

An aerial view of a city skyline at sunset, with a colorful square graphic (green, blue, yellow, pink) overlaid on the image.

# **Marketplace.city**

***ClearBox Review***

***City: Aurora, IL***

***Project Name: Police & Fire Laptops***

***Date: 4/17/2020***

# Outline of Briefing

- Background
- Vendor Overview
- Selection & Purchase Overview

# Project Background

The City of Aurora needed Police and Fire Ruggedized Laptops. The goal is to procure the same or similar builds to minimize maintenance complexity and had specific [minimum specifications](#). The Police department is looking for a single device that can will allow officers to make reports, scan plates, scan driver's licenses, get signatures and take photos.

Following the Clearbox Process Marketplace.city:

- Created the Market Landscape with 20+ companies and suppliers
- Scope was created and posted publicly with responses due December 12<sup>th</sup> 2019.
- 7 complete response were returned. The list was filtered to 4 based on:
  - Price
  - Ability to match specifications
  - Government/Public Safety experience
- 4 vendors were invited to demonstrate their capabilities. 1 declined. Demos were completed in January/February.
- Vendors prior pricing and reference contracts were confirmed during that window.

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# Vendor Summary

Summary of the vendor responses and pricing can be found below. [Full Report is here](#)

Basic Information	Proposed Product Information			Pricing <sup>1</sup>			
Company Name	Product Name	First Pass Fit	Solution Overview	Laptop Price per Unit	All in total (per current volumes)	Pricing Notes	Pricing Document
<a href="#">CDS Office Technologies</a>	Panasonic Toughbook CF-33	High	<a href="#">Solution Overview</a>	\$ 3,427	\$ 1,690,268	Proposed 2nd version of the CF33 as well that is \$3,470 with a different modem . Added 28K to total	<a href="#">Aurora Price Document</a>
<a href="#">CDW Government LLC</a>	Getac K120	High	<a href="#">Solution Overview</a>	\$ 3,683	\$ 1,570,747	Keyboard included in Laptop Price	<a href="#">Aurora Price Document</a>
<a href="#">Insight Public Sector, Inc.</a>	Dell Latitude Rugged Extreme	High	<a href="#">Solution Overview</a>	\$ 2,640	\$ 1,214,156	Keyboard included with Laptop. Need to confirm SmartCard Reader	<a href="#">Aurora Price Document</a>
<a href="#">Cyber Guards USA</a>	GETAC V110	Medium	<a href="#">Solution Overview</a>	\$ 3,426	\$ 1,580,382	Maintenance & Keyboard included in Laptop Pricing	<a href="#">Aurora Price Document</a>
<a href="#">Ace Computers</a>	Panasonic Toughbook CF-33	Low	<a href="#">Solution Overview</a>	\$ 4,301	\$ 2,073,717	None	<a href="#">Aurora Price Document</a>
<a href="#">Civitas IT</a>	Getac K120	Low	<a href="#">Solution Overview</a>	\$ 5,893	\$ 2,465,570	Keyboard included in Laptop Price	<a href="#">Aurora Price Document</a>
<a href="#">Rugged Depot</a>	Panasonic Toughbook CF-33	Low	<a href="#">Solution Overview</a>	\$ 6,140	\$ 2,543,580	Keyboard Price included with Laptop.	<a href="#">Aurora Price Document</a>

<sup>1</sup> Showcases original Pricing submitted in vendor responses to reflect the accurate data that informed City of Aurora's Down-Selection Process.

# Top Vendors Identified (Alphabetical)



**CDS Office  
Technology**

**Panasonic CF-33**



**CDW-G**

**Getac K120**



**Cyber Guards USA**

**Getac V110**



**Insights Public  
Sector**

**Dell Latitude 7220**

# Rugged Laptops – Best Fits\*

Basic Information		Key Criteria					
Company Name	Product	Pricing	Public Safety Experience	Complete Solution/ Met Requirements	Pre Demo Rating	Demonstration	Post Demo Rating
<a href="#">CDS Office Technologies</a>	Panasonic Toughbook CF-33	5	5	5	15	5	20
<a href="#">CDW Government LLC</a>	Getac K120	5	5	5	15	5	20
<a href="#">Insight Public Sector, Inc.</a>	Dell Latitude Rugged Extreme	5	5	3	13	3	16
<a href="#">Cyber Guards USA</a>	GETAC V110	5	5	3	13	1	14
<a href="#">Ace Computers</a>	Panasonic Toughbook CF-33	3	3	5	11	N/A	N/A
<a href="#">Civitas IT</a>	Getac K120	1	3	5	9	N/A	N/A
<a href="#">Rugged Depot</a>	Panasonic Toughbook CF-33	1	3	5	9	N/A	N/A

- Non demonstrated companies offer same laptop specification at higher prices
- Getac Laptop was preferred by end users, both police and fire, in demonstration
- Dell Laptop was determined to be too small in demonstration by end users

\* Full report can be [Found Here](#)

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# Best Fit

## Getac K120 and A140 - CDW

### Overview:

Getac K120 is a fully Ruggedized Laptop that is in use with hundreds of public safety organizations in the US and Illinois. Their price was more competitive than others reviewed and the preferred laptop by both police and fire. 32 A140s (instead of K120) were also included per Aurora Fire Department request for better use in a different part of the vehicle.

### Decision Factors

- Met specification
- Preferred by end user
- Significant experience
- Large savings over original proposal
- Imagining included for easier roll out
- Strong partnering model from Getac
- Good pricing for models

### Contract Details

<b>Contract Duration</b>	1 time purchase; pricing for 3 years
<b>Pricing Summary</b>	349 Total Units <ul style="list-style-type: none"><li>• 317 - K120</li><li>• 32 - A140</li></ul> <b>Total Pricing:</b> \$1,589,599.53
<b>Contract Documents</b>	<a href="#">Final Proposal</a> <a href="#">Final Specs Sheet</a>

# Selection Background

Post Demonstration the City of Aurora choose the Getac Solution through CDW-G with the K120 model for Police and a modified version for Fire and EMS.

- Initial order confirmation on April 16<sup>th</sup> of 300 Getac K120 Laptops and associated accessories. [April Proposal](#) and [April Specs Sheet](#). This proposal was replaced by the one below
  - Slight modification to part number based on new versions becoming available (same price)
  - Change in docking station to better fit the build out of Aurora PD Fleet. Docking station changed from Gamber Johnson to Havis in order to eliminate the cost of retrofit in the vehicle or adaptor plates as a cost to Aurora, from a different budget
  - Change is \$44.24 per unit/\$7,742 for the order from the proposal. This replaces a similar or greater cost during install
- May 11: Determined to move forward with one approval for Police and Fire Laptops. [Final Proposal](#)
- and [Final Specs Sheet](#) represents the full need for APD and AFD. Full Summary of the difference from the original proposal on the next slide
  - 349 Total Units
    - K120: 317 Total for both Police and Fire
    - A140 (subset of Fire): 32 Total
  - Required Accessories
  - 31 additional docking stations (\$21,669) and 47 power adaptors (\$4,597) at the request of Aurora to complete the scope for AFD

# Changes from Original to Final Proposal

Item	Number	Unit Cost	Change	Total	Note
Original Proposal				\$ 1,570,747.47	
Reduction of 37 K120 Laptops	37	\$ (3,683.12)	\$ (136,275.44)	\$ 1,434,472.03	32 Swapped for AFD A140; Reduction of 5
Reduction of 5 Maintenance/Warranty	5	\$ (226.61)	\$ (1,133.05)	\$ 1,433,338.98	Result of 5 less overall laptops
Addition of 32 A140 Laptops for AFD	32	\$ 3,470.89	\$ 111,068.48	\$ 1,544,407.46	AFD determined was better fit for usage
Change in Vehicle Dock Part	175	\$ 44.24	\$ 7,742.00	\$ 1,552,149.46	Change from Gamber Johnson to Havis after determination for vehicle garage that Havis doc would save money on retrofit of the vehicle that was greater than cost of swap
31 Additional Docking Stations for AFD	31	\$ 699.00	\$ 21,669.00	\$ 1,573,818.46	Added by AFD after review of what was needed; not vendor specific
16 Additional Docking Stations for APD	16	\$ 699.00	\$ 11,184.00	\$ 1,585,002.46	Added by APD after review of what was needed; not vendor specific
47 Additional Power Adaptors	47	\$ 97.81	\$ 4,597.07	\$ 1,589,599.53	Updated from APD/AFD
Final Proposal Number				\$ 1,589,599.53	

# Getac Validations Summary

Location/Buyer	Date	Quantity	Configuration	Scope Delta	Notes	Price per Laptop	Documents
Nampa, Idaho	10/11/2019	90	K120,Intel® Core™ i5-8250U Processor 1.6GHz,W/ Webcam, Microsoft Windows 10 Pro x64 with 8GB RAM,256GB SSD, Sunlight Readable Full HD LCD + Touchscreen + Rear Camera + Hard Tip stylus, AC Adapter + US Power cord, US Keyboard, Wifi + BT + GPS + 4G LTE (US/EU) + Passthrough ,HF RFID + Barcode Reader,3 Year B2B Warranty	i5 Core vs i7 Core 1.7GHz vs 1.9GHz No Digitizer No Keyboard GPS + 4G LTE (US/EU) + Passthrough no present	No Keyboard, lower overall specs	\$3,845.00	<a href="#">City of Nampa Order</a>
Nye County, Nevada/Nevada Department of Transportation	12/3/2019	100	K120,Intel® Core™ i5-8350U vPro™ Processor 1.7GHz,W/ Webcam,Microsoft Windows 10 Pro x64 with 8GB RAM,256GB SSD,Sunlight Readable Full HD LCD + Touchscreen + Rear Camera + Hard Tip stylus,AC Adapter + US Power cord,(Without Keyboard Dock),Wifi+BT,HF RFID + Barcode Reader,3 Year B2B Warranty	i5 Core vs i7 Core 1.7GHz vs 1.9GHz No Digitizer 8GB RAM/256GB SSD vs. 16GB RAM/512 GB SSD	Primary Drivers of cost difference: - i5 to i7 Core, - RAM and SSD, - Digitizer vs Standard Touchscreen - Keyboard type - External Modem	\$2,777.00	<a href="#">Nye County Order</a>
Thurston County Sheriff, Washington	1/2/2020	77	K120,Intel® Core™ i5-8350U vPro™ Processor 1.7GHz,W/ Webcam,Microsoft Windows 10 Pro x64 with 16GB RAM,512GB SSD,Sunlight Readable Full HD LCD + Touchscreen + Rear Camera + Hard Tip stylus,AC Adapter + US Power cord,US Keyboard,Wifi + BT + GPS + 4G LTE (US/EU) + Passthrough ,Barcode Reader,3 Year B2B Warranty	i5 Core vs i7 Core 1.7GHz vs 1.9GHz No Digitizer HF RFID	Lower overall Specs	\$3,770.00	<a href="#">Thurston County-Spreadsheet Breakdown</a>

# Getac Validation Notes

- Proposal for Aurora is \$3,683 for Laptop + Keyboard
- No exact specs or size comparisons
- Lower price for greater specification than Thurston County and Nampa ID
- Nye County/Nevada DOT is significantly lower specifications (\$2,777 for Keyboard and Laptop)
  - Smaller Core
  - Less memory
  - Cheaper Keyboard
  - Digitizer vs. Touchscreen
  - External Modem
- Getac willing to work with Aurora to propose different specs, met those on the bid but thinks there are other options

# Appendix

# Vendor 1: CDS Office Technologies



**Name:** CDS Office Technology  
**Location:** Springfield/Itasca IL  
**Size:** 50-250 employees  
**MWBE Designation:** No

## Key Information

- Panasonic CF-33 is the original model requested
- Meets all functional and technical specifications
- Has been demoed by Aurora Police Department
- Currently using Panasonic
- Lowest Panasonic pricing from current information
- Pricing is \$570 (~12%) below initial September quote
- Price reductions on all components
- 2<sup>nd</sup> model also proposed with more advanced modem. Raises Laptop price \$53 per unit and total price by \$28K

## Price & Contract Options

- Per Laptop: \$3,427
- Total Price: \$1,690,268
- Loaded Unit Price<sup>1</sup>: \$4,774.77

[Pricing Document](#)

Proposed 2 Laptop versions

## Solution Features

- Reselling Panasonic Toughbook CF-33
- Meets all technical specifications
- Multiple hardware and software configurations as add ons

## Validations

- Illinois Tollway
- Lake County
- Cook County Sheriff

## Open Questions/Issue

- 2 models were proposed? Which is desired
- No exact model pricing references. May not be with multiple Panasonic SKUs

<sup>1</sup> Loaded Unit Price is aggregate number laptop + accessories

# Vendor 2: CDWG



**Name:** CDW-G

**Location:** Vernon Hills

**Size:** >1000

**MWBE Designation:** No

## Solution Features

- [Getac K120](#)
- Appears to meet all functional and technical requirements
- Meets rugged standards

## Key Information

- Getac K120 meets needed functionality and requirements
- CDW-G and Getac have long list of Public Safety (both Illinois and other) with various models
- Lowest Getac pricing across multiple models
- Clearly stated implementation support was included with no cost

## Open Questions/Issue

- Does this need to be demoed
- Need to confirm pricing/contracts of references

## Price & Contract Options

- Per Laptop: \$3,683
- Total \$1,570,474
- Loaded Unit Price<sup>1</sup>: \$4,437.14

Keyboard included with Laptop

[Price Document](#)

## Validations

Roselle, IL

West Chicago, IL

Washington, IL

<sup>1</sup> Loaded Unit Price is aggregate number laptop + accessories

# Vendor 3: Insight Public Sector



**Name:** Insights

**Location:** Tempe, AZ

**Size:** >1000

**MWBE Designation:** No

## Solution Features

- [Dell Latitude Rugged 7220](#)
- Appears to meet functional and technical specifications
- Meets rugged standards

## Key Information

- Lowest Price across all models
- Meets basic requirements but need to confirm SmartCard reader inclusion
- Multiple Dell Models exist
- Large company with national contracts

## Open Questions/Issues

- Need to confirm this is all in pricing
- Does this need to be demoed?
- Need to confirm reference pricing –DuPage is different model

## Price & Contract Options

- Per Laptop: \$2,640
- Total \$1,214,156
- Loaded Unit Price<sup>1</sup>: \$3,429.82

Keyboard included in Laptop Price  
[Price Document](#)

## Validations

Dupage County  
Multiple for other Models

<sup>1</sup> Loaded Unit Price is aggregate number laptop + accessories

# Vendor 4: Cyber Guards USA



**Name:** Cyber Guard USA  
**Location:** Memphis, TN  
**Size:** 11-50  
**MWBE Designation:**  
Minority, Veteran

## Solution Features

- [Getac V110](#)
- Appears to meet all functional and technical requirements
- SmartCard Reader and Scanner listed as optional
- Meets rugged standards

## Key Information

- Getac V110 appears to meet all standards and requirements
- Getac V110 in use with public safety but references not provided here.
- Small Business.

## Open Questions/Issues

- Submitted before update to 354 as total. May move price down
- Need to confirm if SmartCard & Barcode are in the Price
- Does this need to be demoed?
- Need to confirm pricing/contracts of references

## Price & Contract Options

- Per Laptop: \$3,426
- Total \$1,580,382
- Loaded Unit Price<sup>1</sup>: \$4,464.36

Maintenance & Keyboard included in Laptop Price

[Price Document](#)

## Validations

None Provided

<sup>1</sup>Loaded Unit Price is aggregate number laptop + accessories