



# 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

December 4, 2012

## MEMORANDUM

TO: Honorable School Board Members

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

RE: Second Year Renewal of a Three-Year Contract  
RFP #12-049-AJ Math Equipment & Supplies – “Catalog Discount”  
EAI Education  
Educators Outlet  
ETA hand2mind, formerly ETA/Cuisenaire  
Lakeshore Learning Materials  
Nasco  
School Specialty

On December 6, 2011, official action (attached) was taken to award the above-referenced RFP for Math Equipment and Supplies – “Catalog Discount.” This RFP is a three-year contract, renewable annually based upon mutual consent of all parties. The first year of the agreement will expire on December 16, 2012.

Considering services have been satisfactory, the vendors were contacted to verify their willingness to enter into the second year of this contract under the existing terms and conditions. As such, EAI Education, Educators Outlet, ETA hand2mind (formerly known as ETA/Cuisenaire), Lakeshore Learning Materials, Nasco and School Specialty have all agreed in writing (attached) to enter into the second year of the contract.

At this time, it is my recommendation to enter into the second year of the contract. The second year of the contract will cover the period of December 17, 2012 through December 16, 2013.

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/plh

Attachments

Date/Time: November 28, 2012 10:02:00



# 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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## RFP RENEWAL REQUEST

RFP #12-049-AJ

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

Yes, I agree to renew RFP #12-049-AJ under the same terms and conditions as the existing solicitation. The second year period shall be from **December 17, 2012 through December 16, 2013.**

No, I do not agree to renew RFP #12-049-AJ.

COMPANY NAME: EAI Education

SIGNATURE: 

TYPED NAME AND TITLE: Bernard Guglberger National Sales Manager

TELEPHONE (WITH AREA CODE): 201-891-9466

FAX NUMBER (WITH AREA CODE): 201-891-5689

E-MAIL: bidsquotes@eaiusa.com

DATE: 11/7/12

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: [phall@pasco.k12.fl.us](mailto:phall@pasco.k12.fl.us)

DISTRICT SCHOOL BOARD OF PASCO COUNTY  
**ATTENTION: Patty Hall, Buyer Assistant**  
PURCHASING DEPARTMENT  
20430 GATOR LANE  
LAND O' LAKES, FL 34638  
(813) 794-2258 (PHONE)  
**(813) 794-2111 (FAX)**



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## RFP RENEWAL REQUEST RFP #12-049-AJ

B11230

RFP TITLE: Math Equipment & Supplies – “Catalog Discount”

X

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\_\_\_\_\_

No, I do not agree to renew RFP #12-049-AJ.

COMPANY NAME: Educators Outlet

SIGNATURE: Kristin Haws

TYPED NAME AND TITLE: Kristin Haws

TELEPHONE (WITH AREA CODE): 800-315-2212

FAX NUMBER (WITH AREA CODE): 813-254-5782

E-MAIL: contact@educatorsoutlet.com

DATE: 11-7-12

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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No, I do not agree to renew RFP #12-049-AJ.

COMPANY NAME: ETA/Cuisenaire

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

TYPED NAME AND TITLE: Carolyn Vanco Coordinator Contracts & Bids

TELEPHONE (WITH AREA CODE): 800-445-5985 ext. 5177

FAX NUMBER (WITH AREA CODE): 888-333-9588

E-MAIL: ~~[cvanco@eta-cuisenaire.com](mailto:cvanco@eta-cuisenaire.com)~~ [cvanco@hand2mind.com](mailto:cvanco@hand2mind.com)

DATE: 6 November 2012

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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Spring 2012

Dear Educators,

The educational landscape is changing at an unprecedented rate. To help you navigate this change, we are clarifying our company identity, our purpose, and ultimately how we help you accelerate student learning. For over 40 years ETA/Cuisenaire has been the leader in innovating hands-on learning solutions. We share your passion for finding the most effective teaching and learning methods.

We are excited to announce that we are changing our company name from **ETA/Cuisenaire** to **ETA hand2mind**.

Today is a chance to thank you for your long-standing support of the ETA brands that have been a part of your teaching. We are proud of our legacy learning tools such as Cuisenaire® Rods, VersaTiles®, Hands on Standards–Deluxe Edition, Reading Rods®, The Super Source®, Home Team Advantage®, Writing Destinations®, WorldScapes®, and many more. As **ETA hand2mind**, we will continue to support your efforts in the classroom with a renewed focus on innovation.

We celebrate the contributions of administrators, teachers, partners, and parents who champion learning by doing to help every child achieve learning success. Thank you for your continued partnership as we move forward as **ETA hand2mind**.

Sincerely,

A handwritten signature in cursive script that reads "Jude Rake".

Jude Rake  
President/CEO

Visit us at [www.hand2mind.com/newname](http://www.hand2mind.com/newname) or contact your Educational Consultant to learn more about our company name change.



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No, I do not agree to renew RFP #12-049-AJ.

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](mailto:biddept@lakeshorelearning.com)

DATE: 11/6/2012

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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WHEN ORDERING  
YOU MUST REFER TO

QUOTATION  
No. **67549**

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No, I do not agree to renew RFP #12-049-AJ.

COMPANY NAME: Nasco

SIGNATURE: Dave Johnson TD

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: 11/15/12

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

<b>RFP Title</b>	<b>Math Equipment &amp; Supplies – “Catalog Discount”</b>		<b>Number of Vendors Notified</b>	<b>537</b>
<b>RFP Number</b>	<b>12-049-AJ</b>		<b>Number of Proposals Distributed</b>	<b>49</b>
<b>Date Solicited</b>	<b>October 12, 2011</b>		<b>Number of Vendors Proposing</b>	<b>16</b>
<b>Date Opened</b>	<b>November 1, 2011</b>		<b>Number of Formal “No Bid” Responses</b>	<b>0</b>
<b>Date Board Presentation</b>	<b>December 6, 2011</b>		<b>Funding Source</b>	<b>*See Below</b>
<b>Total Savings</b>	<b>\$3,491.50</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 17, 2011 through December 16, 2012. Discounts will remain firm and in effect throughout the term of the contract.

**Notations and Exceptions:**

This is a multi-award bid (maximum 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.

\* Various funding sources: Capital, Enterprise, General, Special Revenue and Internal

**Bid # 12-049-AJ**  
**Page 2**

**Bids Evaluated By:**

Jill Nielsen, Supervisor of Math, Curriculum and Instructional Services

**Bids Prepared By:**

Andrea Jackson, Interim Buyer Assistant, Purchasing Department

**Reviewed and Authorized By:**

Kendra Goodman, CPPO, CPPB, Purchasing Agent



Date/Time:

**District School Board  
of Pasco County**

**DEC 06 2011**

**Board Approved**

Purchasing Department  
 20430 Gator Lane  
 Land O' Lakes, FL 34638  
 RFP RESPONSES RECEIVED

Date of Opening: November 1, 2011 @ 2:30 pm
Proposal Title: Math Equipment & Supplies - "Catalog Discount"
RFP Number: 12-049-AJ

Company Name	Catalog Name	Discount %	RFP Score
<b>Carolina Biological Supply Company</b> 2700 York Road Burlington, NC 27215	Carolina Science 2011	5%	52
<b>Constructive Playthings</b> 13201 Arrington Road Grandview, MO 64030	Constructive Playthings August 2011 - July 2012	5%	48
<b>EAI Education</b> PO Box 7046 Oakland, NJ 07436	Math K-12 Fall 2011 Literacy K-6 2011	15% 15%	77
<b>Educators Outlet</b> PO Box 397 Timnath, CO 80847	Educators Outlet 2011 Educators Outlet 2012	15% 15%	79.9
<b>ETA/Cuisenaire</b> 500 Greenview Court Vernon Hills, IL 60061	ETA/Cuisenaire Math & Science Combined 2011 ETA/Cuisenaire Math & Science Combined 2012 ETA/Cuisenaire Math & Science Combined 2013 ETA/Cuisenaire Math & Science Combined 2014	25% 25% 25% 25%	96.9
<b>Houghton Mifflin Harcourt Publishing Company</b> 3800 Golf Road, Suite 200 Rolling Meadows, IL 60008	customerarcare.hmhco.com	0%	6
<b>Innovative Learning Concepts, Inc.</b> 5445 Mark Dabling Blvd., Suite 200 Colorado Springs, CO 80918	TouchMath August 2011	0%	24
<b>Kamico Instructional Media, Inc.</b> PO Box 1143 Salado, TX 76571	Standards Connection August	0%	13

District School Board  
 of Pasco County  
 DEC 06 2011  
 Board Approved



