



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

Department of Purchasing  
Kendra Goodman, CPPB, Purchasing Agent  
813/ 794-2221 • Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

December 1, 2009

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent 

RE: Bid # 09-063-AF, Math Equipment & Supplies – “Catalog Discount”  
Second Year Renewal of a Three-Year Contract  
Educators Outlet, ETA/Cuisenaire, Nasco, School Specialty Education  
Essentials, Science Kit, LLC and Summit Learning

On December 1, 2008, official action (attached) was taken to award this bid to the above-referenced vendors. This bid is a three-year contract, renewable annually based upon mutual consent of the parties. The first year of the agreement will expire on December 15, 2009.

Considering services have been satisfactory, all companies were contacted to determine their willingness to enter into the second year of the agreement. They have agreed in writing (attached) to do so.

At this time, it is my recommendation to enter into the second year of the agreement with the vendors noted above. The second year of the contract will cover the period of December 16, 2009 through December 15, 2010. 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/acf  
Attachments

DATE/TIME: NOVEMBER 23, 2009 10:43:00



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

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 352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

### RFP RENEWAL REQUEST

**RFP # 09-063-AF**

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

  X  

Yes, I agree to renew **RFP # 09-063-AF** under the same terms and conditions as the existing bid. The second year renewal period shall be from **December 16, 2009** through **December 15, 2010**.

\_\_\_\_\_

No, I do not agree to renew **RFP # 09-063-AF**.

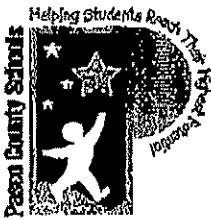
COMPANY NAME: Educators outlet  
 SIGNATURE: Kristin Haws  
 TYPED NAME AND TITLE: Kristin Haws Bid Coordinator  
 TELEPHONE (WITH AREA CODE): 800-315-2212  
 FAX NUMBER (WITH AREA CODE): 813-254-5722  
 E-MAIL: Contact@educatorsoutlet.com  
 DATE: 10-21-09

**NOTE:** Awarded vendor may provide updated price(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent price to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered price WILL remain in effect.

*\*New Catalogs effective every January & August\**

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 FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
 ATTENTION: Amy Flack, Buyer Assistant  
 PURCHASING DEPARTMENT  
 20430 GATOR LANE  
 LAND O' LAKES, FL 34638  
 (813) 794-2227 (PHONE)  
 (813) 794-2111 (FAX)



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

✓  
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\_\_\_\_\_

No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

TYPED NAME AND TITLE: \_\_\_\_\_

ETA/Cuisenaire  
500 Greenview Court  
Vernon Hills, IL 60061  
Carolyn Vanco, Coordinator, Catalog Bids  
800-445-5985, ext. 5177, Fax: 888-333-9588  
[cvanco@efacuisenaire.com](mailto:cvanco@efacuisenaire.com)  
[www.efacuisenaire.com](http://www.efacuisenaire.com)

TELEPHONE (WITH AREA CODE): \_\_\_\_\_

FAX NUMBER (WITH AREA CODE): \_\_\_\_\_

E-MAIL: \_\_\_\_\_

DATE: 10/21/09

**NOTE:** Awarded vendor may provide updated pricer(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent pricer to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery – the previously delivered pricer **WILL** remain in effect.

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852/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

WHEN ORDERING  
YOU MUST REFER TO

QUOTATION  
No. **39986**

### RFP RENEWAL REQUEST

RFP # **09-063-AF**

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

Yes, I agree to renew **RFP # 09-063-AF** under the same terms and conditions as the existing bid. The second year renewal period shall be from **December 16, 2009** through **December 15, 2010**.

No, I do not agree to renew **RFP # 09-063-AF**.

COMPANY NAME: Nasco

SIGNATURE:

TYPED NAME AND TITLE: Dave Johnson, Manager of Contract Sales

TELEPHONE (WITH AREA CODE): PHONE 1-800-558-9595

FAX NUMBER (WITH AREA CODE): FAX 1-920-563-8296

E-MAIL: quotes@enasco.com

DATE: 10/28/09

**NOTE:** Awarded vendor may provide updated pricer(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent pricer to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery - the previously delivered pricer **WILL** remain in effect.

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No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: ScienceKit, LLC

SIGNATURE: Michelle L. Cannon

TYPED NAME AND TITLE: Michelle L. Cannon Bids/Quotes Representative

TELEPHONE (WITH AREA CODE): 800-828-7777

FAX NUMBER (WITH AREA CODE): 800-828-3299

E-MAIL: bids@sciencekit.com

DATE: 10-21-09

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No, I do not agree to renew **RFP # 09-063-AF**.

COMPANY NAME: School Specialty  
SIGNATURE: *Angela Schuh*  
TYPED NAME AND TITLE: Angela Schuh / Asst. Secretary  
TELEPHONE (WITH AREA CODE): 888-388-3224  
FAX NUMBER (WITH AREA CODE): 800-675-1775  
E-MAIL: appleton\_bids@schoolspecialty.com  
DATE: 11/05/09

**NOTE:** Awarded vendor may provide updated pricer(s) when published by the respective manufacturer, not to exceed twice a year. In the event the successful bidder fails to deliver a subsequent pricer to the Purchasing Department, with a copy to the Maintenance Department and to unqualifiedly substantiate delivery – the previously delivered pricer **WILL** remain in effect.

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received  
10/30/09

352 588 0845

DSBPC\_Purchasing Dept

0002/0002



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

To receive bid prices please reference  
**QUOTE NO. 39989**

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✓  
\_\_\_\_\_

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No, I do not agree to renew RFP # 09-063-AF.

COMPANY NAME: Summit Learning  
SIGNATURE: \_\_\_\_\_  
TYPED NAME AND TITLE: Dave Johnson, Manager of Contract Sales  
TELEPHONE (WITH AREA CODE): PHONE 1-800-777-8817  
FAX 1-800-317-2194  
FAX NUMBER (WITH AREA CODE): 800-317-2194  
E-MAIL: quotes@summitlearning.com  
DATE: 10/28/09

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## 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.

District School Board  
of Pasco County

DEC 01 2008

Date/Time:

Board Approved



**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/Time:

District School Board  
of Pasco County

DEC 01 2008

Board Approved

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\*\*

Company Name	Catalog Name	Discount	RFP Score
Childcraft Education Corp. PO Box 3239 Lancaster, PA 17604-3239	2008 Childcraft & 2008 ABC	12%	39.7
Educators Outlet P.O. Box 397 Timnath, CO 80547	Fall 2008 Educators Outlet	18%	52.5
ETA/Cuisenaire 509 Greenview Court Vernon Hills, IL 60061	2008 ETA/Cuisenaire Math	20%	52.4
Lakeshore Learning Materials 2695 E. Dominguez St. Carson, CA 90895	2008-2009 Lakeshore Elementary & 2008 Lakeshore	5%	29.7
Nasco 901 Janesville Ave., PO Box 901 Fort Atkinson, WI 53538-0901	2008 Nasco Math & 2008 Nasco Geometry Algebra	15%	77.4
School Specialty Education Essentials W6316 Design Drive Greenville, WI 54942	2008 Education Catalog	25%	84.8
Science Kit 777 East Park Drive, PO Box 5003 Tonawanda, NY 14151	2008 Science Kit Math & 2008 Science Kit Elementary	14%	52.3
Summit Learning 755 Rockwell Ave., PO Box 755 Fort Atkinson, WI 53538	2008 Summit Learning Math	15%	69.9

District School Board  
 of Pasco County

DEC 01 2008

Board Approved