

GENERAL MATERIALS OF INSTRUCTION

IFB #78500-153

October 2015

	School Specialty, Inc.	Unity Education Resources
Evaluation Market Basket Value	\$132.01	\$255.91
Discount from Catalog: First Year		
A Classroom and Office Supplies	32%	23%
B Awards and Incentives	32%	23%
C Arts and Crafts	32%	23%
D Early Childhood	32%	23%
E Instructional Materials	32%	23%
F Physical Education Supplies	32%	23%
G Technology Less than \$300	32%	20%
H Facilities Materials	32%	23%
I Furniture and Equipment Less than \$300	12%	23%

Discount Percentage increases after Year 1 if the total programs Net Sales increase.

	School Specialty, Inc.	Unity Education Resources
Discount from Catalog - Net Sales Exceed:	\$1,000,000.00	\$450,000.00
A Classroom and Office Supplies	33%	25%
B Awards and Incentives	33%	25%
C Arts and Crafts	33%	25%
D Early Childhood	33%	25%
E Instructional Materials	33%	25%
F Physical Education Supplies	33%	25%
G Technology Less than \$300	33%	22%
H Facilities Materials	33%	25%
I Furniture and Equipment Less than \$300	12%	25%

Discount from Catalog - Net Sales Exceed:	\$1,500,000.00	\$600,000.00
A Classroom and Office Supplies	34%	26%
B Awards and Incentives	34%	26%
C Arts and Crafts	34%	26%
D Early Childhood	34%	26%
E Instructional Materials	34%	26%
F Physical Education Supplies	34%	26%
G Technology Less than \$300	34%	23%
H Facilities Materials	34%	26%
I Furniture and Equipment Less than \$300	12%	26%

Lakeshore Learning Materials - Non-Responsive

It is recommended that the award for Material of Instruction be made to School Specialty, Inc. as the evaluated low responsive and responsible bidder.

Source of Funds: Various

Contract Period: Through December 31, 2018, plus three (3) one-year renewal options

Contract Value: \$377,000 (Wicomico Only)

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This is a Unit Price and Catalog Contract for General Materials of Instruction.

Wicomico County Public Schools served as the Lead Agent for this Mid-Atlantic Purchasing Team (MAPT) procurement. MAPT is the cooperative efforts of the members of the Baltimore Metro Council (BRCPC) and Metropolitan Washington Council of Governments (MW COG).

Historically, WCPS' MOI contract has been "piggy-backed" by the nine Eastern Shore of Maryland County Public Schools. The MAPT contract is a regional contract designed to serve Maryland, and the Washington D.C. area, including the adjacent Virginia schools.

The Contract documents allowed for award "In Total" to one responsive and responsible bidder.

Evaluation is net cost of the "Market Basket" and the "percentage discount from list" offered for all other items in published catalogs.

"Market Basket" – Evaluation Criteria:

- Top 73 high-volume products purchased throughout WCPS
- Vendor Catalog Prices by unit of measure requested
- Vendor totals for all items offered
- Alternates offered for products specified in Market Basket

Contract Value/Baseline: Based on the combined usage from July 1, 2014 thru June 30, 2015.

The combined historical usage for the three referenced initial participants was \$1,416,000:

- \$377,000 - Wicomico County Public Schools
- \$541,000 - Anne Arundel County Public Schools
- \$498,000 - Howard County Public Schools

YEAR 1 - Discount is 32%. Initial Contract Discount.

YEAR 2 – Discount estimate 33%. The combined total of the three counties initial participants should increase the discount to at least 33%.

YEAR 3 – Discount estimate 34%. The potential aggregate for additional Agencies and Counties to utilize this contract (BRCPC, MW COG, and the Eastern Shore) to reach the requirements for the 34% discount.

The IFB was advertised on eMarylandMarketplace.com and the WCBOE website

Sixty-three (63) Vendors received notification through eMarylandMarketplace, and five (5) Vendors notified via email.