

Welcome.

Welcome.

>> At any point you want to discuss things in more detail, I know you received to date UPK items.

We tried to get to earlier than some of the prior panel meetings.

There will be actually three more vendors on two RAs that will be giving tomorrow that have, there was no start-up with the RAs, you know. You already have most of the pre-K and there will be a couple of modest add-ons tomorrow.

So getting to the package in front of you, the first four items are all additional vendors, multiple task award contracts.

The firm adds PL education, generation ready and bank street to the contracts we already have for literacy professional development in schools. You'll note the dollar amount is pretty hard for generation-ready.

You also may note they are very popular with the schools and hence the high estimate for them.

The next one is for math-related services and professional development.

This one adding the vendor name Carly Learning.

The next Item 3 on the agenda is for science, professional development, STEM education services and two vendors, 16 Herz and bank Street to the list of options, that set of contracts.

And lastly, the 13th in the series adding EL education for the multiple task award contracts that we have for professional development for school leaders and teachers.

The next, Item 5 on the agenda is for  
is one

of the universal prekindergarten items that was withdrawn.

We'll update in a moment.

Item 6 on the agenda is a negotiated service, this with DKV waive training consulting.

They are going to provide training to parent leaders who elect to participate in the New York City leadership council.

They provide a program of introductory advance training courses including leadership training and coaching to help leaders with the skills they need.

Their courses will actually supplement existing training offered by the departments, position of family and community engagement, otherwise

known as FACE.

The next Item 6 is withdrawn.

Item 8 is a contract for custodial banking.

We've actually, we're already working on a request for proposals received.

There's been some delay in the procurement process in that because of changing banking rules and the way they affect the ability of vendors to structure their accounts with the can you ustodians because these are actually custodians' accounts.

So this RA extends the contract we have with HSBC so that we can finish our RFFP and hopefully make new awards for the procurement that's now underway.

The next contract is with proposed is Item Number 9.

This one's with Apple.

I should note that again it's very high, over 80 percent for the spending on this stuff is schools making purchases directly for themselves.

Some of that may also be for schools that we expect to go to New York central offices on behalf of schools.

But 80 per currency of the purchases of this contract, mainly hardware for schools.

And in the past we've purchased from Apple through a state contract.

In this particular case we're doing a procurement on our own.

We'll get, you know, at least comparable pricing.

We get nice discounts from Apple.

Nobody's getting a better price from the education sector from us, just like we negotiated with them when we offered off the state contract.

Our issue here is that the state has sort of its own schedule for doing pro/KAOURPLTS and they procurements and they may get things done in time so there's no gap in services.

But we don't want schools to not be able to get Apple because of the time it takes us to act after the state does their procurement.

So there's no loss in our ability to get comparable pricing in terms for our schools in doing our own procurement.

>> And if I could just add, David, the Apple procurement, the state contract is expiring, actually expires on December 31st.

So the time's already tight.

We can't have an interruption in service.

I also want to let you guys know that the Apple contract that we're doing directly with Apple is because Apple doesn't allow its resellers to sell to education folks.

So it's not like we could do an RFP or a bid for an Apple product because the only way to get Apple products is through either the state contract or our own contract.

There isn't some third party, in case you were wondering why there wasn't an RFP for folks to bid on providing us with Apple products, it's not prevented.

The only way to access the products is to have a contract directly with Apple.

>> I just had a question about how the Apple products get integrated with the other technology that's being used in the public schools, whether that be

I don't know

newer tablets,

if they were a part of the previous contract.

I'm just trying to understand the integration of it.

How much Apple products and they use in androids.

>> Sure.

I guess, you know, we're device-agnostic, as you know, as a department.

And schools are permitted to use the technology that they think is best for the students in their schools and so we are preserving the ability of principals to determine that they want to use Apple products and be able to access them. But as I said, we're device-agnostic.

>> So they are supposed to be successful on any kind of platform?

>> Yes.

Exactly.

The goal is to allow principals to determine which is the best technology, you know, do they want to use iPads, do they want to use android products, what do they want to use.

But in order to maintain the ability of folks to purchase Apple products at all, we have to come forward with this.

And as David pointed out, the number looks large because looking back, each

at the annual

spend on Apple products, obviously the annual spend amongst 1700 schools on Apple products is not insignificant.

>> And just to sort of work off of what Grace said about our inability to get Apple products, when we buy machines that operate Wintel, which is Windows operating system devices, we have done those competitively because for Lenovo and Dell and HP to be able to compete in that space, we did bid those procurements, and the current contract with that stuff with Lenovo is no way we could do a light procurement for Apple stuff. If you are purchasing the education sector, you really have no choice but to buy directly through Apple and that's what we're doing.

The only question then is do we buy through the state contract or do we do it on our own.

And the state is not moving quickly enough for us to assure consistent availability.

>> Apple forbids the resellers from selling to us.

It's not even us.

>> Thank you.

>> Okay.

So Item 10 is one of the pre-K contracts that we don't have with you right now.

Item 10

I'm sorry.

Item 11 is one of the pre-K contracts.

This is just adding additional vendors for kindergarten services.

And item 11

I'm sorry.

That was Item 11.

Item 12 on the agenda is also pre-K, but I think I should make special note this one is for contractors that are currently providing Head Start services.

So the way this is working is we conducted a procurement where we solicited proposals from vendors that are providing Head Start services.

We invited them to propose to offer the additional resources required to meet the department's pedagogic standards for kindergarten services and provide kindergarten services to augment their existing Head Start programs.

And that's what you are seeing with this already is vendors that were successful in proposing it and we're proposing to award to augment their Head Start programs with pre-/KAO\*EUPBGDZ.

The next is more vendors for prekindergarten services.

Item 14 is withdrawn.

And the last item is with Philips Electronics with

North America with thinks to purchase external defibrillators, and this is a purchase against a New York City department of citywide administrative services contract.

So we're writing a city contract for these devices.

>> Do you guys have any questions or recommendations for the

as the list packages?

>> I don't have any questions.

As far as resolution packages, I didn't have as concise notes as I would have liked, but I could imagine we could take out the ones that are withdrawn, you know, groups of contiguous ones together.

That's the best I could say.

>> Okay.

So UPK-related contracts and then is there any recommendation for the Apple contract?

I'll just put the like ones together.

So UPK and then professional services.

>> With regards to the Apple contract, just because it's so large, I think maybe we might want to separate that out as well as its own item.

>> All right.

Thanks, Fred.

>> Guys, I'd just like to remind you in case you haven't checked your inboxes that we're going to have a special meeting with the Board of Education Retirement System trustees at 5:00 p.m.

on Thursday.

It would be really great if you guys could arrange to be there because we've got some

a personal matter we'd like to deal with in executive session and a quorum at 5:00 p.m.

would really help us get through the information we want to get through.

So if there's any way you guys could be there, that would be a huge help.

>> We'll be there.

>> Thank you.

>> Thank you.

>> Thanks, guys.

>> See you Thursday.