

**GLENBROOK HIGH SCHOOLS  
District Business Office**

**TO: Dr. Riggle**

**FROM: Kimberly L. Ptak  
Marcus Thimm**

**DATE: July 30, 2012**

**RE: Approval of Computer Equipment Lease**

**Recommendation**

It is recommended that the Board of Education approve the following \$1-buy-out lease to American Capital. The lease is for the computer purchase discussed at the July 16, 2012 board meeting and included in the FY 12/13 technology plan. The annual cost for FY 12/13 is **\$12,739 less** than the original estimate.

Equipment Type	GBN	GBS	Total Both Schools	Unit Cost	Cost	Life	Lease	Annual Cost	Interest Rate
iMac all-in-one	62	4	66	\$1,100	\$72,604	5	\$1 buy/ 5 year	\$15,233.56	2.45%
Apple MacBook	62	0	62	\$1,052	\$65,236	3	\$1 buy/ 3 year	\$22,182.28	2.02%
PC all-in-one	205	446	651	\$729	\$474,579	4	\$1 buy/ 4 year	\$121,856.69	1.81%
PC Notebooks	118	97	215	\$810	\$174,148	3	\$1 buy/ 3 year	\$59,216.03	2.02%
AutoCAD Special	30	30	60	\$1,089	\$65,340	4	\$1 buy/ 4 year	\$16,777.22	1.81%
<b>TOTAL</b>	<b>477</b>	<b>577</b>	<b>1,054</b>		<b>\$851,907</b>			<b>\$235,265.78</b>	
<b>ESTIMATE</b>								<b>\$248,005.00</b>	
								<b>(\$12,739.22)</b>	

**Request for Proposal Results**

A request for proposal was sent to six leasing companies and three proposals were received –

**YEAR 1 PAYMENT**

American Capital	\$235,265.78
Leasenet (Huntington Bank)	\$236,712.00
Providence Leasing	\$241,652.00

**Background**

Attached is Marcus's memo from the 7/16/12 board meeting. The scope of the computer purchase has remained the same.

**GLENBROOK HIGH SCHOOLS**  
**District Technology Department**

TO: Dr. Mike Riggle

FROM: Marcus Thimm

DATE: July 16, 2012

RE: DISCUSSION/ACTION: 2012/2013 Computer Purchase

Recommendation

It is recommended that the Board of Education approve the purchase of PC and Apple desktop and notebook computers as outlined in the long-range financial technology plan Fiscal Year 2012/13. This plan ensures all computer systems are placed on a sustainable refresh cycle to ensure operational stability and adequate performance of systems throughout the district.

This year the following systems need to be purchased. Please note the different lease durations based on equipment type.

<i>Equipment Type</i>	<i>GBN</i>	<i>GBS</i>	<i>Total</i>	<i>Unit cost</i>	<i>cost</i>	<i>Life</i>	<i>Lease</i>	<i>Cost/Yr.</i>
iMAC all-in-one	62	4	66	\$1,100	\$72,604	5	\$1 buy/5 yr.	\$14,521
Apple MacBook	62	0	62	\$1,052	\$65,236	3	\$1 buy/3 yr.	\$21,745
PC all-in-one	205	446	651	\$729	\$474,579	4	\$1 buy/4 yr.	\$118,645
PC Notebooks	118	97	215	\$810	\$174,148	3	\$1 buy/3 yr.	\$58,049
AutoCAD Special	30	30	60	\$1,089	\$65,340	4	\$1 buy/4 yr.	\$16,335
<b>Total</b>	<b>477</b>	<b>577</b>	<b>1054</b>		<b>\$851,907</b>			<b>\$229,295.09</b>
Annual Budget Allocation FY 2012-13								\$ 244,000.00

Estimated lease payment schedule without lease cost:

<i>Equipment</i>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	
iMAC all-in-one -	\$14,521	\$14,521	\$14,521	\$14,521	\$14,521	Year 1
Apple MacBook -	\$21,745	\$21,745	\$21,745	Year 1	Year 2	Year 3
PC all-in-one -	\$118,645	\$118,645	\$118,645	\$118,645	Year 1	Year 2
PC Notebooks -	\$58,049	\$58,049	\$58,049	Year 1	Year 2	Year 3
Special AutoCAD	\$16,335	\$16,335	\$16,335	\$16,335	Year 1	Year 2
<b>Annual lease</b>	<b>\$229,295.09</b>	<b>\$229,295.09</b>	<b>\$229,295.09</b>	<b>\$149,500.54</b>	<b>\$14,520.79</b>	<b>\$851,906.59</b>

## 2012/2013 Computer Purchase July 16, 2012

Computer equipment manufacturers are currently releasing new computer systems for 2012/13. Demo equipment of these new systems will be available to us later in June. Existing 2011/12 models are available now through October 2012. Depending on the new features, system availability, delivery dates and cost differences between the current and new models we will select the products that meet our needs and provide the best value to the district. The cost difference between manufacturers is small and we will stay within our projected annual budget with either of these choices.

We will finalize our purchase recommendation and bring it forward to the board later in the summer.

### **Background**

This year's equipment refresh follows the 5-year financial technology plan as previously approved by the board. This plan includes a tiered life cycle for different equipment types as indicated in the table above. Mobile devices have a three-year useful life. Desktop PC will be used for four years and iMac systems will be used for five years. This approach equalizes the annual cost per device and reflects their durability and useful life.

### **Computer Additions and Replacements**

One mobile cart with PC notebooks and five All-in-one systems for Guidance are added to the inventory at GBS for Special Education. GBN Yearbook is switching from PC notebooks to Apple MacBook notebooks for their publishing and editing work. All other purchases are replacing old equipment of the same type.

We have narrowed our selection to four premier PC manufacturers whose products we already have experience with. We are considering HP, Lenovo, Dell, and Apple computers. We are pursuing All-in-One PC computer systems for all desktop replacements, due to their greatly reduced electrical and thermal requirements and space efficiency.

### **Apple iMac desktops/All-in-One**

Apple iMac systems to be refreshed will be replaced with the most current version of iMac systems as available by Apple when the order is placed.

### **Apple Notebooks**

The Apple MacBook line has changed last year and the white MacBook models are no longer available. We will be replacing the white MacBook with the silver MacBook Pro 13" model.

### **PC desktop/All-in-One**

We have evaluated business-class **All-in-One** computers from HP, Lenovo and Dell to replace the current desktop systems. The Dell Optiplex 9010 All-in-One has been selected. The unit cost for this model came in at \$729, well below our estimates. The Dell system has the best cost, biggest screen size, feature set and best performance.

### **PC Notebooks**

The 200 PC notebook computers will be replaced with Lenovo ThinkPad L430 notebooks. The L430 systems are part of the same product family of PC notebooks provided to the teachers last year at a lower cost than the teacher notebook models. Basic features include i5 CPU, 4 GB RAM and 500 hard drive, DVD, new USB 3.0 ports. While the Lenovo unit cost is slightly higher than the runner-up model we believe these systems to be better performing and more robust to withstand the use in classroom and lab settings and therefore justified.

2012/2013 Computer Purchase  
July 16, 2012

Special Requirement PC Systems

Both AutoCAD labs at GBN and GBS will receive new AutoCAD certified computers. We have evaluated HP z420, HP z220 and Lenovo E30 workstations with special AutoCAD-certified graphics cards. The HP z220 units are the best price performance value and are equipped with very capable top of the line graphics cards and 16 GB of RAM to facilitate the AutoCAD software needs. These HP z220 systems cost \$1100, that is \$400 below our budgeted amount.

Old Computer Donations

The district will donate non-leased old equipment to organizations like "Computers for Schools" which will refurbish these systems and donate to other organizations. They have partnerships with Microsoft and are able to provide proper licensed operating systems and office software with their donations, which we cannot provide. They also have the staffing to perform the necessary work to refurbish those systems.

Rationale for \$1 buy-out lease option

Fair market value costs are controlled by the leasing company and are usually higher than the used market values at that time, engaging in the buy-out at the end of such a lease is usually not cost effective. Fair market value leases often provide a 'negative interest' - that is the accumulated lease payments are less than the purchase of the lease asset. Leasing companies use the residual- or fair-market value to generate profit at the end of the lease term. Fair-Market value leases therefore require equipment to be returned in good condition. Wear-and-tear during years of lab and classroom use may cause substantial repair costs at the end of the equipment life.

With the \$1 buy-out lease we are able to spread the acquisition costs over the life of the equipment while retaining the option to own the equipment at the end of the lease for a predictable/low cost or return of the equipment to leasing company, whatever is most cost effective at that time.