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Debra Duardo, M.S.W., Ed.D., *Superintendent*

February 2, 2021

**TO:** Business Administrators  
Purchasing Managers  
Los Angeles County School Districts

**FROM:** Terri Lyttaker  
Controller, Business Services

**SUBJECT:** Purchase of Computers, Laptops, Tablets, Interactive Boards, Projectors and  
Computer-Related Equipment Under Standard School Supplies & Equipment Bid  
#18/19-1620

On January 29, 2021, the County Superintendent of Schools approved rules and regulations under which any school district in the county may purchase computers, laptops, tablets, peripherals and computer-related equipment on a Standard School Supplies and Equipment List per California Education Code 38110. In accordance with the Code, the vendors listed in this bulletin are approved for piggyback use by districts or public agencies within the state. Bids were awarded to the lowest, responsive, responsible bidders using procedures established under the Public Contract Code.

In accordance with California Public Contract Code Section 20118, if the Board of any school district for public agency has determined it to be in the best interest of the district or public agency, it may purchase against the bid (piggyback).

Originally, awards were made by the Los Angeles County Office of Education (LACOE) in twelve technology categories and attached are the renewing vendors. Each award includes pricing for a core list of products or computers and a discount schedule for other related computers, accessories and peripherals in the vendor's catalog.

Districts may forego bidding for themselves when using any of the LACOE Standard School Supply and Equipment contracts. Under Education Code 38110 and 38112, you are authorized to buy from LACOE contracts. This authorization is separate and apart from any other piggybacking authority found in Public Contract Code 20118.

For districts that desire more details regarding district and supplier obligations, all bid documentation, including terms and conditions, will be posted at [EdBuy.org](http://EdBuy.org).

Purchase of Computers, Laptops, Tablets, Peripherals and Computer-Related Equipment Under  
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The EdBuy purchasing cooperative will offer free online training sessions to any interested school district in the county that wants to access the LACOE contracts. The training will demonstrate to users how to use vendor punchout sites, word search, browsing by category, searching for contracts, and creating lists with extended pricing. See the attached flyer with contact information to request an appointment or to request a district workshop (Attachment No. 2).

Should you have any questions, please call Patty Barrios, Buyer, at (562) 803-8491.

Attachments

Informational Bulletin No. 5325

CO-1-2020-21

cc: Orange County Department of Education  
Orange County School Districts

**Los Angeles County Office of Education**  
**Computers, Laptops, Tablets, Interactive Boards, Projectors and Computer-Related**  
**Equipment for Standard School Supplies & Equipment Bid #18/19-1620**

**Awarded Vendors and Contact Information**

**A. Dell**

Awarded to: Arey Jones Educational Solutions  
Representative: Christopher Chukwuocha  
Address: 1055 6<sup>th</sup> Avenue, Suite 101  
San Diego, CA 92101  
Phone Number: (800) 998-9199  
Fax Number: (800) 403-8828

**B. Epson**

Awarded to: Troxell Communications, Inc.  
Representative: Ian Juberg  
Address: 4675 E. Colton Center Blvd. Suite #155  
Phoenix, AZ 85040  
Phone Number: (951) 693-0806  
Fax Number: (951) 693-0796

**C. Hitachi**

Awarded to: Troxell Communications, Inc.  
Representative: Ian Juberg  
Address: 4675 E. Colton Center Blvd. Suite #155  
Phoenix, AZ 85040  
Phone Number: (951) 693-0806  
Fax Number: (951) 693-0796

**D. Hewlett-Packard**

Awarded to: GST  
Representative: Yen Ma-Chan  
Address: 12881 166<sup>th</sup> St.  
Cerritos, CA 90703  
Phone Number: (562) 345-8700  
Fax Number: (562) 345-8701

**E. Optoma**

Awarded to: Troxell Communications, Inc.  
Representative: Ian Juberg  
Address: 4675 E. Colton Center Blvd. Suite #155  
Phoenix, AZ 85040  
Phone Number: (951) 693-0806  
Fax Number: (951) 693-0796

**F. Promethean**

Awarded to: All Covered  
Representative: Victoria Mason  
Address: 1701 Golf Road Tower III Suite 812  
Rolling Meadows, IL 60008  
Phone Number: (773) 791-3820

- G. Sharp**  
 Awarded to: Sharp Business  
 Representative: Mark Meadows  
 Address: 12985 Los Nietos Road  
 Santa Fe Springs, CA 90670  
 Phone Number: (714) 501-4371
- H. SMART**  
 Awarded to: IVS Computer Technologies, Inc.  
 Representative: Suzanne Camarillo  
 Address: 1415 McDonald Way  
 Bakersfield, CA 93309  
 Phone Number: (661) 831-3900  
 Fax Number: (661) 835-8619
- I. Viewsonic**  
 Awarded to: Arey Jones Educational Solutions  
 Representative: Christopher Chukwuocha  
 Address: 1055 6<sup>th</sup> Avenue, Suite 101  
 San Diego, CA 92101  
 Phone Number: (800) 998-9199  
 Fax Number: (800) 403-8828
- J. Mobile Carts (Anywhere Carts)**  
 Awarded to: CDW Government, LLC  
 Representative: Anthony Dierickx  
 Address: 230 N. Milwaukee Ave  
 Vernon Hills, IL 60061  
 Phone Number: (866) 253-1092
- K. Microsoft**  
 Awarded to: JourneyEd, Inc. dba Academic Superstore  
 Representative: Amrita Sethi  
 Address: 80 E. McDermott Drive  
 Allen, TX 75002  
 Phone Number: (800) 876-3507 x7100  
 Fax Number: (866) 947-4604

## How to Find Awarded Items and Pricing

Once again, LACOE is cooperating with other county superintendents and offices of education to post prices for use by Los Angeles County, Orange County and all other counties and districts in California. The California County Superintendents Educational Services Association (CCSESA) is hosting the website [EdBuy.org](http://EdBuy.org) for this purpose. Therefore, there are now several ways to view items under contract and corresponding pricing.

- A. Online Search** - As awarded vendors update their descriptions after their notice of award, LACOE items are loaded into the EdBuy database. If a vendor supplies pictures, the photographs are attached to line-item descriptions. To begin, click on the “Shop Contracts” link on the left side of the website at [EdBuy.org](http://EdBuy.org). Buyers can then use the full functionality of the EdBuy website to shop and manage items from the LACOE contract. On-line functionality includes:

- i. Key word or SKU number search
  - ii. Contract type or category search
  - iii. Awarded vendor listings, contract descriptions and line-item awards
  - iv. Clicking or browsing through the index of product categories
  - v. Creating and saving lists with extended pricing for up to 30 days
- B. **Punchout** – If a vendor has the capability, LACOE contract pricing may be displayed through a punchout from [EdBuy.org](http://EdBuy.org) to a vendor’s own proprietary website. To find LACOE’s contract pricing, click on “Shop Contract,” then “Shop These Sites.”
- C. **Epylon** – Any district having an Epylon Corporation eCommerce account will automatically have access to all appropriate LACOE contracts, punchout, plus the capability to quote against the contract for further volume discounts. For information contact Ted Witt at (916) 826-2039.

### **How to Order**

- A. The EdBuy website allows buyers to create a shopping list with desired quantities. The shopping list can be saved for up to 30 days by giving the list a name and saving it with an e-mail address. When printed out, the shopping list includes extended prices and a total value of all items. This list can be attached to and referenced in a paper purchase order. (When shopping on a vendor’s proprietary site, a buyer will find that items in the shopping cart also come back as a list that can be saved on the EdBuy website.)
- B. According to contract terms and conditions, shipping is free for any order of \$500 or more. If the order is \$500 or more, do not include shipping on your purchase order, but add required sales tax.
- C. Make purchase order out to the awarded vendor as listed in this memo or on a corresponding EdBuy Procurement Bulletin.
- D. Fax all purchase orders and attached list to (800) 606-6148 to ensure LACOE discounted pricing and bid protection.

# Two Training Webinars

Join one of our 60-minute sessions. There's No Sales Pitch.

## Learn How to Get the Most Value from LACOE Standard School Supply & Equipment Contracts

- How to find pricing
- How to get bid documentation
- How to ask for voluntary discounts
- How to shop for items on the EdBuy site
- How to create and save shopping lists
- How to use vendors' own sites and still get LACOE prices



A) 10 a.m. Tuesday, Feb. 23, 2021

B) 2 pm. Tuesday, Feb. 23, 2021



### How to Sign Up for Free Training

To request a spot for one of our free 60-minute training webinars, simply send an email with your phone, contact information, and notation of which session you want to attend to [Service@Epylon.com](mailto:Service@Epylon.com). Use the subject line "EdBuy Training." You will get a return email with log-in instructions.