



THE SCHOOL DISTRICT
OF PALM BEACH COUNTY, FLORIDA

SCHOOL FOOD SERVICE
3661 NORTH INTERSTATE PARK ROAD, SUITE 100
RIVIERA BEACH, FLORIDA 33404


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ARTHUR C. JOHNSON, Ph. D.
SUPERINTENDENT

MEMORANDUM

June 21, 2007

TO: Dick Hardman

FROM: Steve Bonino 

CONTACT PERSON: Allison Monbleau

RE: RFP for Touch Screen Computers and Peripherals (07C-004D)

Thank you for assisting our department with the Touch Screen Computer and Peripherals RFP. I understand that the committee is recommending to the Board that Tek Visions, Inc. be awarded the contract. I have had attached a list of negotiated items and prices for Board review.

The following is an explanation of some of the benefits the District will realize with the purchase of the computers:

- Upgrading the current Point of Sale registers to new touch screen computers will allow the School Food Service Department to realize an annual cost savings of \$25,000 in maintenance fees alone. Other costs savings include shipping fees and labor costs associated with repair and maintenance of the old registers. Currently, the School Food Service Office has one employee designated to register and peripheral support. She spends most of the school year at the schools, replacing broken equipment. She also spends a great deal of time preparing and packing broken equipment to send back to the company for repair. This translates into approximately 75% of her time, which calculates to about \$40,000. This labor will be reallocated to provide additional technical assistance and training to the cafeteria managers.
- Upgrading will also increase efficiencies in school cafeterias. Currently we replace approximately 6% of our registers each month. This creates chaos for students, teachers, School Food Service employees, and administrative staff in the schools. The new systems have only a 1% overall repair rate.
- The existing registers are proprietary and can only be utilized by the current accountability software. Purchasing these computers will enable us to have a variety of options in the future when researching possible advancements in software.
- The touch screen computers will allow us to take better advantage of the current software with the utilization of students' pictures, as they come through the lunch line, and menu key itemization. These additional enhancements will improve efficiency and accountability.

Please let me know if I can provide you with any other information in order to purchase the above-mentioned items.

Thank you for your help.

07C-004D Touch Screen Computer and Peripherals

Negotiated Items

1. District will be extended cost discounts on any products TekVisions currently manufacturer's or manufacturer's in the future commensurate with discounts being extended on Tek-465 via this contract.
 2. There will be no shipping charge on new purchases
 3. During the first 12 months of deployment, the units carry a cross-ship warranty. TekVisions will cover freight charges both directions during this period. After the initial 12 months of deployment, the warranty (remaining 24 months) covers all parts and labor. During this 24 month period, the District will be responsible for freight back to TekVisions and TekVisions will cover freight cost back to District for repaired unit.
 4. There will be a 2% loaner of touch screen units (with image installed) and peripherals for the duration of the contract. This product is shipped along with each order. i.e. Initial order is 100 units, an extra two units are shipped with order. These additional units shall remain in District's possession as long as the contract is in place.
 5. There will be a \$95 repair charge that will be included in the cost of the repair or no charge if not repaired. This charge shall only be incurred after the initial 3 years of deployment.
 6. There are no annual fees for maintenance or technical support
 7. A maximum of three weeks is expected for delivery of new equipment after the PO is received. In an effort to expedite delivery, TekVisions may at times need to partial ship orders. This will be coordinated with District prior to shipment so that both parties are aware of exactly what is to be received.
 8. The warranty will begin on the date of deployment of each unit and continue for the initial 3 years of the contract or from the deployment date (which ever date is later) (to include the touch screen and peripherals) TekVisions will need to coordinate with District personnel a logistical plan to track exact date of deployment of units as opposed to invoice / ship date.
 9. Training and support to include 1 week on site at the start of the contract and 1 day on site each 6 months at no cost to the District. The training will include full maintenance of the touch screen computers for the life of the contract.
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10. Parts for maintenance are provided at no cost. This will also be at the 2% loaner rate.
 11. When the price of the solid state storage is in line with hard drive costs, the vendor will, with the approval of the District, upgrade any future purchases with this technology. The SSD will simply become the storage device in the unit prior to shipping.
 12. There will be an option to purchase solid state devices to replace existing hard drives. TekVisions will provide, at a cost, SSD's to upgrade all existing units in the field. TekVisions will work with District personnel to obtain district's image on SSD and also provide technical training in replacing the hard drives with SSD's.
 13. Extra hard drives will be delivered with the District's image
 14. The vendor will work with the District on disaster recovery and provide extra equipment and service as needed. TekVisions will work with the District in any way possible in the event of a natural disaster. Additional product will be made available, at a cost, on a priority basis.
 15. TekVisions will administer the warranties and repairs for peripherals. As noted in number 8, this will need to be a joint effort in order for the warranty period to be tracked correctly.
 16. The Tek-465 has wireless capability built-in and would need an adapter to activate. This will be provided to District at an appropriate discounted cost at such time the District chooses to deploy wireless units. Installation will also be covered in initial training.
 17. TekVisions will investigate anti-theft device and provide appropriate discounted cost to District.
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Proposal for Palm Beach County School District

Cost Addendum 2

Date: June 20, 2007
RFP #: 07C-004D
Title: RFP for All-In-One Touch Screen Computers and Peripherals

Cost per unit for Tek-465 w/ corresponding specifications outlined in Section 9.3 of RFP **\$1237**

This cost includes XP Pro w/ the District's image pre-loaded.
This cost includes delivery to District. No additional Freight Charge.

Genovation 905-S **\$295**

This unit will come with a Bar Code Scanner as opposed to the swipe style Bar Code Reader.

The Genovation MiniTerm 905 is a fully programmable LCD mini-terminal. and supports simple and complex re-programmable key macros and system configurations. Includes detachable serial (RS232) and USB cables for easy setup and different applications. It also has multiple internal device options for fast and easy data transactions.

- 12 keys: sealed membrane, 20 million operations
- 2x16 super-twist back-lit LCD (sealed)
- Fully-programmable serial settings & key table
- Detachable cables for RS-232 and USB included
- RS232C compliant (full-duplex), supports a wide variety of baud rates and word formats
- Selectable USB virtual serial and USB HID keyboard functionality
- Ethernet Device Server and Virtual COM port
- Internal buzzer/alarm/audible key beeper
- "Flash" memory holds Key data and Settings
- Includes Genovation re-programming software "MacroMaster232" for easy customization & setup
- Operates in standard terminal or line-edit (pin-pad) mode
- Supports internal devices such as: Magnetic card reader, Barcode scanner, Barcode slot reader, RFID, and Fingerprint readers.

Metrologic Model MS 9540 Voyager **\$179**

This unit has the option to do auto-trigger or can be programmed to require manual trigger.
