

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Leasing Services for IT Equipment & Related Solutions – ESC Region 19 Allied States Cooperative

RFP NUMBER: 15-7108

RFP OPENING DATE: March 3, 2015

CONTRACT TERM: Date of award until March 31, 2016 with an option to extend a period of one (1) year with an option to renew annually for an additional four (4) years
(Extended by Region 19 until March 31, 2017)
(Extended by Region 19 until March 31, 2018)
(Extended by Region 19 until March 31, 2019)
(Extended by Region 19 until March 31, 2020)

FUNDING SOURCE: Various

RFP's ISSUED: 23

RESPONSES: 1

ADVERTISEMENT DATES: Washington Post & El Paso Times February 14 and February 21, 2015

BOARD MEETING DATE: March 26, 2015

RECOMMENDED FOR AWARD **Insight Investments dba Insight Financial Services**

TOTAL (estimated) **\$20,000,000/ year**

EXPLANATIONS:

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to utilize Leasing Services for IT Equipment & Related Solutions. IFS offers the complete suite of technology refresh, asset management and disposition services. This includes the ability to buyout existing equipment, dispose of end of life equipment to SB 20 standards, and a cloud based asset management online system for visibility into all assets on refresh. The vendor also included a funding out clause in the event that any ESC Region 19 Purchasing Cooperative members could no longer fund the arrangement during the lease term. The rates shown on the following pages are firm during the contract period with the possibility of rates being decreased by up to .05% based on final credit analysis. ESC Region 19 Purchasing Cooperative members that do not have investment Grade or equivalent bond rating might be increased not to exceed .10% from the rates shown on the following pages. Smaller entities would not have an adjustment greater than .18% of the rates provided on the vendor's rate sheets.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Mary Jane Lopez
ESC Region 19 Allied States Cooperative

Contact Information:

Insight Investments dba Insight Financial Services
~~Chris Czaja~~ Andy Hashimoto ***as of November 16, 2017**
1790 Hughes Landing Blvd., Suite 100
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Lease Proposal

Section A.	Y/N	Where is This Documented
Lessor agrees to no security deposits, upfront payments or documentation fees	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to provide separate lease rates for hardware by type & software /softcosts	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to execute lease schedules in monthly or quarterly intervals as directed	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees installation intervals will begin on the 1st & end on the 30th/31st	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees initial lease terms will begin the 1st day following installation intervals	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to accept a fiscal funding language in the Master Lease	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees lease rates adjust .000045 for each 10 basis point increase in like swaps	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to partial schedule buyouts, renewals, return, & refresh options	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to no restocking fees, residual guarantees or deposits to reduce cost	<u>Yes</u>	<u>Lease Proposal</u>

Master Lease Terms Prorated Rent during Installation Periods

Section B.	Y/N	Where is This Documented
Does your solution charge prorated rent during the installation intervals	<u>Yes</u>	<u>MLA Section 19M</u>
Lessor agrees prorated rent is based on 1/30th of the lease rate or a fixed amount	<u>Yes</u>	<u>MLA Section 19M</u>
Lessor agrees prorated rent applies from each COA to the end of installation intervals	<u>Yes</u>	<u>MLA Section 19M</u>
Lessor agrees to bill prorated rent either during or at end of installation intervals	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to substitute prorated rent with interest carry cost of .000181 / day	<u>Yes</u>	<u>Upon Request</u>
If prorated rent is substituted with interest carry cost, do your lease rates change	<u>Yes</u>	<u>Rates Provided Upon Request</u>

Interim Rent During or After Installation Periods

	Y/N	Where is This Documented
Lessor agrees not to charge any interim rent outside of the installation intervals	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees interim rent is based on 1/30th of the applicable lease rate (if applicable)	<u>Yes</u>	<u>MLA Section 19 M</u>
Lessor agrees the initial lease term will start the first day following installation intervals	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to bill interim rent with the first invoice of the initial term (if any)	<u>Yes</u>	<u>Lease Proposal</u>
Lessor agrees to substitute interim rent with interest carry cost of .000181 / day	<u>Yes</u>	<u>Lease Proposal Upon Request</u>
If interim rent is substituted with interest carry cost, do your lease rates change?	<u>Yes</u>	<u>Rates Provided Upon Request</u>

Lease Termination Notice & Automatic Lease Extensions	Y/N	Where is This Documented
Lessor agrees to alert lessee 3, 6 & 12 months in advance of expiring leases	<u>Yes</u>	<u>AMOS</u>
Lessor agrees to 30-day notice to terminate the initial term of the lease	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees to 30-day notice to purchase or renew any or all systems on a lease	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees the lease extends in 30-day increments for late or no termination notice	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees purchase & renewal options are not void for late termination notice	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees to no restocking fees and no software "stop usage" lease provisions	<u>Yes</u>	<u>See Master Lease Document</u>

End of Lease Purchase, Renewal, Return, & Refresh Period	Y/N	Where is This Documented
Lessor agrees fair market value (FMV) is based on arm's length valuation	<u>Yes</u>	<u>MLA Section 19K</u>
Lessor agrees lessee can purchase any or all systems for FMV (no mutual agreed terms)	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees lessee can execute a fixed term renewal for any or all systems for FMV	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees lessee can execute a 90-day return and refresh period for any or all systems	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees monthly rent will decline based on partial purchases & fixed term renewals	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees partial purchases & renewals are based on FMV (not stip. loss table %)	<u>Yes</u>	<u>MLA Section 2</u>

End of Lease Equipment Return & Chargebacks	Y/N	Where is This Documented
Lessor agrees to cap return transportation costs at the first 1,000 miles	<u>Yes</u>	<u>MLA Section 8</u>
Lessor agrees to accept like-kind return of PCs, laptops, monitors, tablets, & printers	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees to a 7-day return grace period each month after the return & refresh period	<u>Yes</u>	<u>MLA Section 8</u>
Lessor agrees that keyboards, mice, diskettes, & media are not required to be returned	<u>Yes</u>	<u>MLA Section 8</u>
Lessor agrees chargebacks for missing & damaged systems is based on FMV (not SLV%)	<u>Yes</u>	<u>MLA Section 2</u>
Lessor agrees PCs, laptops & tablets are not subject to maintenance recertification.	<u>Yes</u>	<u>MLA Section 8</u>

Section C. - Asset Management

	Y/N	Where is This Documented
Does lessee have use of lessor's asset management system free of charge or fees?	<u>Yes</u>	<u>AMOS System</u>
Does the system manage multiple asset types from an unlimited number of suppliers?	<u>Yes</u>	<u>AMOS System</u>
Does the system have lease and asset level advanced search & custom reporting?	<u>Yes</u>	<u>AMOS System</u>
Does the system provide alerts to expiring leases 3, 6 & 12 months in advance?	<u>Yes</u>	<u>AMOS System</u>
Does the system manage all third party leases and lessee owned assets?	<u>Yes</u>	<u>AMOS System</u>
Does the system accommodate unlimited users and unlimited user defined fields?	<u>Yes</u>	<u>AMOS System</u>
Does the system have a dashboard for "executive views" of lease portfolio statistics?	<u>Yes</u>	<u>AMOS System</u>
Does the system provide visibility to asset level activity during installation periods?	<u>Yes</u>	<u>AMOS System</u>
Does the system manage maintenance contracts & tie them to individual assets?	<u>Yes</u>	<u>AMOS System</u>
Does the system have a packing slip generator to facilitate equipment returns?	<u>Yes</u>	<u>AMOS System</u>
Does the system reflect declining rents based on line item & partial schedule returns?	<u>Yes</u>	<u>AMOS System</u>
Does the system import / export data & integrate with outside systems via API?	<u>Yes</u>	<u>AMOS System</u>

Section D. - Lease Rates (Quarterly or 90-Day Installation Intervals)

Manufacturer or Comparable	Equipment Descriptions	Monthly Lease Rates \$		
		24 Months	36 Months	48 Months
Dell, HP, Lenovo, Apple	PCs, Laptops, Monitors, iMac, iPad	<u>.03768</u>	<u>.02682</u>	<u>.02182</u>
Dell, HP, Lenovo	Intel Based Servers	<u>.03862</u>	<u>.02717</u>	<u>.02196</u>
EMC, IBM, NetApp	Storage Solutions	<u>.03897</u>	<u>.02793</u>	<u>.02221</u>
Cisco, Brocade	Routers & Switches	<u>.03532</u>	<u>.02576</u>	<u>.02074</u>
HP, IBM	Unix Based Servers	<u>.03674</u>	<u>.02682</u>	<u>.02196</u>
Tier 2 & Miscellaneous	Copiers, MFD's, Network Appliances	<u>.04073</u>	<u>.02921</u>	<u>.02295</u>
Software & Softcosts	Software, Maintenance	<u>.04458</u>	<u>.03038</u>	<u>.02340</u>

Section E. - Lease Rates (Monthly / 30-Day Installation Intervals)

Manufacturer or Comparable	Equipment Descriptions	Monthly Lease Rates \$		
		24 Months	36 Months	48 Months
Dell, HP, Lenovo, Apple	PCs, Laptops, Monitors, iMac, iPad	<u>.03811</u>	<u>.02725</u>	<u>.02216</u>
Dell, HP, Lenovo	Intel Based Servers	<u>.03927</u>	<u>.02760</u>	<u>.02230</u>
EMC, IBM, NetApp	Storage Solutions	<u>.03961</u>	<u>.02836</u>	<u>.02254</u>
Cisco, Brocade	Routers & Switches	<u>.03597</u>	<u>.02725</u>	<u>.02230</u>
HP, IBM	Unix Based Servers	<u>.0413</u>	<u>.02965</u>	<u>.02329</u>
Tier 2 & Miscellaneous	Copiers, MFDs, Network Appliances	<u>.04137</u>	<u>.02965</u>	<u>.02329</u>
Software & Softcosts	Software, Maintenance	<u>.04523</u>	<u>.03082</u>	<u>.02374</u>

Note- See explanation on page 1 of this award summary

Section F-

Use Space Below for Additional Notations

All training opportunities will be made available by Chris Strawn, Examples Include;

Lease Guardian - insider's intelligence to reduce the Total Cost of Leasing.
 AMOS – asset management online system

IFS offers the complete suite of technology refresh, asset management and disposition services. This includes the ability to buyout existing equipment, dispose of end of life equipment to SB 20 standards, and a cloud based asset management online system for visibility into all assets on refresh. Contact vendor for more information.

Services offered in all States

Approved by: _____
 (Armando Aguirre – Executive Director)
 (Armando Aguirre – Executive Director)
 (Armando Aguirre – Executive Director)
 (Armando Aguirre – Executive Director)

Date: _____
 (March 17, 2015)
 (March 18, 2016)
 (January 11, 2018)
 (January 9, 2019)