

**GLENBROOK HIGH SCHOOLS  
District Business Office**

**TO: Dr. Mike Riggle**

**FROM: Kimberly Ptak  
Marcus Thimm**

**DATE: April 25, 2011**

**RE: DISCUSSION/ACTION: COMPUTER LEASE**

**RECOMMENDATION**

It is recommended that the Board of Education award a 3-year, FMV lease to American Capital at a price of \$139,339 per year.

**BACKGROUND**

As part of the overall FY 11/12 technology plan and budget, the Board of Education approved the refresh of all certified staff computers. A survey was conducted to provide staff with a choice of a MacBook or a Lenovo PC. The results are as follows:

	<u>MacBook</u>	<u>Lenovo PC</u>	<u>TOTAL</u>
GBN	142 (68%)	67 (32%)	209
GBS	118 (45%)	141 (55%)	259
Loaner etc	<u>25</u>	<u>25</u>	<u>50</u>
	285 (55%)	233 (45%)	518

Marcus worked directly with Lenovo and Apple to negotiate the final unit price for both the Lenovo PC (\$928) and the MacBook (\$949). The district will order the computers from Apple and CDW and then finance the purchase through American Capital.

**LEASE PROCESS**

Lease quotes were solicited from the following vendors for a 3-year FMV lease -

	<u>Annual Cost</u>	<u>Cost over 3-year lease</u>
American Capital	\$139,339	\$418,017
Providence Capital Network	\$139,641	\$418,923
Technology Leasing Company (TLC)	\$146,002	\$438,006
Estimate	\$140,000	\$420,000
Current 3-year Lease (2008-2011)	\$192,000	\$576,000