

Carrollton-Farmers Branch Independent School District Executive Summary Report

Date	District Objective	Agenda Item #
November 3, 2011	Objective 1 – Continuously increase student achievement	III.B.9

Agenda Item: Consider RFP #11-10-051-1 for ESL/Bilingual Materials	
Summary:	
<p>This is an as needed contract which provides for the purchase of ESL/Bilingual Materials to be utilized by the ESL/Bilingual programs and campuses. Spending for this category was \$231,106.03 between November 2010 and August 2011 which indicates the need for this new RFP. A single one-year extension is allowed under the provisions of this RFP.</p> <p>Proposals were solicited from 51 vendors; responses were received from 40 vendors.</p> <p>ESL/Bilingual Department reviewed all proposals and based upon their evaluation, Administration recommends award to the 22 vendors listed below.</p>	
Benchmark Education Company	McGraw-Hill School Education Group
Brightpoint Literacy	Mondo Publishing
Cinco Puntos Press	National Educational Systems
Del Sol Books	National Geographic Learning/Cengage Learning
Delaney Educational Enterprises	Oxford University Press
DynaStudy	QEP Professional Books
ETA/Cuisenaire	Rainbow Book Company
Heinemann-Raintree Classroom	Renaissance Learning
Houghton Mifflin Harcourt Publishing Company	Santillana USA Publishing Company
Jade Distributing	Steps to Literacy
Lectorum Publications	Teacher's Discovery

Attachments:
Tabulation

Administrative Recommendation:
Administration recommends award of this contract to the vendors listed above.

Budget/Funding
2011-12 General Operating Budget

RFP # 11-10-051-1 ESL/Bilingual Materials

Company	% Discount off catalog price	Shipping charges
A Teacher's Aide	15%	Free Shipping.
Abrams Learning Trends	0%	Shipping & Handling is 10% with a minimum of \$8.00.
Benchmark Education Company	0%	Add 10% of subtotal to all orders.
Box Cars & One-Eyed Jacks	0% (Discounts are built into prices of all kits, etc.)	% charged on total of order or actual shipping charges. Most parcels ship Canada post.
Brightpoint Literacy	0%	For a single purchase order shipping to one location: Up to \$49.99 = \$5; \$50-\$2499 = 9%; \$2500-\$4999 = 8%; \$5000-\$9999 = 7%; \$10000-\$20000 = 5%.
Cambium Learning Group - Sopris	0%; Educator's discount included in catalog price.	Shipping & Handling charges are discounted based on order size. \$1-\$99.99 = 12% with \$4 minimum; \$100-\$99,999.99 = 10%; \$100,000-\$249,999.99 = 8%; \$250,000-\$499,999.99 = 6%; \$500,000-\$1,000,000 = 5%; >\$1,000,000 = 4%
Capstone	0%	Free shipping on hard cover reinforced library books.
Cinco Puntos Press	25%; Discount is applied to items which originate with Cinco Puntos Press.	Actual shipping charges (UPS usually)
Del Sol Books	20% off cover price	Free Shipping.
Delaney Educational Enterprises	0-30%	Free Shipping.
Developmental Studies Center	0%	Shipping is not reflected in product pricing. 9% of subtotal for orders under \$10000; 6% of subtotal for orders over \$10000.
DynaStudy	0%	Orders \$25-\$59.99 = \$8 flat fee, orders \$60+ = 8%.
ETA/Cuisenaire	6% off 2011 Literacy catalogs; catalog & internet items with "P" in the 3rd position of the item # are Sole Source & are excluded from the discount. CSCOPE Kits are also excluded from the discount.	All orders over \$100 are shipped UPS Ground, free of charge. Expedited shipping is available at additional cost.
Evan-Moor Corporation	5%; Discount does not apply to downloadable products: Interactive Whiteboard Applications, TeacherFileBox.com subscriptions, &/or eBooks.	Free Shipping.
Follett Library Resources	0-45%; See attached discount summary	Free Shipping.
Greenwood Publishing	0%	Shipping is a percentage of total order and is prepaid then added to invoice.
Heinemann Raintree Classroom	0%	Shipping: 10% on orders #2499.99 and under; 8% on orders over \$25000.
Houghton Mifflin Harcourt Publishing Company	0%	Shipping: under \$100 = \$10 minimum; \$100-\$2K = 10% of subtotal; \$2K-\$10K = 8% of subtotal; \$10K-\$50K = \$7.5 of subtotal; \$50K-\$100K = 7% of subtotal; \$100K-\$200K = 6% of subtotal; \$200K+ = 5% of subtotal.
Iversen Publishing	0%; Large orders can still attract a discount and are treated on a case by case basis.	5% of order price.
Jade Distributing	5%	Free Shipping.
Kamico Instructional Media	0%	Free Shipping.
The Learning Patch	15%; Testing materials, some special order teacher resource books, & clearance items are not discounted.	Free shipping for regular merchandise orders of \$100 or more, otherwise actual shipping charges apply.

RFP # 11-10-051-1 ESL/Bilingual Materials

Company	% Discount off catalog price	Shipping charges
Lectorum Publications	20%; Discount not reflected online. We offer a 20% discount off the publisher's list prices. This discount is already reflected in our catalog prices.	Free of charge for orders of \$5000 net or more; 8.95% will be added to orders of \$2000-\$4999.99 net; 10% will be added to orders of up to \$1999.99 net.
McGraw-Hill School Education Group	0%	Shipping & handling charges are additional & will be added to your invoice. Shipping terms are FOB shipping point.
Mondo Publishing	0%	Add 10% for orders \$1-\$500; 8% for orders \$500+.
National Educational Systems	10%	Free of charge for orders over \$250; 10% for orders under \$250.
National Geographic Learning, Cengage Learning	0%; 5-25% discount can be applied to certain classroom sets.	5-12% shipping & handling charges applied based on product ordered.
Newmark Learning	0%	Add 10% of subtotal to all orders.
Oxford University Press	20%	Free Shipping.
Pacific Learning	0%	10% for orders \$1-\$1999; 8% for orders \$2000+; Minimum order \$3.
Peoples Education	0%	Free Shipping.
QEP Professional Books	15%; Exceptions: select DVD/videos, select titles by Pearson Education receive 10% discount, & books designated as special order by QEP may not qualify for 15% discount.	Minimum shipping \$7; add 9% for orders over \$80; Free shipping available on volume orders-please contact representative.
Rainbow Book Company	25% off Publisher's List Price.	Free Shipping.
Renaissance Learning	0%; Volume discount may apply. The volume discount is based on total amount of invoice before shipping & processing fees are added; items already discounted do not qualify. In order to receive volume discounts all orders must arrive together in the same envelope for processing. Contact your Sales Rep. to discuss applicable volume discounts.	All prices are FOB Origin. Shipping charges do not apply to customer downloads or subscriptions. Appropriate shipping & processing fees are applied to orders based on weight of product, order destination, carrier fuel surcharges, & special handling/services used. Notify your sales rep. of these requests when placing your order. To determine appropriate shipping & processing fees, prior to placing your order, please contact your Sales Rep.
Riverside Publishing Company	0%; Items not specifically listed are not eligible for any quality discounts. Discounts are not available for distributed products. Discounts apply to same test, title, level, & form for materials purchased on a single purchase order & invoiced to a single address. Quantity discounts cannot be determined with any other discount.	Under \$100 = \$10 minimum; \$100-\$3,000 = 10% of subtotal; \$3,000.01-\$10,000 = 8% of subtotal; \$10,000.01-\$50,000 = 7.5% of subtotal; \$50,000.01-\$100,000 = 7% of subtotal; \$100,000.01-\$200,000 = 6% of subtotal; Over \$200,000.01 = 5% of subtotal.
Saddleback Educational Publishing	20%	Shipping is FOB Origin from our Costa Mesa, CA Warehouse- prepaid & added to invoice at a rate of 12% from subtotal or \$8, whichever is greater.
Santillana USA Publishing Company	0%	Price list for ESL/Bilingual materials include freight/shipping cost.
School Specialty	12% off Educator Price with items prefix of 8 or 9; 10% off List Price with items prefix of 6 or 7; Value Price will receive no additional discounts.	Free Shipping.
Steps to Literacy	5%	10% of order subtotal.
Teacher's Discovery	0%	12% of merchandise total.
Texas Educational Solutions	0%	Free Shipping.