


BD APP
MAR 08 2011

Item	New Configurations	WSCA Cost	UDT Cost	Savings per unit	Qty, 5 yr. estimate	Total WSCA Cost, 5yrs	Total UDT Cost, 5 yrs	Total Savings, 5 yrs	Savings %
1	Desktop, 8000 Elite SFF	\$1,380	\$899	\$481	3,750	\$5,175,000	\$3,371,250	\$1,803,750	34.9%
2	Blu-Ray Writer, option	\$229	\$200	\$29	750	\$171,750	\$150,000	\$21,750	12.7%
3	Desktop, 6000 Pro SFF	\$1,262	\$870	\$392	1,000	\$1,262,000	\$870,000	\$392,000	31.1%
4	Blu-Ray Writer, option	\$233	\$200	\$33	200	\$46,600	\$40,000	\$6,600	14.2%
5	17" Monitor	\$165	\$126	\$39	500	\$82,500	\$63,000	\$19,500	23.6%
6	22" Monitor	\$165	\$165	\$0	4,250	\$701,250	\$701,250	\$0	0.0%
7	Laptop, 2540p	\$1,878	\$1,489	\$389	200	\$375,600	\$297,800	\$77,800	20.7%
8	Laptop, 8540p	\$1,845	\$1,435	\$410	2,000	\$3,690,000	\$2,870,000	\$820,000	28.6%
Total		\$7,157	\$5,384	\$1,773	12,650	\$11,504,700	\$8,363,300	\$3,141,400	27.3%

Notes:

- Bid prices obtained through BidSync. UDT offered most responsive, responsible bid.
- HP's WSCA prices are usually 30% off list pricing (better than GSA prices to Federal gov't)
- UDT's pricing is reduced further from this already discounted WSCA pricing
- Laptop 8540p pricing was negotiated from \$1,490 to \$1,435 after proposal submission.
- UDT agreed to "no price increase" up to 5 yrs, only price decreases.
- This is a base one (1) year contract, with four, one year renewals at the option of the District.

The Director of Purchasing recommends United Data Technology (UDT) for Board approval, who is the low responsive, responsible bidder meeting specifications, terms and conditions.


 Gregory Herlean, Director of Purchasing

- Vendor Location Legend:
- Charlotte County
 - Regional (Hillsborough - Collier Counties)
 - State of Florida
 - Outside State of Florida in U.S. A.