

ELK GROVE UNIFIED SCHOOL DISTRICT

Sacramento, California

RESOLUTION NO. 44

Approval of Sole Source

WHEREAS, the Board of Education of the ELK GROVE UNIFIED SCHOOL DISTRICT has determined it is in the best interest of the DISTRICT to allow exceptions to the competitive bid process for the following materials, products, things or services pursuant California Public Contract Code § 3400, and that;

WHEREAS, the DISTRICT has determined that competitive bidding would be incongruous and would not result in any advantage to DISTRICT for the following materials, products, things or services.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF EDUCATION OF THE ELK GROVE UNIFIED SCHOOL DISTRICT AS FOLLOWS:

Section 1.

The DISTRICT, pursuant to Public Contract Code § 3400, intends to establish uniform and compatible materials, products things or services to reliably and cost efficiently support education for school children in the DISTRICT.

Section 2.

The DISTRICT has performed considerable research into the materials, products, things and services utilized by the DISTRICT's Maintenance and Operations, Technology Services, Transportation, Food and Nutrition Services, Curriculum Professional Learning (CPL) and Learning Support Services (LSS) departments that would effectively support the DISTRICT's administrative and educational programs and systems.

Section 3.

The DISTRICT has determined that program and systems incompatibility contributes to increased cost in parts, training, maintenance and support to the DISTRICT and finds that it is necessary to establish DISTRICT standards to eliminate program and system incompatibility and reliability issues associated with replacing incompatible materials, products, things or services.

Section 4.

The DISTRICT's existing facilities currently use specific materials, products things and services. The DISTRICT's standardization recommendations contained herein have been developed to match existing programs and systems to avoid any additional designing and engineering cost that may be required for evaluating and testing incompatible materials, product, things and services.

Section 5.

In addition to establishing DISTRICT wide standards to ensure compatibility and interoperability of existing materials, products, things and services, the DISTRICT, pursuant to California Public Contract Code § 3400 intends to establish uniform standards for the listed materials, products, things and services for the following reasons:

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1. Maintenance and Operations Department

a. Playground Equipment – PowerPlay Inc.

- i. little tikes products and parts are readily available in the marketplace enabling the DISTRICT to quickly acquire them for expedited maintenance and repairs.
- ii. little tikes products improve efficiency by limiting the number of parts necessary to stock on hand.
- iii. little tikes toys distributed in the USA meet or exceed ASTM F963: “Standard Consumer Specification on Toy Safety”.
- iv. little tikes products shipping cost are minimized.
- v. little tikes products are designed for “how children play”, enhancing children’s acceptance and encouragement of playing on outside equipment.
- vi. little tikes products are certified by the International Play Equipment Manufacturing Association (IPEMA).

b. Keys & Cores - KABA Ilco Corporation

- i. Kaba Ilco products and parts are readily available in the marketplace enabling the DISTRICT to quickly acquire them for expedited repairs.
- ii. Kaba Ilco products improve efficiency by limiting the number of parts necessary to stock on hand.
- iii. Kaba Ilco products are ISO 9001:2008 certified.

c. Door Hardware - Allegion

- i. Von Duprin products and parts are readily available in the marketplace enabling the DISTRICT to quickly acquire them for expedited repairs.
- ii. Von Duprin products improve efficiency by limiting the number of parts necessary to stock on hand.

A mainstay in public buildings for decades Von Duprin's safety products are known for their unparalleled quality and performance. From innovative exit devices to electronic access control solutions and accessories, Von Duprin never compromises when security is at stake.

d. Irrigation Systems – Rain Bird Maxicom

- i. Rain Bird Maxicom products and parts are readily available in the marketplace enabling the DISTRICT to quickly acquire them for expedited repairs.
- ii. Rain Bird Maxicom products improve efficiency by limiting the number of parts necessary to stock on hand.
- iii. Rain Bird Maxicom systems and component parts are installed at all of the DISTRICT schools, other irrigation systems parts and components are not compatible with Rain Bird Maxicom systems.

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2. Technology Services

a. *Computer Equipment – Apple Inc.*

- i. Apple Inc., is the sole source provider of Apple Products for private and Public K-12 educational institutions in the US.
- ii. The District has largely standardized using the Windows Platform for computers. However, there are instances where an Apple computer is better equipped to perform a particular task. When these instances occur, the District must work solely with Apple, Inc. to fulfill the order.
- iii. Apple, Inc. is the exclusive manufacture for certain products (e.g. iPhones, iPads, MacBooks).

b. *Telephone Systems – Northern Telecom and ShoreTel/Mitel*

- i. The DISTRICT has replaced its Northern Telecom telephones and components with ShoreTel/Mitel telephones and components as Northern Telecom is no longer in business.
- ii. There are locations where Northern Telecom systems are still in place and equipment replacement must be done with the same manufacturer.
- iii. The ShoreTel/Mitel telephones and components have been interconnected into a large, cohesive, DISTRICT wide network.
- iv. Both systems have connections that utilize proprietary communication protocols which are not compatible with other systems.
- v. Although the telephones and components are produced by a single manufacturer, the DISTRICT will be able to source its telephones and components from multiple suppliers assuring the DISTRICT gets the lowest price available.

3. Transportation

a. *Bus Parts – A-Z Bus Sales*

- i. A-Z Bus Sales are the only authorized supplier of Blue Bird bus products and parts in California.
- ii. Blue Bird products and parts are readily available at A-Z Bus Sales enabling the DISTRICT to quickly acquire them for expedited repairs.
- iii. Obtaining Blue Bird products and parts from A-Z Bus Sales will also improve the efficiency by limiting the number of parts necessary to stock on hand.

b. *Tires – Goodyear Tires*

- i. Goodyear Tires are more durable and have a longer useful life than comparable products or brands.
- ii. Goodyear Tires feature strong casings, constructions and penetration protectors to help resist scuff and punctures reducing fleet downtime and lower operating costs.
- iii. Goodyear Tires and parts are readily available in the marketplace enabling the DISTRICT to quickly acquire them for expedited repairs.
- iv. Goodyear Tires products improve efficiency by limiting the number of parts necessary to stock on hand.

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- v. The District has used Goodyear tires for their entire fleet for over 20 years because of their proven long term track record for safety and consistency.

4. Food and Nutrition Services

a. *Bags and Tape - Ekon-O-Pac*

- I. Ekon-O-Pac is the only manufacturer of heavy duty bags, tape, tape sealers and bag stands necessary for each of the DISTRICT kitchens used to individually package food for the students.

b. *100% Fruit Slushie Mix – Tropic Beverage*

- I. Tropic Beverage provides a 100% fruit slushie mix that contains no artificial colors, sugars or flavors and complies with SB12 – School Food Nutrition laws.
- II. Tropic Beverage provides all of the necessary equipment necessary to blend the 100% fruit slushie mix with water to create the fruit slushie that complies with SB12 – School Food Nutrition laws.
- III. Tropic Beverage provides all necessary cleaning, maintenance and repairs on all of its equipment saving the DISTRICT time and money.
- IV. The slushie mix provided by Tropic Beverage complies with the Buy American Provision in 7 CFR § 210.21 (d) Procurement.

c. *Point of Sale Software/Hardware – Heartland School Solutions (HSS)*

- I. Heartland School Solutions provides both hardware/software necessary for the use of proper operation of the DISTRICT'S point of sales operations (POS) at all of its schools and for the monitoring and administration of these operations at its Food & Nutrition Services Department.
- II. The software supports: all base modules, POS & accountability collection, free and reduced meal application processing, ordering/inventory tracking, menu planning and production, application scanning, WebSMARTT school client applications, serial pin pads and terminals.
- III. Heartland is the only vendor able to sell, support, repair and maintain every aspect of the software that comprises the DISTRICT's food service management solution.
- IV. Heartland is the sole supplier of WebSMARTT software used by the DISTRICT for food service management technology, POS, free & reduced meal applications, ordering and inventory, menu planning & production, MySchoolBucks.com.

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5. Curriculum Professional Learning (CPL) and Learning Support Services (LSS)

a. Training Services – Solution Tree

- I. The training program provided by Solution Tree matches previously established existing systems.
- II. Solution Tree provides a uniform training system that is cost effective and consistent with previous established training methodology.
- III. Solution Tree is well established in the industry and has been considered the gold standard of professional learning development and support training.

Section 6.

The designation of certain materials, products, things or services contained herein shall be effective for 36 months from the date of this Resolution. At that time, a committee designated by DISTRICT staff will review the materials, products, things or services and recommend to the Board either a re-adaption, revision or discontinue use of the designated materials, products, things or services. The Board shall then consider the committee's recommendations and re-approve or discontinue the designation of the materials, products, things or services contained herein or approve additional replacement materials, products, things or services as determined by the Board.

PASSED AND ADOPTED this February 23, 2021 by the following vote:

AYES:

NOES:

ABSTAIN:

ABSENT:

Christopher R. Hoffman
Secretary to the Board of Education of the
Elk Grove Unified School DISTRICT