



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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

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

352/524-2221 email: mwoodall@pasco.k12.fl.us

October 1, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Third Year Renewal of a Three-Year Contract
RFP #12-049-AJ Math Equipment & Supplies – “Catalog Discount”
EAI Education
Educators Outlet
ETA hand2mind
Lakeshore Learning Materials
Nasco
School Specialty

On December 6, 2011, official action (attached) was taken to award the above-referenced RFP for Math Equipment and Supplies – “Catalog Discount.” This RFP is a three-year contract, renewable annually based upon mutual consent of all parties. The second year of the agreement will expire on December 16, 2013.

Considering services have been satisfactory, the vendors were contacted to verify their willingness to enter into the third year of this contract under the existing terms and conditions. As such, EAI Education, Educators Outlet, ETA hand2mind (formerly known as ETA/Cuisenaire), Lakeshore Learning Materials, Nasco and School Specialty have all 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 contract. The third year of the contract will cover the period of December 17, 2013 through December 16, 2014.

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.

MJW/plh

Attachments

Date/Time: September 25, 2013 08:30:00

(813) 794-2000 • (352) 524-2000 • (727) 774-2000 • www.pasco.k12.fl.us



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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

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

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

August 26, 2013

RFP RENEWAL REQUEST


RFP #: **12-049-AJ**

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

☒ **Yes**, I agree to renew RFP #12-049-AJ, under the same terms and conditions as the existing contract. The third year renewal term will begin on December 17, 2013 and expires on December 16, 2014. If you choose to renew, please also include a current certificate of liability insurance naming the District School Board of Pasco County as a certificate holder.

☐ **No**, I do not agree to renew RFP #12-049-AJ.

Company Name: **EAI Education**

Signature:  Date: **8/27/13**

Typed Name and Title: **Bernard Guglberger - National Sales Manager**

Telephone (w/area code): **800-770-8010** Fax Number (w/area code): **201-891-5689**

Email: **bidsquotes@eaieducation.com**

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/0511laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective vendor 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 RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: **Patty Hall, Buyer Assistant**
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2258 (PHONE) (813) 794-2111 (FAX)



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 e-mail: mwoodall@pasco.k12.fl.us

August 26, 2013

RFP RENEWAL REQUEST

RFP #: 12-049-AJ

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

☒ Yes, I agree to renew RFP #12-049-AJ, under the same terms and conditions as the existing contract. The third year renewal term will begin on December 17, 2013 and expires on December 16, 2014. If you choose to renew, please also include a current certificate of liability insurance naming the District School Board of Pasco County as a certificate holder.

☐ No, I do not agree to renew RFP #12-049-AJ.

Company Name: Educators Outlet

Signature: Licia Stedman Date: 8/27/13

Typed Name and Title: Licia Stedman - Bid Coordinator

Telephone (w/area code): 813-315-2212 Fax Number (w/area code): 813-254-5781

Email: contact@educatorsoutlet.com

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds must be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/051laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective vendor 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 RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: **Patty Hall, Buyer Assistant**
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2258 (PHONE) (813) 794-2111 (FAX)



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services
Michael J. Woodall, CPPO, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: mwoodall@pasco.k12.fl.us

An extra 10% discount will be applied by referencing **JUST4U** on orders through 9/30/13.

August 26, 2013

RFP RENEWAL REQUEST

RFP #: **12-049-AJ**

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

☒ Yes, I agree to renew RFP #12-049-AJ, under the same terms and conditions as the existing contract. The third year renewal term will begin on December 17, 2013 and expires on December 16, 2014. If you choose to renew, please also include a current certificate of liability insurance naming the District School Board of Pasco County as a certificate holder.

☐ No, I do not agree to renew RFP #12-049-AJ.

Company Name: ETA hand2mind

Signature: [Signature] Date: 8/26/13

Typed Name and Title: Carolyn Vanco Coordinator Contracts & Bids

Telephone (w/area code): 800-445-5985 X 5177 Fax Number (w/area code): 888-333-9588

Email: cvanco@hand2mind.com

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/051laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective vendor 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 RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: **Patty Hall, Buyer Assistant**
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2258 (PHONE) (813) 794-2111 (FAX)



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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

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

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

August 26, 2013

RFP RENEWAL REQUEST


RFP #: 12-049-AJ

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

☒ Yes, I agree to renew RFP #12-049-AJ, under the same terms and conditions as the existing contract. The third year renewal term will begin on December 17, 2013 and expires on December 16, 2014. If you choose to renew, please also include a current certificate of liability insurance naming the District School Board of Pasco County as a certificate holder.

☐ No, I do not agree to renew RFP #12-049-AJ.

Company Name: Lakeshore Learning Materials

Signature:  Date: 8/26/2013

Typed Name and Title: Ashley Bicanek, Bid Coordinator

Telephone (w/area code): (800) 421-5354 Fax Number (w/area code): (310) 537-7990

Email: biddept@lakeshorelearning.com

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/051laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective vendor 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 RETURN TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTN: **Patty Hall, Buyer Assistant**

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2258 (PHONE)

(813) 794-2111 (FAX)

WHEN ORDERING
YOU MUST REFER TOQUOTATION
No. 67549**DISTRICT SCHOOL BOARD OF PASCO COUNTY**

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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

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

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

August 26, 2013

RFP RENEWAL REQUESTRFP #: 12-049-AJRFP TITLE: Math Equipment & Supplies - "Catalog Discount"

☒ Yes, I agree to renew RFP #12-049-AJ, under the same terms and conditions as the existing contract. The third year renewal term will begin on December 17, 2013 and expires on December 16, 2014. If you choose to renew, please also include a current certificate of liability insurance naming the District School Board of Pasco County as a certificate holder.

☐ No, I do not agree to renew RFP #12-049-AJ.

Company Name: NascoSignature: Dave Johnson Date: 9-09-13Typed Name and Title: Dave Johnson, Manager of Contract SalesTelephone (w/area code): PHONE 1-800-558-9595
FAX 1-920-563-8296 Fax Number (w/area code): _____Email: quotes@enasco.com

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/0511laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective vendor 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 RETURN TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTN: Patty Hall, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2258 (PHONE) (813) 794-2111 (FAX)

**DISTRICT SCHOOL BOARD OF PASCO COUNTY**

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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

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

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

August 26, 2013

RFP RENEWAL REQUESTRFP #: 12-049-AJRFP TITLE: Math Equipment & Supplies - "Catalog Discount"

☒ Yes, I agree to renew RFP #12-049-AJ, under the same terms and conditions as the existing contract. The third year renewal term will begin on December 17, 2013 and expires on December 16, 2014. If you choose to renew, please also include a current certificate of liability insurance naming the District School Board of Pasco County as a certificate holder.

☐ No, I do not agree to renew RFP #12-049-AJ.

Company Name: School SpecialtySignature: [Signature] Date: 8/27/2013Typed Name and Title: Joe GoodenTelephone (w/area code): 888-388-3224 Fax Number (w/area code): 888-388-6344Email: bidwestnotices@schoolspecialty.com

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must be** Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you must have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department prior to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law through the internet link: http://election.dcs.state.fl.us/laws/051laws/ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective vendor 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 RETURN TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTN: **Patty Hull, Buyer Assistant**

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2258 (PHONE)

(813) 794-2111 (FAX)

District Wide Accreditation • Southern Association of Colleges and Schools

District School Board of Pasco County

Bid Recommendation

RFP Title	Math Equipment & Supplies – “Catalog Discount”		Number of Vendors Notified	537
RFP Number	12-049-AJ		Number of Proposals Distributed	49
Date Solicited	October 12, 2011		Number of Vendors Proposing	16
Date Opened	November 1, 2011		Number of Formal “No Bid” Responses	0
Date Board Presentation	December 6, 2011		Funding Source	*See Below
Total Savings	\$3,491.50		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 17, 2011 through December 16, 2012. Discounts will remain firm and in effect throughout the term of the contract.

Notations and Exceptions:

This is a multi-award bid (maximum 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.

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

District School Board
of Pasco County

DEC 04 2012

Board Approved

District School Board
of Pasco County

DEC 06 2011

Board Approved

Date/Time:

Bid # 12-049-AJ
Page 2

Bids Evaluated By:

Jill Nielsen, Supervisor of Math, Curriculum and Instructional Services

Bids Prepared By:

Andrea Jackson, Interim Buyer Assistant, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

Date/Time:

**District School Board
of Pasco County**

DEC 04 2012

Board Approved

**District School Board
of Pasco County**

DEC 06 2011

Board Approved

Purchasing Department
20430 Gator Lane
Land O' Lakes, FL 34638
RFP RESPONSES RECEIVED

Date of Opening: November 1, 2011 @ 2:30 pm
Proposal Title: Math Equipment & Supplies - "Catalog Discount"
RFP Number: 12-049-AJ

Company Name	Catalog Name	Discount %	RFP Score
Carolina Biological Supply Company	Carolina Science 2011	5%	52
2700 York Road			
Burlington, NC 27215			
Constructive Playthings	Constructive Playthings August 2011 - July 2012	5%	48
13201 Arrington Road			
Grandview, MO 64030			
EAI Education	Math K-12 Fall 2011	15%	77
PO Box 7046	Literacy K-6 2011	15%	
Oakland, NJ 07436			
Educators Outlet	Educators Outlet 2011	15%	79.9
PO Box 397	Educators Outlet 2012	15%	
Timnath, CO 80847			
ETA/Cuisenaire	ETA/Cuisenaire Math & Science Combined 2011	25%	96.9
500 Greenview Court	ETA/Cuisenaire Math & Science Combined 2012	25%	
Vernon Hills, IL 60061	ETA/Cuisenaire Math & Science Combined 2013	25%	
	ETA/Cuisenaire Math & Science Combined 2014	25%	
Houghton Mifflin Harcourt Publishing Company	customer care.hmhco.com	0%	6
3800 Golf Road, Suite 200			
Rolling Meadows, IL 60008			
Innovative Learning Concepts, Inc.	TouchMath August 2011	0%	24
5445 Mark Dabbling Blvd., Suite 200			
Colorado Springs, CO 80918			
Kamico Instructional Media, Inc.	Standards Connection August	0%	13
PO Box 1143			
Salado, TX 76571			
Page 1 of 2			

Purchasing Department
20430 Gator Lane
Land O' Lakes, FL 34638
RFP RESPONSES RECEIVED

Lakeshore Learning Materials	Lakeshore Catalog 2011	5%	81.5
2695 East Dominguez Street	Lakeshore Elementary Catalog 2011 - 2012	5%	
Carson, CA 90895			
Learning Services	Technology Solutions for Every Classroom Back to School 2011	10-3%	52
PO Box 10636			
Eugene, OR 97440			
Math Teachers Press, Inc.	Moving with Math Learning System 2011	0%	32
4850 Park Glen Road			
Minneapolis, MN 55416			
Nasco	Nasco Math #936 effective thru 12/31/11; #975 effective 1/1/12	15%	77
901 Janesville Avenue, PO Box 901	Nasco Geometry Algebra #937 effective thru 12/31/11; #976 effective 1/1/2	15%	
Fort Atkinson, WI 53538			
Renaissance Learning, Inc.	Spring 2011 School Improvement Catalog	0%	14
PO Box 8036 / 2911 Peach Street			
Wisconsin Rapids, WI 54495			
School Specialty	School Specialty Education Catalog January 2011	15% (Item Prefix of 8 or 9)	68.7
W6316 Design Drive		30% (Item Prefix of 6 or 7)	
Greenville, WI 54942			
Troxell Communications, Inc.	Smart Notebook Math Tools Site Licenses 2011	36%	54
1971 W. Lumsden Rd., PMB 148	AVRover products including Math items 2011	3%	
Brandon, FL 33511	Qwizdom products including Math items 2011	12%	
	American Education products including Math items 2011	18%	
Vernier Software & Technology	Vernier Data - Collection Technology 2011	0%	25
13979 SW Millikan Way			
Beaverton, OR 97005			
	Page 2 of 2		