

PRINCE WILLIAM COUNTY PUBLIC SCHOOLS INVITATION FOR BID #R-SJ-10003 LAPTOP CARTS – CUSTOMIZED – BRAND NAME or EQUIVALENT SEPTEMBER 23, 2009 @ 2:00 p.m. BID TABULATION	Business Services P.O. Box 122775 San Diego, CA 92112 Terry Brunning, Owner Phone: (619) 366-1794 Fax: (619) 713-7340	Custom Educational Furniture, LLC P.O. Box 70 Swannanoa, NC 28778 Cindy Lubin, VP Sales & Marketing Phone: (828) 664-0007 Fax: (828) 664-0006
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Hypothetical Scenario #1

Description	Unit of Issue	Qty.	Unit Price	Total Price	Unit Price	Total Price
Laptop Cart – 8/10 Unit	Each	135	\$899.99	\$121,498.55	\$265.00	\$35,775.00
Laptop Cart – 8/10 Unit	Each	10	\$899.99	\$8,999.90	\$265.00	\$2,650.00
Laptop Cart – 8/10 Unit	Each	45	\$899.99	\$40,499.55	\$265.00	\$11,925.00
Subtotal of #1			\$170,998.00		\$50,350.00	

Hypothetical Scenario #2

Description	Unit of Issue	Qty.	Unit Price	Total Price	Unit Price	Total Price
Laptop Cart – 16/20 Unit	Each	50	\$1,579.99	\$78,999.50	\$610.00	\$30,500.00
Laptop Cart – 16/20 Unit	Each	2	\$1,579.99	\$3,159.98	\$610.00	\$1,220.00
Laptop Cart – 16/20 Unit	Each	200	\$1,579.99	\$315,998.00	\$610.00	\$122,000.00
Subtotal of #2			\$398,157.48		\$153,720.00	

Hypothetical Scenario #3						
Description	Unit of Issue	Qty.	Unit Price	Total Price	Unit Price	Total Price
Laptop Cart – 30/32 Unit	Each	47	\$1,399.99	\$65,799.53	\$760.00	\$35,720.00
Laptop Cart – 30/32 Unit	Each	6	\$1,399.99	\$8,399.94	\$760.00	\$4,560.00
Laptop Cart – 30/32 Unit	Each	180	\$1,399.99	\$251,998.20	\$760.00	\$136,800.00
Subtotal of #3				\$326,197.67		\$177,080.00

Subtotal Amount for Hypothetical Scenario #1	\$170,998.00	\$50,350.00
Subtotal Amount for Hypothetical Scenario #2	\$398,157.48	\$153,720.00
Subtotal Amount for Hypothetical Scenario #3	\$326,197.67	\$177,080.00
Grand Total Amount	\$895,353.15	\$381,150.00

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Hypothetical Scenario #1

Description	Unit of Issue	Qty.	Unit Price	Total Price	Unit Price	Total Price
Laptop Cart – 8/10 Unit	Each	135	\$1,349.00	\$182,115.00	\$590.00	\$79,650.00
Laptop Cart – 8/10 Unit	Each	10	\$1,493.85	\$14,938.50	\$711.00	\$7,110.00
Laptop Cart – 8/10 Unit	Each	45	\$1,454.88	\$65,430.00	\$620.00	\$27,900.00
Subtotal of #1			\$262,483.50		\$114,660.00	

Hypothetical Scenario #2

Description	Unit of Issue	Qty.	Unit Price	Total Price	Unit Price	Total Price
Laptop Cart – 16/20 Unit	Each	50	\$1,454.88	\$72,744.00	\$787.00	\$39,350.00
Laptop Cart – 16/20 Unit	Each	2	\$1,493.85	\$2,987.70	\$965.00	\$1,930.00
Laptop Cart – 16/20 Unit	Each	200	\$1,349.00	\$269,800.00	\$787.00	\$157,400.00
Subtotal of #2			\$345,531.70		\$198,680.00	

Hypothetical Scenario #3						
Description	Unit of Issue	Qty.	Unit Price	Total Price	Unit Price	Total Price
Laptop Cart – 30/32 Unit	Each	47	\$2,238.88	\$105,227.35		n/a
Laptop Cart – 30/32 Unit	Each	6	\$2,298.85	\$13,793.10		n/a
Laptop Cart – 30/32 Unit	Each	180	\$2,049.00	\$368,820.00		n/a
Subtotal of #3			\$487,890.45		n/a	

Subtotal Amount for Hypothetical Scenario #1	\$262,483.50	\$114,660.00
Subtotal Amount for Hypothetical Scenario #2	\$345,531.70	\$198,680.00
Subtotal Amount for Hypothetical Scenario #3	\$487,890.45	n/a
Grand Total Amount	\$1,095,905.70	\$313,340.00