



District School Board of Pasco County

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Heather Fiorentino, Superintendent


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Department of Purchasing
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September 13, 2011

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent 

RE: Direct Negotiations 11-075-DN
Books (In-Print, Out-of-Print, Hard Back, Soft Back, etc.) District Wide
Itz Books

On April 5, 2011, we submitted a bid recommendation for Books (In-Print, Out-of-Print, Hard Back, Soft Back, etc.) District Wide to Barnes and Noble with a notation to negotiate with additional interested parties, as we only received one bid. These books are for purchases of supplemental reading materials for curriculum and professional development use. The intent of this direct negotiation was to establish a minimum fixed percentage discount off list prices for book stores with a "local" (Tampa Bay Area) physical retail store and on-line ordering. Local store requirements enable the staff to physically peruse and purchase books, CDs, and audio tapes on an "as needed" basis.

After the Board's approval to negotiate, we contacted three vendors to see if they were willing to negotiate for the Books (In-Print, Out-of-Print, Hard Back, Soft Back, etc.) District Wide. Only Itz Books submitted a Direct Negotiation. As a result of the negotiation, it is our recommendation to award Itz Books as an additional vendor for these books. Itz Books discount off list pricing are: 1 – 10 Books: 20%; 11 – 20 Books: 22%, 21 + Books: 25% Discount (see attached).

This will be the first year of a three-year negotiation that is renewable annually by written mutual consent and approval by the Board. The first year of the contract will commence on September 14, 2011 and continue through May 6, 2012. Second year renewal will be from May 7, 2012 through May 6, 2013.

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/dr

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: August 9, 2011 @ 2:30 PM		Itz Books	
TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		14714 Coloma Ln	
DIRECT NEGOTIATION#: 11-075-DN		Odessa, FL 3356	
ITEM	DESCRIPTION	UNIT PRICE	UNIT PRICE
	BOOKS		
1	Internet Books		
	Discount off list price Delivery Discount	1 - 10 Books: 20% Discount 11 - 20 Books: 22% Discount 21 +: 25% Discount	
	Discount off list price Pick-up Discount	1 - 10 Books: 20% Discount 11 - 20 Books: 22% Discount 21 +: 25% Discount	
2	Hard-Back Books		
	Discount off list price Delivery Discount	1 - 10 Books: 20% Discount 11 - 20 Books: 22% Discount 21 +: 25% Discount	
	Discount off list price Pick-up Discount	1 - 10 Books: 20% Discount 11 - 20 Books: 22% Discount 21 +: 25% Discount	
3	Soft-Back Books		
	Discount off list price Delivery Discount	1 - 10 Books: 20% Discount 11 - 20 Books: 22% Discount 21 +: 25% Discount	
	Discount off list price Pick-up Discount	1 - 10 Books: 20% Discount 11 - 20 Books: 22% Discount 21 +: 25% Discount	
4	Audio Books		
	Discount off list price Delivery Discount	1 - 10 Audio Books: 20% Discount 11 - 20 Audio Books: 22% Discount 21 + Audio Books: 25% Discount	

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

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DIRECT NEGOTIATION#: 11-075-DN		Odessa, FL 3356	
ITEM	DESCRIPTION	UNIT PRICE	UNIT PRICE
	Discount off list price Pick-up Discount	1 - 10 Audio Books: 20% Discount 11 - 20 Audio Books: 22% Discount 21 + Audio Books: 25% Discount	
5	Balance of Line Product Line Minimum Discount	0 - 027% Library-Bound and E-Books, please call for Discount and Pricing	
6	Estimated Delivery Time after receipt of purchase order:	7 Days	
	SAMPLE LIST:		
	Hard Cover Books Sample List:		
1	Webster's Intermediate Thesaurus	List Price: \$17.95 Bid Price: \$14.00	
2	Tuesdays with Morrie		
	Soft-Back Books Sample List:	List Price: \$23.95 Bid Price: \$18.44	
1	A Child Called It	List Price: \$11.95 Bid Price: \$8.84	
2	Webster's Intermediate Thesaurus	\$12.95 (out of print)	
	Audio Books Sample Lists:		
1	Charlotte's Web	List price: \$27.00 Bid Price: \$20.23	
2	The Last Battle	List price: \$9.97 Bid Price: \$7.37	
	Local Store Front? Location of store:	Itz Books Showroom and Warehouse 1834 C. Gunn Hwy, Odessa, Florida 33556	

District School Board of Pasco County

Bid Recommendation

Bid Title	Books (In Print, Out-Of-Print, hard Back, Soft Back, etc.) District Wide	Number of Vendors Notified	66
Bid Number	11-075-DR	Number of Bids Distributed	42
Date Solicited	1/15/2011	Number of Vendors Bidding	12
Date Opened	3/11/2011	Number of Formal "No Bid" Responses	0
Date Board Presentation	4/5/2011	Funding Source	General Fund
Total Savings	\$ 17,800.00	Grand Total of Bid	\$ 90,000.00 (First year estimate)

Recommendation: Recommend acceptance of bid from Barnes & Noble, Incorporated, as noted on attached bid tabulation sheet as lowest and best responsive, responsible bid meeting written specifications.

Term of Contract: This bid is for purchasing miscellaneous supplemental Books (In Print, Out-Of-Print, Hard Back, Soft Back, etc.) District wide. These book purchases are not textbooks or library book purchases. They are supplemental reading materials for curriculum or professional development use. This is the first year of a three-year agreement, renewable annually by written consent of both parties. The first year of the contract is effective May 7, 2011, through May 6, 2012.

Notations and Exceptions: Due to the nature of this District's requirements to have multiple vendors available, up to five (5), permission is requested to negotiate with other interested parties. This will allow the variety of books needed by the District. Although only one bid is being recommended, prices are competitive based upon past awarded book bids.

The intent of this bid is to establish a minimum fixed percentage discount off list prices for book stores with a "local" (Tampa Bay Area) physical presence retail store and on-line ordering. Local store requirements enable the staff to physically peruse and purchase books, CD's, and audio tapes on an "as needed" basis.

The following vendors are disqualified as they did not meet bid specifications for having a store location within the Tampa Bay Area: Bound to Stay Bound Books, Incorporated, Encyclopedia Britannica, Children's Plus, Inc., Davidson Titles, Incorporated, Follett Educational Services, Incorporated, Follett Educational Services, Incorporated, Learning Links, Incorporated, Marco Products, Incorporated, Perma-Bound Books, Itz Books, Rosen Publishing Group, Incorporated, and Gareth Stevens Publishing, L.L.L.P.

Total savings were based on past usage.

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

Bids Evaluated By: Wendy Spriggs, Director for Instructional Media and Tech Services

Bids Prepared By: Debra Reaves, Buyer Assistant

Reviewed and Authorized By: Kendra D. Goodman, CPPO, CPPB, Purchasing Agent 

District School Board
of Pasco County

APR 05 2011

Board Approved