



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/794-2221 Fax: 813/794-2111

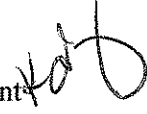
727/774-2221 TDD: 813/794-2484

352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

November 16, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Third Year Renewal of Three-Year Contract
RFP #09-063-AF, Math Equipment & Supplies – “Catalog Discount”
Educators Outlet, ETA/Cuisenaire, Nasco, School Specialty Education Essentials,
Science Kit, LLC and Summit Learning

On December 1, 2009, official action (attached) was taken to award this bid to the above-referenced vendors. This bid is a three-year contract, renewable annually based upon mutual consent of the parties. The second year of the agreement will expire on December 15, 2010.

Considering services have been satisfactory, all companies were contacted to determine their willingness to enter into the third year of the agreement. As such, all the parties have agreed in writing (attached), to enter into the third year of the contract.

At this time, it is my recommendation to enter into the third year of the agreement with the vendors noted above. The third year of the contract will cover the period of December 16, 2010 through December 15, 2011. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/dm

Attachments



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352/ 624-2221 e-mail: kgoodman@pasco.k12.fl.us

RFP RENEWAL REQUEST RFP # 09-063-AF

RFP TITLE: Math Equipment & Supplies - "Catalog Discount"

X

Yes, I agree to renew RFP # 09-063-AF under the same terms and conditions as the existing bid. The third year period shall be from December 16, 2010 through December 16, 2011.

No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: Educators Outlet
SIGNATURE: [Signature]
TYPED NAME AND TITLE: Kristin Haws - Bid Coordinator
TELEPHONE (WITH AREA CODE): 800-315-2212
FAX NUMBER (WITH AREA CODE): 813-254-5782
E-MAIL: kristine@educatorsoutlet.com
DATE: 9-20-10

NOTE: Awarded vendor may provide updated price(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent price to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered price WILL remain in effect.

The prospective proposer certifies, by submission and signature of this RFP renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Deb Mateo, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2227 (PHONE)
(813) 794-2111 (FAX)

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RFP RENEWAL REQUEST

RFP # 09-063-AF

RFP TITLE: Math Equipment & Supplies - "Catalog Discount"

Yes, I agree to renew RFP # 09-063-AF under the same terms and conditions as the existing bid. The third year period shall be from December 16, 2010 through December 15, 2011.

No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: _____

SIGNATURE: _____

TYPED NAME AND TITLE: _____

TELEPHONE (WITH AREA) _____

FAX NUMBER (WITH AREA) _____

E-MAIL: _____

DATE: 9/20/10

ETA/Cuisenaire
500 Greenview Court
Vernon Hills, IL 60061
Carolyn Vanco, Coordinator, Catalog Bids
800-445-5985, ext. 5177, Fax: 888-333-9588
cvanco@etacuisenaire.com
www.etacuisenaire.com

NOTE: Awarded vendor may provide updated price(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent price to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered price WILL remain in effect.

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08/20/2010 10:45 FAX 352 588 0845

DSBPC_Purchasing Dept

WHEN ORDERING
YOU MUST REFER TO



0002/0002
CITATION
No. **39986**



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RFP RENEWAL REQUEST

RFP # **09-083-AF**

RFP TITLE: **Math Equipment & Supplies - "Catalog Discount"**

Yes, I agree to renew RFP # **09-083-AF** under the same terms and conditions as the existing bid. The third year period shall be from **December 16, 2010 through December 15, 2011.**

No, I do not agree to renew RFP # **09-083-AF.**

COMPANY NAME: Nasco

SIGNATURE: _____

TYPED NAME AND TITLE: Dave Johnson, Manager of Contract Sales

TELEPHONE (WITH AREA CODE): PHONE 1-800-558-9595

FAX NUMBER (WITH AREA CODE): FAX 1-920-563-8296

E-MAIL: quotes@enasco.com

DATE: 9/23/10

NOTE: Awarded vendor may provide updated pricer(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent pricer to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered pricer WILL remain in effect.

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RFP RENEWAL REQUEST

RFP # 09-063-AF

RFP TITLE: Math Equipment & Supplies - "Catalog Discount"

Yes, I agree to renew RFP # 09-063-AF under the same terms and conditions as the existing bid. The third year period shall be from December 16, 2010 through December 16, 2011.

No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: VWR Education, LLC dba Science Kit

SIGNATURE: Michelle A. Cannon

TYPED NAME AND TITLE: Michelle L. Cannon Bids/Quotes Representative

TELEPHONE (WITH AREA CODE): 800-828-7777

FAX NUMBER (WITH AREA CODE): 800-828-3299

E-MAIL: bids@sciencekit.com

DATE: 9-21-10

NOTE: Awarded vendor may provide updated prices when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent price to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered price WILL remain in effect.

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WHEN ORDERING YOU MUST REFER TO QUOTATION No. **55706**

District School Board of Pasco County
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RFP RENEWAL REQUEST

RFP # 09-063-AF

RFP TITLE: Math Equipment & Supplies - "Catalog Discount"

Yes, I agree to renew RFP # 09-063-AF under the same terms and conditions as the existing bid. The third year period shall be from **December 16, 2010 through December 15, 2011.**

No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: Summit Learning

SIGNATURE: [Signature]

TYPED NAME AND TITLE: Dave Johnson, Manager of Contract Sales

TELEPHONE (WITH AREA CODE): 800-777-8817

FAX NUMBER (WITH AREA CODE): 800-317-2194

E-MAIL: quotes@summitlearning.com

DATE: 9/23/10

NOTE: Awarded vendor may provide updated pricer(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent pricer to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered pricer WILL remain in effect.

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Bid Recommendation

RFP Title	Math Equipment & Supplies – “Catalog Discount”		Number of Vendors Notified	495
RFP Number	09-063-AF		Number of Proposals Distributed	23
Date Solicited	October 23, 2008		Number of Vendors Proposing	12
Date Opened	November 13, 2008		Number of Formal “No Bid” Responses	0
Date Board Presentation	December 1, 2008		Funding Source	*See Below
Total Savings	\$1,165.00		Grand Total of Proposal	Estimated \$50,000.00

Recommendation:

Recommend acceptance of RFP’s as noted on the attached bid tabulation sheet, as having the highest average scores and best RFP’s meeting written specifications.

Term of Contract:

The contract is for the purchase of math equipment and supplies on an “as needed” basis to be used throughout the District. This is a three-year contract renewable annually based upon mutual agreement of the parties. The first year of this contract is effective from December 16, 2008 through December 15, 2009. Discounts will remain firm and in effect throughout the term of the contract.

Notations and Exceptions:

This is a multi-award bid (minimum of six vendors) based upon the highest average scores. Each RFP was evaluated according to a point system (i.e. Highest discount offered 60, Depth of mathematics product line 20, Enhanced services offered to the District 10, References 5, Availability of retail locations 5) as outlined in the specifications with scores totaled to obtain the respondents with the highest average scores. Copies of the evaluation forms are on file in the Purchasing Department.

Recommend rejection of proposals from Great Source Education Group, Renaissance Learning, Inc., and Siboney Learning Group for submitting proposals for software based products instead of individual math manipulatives. Recommend rejection of proposal from HMH Supplemental Publishers, Inc. for submitting proposals for bulk math manipulatives with curriculum instead of individual math manipulatives.

Date/Time:

District School Board
of Pasco County
DEC 01 2008
Board Approved

District School Board
of Pasco County

DEC 01 2008

Board Approved

Notations and Exceptions:

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

* Various funding sources: Capital, Enterprise, General, Special Revenue and Internal

Bids Evaluated By:

Jill Nielsen, Supervisor of Math, Curriculum and Instructional Services

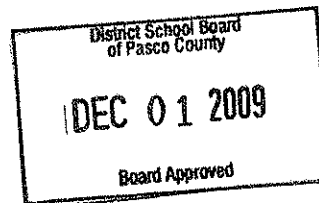
Bids Prepared By:

Amy Flack, Buyer Assistant, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPB, Purchasing Agent *KGB*

Date/Time:



District School Board
of Pasco County

DEC 01 2008

Board Approved

Date of Opening: November 13, 2008 @ 2:30 pm
 Proposal Title: Math Equipment & Supplies -
 "Catalog Discount"

RFP Number: 09-063-AF

Board Meeting December 1, 2008

Company Name	Catalog Name	Discount	RFP Score
Childcraft Education Corp. PO Box 3239 Lancaster, PA 17604-3239	2008 Childcraft & 2008 ABC	12%	39.7
Educators Outlet PO Box 397 Trimath, CO 80547	Fall 2008 Educators Outlet	18%	52.5
ETA/Cusenaire 500 Greenview Court Vernon Hills, IL 60061	2008 ETA/Cusenaire Math	20%	52.4
Lakeshore Learning Materials 2695 E. Dominguez St Carson, CA 90895	2008-2009 Lakeshore Elementary & 2008 Lakeshore	5%	29.7
Nasco 901 Janesville Ave., PO Box 901 Fort Atkinson, WI 53538-0901	2008 Nasco Math & 2008 Nasco Geometry Algebra	15%	77.4
School Specialty Education Essentials W6316 Design Drive Greenville, WI 54942	2008 Education Catalog	25%	94.8
Science Kit 777 East Park Drive, PO Box 5003 Tonawanda, NY 14151	2008 Science Kit Math & 2008 Science Kit Elementary	14%	52.3
Summit Learning 755 Rockwell Ave., PO Box 755 Fort Atkinson, WI 53538	2008 Summit Learning Main	15%	69.9

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