 5%
RFP20000003290
Appendix E
Dell 5%
Dell EMC 5%
Earthwalk Carts 5%
Eaton 5%
EduTec One2One 5%

Emerson-Liebert **5%**
Epson **5%**
Ergotron **5%**
F5 **5%**
Fireeye **5%**
Fortinet **5%**
Fujitsu **5%**
Gaggle **5%**
Google **0%**
Gumdrop **5%**
Hitachi **5%**
Honeywell **5%**
HP **5%**
HPE **5%**
IBM **5%**
Intel **0%**
iPearl **5%**
Juniper **5%**
Kensington **5%**
Kingston **5%**
Kramer **5%**
Lenovo **5%**
Lexmark **5%**
LG **5%**
Lifesize **5%**
Logitech **5%**
Marathon **5%**
Maxwell **5%**
Microsoft **0%**
Ncomputing **5%**
NEC **5%**
Net100 **5%**
Netgear **5%**
Netscout **5%**
Nutanix **5%**
Nvidia **5%**
Palo Alto **5%**
Panasonic **5%**
RFP20000003290
Appendix E
Peak 10 **5%**
Planar **5%**
Polycom **5%**
Pure **5%**
QTS **5%**
Raritan **5%**

Red Hat **5%**
RevoAmerica **5%**
RSA **5%**
Ruckus **5%**
Samsung **5%**
Seagate **5%**
Sharp **5%**
Sierra **5%**
Sonicwall **5%**
Sony **5%**
Sophos **5%**
SS4 Recycling **5%**
Targus **5%**
Trend Micro **5%**
Triplite **5%**
Uline **0%**
V7 **5%**
VEEAM **5%**
Veritas **5%**
Viewsonic **5%**
Virtiv/Leibert **5%**
Vizio **5%**
VMWare **5%**
Watchguard **5%**
Wells Fargo **0%**
Western Digital **5%**
Worth Ave Group **1%**
Xerox **5%**
Zebra **0%**