



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools


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

Department of Purchasing
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

November 5, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent 

SUBJECT: RFP 13-043-SB Science & Classroom Catalog Discount
Second Year of a Three-Year Contract
Science Supply Vendors-
Frey Scientific, Sargent-Welch, and Ward's Science
Classroom Supply Vendors-
Kaplan Early Learning Company, Lakeshore Materials, and The Learning Station

Direct Negotiation 13-043-DN Science & Classroom Catalog Discount
Second Year of a Three-Year Contract
Classroom Supply Vendors-
John R. Green Company and School Specialty

On December 18, 2012 and February 5, 2013, official action (attached) was taken to award the above-referenced contracts to Frey Scientific, John R. Green Company, Kaplan Early Learning Company, Lakeshore Learning Materials, Sargent-Welch, School Specialty, The Learning Station and Ward's Science. The RFP is a three-year contract, renewable annually based upon mutual consent of the parties. The first year of the contracts will expire on December 31, 2013.

Considering services have been satisfactory, the above-referenced vendors were contacted to determine their willingness to enter into the second year of the contracts. As such, they have agreed in writing (attached) to do so.

It is my recommendation at this time to enter into the second year of the contracts with the vendors noted above. The contract period will be January 1, 2014 through December 31, 2014. The anticipated expenditures for the second year period are \$500,000 and will be paid out of General Funds.

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/mv
Attachments

Date/Time: October 30, 2013 8:38:00



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

BID RENEWAL REQUEST

BID TITLE: Science and Classroom Catalog

✓
Yes, I agree to renew BID # 13-043-SB under the same terms and conditions as the existing agreement. The second year period shall be from January 1, 2014 through December 31, 2014.

No, I do not agree to renew BID # 13-043-SB.

COMPANY NAME: Frey Scientific, a division of Delta Education LLC

SIGNATURE: W. Kim Walker

TYPED NAME AND TITLE: W. Kim Walker Asst. Secretary

TELEPHONE (WITH AREA CODE): 800-225-3739

FAX NUMBER (WITH AREA CODE): 877-295-7579

E-MAIL: science bids. frey @ schoolspecialty.com

DATE: 10/23/13

The prospective bidder certifies, by submission and signature of this bid 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 EMAIL BACK TO: mvelez@pasco.k12.fl.us

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Monica Velez

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2222 (PHONE)

(813) 794-2111 (FAX)



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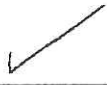
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727/ 774-2221 TDD: 813/ 794-2484

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

BID RENEWAL REQUEST

BID TITLE: Classroom Catalog



Yes, I agree to renew BID # 13-043-DN under the same terms and conditions as the existing agreement. The second year period shall be from January 1, 2014 through December 31, 2014.

No, I do not agree to renew BID # 13-043-DN.

COMPANY NAME: John R Green Co dba, Green Group Ent. LLC

SIGNATURE: Michael Green

TYPED NAME AND TITLE: Michael Green, Director

TELEPHONE (WITH AREA CODE): 800-354-9737

FAX NUMBER (WITH AREA CODE): 800-883-1921

E-MAIL: michaelgreen@johnrgreenco.com

DATE: 10-22-2013

The prospective bidder certifies, by submission and signature of this bid 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).

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

BID RENEWAL REQUEST

BID TITLE: Science and Classroom Catalog

X

Yes, I agree to renew BID # 13-043-SB under the same terms and conditions as the existing agreement. The second year period shall be from January 1, 2014 through December 31, 2014.

 No, I do not agree to renew BID # 13-043-SB.

COMPANY NAME: Kaplan Early Learning Company

SIGNATURE: Kate Shelton

TYPED NAME AND TITLE: Kate Shelton Bids/Contracts Manager

TELEPHONE (WITH AREA CODE): 800-334-2014

FAX NUMBER (WITH AREA CODE): 336-712-2243

E-MAIL: bids@kaplanco.com

DATE: 10/22/14

The prospective bidder certifies, by submission and signature of this bid 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).

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

BID RENEWAL REQUEST


BID TITLE: Science and Classroom Catalog

✓

Yes, I agree to renew **BID # 13-043-SB** under the same terms and conditions as the existing agreement. The second year period shall be from **January 1, 2014 through December 31, 2014**.

No, I do not agree to renew **BID # 13-043-SB**.

COMPANY NAME: Lakeshore Learning Materials

SIGNATURE: 

TYPED NAME AND TITLE: Ashley Bicanek, Bid Coordinator

TELEPHONE (WITH AREA CODE): (800) 421-5354

FAX NUMBER (WITH AREA CODE): (310) 537-7990

E-MAIL: biddept@lakeshorelearning.com

DATE: 10/22/2013

The prospective bidder certifies, by submission and signature of this bid 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).

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BID RENEWAL REQUEST**BID TITLE: Science and Classroom Catalog**☒

Yes, I agree to renew **BID # 13-043-SB** under the same terms and conditions as the existing agreement. The second year period shall be from **January 1, 2014 through December 31, 2014**.

☐

No, I do not agree to renew **BID # 13-043-SB**.

COMPANY NAME: **Sargent-Welch/VWR**SIGNATURE: Ray KufeldtTYPED NAME AND TITLE: RAY KUFELDT, BID SALES MANAGERTELEPHONE (WITH AREA CODE): 847-463-1180FAX NUMBER (WITH AREA CODE): 800-814-0607E-MAIL: ray.kufeldt@vwr.comDATE: 10-22-13

The prospective bidder certifies, by submission and signature of this bid 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).

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BID RENEWAL REQUEST**BID TITLE: Classroom Catalog**

X

Yes, I agree to renew **BID # 13-043-DN** under the same terms and conditions as the existing agreement. The second year period shall be from **January 1, 2014 through December 31, 2014.**

No, I do not agree to renew **BID # 13-043-DN.**

COMPANY NAME: School Specialty

SIGNATURE: _____

TYPED NAME AND TITLE: Joe Gooden Bid ManagerTELEPHONE (WITH AREA CODE): 888-388-3224FAX NUMBER (WITH AREA CODE): 888-388-6344E-MAIL: bidnotices@schoolspecialty.comDATE: 10/23/2013

The prospective bidder certifies, by submission and signature of this bid 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).

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District Wide Accreditation - Southern Association of Colleges and Schools

10/22/2013 10:51 FAX 352 500 0045

DSBPC_Purchasing Dept

0001/0001

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BID RENEWAL REQUEST**BID TITLE: Science and Classroom Catalog**

✓

Yes, I agree to renew BID # 13-043-SB under the same terms and conditions as the existing agreement. The second year period shall be from January 1, 2014 through December 31, 2014.

No, I do not agree to renew BID # 13-043-SB.

COMPANY NAME: The Learning StationSIGNATURE: Nancy ReitanoTYPED NAME AND TITLE Nancy Reitano Vice PresidentTELEPHONE (WITH AREA CODE) 727-868-8129 800-833-1073FAX NUMBER (WITH AREA CODE) 727-868-8129E-MAIL: Leanningstore@verizon.netDATE: 10/22/13

The prospective bidder certifies, by submission and signature of this bid 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 257.133(2)(a).

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BID RENEWAL REQUEST**BID TITLE: Science and Classroom Catalog**

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No, I do not agree to renew BID # 13-043-SB.

COMPANY NAME: VWR International, LLC
d/b/a Ward's Science

SIGNATURE: Patti Luciano

TYPED NAME AND TITLE: Patti Luciano, Bid Sales Rep.

TELEPHONE (WITH AREA CODE): 800-962-2660

FAX NUMBER (WITH AREA CODE): 877-247-0176

E-MAIL: bids.wardsci@vwr.com

DATE: 10-23-13

The prospective bidder certifies, by submission and signature of this bid 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).

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District School Board of Pasco County

Bid Recommendation

RFP Title	Science and Classroom Supplies – “As-Needed” Basis		Number of Vendors Notified	413
RFP Number	13-043-SB		Number of Proposals Distributed	107
Date Solicited	October 12, 2012		Number of Vendors Proposing	12
Date Opened	November 8, 2012		Number of “No Bid” Vendors	5
Date Board Presentation	December 18, 2012		Funding Source	General Funds
Total Savings	N/A		Grand Total of RFP	Est. \$500,000

Recommendation:

Recommend acceptance of the highlighted proposals as noted on the attached tabulation sheet, as the responsive, responsible proposals having the highest points per “PART” and meeting written specifications.

Term of Contract:

The intent of this RFP is to establish a three-year contract, renewable annually by mutual consent, with up to twelve (12) vendors (six vendors for “PART A” Science Supplies and six (6) vendors for “PART B” Classroom Supplies) to purchase classroom and science supplies on an “as-needed” basis. The contract for “PART A” - Science Supplies will commence on February 6, 2013 and continue through December 31, 2013 and the contract for “PART B” - Classroom Supplies will commence on January 1, 2013 and continue through December 31, 2013.

Notations and Exceptions:

Each RFP was evaluated and points assigned according to the following criteria for each “PART” as outlined in the specifications: Cost (15), Vendor Inventory (15), References (5), Minimum Order Requirement (5), Delivery/Free Shipping Requirement (5), and Customized Website (5).

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.

PART A - Science Supply Notations:

Recommend rejection of the proposals from Nasco and Flinn Scientific as the mandatory attorney signature was not provided on the principal place of business section of the RFP.

PART B - Classroom Supply Notations:

Recommend rejection of the proposal from Constructive Playthings as they could not supply 50% of the most frequently purchased classroom supply items and the mandatory attorney signature was not provided on the principal place of business section of the RFP. Recommend rejection of the proposal from School Specialty as the mandatory attorney signature was not provided on the principal place of business section of the RFP.

Recommend rejection of the proposal from Fisher Scientific for PART A and B as they are considered non-responsive for declining to accept the RFP's indemnification provision without alteration.

Recommend rejection of proposal from Science Kit for PART B as they could not supply 50% of the most frequently purchased classroom supply items as outlined in the RFP document.

After evaluation of this RFP was complete, the Purchasing Department compared the recommended classroom supply vendor's prices with Office Depot's prices under our current office supply contract. It has been determined to be in the Board's best interest to allow the schools to purchase classroom supplies from the recommended vendors (The Learning Station, Kaplan Early Learning, and Lakeshore Learning) along with Office Depot utilizing our current office supply contract RFP 10-020-SN as this would save the schools approximately 50% on select items. The language contained in RFP 13-043-SB allows the District to purchase classroom supply items utilizing other District contracts if it is deemed to be in the Board's best interest.

In addition, due to the unique nature and volume of classroom supplies purchased by schools throughout the District, we are requesting permission to negotiate with interested parties to obtain two (2) additional classroom supply vendors as the intended six (6) vendors requested as part of RFP 13-043-SB were not obtained. The final negotiated contracts will be forwarded to a future board meeting for approval.

RFPs Evaluated By:

Stephanie Bunford, Buyer, Purchasing Department

RFPs Prepared By:

Stephanie Bunford, Buyer, Purchasing Department

Reviewed and Authorized By:

Michael J. Woodall, CPPO, Purchasing Agent



District School Board of Pasco County
Tabulation Sheet

RFP # 13-043-SB		The Learning Station	Kaplan Early Learning	Lakeshore Learning
RFP Title: Science Supplies and Classroom Supplies Catalog Discount				
RFP Due Date/Time: October 8, 2012 @ 2:30 pm		10425 US Hwy 19	PO Box 609 1310 Lewisville-Clemmons Road	2695 E. Dominquez Street
Board Meeting: December 18, 2012		Port Richey, FL 34668	Lewisville, NC 27023	Carson, CA 90895
			Quote # C-191	Quote # 58595
Part A Science Supplies and Equipment		No Bid	No Bid	No Bid
Category A	Cost: (15 Point Max)			
Category B	Vendor Inventory (15 Point Max)			
	Number of items available			
Category C	References: (5 Point Max)			
Category D	Minimum Order Requirements (5 Point Max)			
Category E	Delivery/Free Shipping Requirements (5 Point Max)			
Category F	Customized Online Ordering Requirement (5 Point Max)			
	Catalog Name/Year			
	Fixed Percentage Discount			
	Exclusions to Discount			
Total Points PART A Science Supplies: (50 Point Max)		No Bid	No Bid	No Bid

District School Board of Pasco County
Tabulation Sheet

RFP # 13-043-SB		Frey Scientific	Fisher Science	Sargent-Welch
RFP Title: Science Supplies and Classroom Supplies Catalog Discount				
RFP Due Date/Time: October 8, 2012 @ 2:30 pm		80 Northwest Blvd.	4500 Turnberry Drive	3850 N. Wilke Rd. Suite 300
Board Meeting: December 18, 2012		Nashua, NH 03063	Hanover Park, IL 60133	Arlington Heights, IL 60004
		Contract # C-022443802-F	Bid # 12290-0540	
Part A Science Supplies and Equipment			Disqualified for Part A	
Category A	Cost: (15 Point Max)	15.00		14.56
Category B	Vendor Inventory (15 Point Max)	5		10
	Number of items available	41		43
Category C	References: (5 Point Max)	4.58		4.83
Category D	Minimum Order Requirements (5 Point Max)	5		5
		No minimum order requirement		No minimum order requirement
Category E	Delivery/Free Shipping Requirements (5 Point Max)	5		5
		No minimums for free shipping. Excludes live specimens, hazardous materials and products that must ship by motor freight.		No Minimum for free shipping. Excludes hazardous material surcharges
Category F	Customized Online Ordering Requirement (5 Point Max)	5		0
		Meets requirement		No
	Catalog Name/Year	Frey Scientific 2013 Elementary and Science		Sargent-Welch 2012
	Fixed Percentage Discount	30%		33%
	Exclusions to Discount	No Discount on Frey Scientific Exclusive products with a prefix of N. Discount does not apply to any other school specialty Catalogs or Flyers		No discount on items with a catalog price ending in "9" (i.e., \$5.49, \$12.89, etc.) Will be charged net price.
Total Points PART A Science Supplies: (50 Point Max)		39.58	Disqualified for Part A	39.40

District School Board of Pasco County
Tabulation Sheet

RFP # 13-043-SB		VWR Education/ d.b.a. Science Kit	WVE Education / d.b.a Wards Natural Science
RFP Title: Science Supplies and Classroom Supplies Catalog Discount			
RFP Due Date/Time: October 8, 2012 @ 2:30 pm		777 East Park Drive PO Box 5003	5100 West Henrietta Road PO Box 92912
Board Meeting: December 18, 2012		Tonawanda, NY 14151-5003	Rochester, NY 14692-9012
			Quote # L210292-005
Part A Science Supplies and Equipment			
Category A	Cost: (15 Point Max)	12.47	11.00
Category B	Vendor Inventory (15 Point Max)	15	10
	Number of items available	49	43
Category C	References: (5 Point Max)	4.67	4.08
Category D	Minimum Order Requirements (5 Point Max)	5	5
		No minimum order requirement	No minimum order requirement
Category E	Delivery/Free Shipping Requirements (5 Point Max)	5	5
		No minimums for free shipping. Excludes live materials, hazardous materials, items required to be shipped via motor freight, overnight, and two-way delivery	No minimums for free shipping. Excludes Vernier Brand labPro Probes & Sensors, RED Brand probes & Sensors, Bio-Rad brand products and special-order items.
Category F	Customized Online Ordering Requirement (5 Point Max)	5	0
		Meets requirement	No
	Catalog Name/Year	Science Kit 2012 and Science Kit Elementary 2012	Biology Chemistry 2011/Geology 2012 - 2013 Catalog will go into effect 1-1-2013
	Fixed Percentage Discount	15%	10%
	Exclusions to Discount	Any special orders, red items, vernier probeware, custom kits, publisher kits and their replacement parts are excluded from this discount. Designated catalog prices ending with a "9" will be excluded from discounting and will be shipped at the noted list price.	No discount on Vernier Brand labPro Probes & Sensors, RED Brand probes & Sensors, Bio-Rad brand products and special-order items.
Total Points PART A Science Supplies: (50 Point Max)		47.13	35.08

District School Board of Pasco County
Tabulation Sheet

RFP # 13-043-SB		The Learning Station	Kaplan Early Learning	Lakeshore Learning
RFP Title: Science Supplies and Classroom Supplies Catalog Discount				
RFP Due Date/Time: October 8, 2012 @ 2:30 pm		10425 US Hwy 19	PO Box 609 1310 Lewisville-Clemmons Road	2695 E. Dominquez Street
Board Meeting: December 18, 2012		Port Richey, FL 34668	Lewisville, NC 27023	Carson, CA 90895
			Quote # C-191	Quote # 58595
Part B Classroom Supplies and Equipment				
Category A	Cost: (15 Point Max)	15.00	10.63	9.26
Category B	Vendor Inventory (15 Point Max)	5.00	15	10
	Number of items available	40	45	44
Category C	References: (5 Point Max)	5.00	5.00	3.33
Category D	Minimum Order Requirements (5 Point Max)	5	5	5
		No Minimum	No Minimum	No Minimum
Category E	Delivery/Free Shipping Requirements (5 Point Max)	5	5	5
		No Minimum	No minimum. Excludes next day air, 2nd day air, and K-Truck delivery services.	No Minimum
Category F	Customized Online Ordering Requirement (5 Point Max)	5	5	5
		Yes	Yes	Yes
	Catalog Name/Year	The Learning Station 2012	2012 Kaplan Early Learning Company	Lakeshore 2012, Lakeshore Elementary 2012-2013
	Fixed Percentage Discount	20%	15%	5%
	Exclusions to Discount	None	Not valid with any other sale offers, bids, quotes, coupons, or discounts. Excludes outdoor playground, parts, surfacing, or services of playgrounds, lofts, technology products, computers and accessories, curriculum, assessments, and screening materials, All about Ecers-R, All about ITERS-R, professional development, Tot Tree, RM Dance to Advance.	None
Total Points PART B Classroom Supplies: (50 Point Max)		40.00	45.63	37.60

District School Board of Pasco County
Tabulation Sheet

RFP # 13-043-SB		Frey Scientific	Fisher Science	Sargent-Welch
RFP Title: Science Supplies and Classroom Supplies Catalog Discount				
RFP Due Date/Time: October 8, 2012 @ 2:30 pm		80 Northwest Blvd.	4500 Turnberry Drive	3850 N. Wilke Rd. Suite 300
Board Meeting: December 18, 2012		Nashua, NH 03063	Hanover Park, IL 60133	Arlington Heights, IL 60004
		Contract # C-022443802-F	Bid # 12290-0540	
Part B Classroom Supplies and Equipment		No Bid	Disqualified for Part B	No Bid
Category A	Cost: (15 Point Max)			
Category B	Vendor Inventory (15 Point Max)			
	Number of items available			
Category C	References: (5 Point Max)			
Category D	Minimum Order Requirements (5 Point Max)			
Category E	Delivery/Free Shipping Requirements (5 Point Max)			
Category F	Customized Online Ordering Requirement (5 Point Max)			
	Catalog Name/Year			
	Fixed Percentage Discount			
	Exclusions to Discount			
Total Points PART B Classroom Supplies: (50 Point Max)		No Bid	Disqualified for Part B	No Bid

District School Board of Pasco County
Tabulation Sheet

RFP # 13-043-SB		VWR Education/ d.b.a. Science Kit	WVE Education / d.b.a Wards Natural Science
RFP Title: Science Supplies and Classroom Supplies Catalog Discount			
RFP Due Date/Time: October 8, 2012 @ 2:30 pm		777 East Park Drive PO Box 5003	5100 West Henrietta Road PO Box 92912
Board Meeting: December 18, 2012		Tonawanda, NY 14151-5003	Rochester, NY 14692-9012
			Quote # L210292-005
Part B Classroom Supplies and Equipment		Disqualified for Part B	No Bid
Category A	Cost: (15 Point Max)		
Category B	Vendor Inventory (15 Point Max)		
	Number of items available		
Category C	References: (5 Point Max)		
Category D	Minimum Order Requirements (5 Point Max)		
Category E	Delivery/Free Shipping Requirements (5 Point Max)		
Category F	Customized Online Ordering Requirement (5 Point Max)		
	Catalog Name/Year		
	Fixed Percentage Discount		
	Exclusions to Discount		
Total Points PART B Classroom Supplies: (50 Point Max)		Disqualified for Part B	No Bid



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

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

Department of Purchasing

Michael J. Woodall, CPPO, Purchasing Agent

813/ 794-2221 Fax: 813/ 794-2112

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

February 5, 2013

MEMORANDUM

TO: Honorable School Board Members

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

RE: Direct Negotiation 13-043-DN Classroom Supplies Catalog Discount
Addition of Two (2) Vendors
John R. Green Company and School Specialty Inc.

On December 18, 2012, official action was granted to allow the Purchasing Department to directly negotiate with interested parties to obtain two (2) additional classroom supply vendors as the intended six (6) vendors requested as part of the original classroom supply RFP 13-043-SB were not attained.

The intent of this direct negotiation is to establish a three-year contract, renewable annually by mutual consent, with up to two (2) vendors to purchase classroom supplies on an "as-needed" basis. Recommend acceptance of proposals from John R. Green Company and School Specialty as noted on the attached tabulation sheet as the responsive, responsible proposals with the highest points meeting written specifications and evaluation criteria.

Expenditures for classroom supplies with the four (4) previously awarded vendors (RFP 13-043-SB) and the two (2) recommended vendors (13-043-DN) are estimated at \$350,000 annually and will be purchased on an "as-needed" basis. The funding source to purchase classroom supplies will be from General and Internal Funds. To sync up dates with RFP 13-043-SB, this contract will commence on February 6, 2013 and continue through December 31, 2013.

If you should have any questions regarding this matter, please contact me at your earliest convenience.

MJW/sb

Attachment

District School Board
of Pasco County

FEB 05 2013

Board Approved

District School Board of Pasco County
Tabulation Sheet

Direct Negotiation # 13-043-DN DN Title: Classroom Supplies Catalog Discount		Becker's School Supplies	Office Quad / d.b.a Classic School Supply	Green Group Enterprises / d.b.a. John R. Green Company	School Specialty Inc.
DN Due Date: January 22, 2013		1500 Melrose Highway	P.O. Box 417 5730 Three Notched Road	411 West Sixth Street	W6316 Design Drive
Board Meeting: February 5, 2013		Pennsauken, NJ 08110-1410	Crozet, VA 22932	Covington, KY 41011	Greenville, WI 54942
Category A	Cost: (15 Point Max)	12.00	12.45	15.00	12.00
Category B	Vendor Inventory (15 Point Max)	7.50	3.75	15.00	11.25
Category C	References: (5 Point Max)	5.00	3.29	4.75	3.33
Category D	Minimum Order Requirements (5 Point Max)	5.00	5.00	5.00	5.00
Category E	Delivery/Free Shipping Requirements (5 Point Max)	3.33	5.00	5.00	5.00
Category F	Customized Online Ordering Requirement (5 Point Max)	0.00	5.00	5.00	5.00
	Catalog Name/Year	Early Childhood Edition 2013	Classic School Supply 2013	John R. Green Quality Teaching Tools 2013	School Specialty Educational Essentials 2013
	Fixed Percentage Discount	18%	27%	25%	15%
Total Points: (50 Point Max)		32.83	34.50	49.75	41.58