



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

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April 20, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KG*

RE: School Specialty: Catalog Discount Increase
Bid #10-052-SN: Classroom Supplies
Bid# 09-010-DR: Art Supplies Catalog Discount
Bid # 08-101-SN: Library Materials and Supplies
Bid #09-063-AF: Math Equipment Supplies

School Specialty was awarded the following bids:

- Bid #10-052-SN: Classroom Supplies, Board approved December 15, 2009, 4% discount off Educators' Net Price
- Bid# 09-010-DR: Art Supplies Catalog Discount, Board approved April 21, 2009, 20% discount off unit prices out of the Sax Arts and Crafts Catalog and 25% discount off unit price out of the School Specialty Catalog
- Bid # 08-101-SN: Library Materials and Supplies, Board approved June 17, 2008, and renewed for the second year on March 16, 2009, 25% Discount off unit price
- Bid #09-063-AF: Math Equipment Supplies, Board approved on December 1, 2008 and renewed for the second year on December 1, 2009, 25% discount off the unit price

On April 13, 2009, School Specialty contacted the Purchasing Department to offer a 15% discount off their Educator Net Pricing (Educator Net Prices equate to a 25% discount off unit), in lieu of the discounts noted above. The request was a result of School Specialty changing their catalog pricing structure nation-wide. As a result of the request, the Purchasing Department completed a cost analysis to determine if the new 15% discount from Educator Net Pricing would be more cost-effective for the District. After the analysis, the new pricing structure is estimated to save the District approximately \$21,621 above the original discounted awards. Therefore, we are requesting permission to accept School Specialties new published prices using the Educators' Net Pricing in their 2010 catalogs. This equates to a 25% discount off unit prices, plus an additional 15% discount. By accepting this offer, the District will be receiving a deeper discount and lower pricing.

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.

dsr

Attachment



**ENP (EDUCATOR NET PRICE)
PARTICIPATION FORM**
(Memo describing terms and conditions)

date: **4/13/2010 (final rev)**

Account Information	
Customer Class #	S00288186
School District:	Pasco County Schools
Address 1	7227 Land O Lakes Boulevard
Address 2	
City	Land O Lakes
State	FL
Zip Code	34638

pasco's catalog discount will be increased to 15% off Educator Net Price (ENP). Currently, discount is 25% off of List, however, ENP equates to 25% off List, thus 15% off ENP is a deeper discount. Applies to Library Materials & Supplies bid#08-101-SN; Art Supply bid #09-010-DR; Classroom Supplies bid #10-052-SN; and Math Equipment & Supplies bid #09-063-AF. All other terms and conditions of the bids remain unchanged. Any other districts piggybacking bid will receive a 12% discount off of ENP.

Customer acceptance	Print name _____	Title _____	please allow 4 business days for pricing to be effected.
	Signature _____		
	Print _____	Territory # _____	
Account Manager:	Print _____	Jennifer Gilman	Territory # _____
Regional Manager	Print _____	Susan Harrison	Region # _____ 33
District Manager	Print _____	Janet Ranaldi	Region # _____

Please send this signed document into either e-mail address: CONTRACTS@SCHOOLSPECIALTY.com.
or fax 920-882-4474

School Specialty is pleased to offer our Educational Net Price to your School District and all schools, buildings and staff associated with your school district. Your price is now our ENP less the above discount for all of your School Specialty purchases within the Educational Resources Group.