

## District School Board of Pasco County Bid Recommendation

<b>Direct Negotiation</b>	<b>ESE Equipment and Supplies - Catalog Discount "As-Needed"</b>		<b>Number of Vendors Notified</b>	<b>2</b>
<b>Direct Negotiation Number</b>	<b>12-005-DN</b>		<b>Number of Proposals Distributed</b>	<b>2</b>
<b>Date Solicited</b>	<b>June 10, 2011</b>		<b>Number of Vendors Proposing</b>	<b>2</b>
<b>Date Opened</b>	<b>June 24, 2011</b>		<b>Number of Formal "No Bid" Responses</b>	<b>0</b>
<b>Date Board Presentation</b>	<b>August 2, 2011</b>		<b>Funding Source</b>	<b>General</b>
<b>Total Savings</b>	<b>**NA</b>		<b>Grand Total of Direct Negotiation</b>	<b>Est. Annual \$300,000</b>

**Recommendation:**

Recommend acceptance of proposals as noted on the attached tabulation sheet as the highest scoring, responsive, responsible proposer meeting written specifications.

**Term of Contract:**

This is a three year contract, renewable annually by mutual agreement of all parties. The first year of the contract will commence on August 2, 2011 and expire on July 9, 2012.

**Notations and Exceptions:**

On May 17, 2011, official action was taken to allow permission for the Purchasing Department to directly negotiate with up to three additional vendors to meet the needs of the District's ESE Department. This is a multi-awarded Direct Negotiation awarded to two vendors based upon a weighted point system. The weighted point criteria were based upon the following: Lowest Net Cost (75), Vendor Inventory (20), References (50) and a maximum of five (5) bonus points for online ordering. Estimated annual expenditures will vary depending upon need; however, discounts will remain firm for the duration of the contract. Catalogs can be updated in July and January of each contract year.

A total of fifty (50) of the most commonly used bid items were selected from various elementary, middle and high school orders. Rifton Equipment did not meet the 60% inventory requirement. However, it is in the District's best interest to make an exception as Rifton supplies industry-specific products used often by the ESE Department. Flaghouse did not respond to the direct negotiation invitation.

Due to the range of specialty products offered by both awarded vendors, a savings could not be calculated.

Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

**Direct Negotiations Evaluated By:**

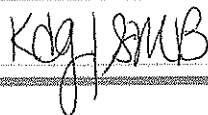
Vickie Jones, Buyer Assistant, Purchasing Department

**Direct Negotiations Prepared By:**

Vickie Jones, Buyer Assistant, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPO, CPPB, Purchasing Agent



Date/Time: July 26, 2011 08:44:00

<b>Date of Opening: June 24, 2011 @ 2:30 p.m.</b>	Flaghouse	Kaplan	Rifton Equipment
<b>RFP Title: ESE Equipment and Supplies Catalog Discount</b>	601 Flaghouse Dr.	1310 Lewisville-Clemmons Rd.	PO Box 260
<b>12-005-DN</b>	Hasbrouck Heights, NJ 07604	Lewisville, NC 27023	Rifton, NY 12471
		P 800-334-2014	P 800-571-8198
		F 336-712-2243	F 800-865-4674
Discount Offered	No Bid	15%	25%
Catalog Name		Early Childhood 2011 Catalog K5 2011 Catalog	Rifton 2011
Exclusions from bid		Next day, 2nd day, and K-Truck delivery are not included in free shipping offered.	None
Reference Number		C-191	None
Total Points:			137.50