



To: Nampa School District Board of Trustees
From: Peter Jurhs, Director of Technology Services
Chad Longley, NPL Coordinator
Scott Jacobsen, Budget/Purchasing Supervisor
Date: June 5, 2018
Re: Bid award for laptop/tablet sleeves

The District recently completed receiving and evaluating bids for laptop/tablet sleeves. The original specification requested two options; the Higher Ground Flak Jacket Slim and Higher Ground Capsule models, in quantity 8000 (deemed Proposal 1 and Proposal 2, respectively). The Flak Jacket model was preferred, but potential vendors suggested lead time on the preferred sleeve might be problematic, given a desire to have the order fully received by August 15. We thought perhaps another vendor might have better luck with lead times, but also wished to make sure we could have desirable sleeves on hand, on time. Given the specified sleeves used an optional shoulder strap, purchases separately from the sleeve, we also included Optional Add #1 for the shoulder strap, in quantity 4000.

Interested vendors submitted inquiries as to allowing alternative brands, to which we agreed, conditional on the offered alternative being deemed an equivalent product to those specified. To that end, we requested a sample of the alternative, with the suggestion that the vendor provide such sample in advance of the bid opening so we might advise them as to our determination of equivalency. We issued Addendum #2 to the specifications to provide vendors with those determinations; this addendum accompanies this memorandum.

A Bid Tabulation accompanies this recommendation, listing the various options submitted and the prices offered. Under Proposal 1, we deemed two of the offered sleeves non-equivalent; these sleeves are included in the Bid Tabulation, but were not considered for ranking and omitted from the Order Cost Projection formulated to determine the full cost of each option. To determine the low offer within each Proposal, the total cost of sleeves plus shoulder straps are listed for those considered offers. This Order Cost Projection is included with this recommendation.

The lowest considered offers under Proposals 1 and 2, respectively, were the Slim Sleeve from MaxCases (\$112,800 in total) and the Bump Armor Tall Sleeve BA-TA85 from FireFly Computers (\$101,200 in total).

We formally request authorization to award this bid to FireFly Computers, for the purchase of 8000 Bump Armor Tall Sleeve BA-TA85 models with shoulder straps, for \$101,200.

Given the quoted lead time for the Bump Armor sleeves and a target delivery date of August 15, time is of the essence and your prompt attention to this request is appreciated.

Inspiring Excellence — Every Child, Every Day

619 S. Canyon St. Nampa, ID 83686
www.nsd131.org





**NAMPA SCHOOL
DISTRICT**

Complete copies of specifications, addenda, tabulations, and submitted bids are available by contacting Scott Jacobsen at the District Office, via email at sjacobsen@nsd131.org or by phone at 208-468-4600 ext. 1041.

Best regards,

Peter Jurhs
Information Services Director

Chad Longley
NPL Coordinator

Scott Jacobsen
Budget/Purchasing Supervisor

Enclosures: Bid Tabulation
Order Cost Projection
Addendum #2—Approvals/Non-Approvals

Inspiring Excellence — Every Child, Every Day

619 S. Canyon St. Nampa, ID 83686
www.nsd131.org



Higher Ground Laptop/Tablet Sleeve Bid Tabulation

Proposal 1: Higher Ground Flak Jacket Slim 11" Laptop/Tablet Sleeve

Requested quantity: 8000

Bidder	Offered Sleeve	Price Each	Extended Cost	Delivery Notes	Remarks
Everyday PC	Mammoth Rugged	\$11.49	\$91,920.00	Immediate ship	Not approved as equivalent alternative. Bid includes 200 additional cases at no charge; strap included. Optional custom school logo ID tag \$1.20/bag
FireFly Computers	Bump Armor Tall Bag BA-TP78	\$15.49	\$123,920.00	By August 15	Approved equivalent. Includes shoulder strap
Howard Technology Solutions	As specified	\$21.00	\$168,000.00	3-4 weeks	
Max Cases	Max Cases Slim Sleeve	\$12.85	\$102,800.00	60-70 days	Approved equivalent.
Tek-Hut, Inc.	As specified	\$17.15	\$137,200.00	100 days	Lead time in excess of target receipt date.
VolumeCases	Always-On Tote Case	\$12.95	\$103,600.00	10-15 days	Not approved as equivalent alternative. Bid includes 104 additional cases at no charge; strap included.

Proposal 2: Higher Ground Capsule Laptop/Tablet Sleeve

Requested quantity: 8000

Bidder	Offered Sleeve	Price Each	Extended Cost	Delivery Notes	Remarks
FireFly Computers	Bump Armor Tall Sleeve BA-TA85	\$12.65	\$101,200.00	By August 15	Approved equivalent. Includes shoulder strap
Howard Technology Solutions	As specified	\$15.00	\$120,000.00	3-4 weeks	
Tek-Hut, Inc.	As specified	\$15.31	\$122,480.00	Immediate ship	

Optional Add 1: Higher Ground Shoulder Strap for Flak Jacket/Capsule

Requested quantity: 4000

Bidder	For Bag	Price Each	Extended Cost	Delivery Notes	Remarks
Everyday PC	Mammoth Rugged	\$0.00	\$0.00	Immediate ship	Included with bag price
FireFly Computers	Bump Armor Tall Bag BA-TP78	\$0.00	\$0.00	By August 15	Included with bag price
FireFly Computers	Bump Armor Tall Sleeve BA-TA85	\$0.00	\$0.00	By August 15	Included with bag price
Howard Technology Solutions	Higher Ground Flak Jacket Slim	\$6.00	\$24,000.00	3-4 weeks	
Howard Technology Solutions	Higher Ground Capsule	\$6.00	\$24,000.00	3-4 weeks	
Max Cases	Max Cases Slim Sleeve	\$2.50	\$10,000.00	60-70 days	
Tek-Hut, Inc.	Higher Ground Capsule	\$6.00	\$24,000.00	Immediate ship	
Tek-Hut, Inc.	Higher Ground Flak Jacket Slim	\$6.00	\$24,000.00	Immediate ship	
VolumeCases	Always-On Tote Case	\$0.00	\$0.00	10-15 days	Included with bag price

Higher Ground Laptop/Tablet Sleeve Bid--Order Cost Projections**Proposal 1: Higher Ground Flak Jacket Slim 11" Laptop/Tablet Sleeve**

Bidder	Offered Sleeve	Total Sleeves Cost	Added Shoulder Straps Cost	Total Cost of Purchase	Proposal Rank
FireFly Computers	Bump Armor Tall Bag BA-TP78	\$123,920.00	\$0.00	\$123,920.00	2
Howard Technology Solutions	Higher Ground Flak Jacket Slim	\$168,000.00	\$24,000.00	\$192,000.00	4
Max Cases	Max Cases Slim Sleeve	\$102,800.00	\$10,000.00	\$112,800.00	1
Tek-Hut, Inc.	Higher Ground Flak Jacket Slim	\$137,200.00	\$24,000.00	\$161,200.00	3

Proposal 2: Higher Ground Capsule Laptop/Tablet Sleeve

Bidder	Offered Sleeve	Total Sleeves Cost	Added Shoulder Straps Cost	Total Cost of Purchase	Proposal Rank
FireFly Computers	Bump Armor Tall Sleeve BA-TA85	\$101,200.00	\$0.00	\$101,200.00	1
Howard Technology Solutions	Higher Ground Capsule	\$120,000.00	\$24,000.00	\$144,000.00	2
Tek-Hut, Inc.	Higher Ground Capsule	\$122,480.00	\$24,000.00	\$146,480.00	3



**Nampa School District No. 131
Technology Services
Invitation to Bid: Higher Ground Laptop/Tablet Sleeves
May 2018**

Addendum #2: Offered Alternatives—Approvals/Non-Approvals

Offered Alternative: Volume Cases Always-On Tote Case
Determination: Not Approved
Comments: Not a sleeve-style case; intended to keep device in the case during use. Not the style of case we are requesting.

Offered Alternative: Rugged Protection Rugged Box II
Determination: Not Approved
Comments: Hard protection element is removable from the case. Removability of the hard protection element risks undermining the protective qualities of the case. Removability also creates risk of loss and replacement.

Offered Alternative: Max Cases Max Slim Sleeve
Determination: Approved
Comments: Judged to be an acceptable equivalent of the Higher Ground Flak Jacket specified.

Offered Alternative: Mammoth Rugged-One
Determination: Not Approved
Comments: Not a sleeve-style case; designed to hold device during use in foldout fashion. Not the style of case we are requesting. Would prefer wider shoulder strap (1-1/2" typical of samples and original specification).

Offered Alternative: Bump Armor BA-TL85 Tall Sleeve
Determination: Approved*
Comments: Judge to be an acceptable equivalent of the Higher Ground

**Two samples were provided, with different fabric exterior. The sample featuring grey, tight-woven fabric exterior is judged to be of equivalent quality as the sleeve originally specified. The sample featuring black, square-patterned nylon fabric exterior is judged to be of lesser fabric quality than the sleeve originally specified.*

Inspiring Excellence — Every Child, Every Day

619 S. Canyon St. Nampa, ID 83686
www.nsd131.org





**NAMPA SCHOOL
DISTRICT**

Offered Alternative: Bump Armor BA-TP78 Tall Bag
Determination: Approved
Comments: Judged to be acceptable equivalent of the Higher Ground Capsule sleeve specified

Last update: May 31, 2018, 1:30 pm Mountain time

Inspiring Excellence — Every Child, Every Day

619 S. Canyon St. Nampa, ID 83686
www.nsd131.org

