

October 4, 2021

Electronic Systems, Inc.  
Attn: Lisa Folk  
369 Edwin Drive  
Virginia Beach, VA 23462

Reference 2000003290; Computer Device and Parts

Dear Ms. Folk:

**Acceptance Agreement**

**Contract Number: 4400010766**

This acceptance agreement signifies a contract award to award to Electronic Systems, Inc. for Computer Device and Parts. The period of the contract shall be from October 1, 2021 through June 30, 2026 with the option to renew for three (3) one-year periods.

The contract award shall be in accordance with:

1. This Acceptance Agreement.
2. The Terms and Conditions of RFP2000003290; Computer Device and Parts, and all addenda.
3. Your Proposal dated March 31, 2021.
4. The attached summarized Pricing Schedule.
5. The signed Memorandum of Negotiations.

Please note that this is not an order to proceed. A purchase order, which constitutes your notice to proceed, will be issued to your company. Please provide your Insurance Certificate according to Special Provisions Paragraph 24 within ten (10) days after receipt of this letter. Contract award documents may be viewed on the Fairfax County, Department of Purchasing and Supply Management website at: [www.fairfaxcounty.gov/cregister](http://www.fairfaxcounty.gov/cregister).

Sincerely,

*Michelle Pratt*

Michelle R. Pratt  
Director

MRP/RT

DATE: September 27, 2021

Sent via email: [Lisa.Folk@Xerox.com](mailto:Lisa.Folk@Xerox.com)

Electronic Systems, Inc.  
Attn: Lisa Folk  
369 Edwin Drive  
Virginia Beach, VA 23462

Subject: Memorandum of Negotiations

Reference: RFP# 2000003290 – Computer Device and Parts

Dear Ms. Folk:

Thank you for responding to Request for Proposal, RFP# 2000003290 – Computer Device and Parts. Enclosed with this letter is the Memorandum of Negotiations, which defines the final agreement between your firm and Fairfax County Public Schools.

Please review the Memorandum of Negotiation, execute a legal authorized signature in the space provided, and return it to my office within five (5) days of the date of this letter. After I receive the signed Memorandum, I will return an executed copy to you along with the Acceptance Agreement which signifies award of this contract to your firm.

If you have any questions or need additional information, don't hesitate to contact me at 571-423-3584 or via email at [rtaylor@fcps.edu](mailto:rtaylor@fcps.edu). Thank you for your interest in Fairfax County Public Schools' requirements and we hope that you will bid on future requirements.

Sincerely,



Reginald Taylor  
Contract Specialist

Attached: Memorandum of Negotiations  
Final Pricing Summary

DISTRIBUTION:

FCPS – IT – Jean Welsh

**MEMORANDUM OF NEGOTIATION**

RFP2000003290

The County of Fairfax, Fairfax County Public Schools (hereinafter called the County or FCPS) and Electronic Systems, Inc. (hereinafter called the Contractor) hereby agree to the following in the execution of Contract 440010766. The final contract contains the following items:

- a. Fairfax County's Request for Proposal RFP2000003333 and all Addenda.
- b. Electronic Systems, Inc. Technical and Business proposal as amended by this Memorandum of Negotiations.
- c. The Memorandum of Negotiations; and
- d. All subsequent amendments to the contract.

In the event of a conflict or ambiguity between or among the documents listed above, the terms and conditions of this MON will have priority over documents referenced in (a) and (b).

1. On projects where ESI is performing the service rollouts, we are able to provide Worth with the exact date received because we work through FCPS' Project Manager for the delivery schedule. However, if shipping directly from the OEM to an FCPS location, we are notified of the actual serial numbers that shipped and then we utilize the delivery eta to set the start date with Worth.
2. Lenovo will provide a 1-2% rebate payment to Fairfax County Public Schools that will be paid at the end of each quarter based on the net hardware purchases of the Lenovo standard configurations for FCPS provided in the RFP response. This 2% rebate payment will remain in effect through the term of the contract awarded and partnership between FCPS /ESI-Xerox/Lenovo and will be based on the hardware pricing from Lenovo to ESI/Xerox. Rebates are typically checks issued out 30 days following the close of the previous quarter. Rebates only include purchases that have been delivered and invoiced.

**Professional Learning**

3. Dell - Included within the laptop purchases made through this RFP, Dell will continue our Professional Learning partnership through the inclusion of approximately 38 days, a value up to \$100,000, of professional learning. In addition to professional learning provided by Advanced Learning Partnerships, the professional learning credits provided can also be used for accessing BrightBytes.
4. Additionally, contract award, Dell will provide one (1) additional onsite Professional Learning day for every 1,376 laptops purchased through ESI.
4. Additional Dell Instructor-Led onsite Professional Learning will be provided at a cost of \$2,600 per day. Since Cost and List are the same to ESI at \$2,600 through Dell, and because of the above PL offer, ESI can offer no other discounts beyond the pass through of our cost.
5. Lenovo- Professional Learning Offering- Directly between FCPS and Lenovo. Offer and PD pricing below is only offered if purchased through ESI/Xerox.
6. Lenovo is committed to providing Fairfax County Public Schools with a multi-year professional learning plan that provides on-going support for your district and school-based instructional coaches. Utilizing

a consultative approach, Lenovo will work in partnership with district decision makers to identify learning goals, milestones for assessing success, preferred delivery methods and target audience.

7. **Year 1:** Lenovo, in partnership with Educational Collaborators, will utilize a blended learning approach to provide customized professional learning for the district and school-based instructional coaches to grow their capacity to effectively engage educators and support the use of technology to address the academic needs of the students. Prior to any professional learning, Educational Collaborators will conduct a needs assessment to better understand the needs of the coaches and the educators they support. Following the needs assessment, Educational Collaborators will consult with district decision makers to develop a multi-year professional learning plan.
8. **Lenovo Investment:** Estimated Value of \$50,000 USD with the purchase of 10,000 Lenovo devices.
9. **Lenovo Devices:**

**Deliverables:**

- District Needs Assessment
- Multi-year Professional Learning Plan
- Full-day onsite professional learning - Maximum number of participants per workshop is 25 (a larger number of participants may be accommodated by utilizing multiple one-day units)
- Workshop is scheduled for one full day but may be split into ½ day sessions focused on one or more topics.

Travel time and expenses are included.

- Custom Webinars (total of 3)- This engagement includes the planning and delivery of three custom professional development webinars to provide the support for meaningful and successful implementation of a variety of classroom resources.
  - End of Year Needs Assessment and recommendations for any changes/modifications to year 2 learning plan.
10. **Year 2:** Lenovo, in partnership with Educational Collaborators, will work in partnership with district leaders to assess the success of year one, make any modifications to the professional learning plan and execute on year 2 deliverables.
5. **Lenovo Investment:** Estimated Value \$50,000 USD with the purchase of 10,000 Lenovo devices
  6. See attached strategic proposals and pricing from two of our partners, Education Collaborators, and Intel.

All other prices, terms, and conditions remain the same.

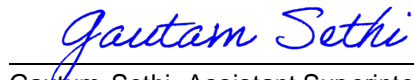
ACCEPTED BY:

  
\_\_\_\_\_  
Name: N. Joyce Chapman

Corporate Secretary  
Electronic Systems, Inc.

September 29, 2021

Date

  
\_\_\_\_\_  
Gautam Sethi, Assistant Superintendent

Department of Information Technology

October 04, 2021

Date

  
\_\_\_\_\_  
Michelle R. Pratt, Director

Office of Procurement Services

October 4, 2021

Date

**PRICING SUMMARY**  
Electronic Systems, Inc. (ESI)

**1. HARDWARE**

<b>PERCENTAGE DISCOUNT:</b>	<b>% Discount</b>
<b>Dell Products</b> <a href="https://channel.dell.com/spl/products">https://channel.dell.com/spl/products</a> <ul style="list-style-type: none"> <li>Dell Laptop (Windows)</li> <li>Dell Desktops</li> <li>Dell Workstations</li> <li>Dell Chromebooks</li> <li>Dell Tablets</li> </ul>	25-63% 25-49% 25-42% 5-42% 5-15%
<b>HP Products</b> <a href="https://h20429.www2.hp.com/HP%2B/landingpages/contract/sled/stateofvirginia.html">https://h20429.www2.hp.com/HP 2B/landingpages/contract/sled/stateofvirginia.html</a> <ul style="list-style-type: none"> <li>HP Laptop (Windows)</li> <li>HP Desktops</li> <li>HP Workstations</li> <li>HP Chromebooks</li> <li>HP Tablets</li> </ul>	25-61% 25-51% 25-54% 1-6% 5-10%
<b>Lenovo Products</b> <a href="https://www3.lenovo.com/le/listprice/us/en/listprice?affinity=corporate">https://www3.lenovo.com/le/listprice/us/en/listprice?affinity=corporate</a> <ul style="list-style-type: none"> <li>Lenovo Laptop (Windows)</li> <li>Lenovo Desktops</li> <li>Lenovo Workstations</li> <li>Lenovo Chromebooks</li> <li>Lenovo Tablets</li> </ul>	38-67% 38-65% 38-63% 8-15% 10-25%

**2. MONITORS:**

<b>Item Description</b>	<b>Discount</b>
Dell, HP, Lenovo	5%

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

<b>Item Description</b>	<b>Unit Price</b>
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"> <li>PC replacement- data back-up from legacy device and restoration to new device</li> <li>PC install- no data back-up and no legacy device</li> </ul> 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"> <li>Imaging at ESI Config Center utilizing customer provided base image</li> <li>Application and reporting of customer provided Asset Tag</li> <li>Inside Delivery</li> <li>Costs for labor and supplies is task dependent</li> </ul> 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"> <li>Vendor Training</li> </ul>	5% minimum discount
Professional Learning <ul style="list-style-type: none"> <li>Vendor Training</li> </ul>	5% minimum discount
Rebates/ Credits <ul style="list-style-type: none"> <li>ESI will be providing a 1% rebate paid quarterly to FCPS for all Dell, HP and Lenovo hardware client devices purchased.</li> <li>FCPS can choose to use this 1% toward hardware discounting in lieu of this rebate, if desired.</li> </ul>	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. PART II, PARTS

PERCENTAGE DISCOUNT:	
<b>NEW HP Replacement Parts</b> <b>DELIVERY:</b> 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
<b>NEW Dell Replacement Parts</b> <b>DELIVERY:</b> 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
<b>NEW Lenovo Replacement Parts</b> <b>DELIVERY:</b> 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
<b>NEW General/Multi-Platform Replacement Parts</b> <b>DELIVERY:</b> 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	2-10% Minimum discount from List and Cost +15% Specified per item  *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS.
<b>Remanufactured/Refurbished Replacement Parts</b> <b>DELIVERY:</b> 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	We have numerous trusted vendors for reman/refurb parts. ESI will provide a maximum markup of our Cost +15%.  *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS



<b>APC Parts DELIVERY:</b>  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	5% Minimum discount from List  *Where ESI can achieve deeper discounts, we will quote higher discounts to FCPS.
<b>Percentage Discount for Products Not Listed in previous tables.</b>  <b>The discount(s) will be applied to prices at the time of any applicable orders for items not listed above.</b> <b>Support renewals are 0% - 5% minimum discount</b>	

**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%**  
Dell **5%**  
Dell EMC **5%**  
Earthwalk Carts **5%**  
Eaton **5%**  
EduTec One2One **5%**  
Emerson-Liebert **5%**  
Epson **5%**  
Ergotron **5%**  
F5 **5%**

Memorandum of Negotiations

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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%**  
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%**

Memorandum of Negotiations

4400010466

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Sonicwall **5%**  
Sony **5%**  
Sophos **5%**  
SS4 Recycling **5%**  
Targus **5%**  
Trend Micro **5%**  
Tripplite **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%**