

BALTIMORE COUNTY PUBLIC SCHOOLS BID TABULATION
BID NUMBER: JBO-722-19
BID NAME: OFFICE SUPPLIES

	W.B. MASON	RUDOLPHS OFFICE SUPPLIES	STAPLES	OFFICE DEPOT
TOTAL BID PRICE:	\$ 8,656,027.50	\$ 9,550,291.14	\$ 10,546,275.82	\$ 10,575,145.68
ESTIMATED 5 YEAR TOTAL	\$ 43,280,137.50	\$ 47,751,455.70	\$ 52,731,379.10	\$ 52,875,728.40
WORKSHEET 1- CORE LIST PRICING	\$ 3,741,595.91	\$ 4,902,619.38	\$ 4,330,606.82	\$ 5,534,555.98
WORKSHEET 2- NON-CORE PRODUCT PRICING	\$ 4,914,431.59	\$ 4,647,671.76	\$ 6,215,669.00	\$ 5,040,589.70
WORKSHEET 3 A- Annual volume increases to \$12.5 million	\$ 5,097,500.00	\$ 5,105,000.00	\$ 5,632,500.00	\$ 5,557,500.00
WORKSHEET 3 B- Annual volume increases to \$13.75 million	\$ 5,194,750.00	\$ 5,552,250.00	\$ 6,061,000.00	\$ 5,978,500.00
WORKSHEET 3 C- Annual volume increases to \$15.25 million	\$ 5,456,450.00	\$ 6,179,300.00	\$ 6,572,750.00	\$ 6,481,250.00

IMPORTANT: NO AWARD HAS BEEN MADE.

Award bidder(s) has not yet been identified. Complete evaluation of the bids by BCPS representatives will occur in the near future. The recommended award will be available in the Office of Purchasing after the completed evaluation. Bids will not be available for review by bidders at the bid opening. BCPS reserves the right to review all materials and present a recommendation to the Board of Education prior to bids being available for review. Bid documents will only be available for review after approval of the contract by the Board. Bidders may call the Office of Purchasing to set up a date and time for reviewing bid documents.

Work Sheet 1: Core List Pricing
Total

\$ 3,741,595.91

W.B. MASON JBO-722-19

Non-Core Categories	Worksheet 3 Program Growth Discount Percentages									
	Worksheet 2 Non-Core Product Pricing		Annual volume increases \$12.5 million			Annual volume increases \$13.75 million			Annual volume increases \$15.25 million	
	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost		
A. Ink and Toner	48.4%	\$ 1,658,791.39	51.2%	\$ 1,708,000.00	54.2%	\$ 1,763,300.00	56.2%	\$ 1,870,260.00		
B. General Office Supplies	67.4%	\$ 646,459.63	70.2%	\$ 633,250.00	73.2%	\$ 626,450.00	75.2%	\$ 642,940.00		
C. Paper	67.4%	\$ 504,192.90	70.2%	\$ 484,250.00	73.2%	\$ 479,050.00	75.2%	\$ 491,660.00		
D. Furniture	47.4%	\$ 499,536.94	50.2%	\$ 498,000.00	53.2%	\$ 514,800.00	55.2%	\$ 546,560.00		
E. Writing and Drafting Supplies	67.4%	\$ 302,221.56	70.2%	\$ 298,000.00	73.2%	\$ 294,800.00	75.2%	\$ 302,560.00		
F. Filing and Binding	67.4%	\$ 325,114.26	70.2%	\$ 335,250.00	73.2%	\$ 331,650.00	75.2%	\$ 340,380.00		
G. Technology and Computer Peripherals	44.4%	\$ 306,784.12	47.2%	\$ 330,000.00	50.2%	\$ 342,375.00	52.2%	\$ 364,475.00		
H. Cleaning & Breakroom Supplies	42.4%	\$ 409,983.55	45.2%	\$ 411,000.00	48.2%	\$ 427,350.00	50.2%	\$ 455,670.00		
I. Dated Goods	44.4%	\$ 79,262.25	47.2%	\$ 66,000.00	50.2%	\$ 68,475.00	52.2%	\$ 72,895.00		
J. Office Equipment	31.4%	\$ 46,465.52	34.2%	\$ 82,250.00	37.2%	\$ 86,350.00	39.2%	\$ 92,720.00		
K. Copy and Print Services	52.4%	\$ 34,787.03	55.2%	\$ 56,000.00	58.2%	\$ 57,475.00	60.2%	\$ 60,695.00		
L. Bottled Water	46.4%	\$ 11,819.87	49.2%	\$ 63,500.00	52.2%	\$ 65,725.00	54.2%	\$ 69,845.00		
M. Promotional Items	52.4%	\$ 11,545.86	55.2%	\$ 56,000.00	58.2%	\$ 57,475.00	60.2%	\$ 60,695.00		
Other: Catalog Discount for all										
N. other non-category items	36.4%	\$ 77,466.71	39.2%	\$ 76,000.00	42.2%	\$ 79,475.00	44.2%	\$ 85,095.00		
TOTAL		\$ 4,914,431.59		\$ 5,097,500.00		\$ 5,194,750.00		\$ 5,456,450.00		

TOTAL BID PRICE
(WORKSHEETS 1 and 2) \$ 8,656,027.50
X 5= ESTIMATED (5) YEAR
TOTAL \$ 43,280,137.50

Worksheet 4: Money/Gift Card Purchasing Program

Single Order Value	Discount
\$1-\$10,000	0.0%
\$10,001-\$50,000	0.5%
\$50,001-\$100,000	0.5%
\$100,001-\$250,000	1.0%
\$250,001-\$500,000	1.0%
\$500,001-\$750,000	1.0%
\$750,001-\$999,999	1.0%
Above \$1,000,000	1.25%

Work Sheet 1: Core List Pricing

RUDOLPH'S OFFICE SUPPLY JBO-722-19

Total \$ 4,902,619.38

Non-Core Categories	Worksheet 3 Program Growth Discount Percentages							
	Worksheet 2 Non-Core Product Pricing		Annual volume increases \$12.5 million		Annual volume increases \$13.75 million		Annual volume increases \$15.25 million	
	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost
A. Ink and Toner	44%	\$ 1,800,238.72	44%	\$ 1,960,000.00	44%	\$ 2,156,000.00	44%	\$ 2,391,200.00
B. General Office Supplies	72%	\$ 555,241.40	72%	\$ 595,000.00	72%	\$ 654,500.00	72%	\$ 725,900.00
C. Paper	82%	\$ 278,388.72	82%	\$ 292,500.00	82%	\$ 321,750.00	82%	\$ 356,850.00
D. Furniture	70%	\$ 284,907.00	70%	\$ 300,000.00	70%	\$ 330,000.00	70%	\$ 366,000.00
E. Writing and Drafting Supplies	54%	\$ 426,447.60	54%	\$ 460,000.00	54%	\$ 506,000.00	54%	\$ 561,200.00
F. Filing and Binding	68%	\$ 319,130.56	68%	\$ 360,000.00	68%	\$ 396,000.00	68%	\$ 439,200.00
G. Technology and Computer Peripherals	40%	\$ 331,062.00	42%	\$ 362,500.00	43%	\$ 391,875.00	44%	\$ 427,000.00
H. Cleaning & Breakroom Supplies	44%	\$ 398,595.12	46%	\$ 405,000.00	47%	\$ 437,250.00	48%	\$ 475,800.00
I. Dated Goods	50%	\$ 71,279.00	52%	\$ 60,000.00	53%	\$ 64,625.00	54%	\$ 70,150.00
J. Office Equipment	20%	\$ 54,187.20	22%	\$ 97,500.00	53%	\$ 64,625.00	24%	\$ 115,900.00
K. Copy and Print Services	82%	\$ 13,154.76	84%	\$ 20,000.00	85%	\$ 20,625.00	86%	\$ 21,350.00
L. Bottled Water	40%	\$ 13,231.20	42%	\$ 72,500.00	43%	\$ 78,375.00	44%	\$ 85,400.00
M. Promotional Items	82%	\$ 4,366.08	84%	\$ 20,000.00	85%	\$ 20,625.00	86%	\$ 21,350.00
Other: Catalog Discount for all								
N. other non-category items	20%	\$ 97,442.40	20%	\$ 100,000.00	20%	\$ 110,000.00	20%	\$ 122,000.00
TOTAL		\$ 4,647,671.76		\$ 5,105,000.00		\$ 5,552,250.00		\$ 6,179,300.00

TOTAL BID PRICE
(WORKSHEETS 1 and 2) \$ 9,550,291.14
X 5= ESTIMATED (5) YEAR
TOTAL \$ 47,751,455.70

Worksheet 4: Money/Gift Card Purchasing Program

Single Order Value	Discount
\$1-\$10,000	0%
\$10,001-\$50,000	2.50%
\$50,001-\$100,000	5%
\$100,001-\$250,000	7.5%
\$250,001-\$500,000	10%
\$500,001-\$750,000	12.5%
\$750,001-\$999,999	15%
Above \$1,000,000	15%

Work Sheet 1: Core List Pricing
Total

\$ 4,330,606.82

STAPLES JBO-722-19

Non-Core Categories	Worksheet 3 Program Growth Discount Percentages									
	Worksheet 2 Non-Core Product Pricing		Annual volume increases \$12.5 million		Annual volume increases \$13.75 million		Annual volume increases \$15.25 million			
	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost		
A. Ink and Toner	41%	\$ 1,896,680.00	42%	\$ 2,030,000.00	43%	\$ 2,194,500.00	44%	\$ 2,391,200.00		
B. General Office Supplies	69%	\$ 614,732.00	70%	\$ 637,500.00	71%	\$ 677,875.00	72%	\$ 725,900.00		
C. Paper	72%	\$ 433,049.00	73%	\$ 438,750.00	74%	\$ 464,750.00	75%	\$ 495,625.00		
D. Furniture	44%	\$ 531,826.00	45%	\$ 550,000.00	46%	\$ 594,000.00	47%	\$ 646,600.00		
E. Writing and Drafting Supplies	69%	\$ 287,389.00	70%	\$ 300,000.00	71%	\$ 319,000.00	72%	\$ 341,600.00		
F. Filing and Binding Technology and Computer	69%	\$ 309,158.00	70%	\$ 337,500.00	71%	\$ 358,875.00	72%	\$ 384,300.00		
G. Peripherals	40%	\$ 331,062.00	41%	\$ 368,750.00	42%	\$ 398,750.00	43%	\$ 434,625.00		
H. Cleaning & Breakroom Supplies	40%	\$ 427,066.00	41%	\$ 478,500.00	42%	\$ 478,500.00	43%	\$ 521,550.00		
I. Dated Goods	69%	\$ 44,193.00	70%	\$ 39,875.00	71%	\$ 39,875.00	72%	\$ 42,700.00		
J. Office Equipment	40%	\$ 40,640.00	41%	\$ 79,750.00	42%	\$ 79,750.00	43%	\$ 86,925.00		
K. Copy and Print Services	0%	\$ 73,082.00	0%	\$ 125,000.00	0%	\$ 137,500.00	0%	\$ 152,500.00		
L. Bottled Water	40%	\$ 13,231.00	41%	\$ 73,750.00	42%	\$ 79,750.00	43%	\$ 86,925.00		
M. Promotional Items	0%	\$ 24,256.00	0%	\$ 125,000.00	0%	\$ 137,500.00	0%	\$ 152,500.00		
Other: Catalog Discount for all other non-category items	25%	\$ 91,352.00	26%	\$ 92,500.00	27%	\$ 100,375.00	28%	\$ 109,800.00		
TOTAL		\$ 6,215,669.00		\$ 5,632,500.00		\$ 6,061,000.00		\$ 6,572,750.00		

**TOTAL BID PRICE (WORKSHEETS
1 and 2)** \$ 10,546,275.82
**X 5= ESTIMATED (5) YEAR
TOTAL** \$ 52,731,379.10

**Worksheet 4: Money/Gift
Card Purchasing Program**

Single Order Value	Discount
\$1-\$10,000	6%
\$10,001-\$50,000	TBD
\$50,001-\$100,000	TBD
\$100,001-\$250,000	TBD
\$250,001-\$500,000	TBD
\$500,001-\$750,000	TBD
\$750,001-\$999,999	TBD
Above \$1,000,000	TBD

Work Sheet 1: Core List Pricing
Total

\$ 5,534,555.98

OFFICE DEPOT JBO-722-19

Non-Core Categories	Worksheet 3 Program Growth Discount Percentages								
	Worksheet 2 Non-Core Product Pricing		Annual volume increases \$12.5 million			Annual volume increases \$13.75 million		Annual volume increases \$15.25 million	
	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost	Discount	Net Cost	
A. Ink and Toner	45%	\$ 1,768,091.60	46%	\$ 1,890,000.00	47%	\$ 2,040,500.00	48%	\$ 2,220,400.00	
B. General Office Supplies	73%	\$ 535,411.35	74%	\$ 552,500.00	75%	\$ 584,375.00	76%	\$ 622,200.00	
C. Paper	70%	\$ 463,981.20	71%	\$ 471,250.00	72%	\$ 500,500.00	73%	\$ 535,275.00	
D. Furniture	40%	\$ 569,814.00	41%	\$ 590,000.00	42%	\$ 638,000.00	43%	\$ 695,400.00	
E. Writing and Drafting Supplies	70%	\$ 278,118.00	71%	\$ 290,000.00	72%	\$ 308,000.00	73%	\$ 329,400.00	
F. Filing and Binding Technology and Computer	75%	\$ 249,320.75	76%	\$ 270,000.00	77%	\$ 284,625.00	78%	\$ 301,950.00	
G. Peripherals Cleaning & Breakroom	45%	\$ 303,473.50	46%	\$ 337,500.00	47%	\$ 364,375.00	48%	\$ 396,500.00	
H. Supplies	20%	\$ 569,421.60	21%	\$ 592,500.00	22%	\$ 643,500.00	23%	\$ 704,550.00	
I. Dated Goods	65%	\$ 49,895.30	66%	\$ 42,500.00	67%	\$ 43,375.00	68%	\$ 48,800.00	
J. Office Equipment	40%	\$ 40,640.40	41%	\$ 73,750.00	42%	\$ 79,750.00	43%	\$ 86,925.00	
K. Copy and Print Services	0%	\$ 73,082.00	0%	\$ 125,000.00	0%	\$ 137,500.00	0%	\$ 152,500.00	
L. Bottled Water	20%	\$ 17,641.60	21%	\$ 98,750.00	22%	\$ 107,250.00	23%	\$ 117,425.00	
M. Promotional Items	0%	\$ 24,256.00	0%	\$ 125,000.00	0%	\$ 137,500.00	0%	\$ 152,500.00	
Other: Catalog Discount for all N. other non-category items	20%	\$ 97,442.40	21%	\$ 125,000.00	22%	\$ 107,250.00	23%	\$ 117,425.00	
TOTAL		\$ 5,040,589.70		\$ 5,557,500.00		\$ 5,978,500.00		\$ 6,481,250.00	

TOTAL BID PRICE
(WORKSHEETS 1 and 2) \$ 10,575,145.68
X 5= ESTIMATED (5) YEAR
TOTAL \$ 52,875,728.40

**Worksheet 4: Money/Gift
Card Purchasing Program**

Single Order Value	Discount
\$1-\$10,000	0%
\$10,001-\$50,000	3%
\$50,001-\$100,000	5%
\$100,001-\$250,000	8%
\$250,001-\$500,000	9%
\$500,001-\$750,000	12%
\$750,001-\$999,999	15%
Above \$1,000,000	15%