

**SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM**

SUBJECT: Approve Amendment #4 to RFP-600244-07/GGM - Lease/Purchase of Computer Equipment and/or Technical Staffing Services

DEPARTMENT: Administrative Services

DIVISION: Purchasing and Contracts

AUTHORIZED BY: Frank Raymond

CONTACT: Ray Hooper

EXT: 7111

MOTION/RECOMMENDATION:

Approve Amendment #4 to RFP-600244-07/GGM - Lease/Purchase of Computer Equipment and/or Technical Staffing Services to ESQ IT Solutions, Orlando (change in agreement terms).

County-wide

Ray Hooper

BACKGROUND:

RFP-600244-07/GGM will provide for lease and/or purchase of computers, printers, network equipment and other miscellaneous computer equipment with optional technical support staffing. The financing subcontractor to this agreement is National City which was acquired by PNC on 01/01/09. National City/PNC has reviewed the financing commitment under this contract and because of the risk in the financial markets, they are requesting a change to the termination sections of this agreement. This change states that if the County terminates for any reason (default or for convenience), the County will continue lease payments for the computer equipment that is in use and accepted by the County prior to this termination action. In consideration of this amendment change, National City/PNC is offering a reduction of 50 basis points in the financing of future leases, effective immediately, that is incorporated in the exhibit B of this amendment.

STAFF RECOMMENDATION:

Staff recommends that the Board approve Amendment #4 to RFP-600244-07/GGM - Lease/Purchase of Computer Equipment and/or Technical Staffing Services to ESQ IT Solutions, Orlando (Change in agreement terms).

ATTACHMENTS:

1. Fourth amendment

<p>Additionally Reviewed By:</p> <p><input checked="" type="checkbox"/> County Attorney Review (Ann Colby)</p>

**FOURTH AMENDMENT TO LEASE/PURCHASE AGREEMENT FOR COMPUTER HARDWARE AND
TECHNICAL CONTRACT STAFFING SERVICES (RFP-600244-07/GGM)**

THIS FOURTH AMENDMENT is made and entered into this _____ day of _____, 20____ and is to that certain Agreement made and entered into on the 7th day of January, 2008, as amended on March 3, 2008, May 1, 2008, and on June 3, 2008, between **EXECUTIVE SOURCE, INC. d/b/a ESQ IT SOLUTIONS**, whose address is 1013 Montana Street, Orlando, Florida 32803, hereinafter referred to as "CONTRACTOR," and **SEMINOLE COUNTY**, a political subdivision of the State of Florida, whose address is Seminole County Services Building, 1101 East First Street, Sanford, Florida 32771, hereinafter referred to as "COUNTY".

W I T N E S S E T H:

WHEREAS, CONTRACTOR and COUNTY entered into the above referenced Agreement on January 7, 2008, as amended on March 3, 2008, May 1, 2008, and on June 3, 2008, for lease/purchase of computer hardware and technical contract staffing services; and

WHEREAS, the parties desire to amend the Agreement so as to enable both parties to continue to enjoy the mutual benefits it provides; and

WHEREAS, Section 24 of the Agreement provides that any amendments shall be valid only when expressed in writing and duly signed by the parties,

NOW, THEREFORE, in consideration of the mutual understandings and agreements contained herein, the parties agree to amend the Agreement as follows:

1. Section 13 of the Agreement is hereby amended to read:

SECTION 13. TERMINATION.

(a) COUNTY may, by written notice to CONTRACTOR, terminate this Agreement, in whole or in part, for non-appropriation of funds pursuant to Section 15 of this Agreement for the failure of CONTRACTOR to fulfill

CONTRACTOR's obligations under this Agreement or for the convenience of the COUNTY.

(b) Upon COUNTY's issuance of a notice of termination due to non-appropriation of funds, COUNTY shall comply with the terms and conditions set forth in Section 15 of this Agreement.

(c) Upon COUNTY's issuance of a notice of termination due to failure of CONTRACTOR to fulfill CONTRACTOR's obligations under this Agreement or for termination at the COUNTY's convenience, COUNTY shall, for all Equipment subject to an Equipment lease for which there is a remaining payment obligation, either:

(i) Provide notice to any assignee of CONTRACTOR's rights to receive payments under any leases issued pursuant to this Agreement (the "Assignee") that the COUNTY will continue to use the Equipment and will continue to make all contractually agreed upon payments for the Equipment directly to the Assignee; or

(ii) Purchase the Equipment from the Assignee for an amount equal to the remaining lease payments due and owing for the remainder of the lease term plus the residual value purchase option for the Equipment.

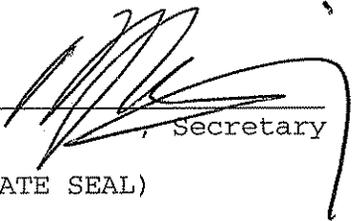
2. Exhibit "B" of the Agreement is hereby deleted and replaced by the new Exhibit "B", attached hereto.

3. Except as herein modified, all terms and conditions of the Agreement shall remain in full force and effect for the term of the Agreement, as originally set forth in said Agreement.

(Signature Page Follows)

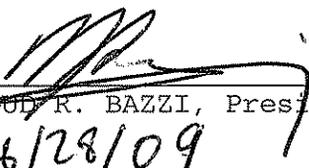
IN WITNESS WHEREOF, the parties hereto have executed this instrument for the purpose herein expressed.

ATTEST:



Secretary
(CORPORATE SEAL)

EXECUTIVE SOURCE, INC.
d/b/a ESQ IT SOLUTIONS

By: 

MAHMOUD R. BAZZI, President
Date: 6/28/09

ATTEST:

BOARD OF COUNTY COMMISSIONERS
SEMINOLE COUNTY, FLORIDA

MARYANNE MORSE
Clerk to the Board of
County Commissioners of
Seminole County, Florida.

By: _____
BOB DALLARI, Chairman

Date: _____

For the use and reliance
of Seminole County only.


As authorized for execution
by the Board of County Commissioners
at their _____, 20____
regular meeting.

Approved as to form and
legal sufficiency.

County Attorney
AEC/sjs/lpk
2/19/09 5/20/09
F:\Users\Legal Secretary CSB\Purchasing 2009\Agreements\RFP-600244-07 4th Amd.doc

Attachment:
Exhibit "B" - Equipment and Financial Rates

Exhibit B

Vendor:	Executive Source Inc d/b/a/ ESQ IT Solutions			
Date:				
		Fixed Rate: Rate Factor/Implied Interest Rate	Non-Fixed (% over "AA" rate column from Municipal Marker Data) Rate factor/Implied Interest Rate	
Item				Lease Rate Factor Fixed-Quarterly
	Rate for Financing Costs 36 months	Soft-Cost Lease Rate Factor		0.09328
	Rate for Financing Costs 48 months	Soft-Cost Lease Rate Factor		0.07237
	Rate for Financing Costs 60 months	Soft-Cost Lease Rate Factor		0.06021
<p>The rate is to include all filing; IRS 8038G, equipment schedules and UCCI filing Financing under the Leasing Program: If the County decides to lease equipment, the Contractor must provide the financing for this lease program. This can be done by the Contractor or by subcontracting this service to a third party. The County is eligible for the Municipal Tax exemption rate, which exempts the Contractor and County from paying property tax. Also, the financing rate shall be fixed to a recognized index.</p>				
<p>The Contractor shall take a residue value upfront for each piece of lease equipment and finance remaining portion which will be the actual discounted cost of the equipment minus the residue value financed over the term of the lease using the fixed Municipal interest rate. At the end of the term of the lease, the Contractor must offer the equipment at residual value first to the County, and then to the Employee Buy-Back program. If the County decides to purchases equipment rather than leasing, then financing will not be needed.</p>				
End of Lease (Purchase Option):				
<p>The county may at its sole option purchase all or part of the leased equipment at its residual value, if applicable, or at one dollar (\$1.00) if no residual value is taken. The residual value will be defined as a percentage of the discounted unit price used to derive the monthly lease price. If using residual values, complete the table of residual values, below.</p>				
	Lease Terms Months	Description	Residual Value (% Discounted Unit Price)	Lease Rate Factor Fixed- Monthly
	36	Standard Desktop Computer	3%	0.03049
	36	Mid-Level Desktop Computer	3%	0.03049
	36	High-Level Desktop Computer	3%	0.03049
				Lease Rate Factor Fixed-Quarterly

Exhibit B

	36	Standard Laptop Computer	3%	0.03049	0.09093
	36	Mid-Level Laptop Computer	3%	0.03049	0.09093
	36	Toshiba Laptop Computer	3%	0.03049	0.09093
	36	Panasonic Laptop Computer	3%	0.03049	0.09093
	36	Miscellaneous Monitor	3%	0.03049	0.09093
	36	Projector	3%	0.03049	0.09093
	36	Apple Computer	3%	0.03049	0.09093
	36	Standard Black and White Printer	3%	0.03049	0.09093
	36	Standard Color Printer	3%	0.03049	0.09093
	36	Standard Plotter	3%	0.03049	0.09093
	36	Standard B&W Multifunction Printer	3%	0.03049	0.09093
	36	Standard Color Multifunction Printer	3%	0.03049	0.09093
	36	Miscellaneous Printer	3%	0.03049	0.09093
	36	Standard B&W Scanner	3%	0.03049	0.09093
	36	Standard Color Scanner	3%	0.03049	0.09093
	36	Standard Server	3%	0.03049	0.09093
	36	Standard SAN	3%	0.03049	0.09093
	36	Miscellaneous Server	3%	0.03049	0.09093
	36	Tape Back-up Solution	3%	0.03049	0.09093
	36	Miscellaneous Network Equipment	3%	0.03049	0.09093
	36	Firewall Appliance	3%	0.03049	0.09093
	36	DVD Duplicator	3%	0.03049	0.09093
	48	Standard Desktop Computer	2%	0.02386	0.07111
	48	Mid-Level Desktop Computer	2%	0.02386	0.07111
	48	High-Level Desktop Computer	2%	0.02386	0.07111
	48	Standard Laptop Computer	2%	0.02386	0.07111
	48	Mid-Level Laptop Computer	2%	0.02386	0.07111
	48	Toshiba Laptop Computer	2%	0.02386	0.07111
	48	Panasonic Laptop Computer	2%	0.02386	0.07111
	48	Miscellaneous Monitor	2%	0.02386	0.07111
	48	Projector	2%	0.02386	0.07111
	48	Apple Computer	2%	0.02386	0.07111
	48	Standard Black and White Printer	2%	0.02386	0.07111
	48	Standard Color Printer	2%	0.02386	0.07111
	48	Standard Plotter	2%	0.02386	0.07111
	48	Standard B&W Multifunction Printer	2%	0.02386	0.07111
	48	Standard Color Multifunction Printer	2%	0.02386	0.07111
	48	Miscellaneous Printer	2%	0.02386	0.07111
	48	Standard B&W Scanner	2%	0.02386	0.07111

Exhibit B

	48	Standard Color Scanner	2%	0.02386	0.07111
	48	Standard Server	2%	0.02386	0.07111
	48	Standard SAN	2%	0.02386	0.07111
	48	Miscellaneous Server	2%	0.02386	0.07111
	48	Tape Back-up Solution	2%	0.02386	0.07111
	48	Miscellaneous Network Equipment	2%	0.02386	0.07111
	48	Firewall Appliance	2%	0.02386	0.07111
	48	DVD Duplicator	2%	0.02386	0.07111
	60	Standard Desktop Computer	1%	0.01985	0.05915
	60	Mid-Level Desktop Computer	1%	0.01985	0.05915
	60	High-Level Desktop Computer	1%	0.01985	0.05915
	60	Standard Laptop Computer	1%	0.01985	0.05915
	60	Mid-Level Laptop Computer	1%	0.01985	0.05915
	60	Toshiba Laptop Computer	1%	0.01985	0.05915
	60	Panasonic Laptop Computer	1%	0.01985	0.05915
	60	Miscellaneous Monitor	1%	0.01985	0.05915
	60	Projector	1%	0.01985	0.05915
	60	Apple Computer	1%	0.01985	0.05915
	60	Standard Black and White Printer	1%	0.01985	0.05915
	60	Standard Color Printer	1%	0.01985	0.05915
	60	Standard Plotter	1%	0.01985	0.05915
	60	Standard B&W Multifunction Printer	1%	0.01985	0.05915
	60	Standard Color Multifunction Printer	1%	0.01985	0.05915
	60	Miscellaneous Printer	1%	0.01985	0.05915
	60	Standard B&W Scanner	1%	0.01985	0.05915
	60	Standard Color Scanner	1%	0.01985	0.05915
	60	Standard Server	1%	0.01985	0.05915
	60	Standard SAN	1%	0.01985	0.05915
	60	Miscellaneous Server	1%	0.01985	0.05915
	60	Tape Back-up Solution	1%	0.01985	0.05915
	60	Miscellaneous Network Equipment	1%	0.01985	0.05915
	60	Firewall Appliance	1%	0.01985	0.05915
	60	DVD Duplicator	1%	0.01985	0.05915
	72	Mainframe Server	1%	0.01725	0.05136
Please note under lease proposal Seminole County pays no Property Taxes.					

Exhibit B

Vendor:	Executive Source Inc d/b/a/ ESQ IT Solutions			
Date:				
		Fixed Rate: Rate Factor/Implied Interest Rate	Non-Fixed (% over "AA" rate column from Municipal Marker Data) Rate factor/Implied Interest Rate	
Item				Lease Rate Factor Fixed- Quarterly
	Rate for Financing Costs 36 months	Soft-Cost Lease Rate Factor		0.09267
	Rate for Financing Costs 48 months	Soft-Cost Lease Rate Factor		0.07174
	Rate for Financing Costs 60 months	Soft-Cost Lease Rate Factor		0.05956
<p>The rate is to include all filing; IRS 8038G, equipment schedules and UCCI filing Financing under the Leasing Program: If the County decides to lease equipment, the Contractor must provide the financing for this lease program. This can be done by the Contractor or by subcontracting this service to a third party. The County is eligible for the Municipal Tax exemption rate, which exempts the Contractor and County from paying property tax. Also, the financing rate shall be fixed to a recognized index.</p>				
<p>The Contractor shall take a residue value upfront for each piece of lease equipment and finance remaining portion which will be the actual discounted cost of the equipment minus the residue value financed over the term of the lease using the fixed Municipal interest rate. At the end of the term of the lease, the Contractor must offer the equipment at residual value first to the County, and then to the Employee Buy-Back program. If the County decides to purchases equipment rather than leasing, then financing will not be needed.</p>				
End of Lease (Purchase Option):				
<p>The county may at its sole option purchase all or part of the leased equipment at its residual value, if applicable, or at one dollar (\$1.00) if no residual value is taken. The residual value will be defined as a percentage of the discounted unit price used to derive the monthly lease price. If using residual values, complete the table of residual values, below.</p>				
	Lease Terms Months	Description	Residual Value (% Discounted Unit Price)	Lease Rate Factor Fixed- Monthly
	36	Standard Desktop Computer	3%	0.03027
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	36	High-Level Desktop Computer	3%	0.03027
				Lease Rate Factor Fixed-Quarterly
				0.09034
				0.09034
				0.09034

Exhibit B

	36	Standard Laptop Computer	3%	0.03027	0.09034
	36	Mid-Level Laptop Computer	3%	0.03027	0.09034
	36	Toshiba Laptop Computer	3%	0.03027	0.09034
	36	Panasonic Laptop Computer	3%	0.03027	0.09034
	36	Miscellaneous Monitor	3%	0.03027	0.09034
	36	Projector	3%	0.03027	0.09034
	36	Apple Computer	3%	0.03027	0.09034
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	36	Standard Color Printer	3%	0.03027	0.09034
	36	Standard Plotter	3%	0.03027	0.09034
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	36	Miscellaneous Printer	3%	0.03027	0.09034
	36	Standard B&W Scanner	3%	0.03027	0.09034
	36	Standard Color Scanner	3%	0.03027	0.09034
	36	Standard Server	3%	0.03027	0.09034
	36	Standard SAN	3%	0.03027	0.09034
	36	Miscellaneous Server	3%	0.03027	0.09034
	36	Tape Back-up Solution	3%	0.03027	0.09034
	36	Miscellaneous Network Equipment	3%	0.03027	0.09034
	36	Firewall Appliance	3%	0.03027	0.09034
	36	DVD Duplicator	3%	0.03027	0.09034
	48	Standard Desktop Computer	2%	0.02364	0.07049
	48	Mid-Level Desktop Computer	2%	0.02364	0.07049
	48	High-Level Desktop Computer	2%	0.02364	0.07049
	48	Standard Laptop Computer	2%	0.02364	0.07049
	48	Mid-Level Laptop Computer	2%	0.02364	0.07049
	48	Toshiba Laptop Computer	2%	0.02364	0.07049
	48	Panasonic Laptop Computer	2%	0.02364	0.07049
	48	Miscellaneous Monitor	2%	0.02364	0.07049
	48	Projector	2%	0.02364	0.07049
	48	Apple Computer	2%	0.02364	0.07049
	48	Standard Black and White Printer	2%	0.02364	0.07049
	48	Standard Color Printer	2%	0.02364	0.07049
	48	Standard Plotter	2%	0.02364	0.07049
	48	Standard B&W Multifunction Printer	2%	0.02364	0.07049
	48	Standard Color Multifunction Printer	2%	0.02364	0.07049
	48	Miscellaneous Printer	2%	0.02364	0.07049
	48	Standard B&W Scanner	2%	0.02364	0.07049

Exhibit B

	48	Standard Color Scanner	2%	0.02364	0.07049
	48	Standard Server	2%	0.02364	0.07049
	48	Standard SAN	2%	0.02364	0.07049
	48	Miscellaneous Server	2%	0.02364	0.07049
	48	Tape Back-up Solution	2%	0.02364	0.07049
	48	Miscellaneous Network Equipment	2%	0.02364	0.07049
	48	Firewall Appliance	2%	0.02364	0.07049
	48	DVD Duplicator	2%	0.02364	0.07049
	60	Standard Desktop Computer	1%	0.01963	0.0585
	60	Mid-Level Desktop Computer	1%	0.01963	0.0585
	60	High-Level Desktop Computer	1%	0.01963	0.0585
	60	Standard Laptop Computer	1%	0.01963	0.0585
	60	Mid-Level Laptop Computer	1%	0.01963	0.0585
	60	Toshiba Laptop Computer	1%	0.01963	0.0585
	60	Panasonic Laptop Computer	1%	0.01963	0.0585
	60	Miscellaneous Monitor	1%	0.01963	0.0585
	60	Projector	1%	0.01963	0.0585
	60	Apple Computer	1%	0.01963	0.0585
	60	Standard Black and White Printer	1%	0.01963	0.0585
	60	Standard Color Printer	1%	0.01963	0.0585
	60	Standard Plotter	1%	0.01963	0.0585
	60	Standard B&W Multifunction Printer	1%	0.01963	0.0585
	60	Standard Color Multifunction Printer	1%	0.01963	0.0585
	60	Miscellaneous Printer	1%	0.01963	0.0585
	60	Standard B&W Scanner	1%	0.01963	0.0585
	60	Standard Color Scanner	1%	0.01963	0.0585
	60	Standard Server	1%	0.01963	0.0585
	60	Standard SAN	1%	0.01963	0.0585
	60	Miscellaneous Server	1%	0.01963	0.0585
	60	Tape Back-up Solution	1%	0.01963	0.0585
	60	Miscellaneous Network Equipment	1%	0.01963	0.0585
	60	Firewall Appliance	1%	0.01963	0.0585
	60	DVD Duplicator	1%	0.01963	0.0585
	72	Mainframe Server	1%	0.01702	0.05069
Please note under lease proposal Seminole County pays no Property Taxes.					

Hooper, Ray

From: jmiller@esqit.com
Sent: Tuesday, May 19, 2009 12:33 PM
To: Hooper, Ray
Cc: Beach, Robert; Raymond, Frank; Ray Bazzi
Subject: FW: Seminole County
Attachments: Seminole County Amendment 5709.doc; LeaseRateFactor_4-09.xls

Good Afternoon Ray,

Please see below and attached for the information you requested in regards to the changes proposed. Should there be any other questions based upon this submission, please let me know as soon as possible so that I may forward the information on if needed. I appreciate your assistance in working with us on this.

Best Regards,

Jesse Miller

Director of Operations
ESQ IT Solutions
(O:) 407-228-4470 ext. 1024
(C:) 407-405-2367
(F:) 407-228-4575
jmiller@esqit.com
jmiller02@seminolecountyfl.gov

From: Gordon, Thomas [mailto:Tom.Gordon@NC-4.com]
Sent: Tuesday, May 19, 2009 10:35 AM
To: Jesse Miller
Cc: Vecker, Paul
Subject: Seminole County

To Jesse Miller and Ray Bazzi (ESQ)

As previously stated, National City Commercial Capital Company, LLC ("NCC") will agree to honor your request to incorporate the indexing language that was introduced to Seminole County in a NCC email dated 11/20/07 that has since become a part of the Lease Agreement between ESQ and Seminole County (the "Lease Agreement") into our pricing. The effect of this is two fold: First, the Lease Rate Factor on all new Lease Schedules entered into after April 1, 2009 will be adjusted. Based on the indexing language contained in the Lease Agreement and given the 3 year Swap Rate as of April 1, 2009 of 1.68%, the new 48 month Lease Rate Factor for the 2nd quarter of 2009 would be reduced from the document level of .07239 to .07111 (the "Base Lease Rate Factor"). Going forward, the Base Lease Rate Factor will be adjusted quarterly based on the Swap Rate at the beginning of a quarter. Second, in order to reimburse Seminole County for the effect of this interest rate change for the period 1/1/08 through 4/1/09, National City will further reduce the 48 month Lease Rate Factor on the first \$2 million of equipment leased beginning April 1, 2009 by an additional .00044 (the "Temporary Lease Rate Factor"). The impact of the Temporary Lease Rate Factor will reduce your lease expenses by an additional \$12,500.00 on a present value basis. Once this amount has been recaptured, the Temporary Lease Rate Factor will no longer be used and we will return to pricing transactions based on the Base Lease Rate Factor (subject to quarterly changes due to changes in the Swap Rate as discussed above). NCC will provide ESQ with a schedule attached to each Lease Schedule showing the effect of the Temporary Lease Rate Factor.

Furthermore, in order to entice Seminole County to agree to the proposed amendments to Section 13 of the Lease Agreement, (attached hereto) NCC is offering to permanently reduce the IRR on the lease transactions by an additional 50 basis points. This adjustment will reduce the Base Lease Rate Factor for the 2nd Quarter of 2009 to .070486, and the Temporary Lease Rate Factor to .07005.

Attached is a new Exhibit B describing the Base Lease Rate Factor and the effect of the 50 basis point permanent reduction in yield. As previously stated, it is our expectation that Seminole County will also honor all aspects of the ESQ Lease Agreement including the obligation to return all equipment at the expiration of a particular lease term.

Thank you.

Tom Gordon
407-788-8225

Hooper, Ray

From: Gordon, Thomas [Tom.Gordon@NC-4.com]
Sent: Tuesday, November 20, 2007 2:23 PM
To: Hooper, Ray
Subject: leasing

Hello Ray,

We will use the same residuals and lease rate factors with ESQ as we originally offered through Pomeroy.

The following indexing language will be added to our agreement:

Indexing: This is a fixed rate lease. At the beginning of each calendar quarter, the Lease Rate Factor will be indexed to the 3-year Interest Rate Swap as of 11/16/09 as quoted in the Federal Reserve Statistical Release, H.15. The Lease Rate Factor in this proposal may be adjusted at the time of funding. Rent payments shall then be fixed for the Lease Term. For each two point change in the index rate, the Lease Rate Factor will be adjusted .001%.

A new Master Lease Agreement will be sent to you upon your Board's approval to document our working with ESQ.

Thank you. We look forward to continuing to work with you.

Tom Gordon
407-788-8225

link

Hooper, Ray

From: Gordon, Thomas [Tom.Gordon@NC-4.com]
Sent: Friday, November 23, 2007 11:50 AM
To: Hooper, Ray
Subject: link

Hi Ray -

Here is the link for the H.15 we discussed:

<http://www.federalreserve.gov/releases/h15/current/>

I hope you and yours are having a wonderful Thanksgiving weekend.

Tom Gordon
407-788-8225

11/26/2007

Vendor:	ESQ IT Solutions		LOTS FOR NEW LEASED EQUIPMENT								
Date:	24-Sep-07										
Lot A	LEASE OF NEW COMPUTERS AND LAPTOPS										
Applicants must indicate discount associated with the maintenance of the equipment											
Applicants may propose to the County all Lots, Partial Lots or Combination of Lots											
Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	3 Yr Warranty Cost	4 Yr Warranty Cost	5 Yr Warranty Cost	3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate
Example	MFG: ABC CO. - Model 123	50	EA	State Contract	10%						
A-1	Price to Lease Standard Desktop Computer			Internet List Price:							
				\$1,257.00	48.69% (Desktop/Monitor)	\$72.00	\$50.00	\$99.00			
	MFG: Hewlett Packard	1000	EA	ILP Price:							
	MODEL: HP dc7800 Small Form Factor with 17" LCD Monitor					Next Business Day On-site 4 hr response	Next Business Day On-site Desktop + Monitor	Next Business Day On-site Desktop + Monitor			
	Options:										
	56K Modem			28.00	42.85%						
	Additional 512MB Memory			57.00	45.61%						
	Additional 1GB Memory			96.00	32.29%						
	Additional 2GB Memory			261.00	40.61%						
	Additional 80GB Hard Drive			86.00	36.04%						
	Additional 160GB Hard Drive			108.00	38.67%						
	Additional 250GB Hard Drive			154.00	44.80%						
	48X SATA Combo CD-RW			96.00	47.91%						
	22" Flat Panel Monitor			270.00	9.78%						
	Factory Image Load			20.00	50%						
A-2	Price to Lease Mid-Level Desktop Computer			Internet List Price:							
				\$1,671.00	45.86% (Desktop/Monitor)	\$72.00	\$50.00	\$99.00			
	MFG: Hewlett Packard	150	EA	ILP Price:							
	MODEL: HP dc7800 Small Form Factor with 19" Monitor					Next Business Day On-site 4 hr response	Next Business Day On-site Desktop + Monitor	Next Business Day On-site Desktop + Monitor			
	Options:										
	56K Modem			28.00	42.85%						
	Additional 512MB Memory			57.00	45.61%						
	Additional 1GB Memory			96.00	32.29%						
	Additional 2GB Memory			261.00	40.61%						
	Additional 80GB Hard Drive			86.00	36.04%						
	Additional 160GB Hard Drive			108.00	38.67%						
	Additional 250GB Hard Drive			154.00	44.80%						
	48X SATA Combo CD-RW			96.00	47.91%						
	17" Flat Panel Monitor			222.00	25.67%						
	Factory Image Load			20.00	50%						
A-3	Price to Lease High-Level Desktop Computer			Internet List Price:							
				\$2,018.00	45.53%	\$72.00	\$50.00	\$99.00			
	MFG: Hewlett Packard	100	EA	ILP Price:							
	MODEL: HP dc7800 Convertible Minitower with 22" Monitor					Next Business Day On-site 4 hr response	Next Business Day On-site Desktop + Monitor	Next Business Day On-site Desktop + Monitor			
	Options:										
	56K Modem			28.00	42.85%						
	Additional 512MB Memory			57.00	45.61%						
	Additional 1GB Memory			96.00	32.29%						
	Additional 2GB Memory			261.00	40.61%						
	Additional 80GB Hard Drive			86.00	36.04%						
	Additional 160GB Hard Drive			108.00	38.67%						
	Additional 250GB Hard Drive			154.00	44.80%						
	48X SATA Combo CD-RW			96.00	47.91%						
	17" Flat Panel Monitor			222.00	25.67%						
	Factory Image Load			20.00	50%						

LOTS FOR NEW LEASED EQUIPMENT

Vendor:	ESQ II Solutions	Date:	24-Sep-07	LEASE OF NEW COMPUTERS AND LAPTOPS									
Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	3 Yr Warranty Cost	4 Yr Warranty Cost	5 Yr Warranty Cost	3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate		
A-7	MFG: Viewsonic MODEL: Various Price to Lease Toshiba laptop MFG: Toshiba	6	EA	MSRP Viewsonic 17" VA1703WB	10%								
A-8	MFG: Panasonic MODEL: Various Price to Lease Panasonic laptop MFG: Panasonic	30	EA	MSRP TOSCOM PTS52U PTS53U-01P00S Panvix M71K2 Panvix M&JK3 MSRP	10%								
A-9	MFG: Apple MODEL: Various Price to Lease of Apple computer	3	EA	Apple iMAC core 2 duo 20" Alipie MacBook 13.3 MSRP	2%								

Applicants must indicate discount associated with the maintenance of the equipment
Applicants may propose to the County all Lots, Partial Lots or Combination of Lots

LOTS FOR NEW LEASED EQUIPMENT

Vendor:	ESQIT Solutions											
Date:	24-Sep-07											
Lot A	LEASE OF NEW COMPUTERS AND LAPTOPS											
	Applicants must indicate discount associated with the maintenance of the equipment											
	Applicants may propose to the County all Lots, Partial Lots or Combination of Lots											
Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	3 Yr Warranty Cost	4 Yr Warranty Cost	5 Yr Warranty Cost	3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate	
A-4	Price to Lease Standard Laptop Computer	350	EA	Internet List Price								
	MFG: Hewlett Packard			\$1,380.00	39.35%	\$125.00	\$199.00	\$240.00				
				HP Price			Next Business Day On-site	Next Business Day On-site	Next Business Day On-site			
	MODEL: HP6510b Laptop											
	Options:											
	Advanced Docking Station			266.00	54.88%							
	(Standard) Port Replicator			187.00	49.19%							
	Additional 512MB Memory			37.00	5.3%							
	Additional 1GB Memory			68.00	5.8%							
	Additional 2GB Memory			225.00	5.75%							
	80GB SATA Primary Hard Drive			118.00	22.03%							
	Keyboard/Mouse Bundle			39.00	53.84%							
	USB Optical Travel Mouse			19.00	42.10%							
	17" Monitor			222.00	25.67%							
22" Monitor	276.00	9.78%										
Executive Carrying Case	86.00	47.67%										
Value Carrying Case	38.00	60.52%										
Additional 6C Primary Battery	118.00	44.91%										
Additional 8C Extended Life Battery	148.00	39.18%										
Additional 12C Ultra Cap. Battery	197.00	44.16%										
Additional AC Adapter	68.00	55.88%										
Factory Image Load	20.00	50%										
A-5	Price to Lease Mid-Level Laptop Computer	100	EA	Internet List Price								
	MFG: Hewlett Packard			\$1,953.00	45.11%	\$125.00	\$199.00	\$240.00				
				HP Price			Next Business Day On-site	Next Business Day On-site	Next Business Day On-site			
	MODEL: HP6710b Laptop											
	Options:											
	Advanced Docking Station			266.00	54.88%							
	(Standard) Port Replicator			187.00	49.19%							
	Additional 512MB Memory			37.00	5.3%							
	Additional 1GB Memory			68.00	5.8%							
	Additional 2GB Memory			225.00	5.75%							
	80GB SATA Primary Hard Drive			118.00	22.03%							
	Keyboard/Mouse Bundle			39.00	53.84%							
	USB Optical Travel Mouse			19.00	42.10%							
	17" Monitor			222.00	25.67%							
22" Monitor	276.00	9.78%										
Executive Carrying Case	86.00	47.67%										
Value Carrying Case	38.00	60.52%										
Additional 6C Primary Battery	118.00	44.91%										
Additional 8C Extended Life Battery	148.00	39.18%										
Additional 12C Ultra Cap. Battery	197.00	44.16%										
Additional AC Adapter	68.00	55.88%										
Factory Image Load	20.00	50%										
A-6	Price to Lease Miscellaneous Monitor	20	EA	M/SRP								
	MFG: Samsung			Syncmaster 941BW, 941BW								
				740n "17" M/SRP	10%							
				Accusync-19 LCD195WXM- BK	10%							
	MFG: NEC		EA	M/SRP								

EXHIBIT "B"
 Amendment #1
 RFP-60044-07/GGM

Vendor: ESQ:IT Solutions							
Date: 24-Sep-07							
Lot B LEASE OF NEW PRINTERS, SCANNERS, PROJECTORS & PLOTTERS							
Applicants must indicate discount associated with the maintenance of the equipment							
Applicants may propose to the County all Lots, Partial Lots or Combination of Lots							
Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	HP CarePack Discount off MSRP	standard percentage above supplier cost
B-1	Price to Lease Standard B&W Printer			HP: 10500n HP: 4250n HP: 43500n			
	MFG: Hewlett Packard	150	EA	HP Price List		10%	
	MFG: Ricoh		EA				
	MFG: Xerox		EA				
	MFG: KIP		EA				
	Model: Various						
B-2	Price to Lease Standard Color Printer			HP: 5550dtn HP: 2800n HP: 4700n			
	MFG: Hewlett Packard	25	EA	HP Price List		10%	
	MFG: Ricoh		EA				
	MFG: Xerox		EA				
	MFG: KIP		EA				
	Model: Various						
B-3	Price to Lease Standard Plotter(s)			HP: 26100 HP: T110 HP: T1100ps			
	MFG: Hewlett Packard	15	EA	HP Price List		10%	2%
	Model: Various						
B-4	Price to Lease Standard B&W Multifunction Printer			HP: M5035n			
	MFG: Hewlett Packard	10	EA	HP Price List		10%	
	MFG: Xerox		EA				
	Model: Various						
B-5	Price to Lease Standard Color Multifunction Printer			HP: 2720 HP: 2720n HP: 2720dn			
	MFG: Hewlett Packard	10	EA	HP Price List		10%	2%
	MFG: Xerox		EA				
	Model: Various						
B-6	Price to Lease of Miscellaneous Printers						
	MFG: Printex	1	EA				
	Model: Various						
	MFG: Genicom	1	EA				
	Model: Various						
	MFG: Epson	1	EA				
	Model: Various						
B-7	Price to Lease Standard B&W/Color Scanner (s)			HP: 2560 HP: 6270			
	MFG: Fujitsu	30	EA	HP Price List			
	MFG: Vidar		EA				
	MFG: Contex		EA				
	MFG: Hewlett Packard		EA	HP Price List		10%	
	MFG: OCE		EA				
	Model: Various						
B-8	Price to Lease Projectors			Powertile 3700n 7AC 1810			
	MFG: Epson	10	EA	MSRP		16%	
	Model: Various						
	MFG: NEC	10	EA	MSRP		18%	
	Model: Various						
Fujitsu Scanners are included in this Contract as part of Exhibit "B"							

Vendor: ESQTT Solutions

Lot C

Price Proposal Lot C
Amendment #2
RFP-600244-07/GGM

Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	HP Carepack Discount off MSRP	State of Florida Contract Pricing	Western States Contract Alliance (WSCA) Pricing	HP Offered Big Deal Pricing	3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate
C-1	Price to Lease Standard Server MFG: Hewlett Packard Model: Various	100	EA									
C-2	Price to Lease Standard SAN MFG: Hewlett Packard MFG: Hitachi MFG: EMC Model: Various	2	EA EA EA									
C-3	Price to Lease Miscellaneous Server MFG: Sun Model: Various	1	EA	state of florida contract	10%	10%						
C-4	Price to Lease Mainframe Server MFG: IBM Model: Various	1	EA	state of florida contract	10%	10%						
C-5	Price to Lease Tape Back up solutions MFG: Hewlett Packard MFG: Quantum Model: Various	8	EA									

C1, C2 and C5, are based on Best Value for the County, per Attached Letter.

CERTIFIED DUPT
...DANINE MORSE

Price Proposal - Lot D - Routers, Switches, Netw

Vendor:	ESQ IT Solutions											
Date:	24-Sep-07											
Lot D	LEASE OF NEW MISCELLANEOUS ROUTERS, SWITCHES AND MISCELLANEOUS NETWORK											
	Applicants must indicate discount associated with the maintenance of the equipment											
	Applicants may propose to the County all Lots, Partial Lots or Combination of Lots											
	Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	Smartnet Support - % off MSRP			3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate
	D-1	Price to Lease Miscellaneous Routers, Switches, Network Equipment, Wireless MFG: Cisco Model: Various	225	EA	MSRP	33%	15%					

Price Proposal - Lot E - Firewall Appliances

Vendor: ESQ IT Solutions											
Date: 24-Sep-07											
Lot E: LEASE OF NEW FIREWALL APPLIANCES											
Applicants must indicate discount associated with the maintenance of the equipment											
Applicants may propose to the County all Lots, Partial Lots or Combination of Lots											
Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	3 Yr Warranty Cost	4 Yr Warranty Cost	5 Yr Warranty Cost	3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate
E-1	Discount offered on the Lease of Firewall Appliance MFG: Nokia	6	EA	MSRP	30%						
	MFG: Checkpoint Model: Various	6	EA	MSRP	30%						

Price Proposal - Lot F - Misc. Equipment

Vendor:	ESQ IT Solutions													
Date:	24-Sep-07													
Lot F:	LEASE OF NEW MISCELLANEOUS EQUIPMENT													
	Applicants must indicate discount associated with the maintenance of the equipment													
	Applicants may propose to the County all Lots, Partial Lots or Combination of Lots													
Lot #	Description	Quantity	Units	Source of Published List Price	Discount % off Published List Price	Monthly Unit Lease Price	Total Monthly Lease Price	3 Yr Warranty Cost	4 Yr Warranty Cost	5 Yr Warranty Cost	3 Yr Lease Annual Lease Rate	4 Yr Lease Annual Lease Rate	5 Yr Lease Annual Lease Rate	
F-1	Price to Lease DVD Duplicator MFG: Primera Technology Model: Various Model: Various	2	EA	MSRP	10%									