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News Release

Dell Inc. awarded contract for Middle School Laptop Program

Henrico, Va., April 22, 2010 -- This evening, the Henrico School Board reviewed the vendor recommendation made by the middle school computer Request for Proposal selection committee. After careful consideration, the board voted to award the middle school computer contract to Dell Inc. The contract begins July 2010. Hardware and software will be available to HCPS when HCPS enters the fiscal year for 2010-11 and upon completion of all official contract documents.

The selection committee adhered to the Henrico County procurement methodology to maintain a fair and competitive market place. During these difficult economic times, one main consideration was the cost of the laptop initiative. We have enjoyed a strong relationship with Apple Computer Inc. for more than 10 years, and we will continue to partner with them to provide elementary technology, but the financial gap between the Dell Inc. and Apple Computer Inc. bids for the middle school program was significant. We have to be fiscally responsible with our taxpayers' dollars, and that was a major factor in this decision.

As part of the request for proposal process, HCPS hosted several parent and community input sessions and gathered online and phone responses to allow community members to be involved in the process. Also, we held several student and administrator input sessions to make sure we were being responsive to the concerns of the stakeholders who use the tools day to day. Discussion topics included instructional value, hardware distribution and personal computing preferences. The topics were reviewed and presented during school board sessions and made available to the public on HCPS BoardDocs.

In addition to the instructional value of the technology, the committee considered six key areas for the final recommendation:

- Functional requirements: software, hardware, batteries and 24x7 access
- Implementation services: project management, engineering, staff development, repair turn around and distribution
- Experience and qualifications of the firm
- Experience and qualifications of proposed staff
- Lease price: hardware, software and services
- Quality of proposal

“We are excited about the opportunity to work with Dell Inc. to continue our instructional technology initiative

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at the middle school level,” said Henrico County Public Schools Superintendent Dr. Pat Russo. “We have been pleased with the implementation of Dell laptops at the high school level and expect a smooth transition in our middle schools. We also want to say how pleased we are to continue our relationship with Apple Computer Inc. as they provide computers and technology to our elementary schools.”

The move to Dell Inc. will introduce a level of change for middle school staff and students from the Apple platform to the Windows computing platform. HCPS and Dell Inc. have experience with this transition having done it on a similar magnitude with HCPS high schools 5 years ago.