

## District School Board of Pasco County Bid Recommendation

<b>RFP Title</b>	Science and Classroom Supplies – “As-Needed” Basis		<b>Number of Vendors Notified</b>	413
<b>RFP Number</b>	13-043-SB		<b>Number of Proposals Distributed</b>	107
<b>Date Solicited</b>	October 12, 2012		<b>Number of Vendors Proposing</b>	12
<b>Date Opened</b>	November 8, 2012		<b>Number of “No Bid” Vendors</b>	5
<b>Date Board Presentation</b>	December 18, 2012		<b>Funding Source</b>	General Funds
<b>Total Savings</b>	N/A		<b>Grand Total of RFP</b>	Est. \$500,000

**Recommendation:**

Recommend acceptance of the highlighted proposals as noted on the attached tabulation sheet, as the responsive, responsible proposals having the highest points per “PART” and meeting written specifications.

**Term of Contract:**

The intent of this RFP is to establish a three-year contract, renewable annually by mutual consent, with up to twelve (12) vendors (six vendors for “PART A” Science Supplies and six (6) vendors for “PART B” Classroom Supplies) to purchase classroom and science supplies on an “as-needed” basis. The contract for “PART A” - Science Supplies will commence on February 6, 2013 and continue through December 31, 2013 and the contract for “PART B” - Classroom Supplies will commence on January 1, 2013 and continue through December 31, 2013.

**Notations and Exceptions:**

Each RFP was evaluated and points assigned according to the following criteria for each “PART” as outlined in the specifications: Cost (15), Vendor Inventory (15), References (5), Minimum Order Requirement (5), Delivery/Free Shipping Requirement (5), and Customized Website (5).

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.

**PART A - Science Supply Notations:**

Recommend rejection of the proposals from Nasco and Flinn Scientific as the mandatory attorney signature was not provided on the principal place of business section of the RFP.

**PART B - Classroom Supply Notations:**

Recommend rejection of the proposal from Constructive Playthings as they could not supply 50% of the most frequently purchased classroom supply items and the mandatory attorney signature was not provided on the principal place of business section of the RFP. Recommend rejection of the proposal from School Specialty as the mandatory attorney signature was not provided on the principal place of business section of the RFP.

Recommend rejection of the proposal from Fisher Scientific for PART A and B as they are considered non-responsive for declining to accept the RFP's indemnification provision without alteration.

Recommend rejection of proposal from Science Kit for PART B as they could not supply 50% of the most frequently purchased classroom supply items as outlined in the RFP document.

After evaluation of this RFP was complete, the Purchasing Department compared the recommended classroom supply vendor's prices with Office Depot's prices under our current office supply contract. It has been determined to be in the Board's best interest to allow the schools to purchase classroom supplies from the recommended vendors (The Learning Station, Kaplan Early Learning, and Lakeshore Learning) along with Office Depot utilizing our current office supply contract RFP 10-020-SN as this would save the schools approximately 50% on select items. The language contained in RFP 13-043-SB allows the District to purchase classroom supply items utilizing other District contracts if it is deemed to be in the Board's best interest.

In addition, due to the unique nature and volume of classroom supplies purchased by schools throughout the District, we are requesting permission to negotiate with interested parties to obtain two (2) additional classroom supply vendors as the intended six (6) vendors requested as part of RFP 13-043-SB were not obtained. The final negotiated contracts will be forwarded to a future board meeting for approval.

**RFPs Evaluated By:**

Stephanie Bunford, Buyer, Purchasing Department

**RFPs Prepared By:**

Stephanie Bunford, Buyer, Purchasing Department

**Reviewed and Authorized By:**

Michael J. Woodall, CPPO, Purchasing Agent



District School Board of Pasco County  
Tabulation Sheet

<b>RFP # 13-043-SB</b>		The Learning Station	Kaplan Early Learning	Lakeshore Learning
<b>RFP Title: Science Supplies and Classroom Supplies Catalog Discount</b>				
<b>RFP Due Date/Time: October 8, 2012 @ 2:30 pm</b>		10425 US Hwy 19	PO Box 609 1310 Lewisville-Clemmons Road	2695 E. Dominquez Street
<b>Board Meeting: December 18, 2012</b>		Port Richey, FL 34668	Lewisville, NC 27023	Carson, CA 90895
			<b>Quote # C-191</b>	<b>Quote # 58595</b>
<b>Part A Science Supplies and Equipment</b>		<b>No Bid</b>	<b>No Bid</b>	<b>No Bid</b>
<b>Category A</b>	<b>Cost: (15 Point Max)</b>			
<b>Category B</b>	<b>Vendor Inventory (15 Point Max)</b>			
	Number of items available			
<b>Category C</b>	<b>References: (5 Point Max)</b>			
<b>Category D</b>	<b>Minimum Order Requirements (5 Point Max)</b>			
<b>Category E</b>	<b>Delivery/Free Shipping Requirements (5 Point Max)</b>			
<b>Category F</b>	<b>Customized Online Ordering Requirement (5 Point Max)</b>			
	Catalog Name/Year			
	Fixed Percentage Discount			
	Exclusions to Discount			
<b>Total Points PART A Science Supplies: (50 Point Max)</b>		<b>No Bid</b>	<b>No Bid</b>	<b>No Bid</b>

District School Board of Pasco County  
Tabulation Sheet

<b>RFP # 13-043-SB</b>		Frey Scientific	Fisher Science	Sargent-Welch
<b>RFP Title: Science Supplies and Classroom Supplies Catalog Discount</b>				
<b>RFP Due Date/Time: October 8, 2012 @ 2:30 pm</b>		80 Northwest Blvd.	4500 Turnberry Drive	3850 N. Wilke Rd. Suite 300
<b>Board Meeting: December 18, 2012</b>		Nashua, NH 03063	Hanover Park, IL 60133	Arlington Heights, IL 60004
		<b>Contract # C-022443802-F</b>	<b>Bid # 12290-0540</b>	
<b>Part A Science Supplies and Equipment</b>			<b>Disqualified for Part A</b>	
<b>Category A</b>	<b>Cost: (15 Point Max)</b>	<b>15.00</b>		<b>14.56</b>
<b>Category B</b>	<b>Vendor Inventory (15 Point Max)</b>	<b>5</b>		<b>10</b>
	Number of items available	41		43
<b>Category C</b>	<b>References: (5 Point Max)</b>	<b>4.58</b>		<b>4.83</b>
<b>Category D</b>	<b>Minimum Order Requirements (5 Point Max)</b>	<b>5</b>		<b>5</b>
		No minimum order requirement		No minimum order requirement
<b>Category E</b>	<b>Delivery/Free Shipping Requirements (5 Point Max)</b>	<b>5</b>		<b>5</b>
		No minimums for free shipping. Excludes live specimens, hazardous materials and products that must ship by motor freight.		No Minimum for free shipping. Excludes hazardous material surcharges
<b>Category F</b>	<b>Customized Online Ordering Requirement (5 Point Max)</b>	<b>5</b>		<b>0</b>
		Meets requirement		No
	<b>Catalog Name/Year</b>	Frey Scientific 2013 Elementary and Science		Sargent-Welch 2012
	<b>Fixed Percentage Discount</b>	30%		33%
	<b>Exclusions to Discount</b>	No Discount on Frey Scientific Exclusive products with a prefix of N. Discount does not apply to any other school specialty Catalogs or Flyers		No discount on items with a catalog price ending in "9" (i.e., \$5.49, \$12.89, etc.) Will be charged net price.
<b>Total Points PART A Science Supplies: (50 Point Max)</b>		<b>39.58</b>	<b>Disqualified for Part A</b>	<b>39.40</b>

District School Board of Pasco County  
Tabulation Sheet

<b>RFP # 13-043-SB</b>		VWR Education/ d.b.a. Science Kit	WVE Education / d.b.a Wards Natural Science
<b>RFP Title: Science Supplies and Classroom Supplies Catalog Discount</b>			
<b>RFP Due Date/Time: October 8, 2012 @ 2:30 pm</b>		777 East Park Drive PO Box 5003	5100 West Henrietta Road PO Box 92912
<b>Board Meeting: December 18, 2012</b>		Tonawanda, NY 14151-5003	Rochester, NY 14692-9012
			<b>Quote # L210292-005</b>
<b>Part A Science Supplies and Equipment</b>			
<b>Category A</b>	<b>Cost: (15 Point Max)</b>	<b>12.47</b>	<b>11.00</b>
<b>Category B</b>	<b>Vendor Inventory (15 Point Max)</b>	<b>15</b>	<b>10</b>
	Number of items available	49	43
<b>Category C</b>	<b>References: (5 Point Max)</b>	<b>4.67</b>	<b>4.08</b>
<b>Category D</b>	<b>Minimum Order Requirements (5 Point Max)</b>	<b>5</b>	<b>5</b>
		No minimum order requirement	No minimum order requirement
<b>Category E</b>	<b>Delivery/Free Shipping Requirements (5 Point Max)</b>	<b>5</b>	<b>5</b>
		No minimums for free shipping. Excludes live materials, hazardous materials, items required to be shipped via motor freight, overnight, and two-way delivery	No minimums for free shipping. Excludes Vernier Brand labPro Probes & Sensors, RED Brand probes & Sensors, Bio-Rad brand products and special-order items.
<b>Category F</b>	<b>Customized Online Ordering Requirement (5 Point Max)</b>	<b>5</b>	<b>0</b>
		Meets requirement	No
	<b>Catalog Name/Year</b>	Science Kit 2012 and Science Kit Elementary 2012	Biology Chemistry 2011/Geology 2012 - 2013 Catalog will go into effect 1-1-2013
	<b>Fixed Percentage Discount</b>	15%	10%
	<b>Exclusions to Discount</b>	Any special orders, red items, vernier probeware, custom kits, publisher kits and their replacement parts are excluded from this discount. Designated catalog prices ending with a "9" will be excluded from discounting and will be shipped at the noted list price.	No discount on Vernier Brand labPro Probes & Sensors, RED Brand probes & Sensors, Bio-Rad brand products and special-order items.
<b>Total Points PART A Science Supplies: (50 Point Max)</b>		<b>47.13</b>	<b>35.08</b>

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<b>Board Meeting: December 18, 2012</b>		Port Richey, FL 34668	Lewisville, NC 27023	Carson, CA 90895
			<b>Quote # C-191</b>	<b>Quote # 58595</b>
<b>Part B Classroom Supplies and Equipment</b>				
<b>Category A</b>	<b>Cost: (15 Point Max)</b>	<b>15.00</b>	<b>10.63</b>	<b>9.26</b>
<b>Category B</b>	<b>Vendor Inventory (15 Point Max)</b>	<b>5.00</b>	<b>15</b>	<b>10</b>
	Number of items available	40	45	44
<b>Category C</b>	<b>References: (5 Point Max)</b>	<b>5.00</b>	<b>5.00</b>	<b>3.33</b>
<b>Category D</b>	<b>Minimum Order Requirements (5 Point Max)</b>	<b>5</b>	<b>5</b>	<b>5</b>
		No Minimum	No Minimum	No Minimum
<b>Category E</b>	<b>Delivery/Free Shipping Requirements (5 Point Max)</b>	<b>5</b>	<b>5</b>	<b>5</b>
		No Minimum	No minimum. Excludes next day air, 2nd day air, and K-Truck delivery services.	No Minimum
<b>Category F</b>	<b>Customized Online Ordering Requirement (5 Point Max)</b>	<b>5</b>	<b>5</b>	<b>5</b>
		Yes	Yes	Yes
	<b>Catalog Name/Year</b>	The Learning Station 2012	2012 Kaplan Early Learning Company	Lakeshore 2012, Lakeshore Elementary 2012-2013
	<b>Fixed Percentage Discount</b>	20%	15%	5%
	<b>Exclusions to Discount</b>	None	Not valid with any other sale offers, bids, quotes, coupons, or discounts. Excludes outdoor playground, parts, surfacing, or services of playgrounds, lofts, technology products, computers and accessories, curriculum, assessments, and screening materials. All about Ecers-R, All about ITERS-R, professional development, Tot Tree, RM Dance to Advance.	None
<b>Total Points PART B Classroom Supplies: (50 Point Max)</b>		<b>40.00</b>	<b>45.63</b>	<b>37.60</b>

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<b>Board Meeting: December 18, 2012</b>		Nashua, NH 03063	Hanover Park, IL 60133	Arlington Heights, IL 60004
		<b>Contract # C-022443802-F</b>	<b>Bid # 12290-0540</b>	
<b>Part B Classroom Supplies and Equipment</b>		<b>No Bid</b>	<b>Disqualified for Part B</b>	<b>No Bid</b>
<b>Category A</b>	<b>Cost: (15 Point Max)</b>			
<b>Category B</b>	<b>Vendor Inventory (15 Point Max)</b>			
	Number of items available			
<b>Category C</b>	<b>References: (5 Point Max)</b>			
<b>Category D</b>	<b>Minimum Order Requirements (5 Point Max)</b>			
<b>Category E</b>	<b>Delivery/Free Shipping Requirements (5 Point Max)</b>			
<b>Category F</b>	<b>Customized Online Ordering Requirement (5 Point Max)</b>			
	<b>Catalog Name/Year</b>			
	<b>Fixed Percentage Discount</b>			
	<b>Exclusions to Discount</b>			
<b>Total Points PART B Classroom Supplies: (50 Point Max)</b>		<b>No Bid</b>	<b>Disqualified for Part B</b>	<b>No Bid</b>

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<b>Board Meeting: December 18, 2012</b>		Tonawanda, NY 14151-5003	Rochester, NY 14692-9012
			<b>Quote # L210292-005</b>
<b>Part B Classroom Supplies and Equipment</b>		<b>Disqualified for Part B</b>	<b>No Bid</b>
<b>Category A</b>	<b>Cost: (15 Point Max)</b>		
<b>Category B</b>	<b>Vendor Inventory (15 Point Max)</b>		
	Number of items available		
<b>Category C</b>	<b>References: (5 Point Max)</b>		
<b>Category D</b>	<b>Minimum Order Requirements (5 Point Max)</b>		
<b>Category E</b>	<b>Delivery/Free Shipping Requirements (5 Point Max)</b>		
<b>Category F</b>	<b>Customized Online Ordering Requirement (5 Point Max)</b>		
	<b>Catalog Name/Year</b>		
	<b>Fixed Percentage Discount</b>		
	<b>Exclusions to Discount</b>		
<b>Total Points PART B Classroom Supplies: (50 Point Max)</b>		<b>Disqualified for Part B</b>	<b>No Bid</b>