



# 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](http://www.pasco.k12.fl.us)

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Department of Purchasing  
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June 16, 2009

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: Bid #09-063-AF Math Equipment & Supplies  
PO #90014264

On 12/1/08, official action (attached) was taken to award the above-referenced bid to ETA/Cuisenaire. This recommendation was for an estimated \$50,000 for the first year.

At this time, the we have determined that an additional \$105,719.60 will be needed for this first year. This increase is due to unforeseen additional supplies needed for Title I. Therefore, at this time, it is my request that the Board approve the attached purchase order to ETA/Cuisenaire for an additional dollar amount of \$105,719.60.

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.

cc

Attachments

Date/Time: June 10, 2009 13:20:00

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# District School Board of Pasco County

## Bid Recommendation

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

**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.

**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

**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\*\***

<b>Company Name</b>	<b>Catalog Name</b>	<b>Discount</b>	<b>RFP Score</b>
<b>Childcraft Education Corp.</b>	2008 Childcraft & 2008 ABC	12%	39.7
PO Box 3239			
Lancaster, PA 17604-3239			
<b>Educators Outlet</b>	Fall 2008 Educators Outlet	18%	52.5
PO Box 397			
Timnath, CO 80547			
<b>ETA/Cuisenaire</b>	2008 ETA/Cuisenaire Math	20%	52.4
500 Greenview Court			
Vernon Hills, IL 60061			
<b>Lakeshore Learning Materials</b>	2008-2009 Lakeshore Elementary & 2008 Lakeshore	5%	29.7
2695 E. Dominguez St.			
Carson, CA 90895			
<b>Nasco</b>	2008 Nasco Math & 2008 Nasco Geometry Algebra	15%	77.4
901 Janesville Ave., PO Box 901			
Fort Atkinson, WI 53538-0901			
<b>School Specialty Education Essentials</b>	2008 Education Catalog	25%	84.8
W6316 Design Drive			
Greenville, WI 54942			
<b>Science Kit</b>	2008 Science Kit Math & 2008 Science Kit Elementary	14%	52.3
777 East Park Drive, PO Box 5003			
Tonawanda, NY 14151			
<b>Summit Learning</b>	2008 Summit Learning Math	15%	69.9
755 Rockwell Ave., PO Box 755			
Fort Atkinson, WI 53538			