

36-Month Computer Operating Lease (128)

Announcement:-Anticipation to Award

Number:-SAUT24-25/05

Closing-Date:-05/12/2025

Posting-Date:-05/06/2025

Contact:-Keisha Robinson

Contact-Email:-krobinso@sautech.edu

Contact-Phone:-870-574-4515

Address:-PO Box 3499, Camden, AR 71711

ANTICIPATED AWARDEE

Dell Financial Services

BID TABULATION-See Attached

VENDOR PRICING-See Attached



OFFICIAL BID TABULATION

Bid Number: SAUT/24-25/05
Bid Description: COMPUTER OPERATING LEASE (128)
Date of Issue: April 25, 2025
Date of Opening: May 6, 2025

	RATE FACTOR QUARTERLY	RATE FACTOR MONTHLY
FIRST AMERICAN EDUCATION FINANCE	0.078870	0.026400
DELL FINANCIAL SERVICES	0.07584	0.02500

AWARDED TO: Dell Financial Services

Certified by:  5-6-25

Angela Fry, Buyer, SAU Tech

 5/6/25

LaChunda Pace, AP Analyst

Southern Arkansas University Tech
PO Box 3499,
Camden, AR 71711

RESPONSE SIGNATURE PAGE

Type or print the following information

RESPONDENT'S INFORMATION			
Company:	First American Education Finance		
Address:	211 High Point Drive		
City/State/Zip Code	Victor, NY 14564		
Business Designation:	<input type="checkbox"/> Individual	<input type="checkbox"/> Sole Proprietor	<input type="checkbox"/> Public Service Corp
	<input type="checkbox"/> Partnership	<input checked="" type="checkbox"/> Corporation	<input type="checkbox"/> Non-Profit
Minority Designation:	<input checked="" type="checkbox"/> Not applicable	<input type="checkbox"/> African American	<input type="checkbox"/> Pac. Islander American
	<input type="checkbox"/> American Indian	<input type="checkbox"/> Asian American	<input type="checkbox"/> Serv. Disabled Veteran
	<input type="checkbox"/> Hispanic American		
Women Owned Business:	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> Not Applicable	

VENDOR CONTACT INFORMATION			
Provide contact information to be used for bid solicitation related matters			
Contact Person:	Rob Quinn	Title:	Vice President
Phone:	(585) 643-3319	Alternative Phone:	
Email:	rob.quinn@faef.com		

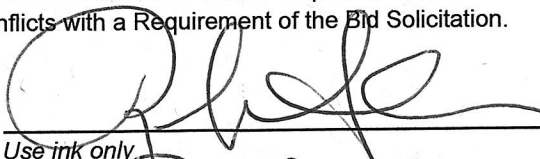
CONFIRMATION OF REDACTED COPY
<input checked="" type="checkbox"/> YES, a redacted copy of submission is enclosed.
<input type="checkbox"/> NO, a redacted copy of submission documents is not enclosed. I understand a full copy of non-redacted submission documents will be released if requested.
Note: If a redacted copy of the submission documents is not provided with vendor's response packet, and neither box is checked, a copy of the non-redacted documents, with the exception of financial data (other than pricing), shall be released in response to any request made under the Arkansas Freedom of Information Act (FOIA)

An official authorized to bind the vendor to a resultant contract must sign below.

The signature below signifies agreement that either of the following shall cause the vendor's response to be disqualified:

- Additional terms or conditions submitted in their response, whether submitted intentionally or inadvertently.
- Any exception that conflicts with a Requirement of the Bid Solicitation.

Authorized Signature


Use ink only.

Title Vice President

Printed/Typed Name

ROB QUINN

Date 5/2/25

NOTE TO BIDDERS: ORIGINAL LEASE DOCUMENTS MUST BE INCLUDED WITH BIDDER'S RESPONSE OR MUST BE DELIVERED TO THE PURCHASING DEPARTMENT NO LATER THAN THREE (3) BUSINESS DAYS AFTER BID OPENING. FAILURE TO SUPPLY THE ORIGINAL LEASE DOCUMENTS SHALL RESULT IN REJECTION OF YOUR BID WITH AWARD BEING MADE TO THE NEXT LOWEST BIDDER COMPLYING WITH THIS REQUIREMENT.

36-MONTH OPERATING LEASE - BIDDERS MUST OFFER FIRM RATE

QUARTERLY LEASE PAYMENTS - FIXED RATE

$$\$12,861.49 \times 12 = \$154,337.88$$

Rate Factor: 0.078870

OR

MONTHLY LEASE PAYMENTS - FIXED RATE

$$\$4,305.10 \times 36 = \$154,983.60$$

Rate Factor: 0.026400

Will computers be available for purchase by SAU Tech at the end of the lease?

YES	x	NO	
-----	---	----	--

Southern Arkansas University Tech
PO Box 3499,
Camden, AR 71711

RESPONSE SIGNATURE PAGE

Type or print the following information

RESPONDENT'S INFORMATION

Company: Dell Financial Services LLC
Address: One Dell Way
City/State/Zip Code: Round Rock Texas 78682
Business Designation: ☐ Individual ☐ Sole Proprietor ☐ Public Service Corp
☐ Partnership ☒ Corporation ☐ Non-Profit
Minority Designation: ☒ Not applicable ☐ African American ☐ Pac. Islander American
☐ American Indian ☐ Asian American ☐ Serv. Disabled Veteran
☐ Hispanic American
Women Owned Business: ☐ Yes ☒ Not Applicable

VENDOR CONTACT INFORMATION

Provide contact information to be used for bid solicitation related matters

Contact Person:	Nick Baum	Title:	Account Executive
Phone:	737-270-9161	Alternative Phone:	
Email:	Nick.Baum@dell.com		

CONFIRMATION OF REDACTED COPY

☐ YES, a redacted copy of submission is enclosed.
☒ NO, a redacted copy of submission documents is not enclosed. I understand a full copy of non-redacted submission documents will be released if requested.

Note: If a redacted copy of the submission documents is not provided with vendor's response packet, and neither box is checked, a copy of the non-redacted documents, with the exception of financial data (other than pricing), shall be released in response to any request made under the Arkansas Freedom of Information Act (FOIA)

An official authorized to bind the vendor to a resultant contract must sign below.

The signature below signifies agreement that either of the following shall cause the vendor's response to be disqualified:

- Additional terms or conditions submitted in their response, whether submitted intentionally or inadvertently.
- Any exception that conflicts with a Requirement of the Bid Solicitation.

Authorized Signature


Use ink only

Title Proposals Sr. Mgr

Printed/Typed Name

Tina Spanhak

Date May 1, 2025

NOTE TO BIDDERS: ORIGINAL LEASE DOCUMENTS MUST BE INCLUDED WITH BIDDER'S RESPONSE OR MUST BE DELIVERED TO THE PURCHASING DEPARTMENT NO LATER THAN THREE (3) BUSINESS DAYS AFTER BID OPENING. FAILURE TO SUPPLY THE ORIGINAL LEASE DOCUMENTS SHALL RESULT IN REJECTION OF YOUR BID WITH AWARD BEING MADE TO THE NEXT LOWEST BIDDER COMPLYING WITH THIS REQUIREMENT.

36-MONTH OPERATING LEASE - BIDDERS MUST OFFER FIRM RATE

QUARTERLY LEASE PAYMENTS - FIXED RATE

$$\text{\$12,367.58} \times 12 = \text{\$148,410.96}$$

Rate Factor: .07584

OR

MONTHLY LEASE PAYMENTS - FIXED RATE

$$\text{\$4,076.80} \times 36 = \text{\$146,764.80}$$

Rate Factor: 0.02500

Will computers be available for purchase by SAU Tech at the end of the lease?

YES	X	NO	
-----	---	----	--