



Internet NZ Progress Report

30 September 2015

We are delighted to report that after due process, we now have a very competitive whānau/lease programme in place. Roll out of this lease process has recently started, with full rollout due for the fourth school term.

RFI Process

Michael Hilliard was appointed as Project Manager with responsibility for authoring and release of an RFI with the intent to identify potential partners with whom a fully defined service could be developed and delivered.

The first step was to undertake discussions with providers, and also with helpful technical experts who provided 'free advice'. The RFI was checked by legal advisors and signed off by the GCSN Board.

The RFI for devices and leasing services was released in March 2015 to six vendors:

- Cyclone Computers
- Noel Leeming Group (NLG)
- OfficeMax
- Harvey Norman
- Equicorp
- Microsoft

Microsoft declined to respond.

Negotiations and Commercial Agreement

After extensive analysis of the models offered, working with Geoff Allen and Linda Tame, GCSN reached a shortlist of two in May 2015.

Working with the two vendors, NLG and Cyclone, took six weeks due to the complexity of technical and financial services. A preferred vendor, Noel Leeming Group (NLG), was appointed by the GCSN Board in mid-June.

Contract negotiations with NLG required extended negotiations between their corporate services team, their legal team and GCSN and our solicitors. This was further complicated as NLG was working with a third party to provide financial services for lease to own for the Chromebooks and that was an integral element of the service.

A final draft of the contract was agreed upon by both parties in early August.

Working with Schools

The process of informing the thirty schools involved in the lease program began and is still ongoing. It is difficult to explain how much work has gone into educating the schools so they, in turn, can explain to their communities, whānau/parents and students, what this program is about, why it's needed, the choice of devices and operating systems and the complexities of negotiating pricing and financial services for a project of this scale.

It has required numerous meetings and written communications along with one on one visits to a number of the individual schools and their staff.

Neighbourhood meetings for whānau/parents have been held at two locations to date and the remainder are scheduled for October and November.

These meetings have two objectives:

- Educating whānau/ parents to the need for delivery of ICT supported e-learning curriculum for their children
- The deliverables of the program itself, i.e. Chromebooks and the associated extras, how the leasing service works and the availability of an option to purchase via Work and Income for those families who may be eligible

Ongoing Work

We are still working through some of the operational processes with NLG and the schools. These include:

- Bringing Work and Income and families in need together with the support and assistance of the schools. In some circumstances Work and Income provide an advance to whānau.
- Neighbourhood Chromebook evenings.
- Reporting requirements and processes to evaluate device delivery and support.
- Ongoing financial negotiations as pricing is only locked in on a quarterly basis.

Separate contracts with the Ministry of Education have delivered an attitude evaluation survey into each school, and considerable ongoing professional learning and development. We are also about to initiate a pilot internet into homes programme for whānau/parents in the Hornby neighbourhood. This is funded by the Rata Foundation (Canterbury Community Trust).

Financials – approximate costs to date

Legal costs (bill not yet received so estimate)	\$3500.00
Project management costs (approx 285 hours)	\$25,650.00
Other GCSN contractor support (approx 90 hours)	\$8100.00

We would be very happy to provide more information if required and thank InternetNZ for the difference this is beginning to make in bridging the digital divide in lower socio-economic Christchurch schools.

Linda Tame

GCSN General Manager

September 30th 2015

