

Technology Department - iPad Purchase

April 2021

Introduction

We are working to create an iPad replacement cycle that confirms each student has a device capable of supporting the curriculum and instructional needs for their classroom. Our plan is to replace devices on a 4 year cycle. It is consistent that iPads of this age will run the latest operating system and provides maximum compatibility with apps and curriculum software.

Proposal

We are asking to finance 800 iPads on a 4 year, 0% APR, lease at \$85,660 a year for a total cost of \$342,640. We will provide new iPads to students in grades 4, 6, 9 and Kindergarten. We will attempt to keep the same iPad with students for their time at each building. iPads in their 3rd at LIS will rotate back to 4th graders. iPads for the 4th year at LMS will fill the needs of transportation, and spares throughout the district. The two years we don't need to purchase iPads for LIS students are the years that we purchase iPads to replace half of the staff iPads.

4 Year AppleCare + - See AppleCare+ for Schools for iPad Bundle Attachment

The proposal includes 4 year AppleCare plan at \$79 per iPad. We expect this program to lower our screen repair costs from \$120 per repair to \$0 on the first two incidents per year. It will also address a major issue which is batteries in our iPads after 3 or 4 years. Through this agreement, Apple would replace a battery at less than 80% capacity to times over the 4 year period. Currently a battery replacement costs \$100.

Apple Professional Virtual Learning

This provides 10 days of personalized instructional support to teachers over the next 4 years. These 6 hour trainings can be scheduled during inservice days or other days throughout the school year. This training will introduce new instructional strategies for teaching with iPads and apps.

AppleCare OS Support Agreement

The OS support agreement provides another level of support our IT department on higher level iPad OS issues.

Mosyle 3-yr + 1-yr license

This is our management software. By purchasing in a multi year agreement we save about 7.5% on the overall cost of this subscription.



AppleCare+
for Schools

AppleCare+ for Schools for iPad Bundle

Service and support from the people who know iPad best.

Technical support

- 24/7 priority access to Apple experts via chat or phone
- Dedicated support available at 1-800-800-2775, option 3
- Using iPadOS and iCloud
- Questions about Apple-branded iPad apps
- Connecting to wireless networks

Hardware coverage

AppleCare+ for Schools provides 2-year, 3-year, or 4-year hardware coverage for iPad and Apple Pencil and includes the following:

- iPad
- Battery that retains less than 80 percent of its original capacity
- Included USB cable and power adapter
- Apple Pencil
- Up to two incidents of accidental damage per year. No service fee when AppleCare+ for Schools is purchased with iPad (7th generation) and one of these rugged cases:
 - Logitech Rugged Combo 3 for iPad (7th generation)
 - STM Dux Plus Case Duo for iPad (7th generation)
 - Brenthaven Edge 360 for iPad (7th generation)

Service options

- Mail-in repair
- Carry-in repair
- Express Replacement Service*

\$1 Purchase Option

Thank you for considering Apple Financial Services to fund your technology plan. Please find your \$1 Purchase Option financing proposal below.

Financed Amount	Annual Payments In Advance	Lease Term
\$342,640.00	\$85,660.00	4 Years

What is a \$1 Purchase Option?

This is a financing option designed for equipment ownership at the end of the financed term. The \$1 Purchase Option creates predictable payments while enabling universities and schools to deploy years' worth of equipment today using budgeted funds.

Why use a \$1 Purchase Option?

This option is usually recommended for educational institutions that know they want to own equipment at the end of term. Once the financed term ends, ownership will enable flexibility: continue using the equipment or trade it in to recover value toward new gear.

What are my options at the end of the financed term?

End of term options will be detailed in the final documents. The options include:

1. Purchase the equipment at end of term for \$1.
2. Trade in equipment for value toward a new purchase or financed term.

Overall, the \$1 Purchase Option enables administrators to buy more equipment today, while providing the flexibility that ownership allows.

Please do not hesitate to call or email me at the contact information below with any questions.

Bobby Dickerson

Education Financing Manager—Central/West US | Apple Financial Services

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Pricing Notes and Conditions

This proposal is for informational purposes and does not constitute a legally binding obligation of either party. Subject to the satisfactory completion of the Lessor's standard credit approval process and the completion of documentation acceptable to the Lessor. Apple Financial Services is not a financial advisor and does not have a fiduciary duty to you under federal securities laws. Consult with your financial advisor regarding the options offered.

Lease Discount Disclosure Statement: Apple Inc. through the Apple Financial Services program may provide an equipment discount to certain third-party investors. The discount may be applied to facilitate a lease rate discount. The actual interest rate paid on any resulting lease may be reflected in an amortization table provided with lease documents. The quoted payment amount does not include amounts that may be due for taxes or fees, if applicable.

The lease charge portion of the payments can be determined by applying to the total adjusted cost the rate which will amortize the total adjusted cost down to the purchase option amount. The lease charge rate may be higher than the actual annual interest rate because of the amortization of certain costs and fees incurred by the third-party investor. Rates may be subject to verification that the Lessee is a state or political subdivision as defined in Sec. 103 of the IRS Code, 1986.

Apple Inc. Education Price Quote

Customer: Christopher Fletcher
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PAYABLE
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Apple Inc: Brent Sallee
One Apple Park Way
Cupertino, CA 95014
email: brent_sallee@apple.com

Apple Quote: 2210034564

Quote Date: Wednesday, April 07, 2021

Quote Valid Until: Thursday, March 18, 2021

Quote Comments:

Please reference Apple Quote number on your Purchase Order.

#	Product Description	Qty	Unit List Price	Discount per Unit	Unit Discounted Price	Extended Discounted Price
1	10.2-inch iPad Wi-Fi 32GB – Space Gray (10-pack) Part Number MYLU2LL/A	800	\$294.00	\$0.00	\$294.00	\$235,200.00
2	4-Year AppleCare+ for Schools – iPad 8th Gen. no service fee Part Number S7832LL/A	800	\$79.00	\$0.00	\$79.00	\$63,200.00
3	Brenthaven Edge 360 Case for 10.2-inch iPad (7th and 8th Generation) – Gray – Special 10-Pack Pricing Part Number BPGJ2LL/A	40	\$349.50	\$0.00	\$34.95	\$13,980.00
	Brenthaven Edge 360 Case for 10.2-inch iPad (7th and 8th Generation) – Gray Part Number: HNWC2ZM/A Quantity: 400					
4	Brenthaven Edge Folio III Case for iPad 10.2 inch (7th and 8th Generation) – Gray (10-pack) Part Number BQDD2LL/A	40	\$349.50	\$0.00	\$34.95	\$13,980.00
	Brenthaven Edge Folio III Case for					

iPad 10.2 inch (7th and 8th Generation) – Gray
 Part Number: HNWE2LL/A
 Quantity: 400

5	Mosyle Manager for iOS, macOS and tvOS Subscription License (3 year) Part Number HM7B2LL/A	800	\$14.85	\$0.00	\$14.85	\$11,880.00
6	Mosyle Manager for iOS, macOS and tvOS Subscription License (1 year) Part Number HM7A2LL/A	800	\$5.50	\$0.00	\$5.50	\$4,400.00
7	Apple Professional Learning Virtual Support: Educator Coaching (Prepaid Offering) Part Number D8165LL/A	10	\$1,450.00	\$1,450.00	\$0.00	\$0.00
8	AppleCare OS Support – Preferred (1 Year) Part Number D5690ZM/A	1	\$15,996.00	\$15,996.00	\$0.00	\$0.00

Extended EDU List Price Total \$373,136.00

Total Discount \$30,496.00

Extended Discounted Price Subtotal \$342,640.00

- Additional Tax \$0.00

- Estimated Tax \$0.00

Extended Discounted Total Price* \$342,640.00

*In most cases Extended discounted Total price does not include Sales Tax

*If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID 2210034564. Please contact your institution's Authorized Purchaser to submit the above quote online. For account access or new account registration, go to <https://ecommerce.apple.com>. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.
 - For registration assistance, call 1.800.800.2775
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.
 - For more information, go to provision C below, for details.

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS WHICH CAN CHANGE ON SUBSEQUENT QUOTES:

- A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE, CONTACT contracts@apple.com.
- B. ALL SALES ARE FINAL, PLEASE REVIEW RETURN POLICY BELOW IF YOU HAVE ANY QUESTIONS. IF YOU USE YOUR INSTITUTION'S PURCHASE ORDER FORM TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
- C. YOUR ORDER MUST REFER SPECIFICALLY TO THIS QUOTE AND IS SUBJECT TO APPLE'S ACCEPTANCE. ALL FORMAL PURCHASE ORDERS SUBMITTED BY EMAIL MUST SHOW THE INFORMATION BELOW:
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 - o PURCHASE ORDER NUMBER
 - o VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - o APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - o TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - o CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL Thursday, March 18, 2021 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE.
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- E. THE AMOUNT OF THE VOLUME PURCHASE PROGRAM (VPP) CREDIT SHOWN ON THIS QUOTE WILL ALWAYS BE AT UNIT LIST PRICE VALUE DURING REDEMPTION ON THE VPP STORE.
- F. UNLESS SPECIFIED ABOVE, APPLE'S STANDARD SHIPPING IS INCLUDED IN THE TOTAL PRICE.

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Document rev 10.6.1

Date of last revision – June 20th, 2016