

MEMORANDUM

TO: All Campuses and Departments

FROM: Emily Garza, Director of Purchasing

SUBJECT: ACHIEVEMENT, APTITUDE AND ASSESSMENT TESTING, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-037

The Board of Education on August 27, 2018 awarded Achievement, Aptitude and Assessment Testing, Equipment, Services and Supplies Catalog Bid for the 2018-2019 school year. The bid was awarded to the following vendors:

Barnes & Noble Booksellers, Inc. (Corporate)	NCS Pearson, Inc. (Clinical Assessment)
Barnes & Noble Booksellers, Inc. (Northcross)	Peoples Education Inc. (d.b.a. Mastery Education)
Barnes & Noble Booksellers, Inc. (Palms Crossing)	PRO-ED, Inc.
Copy Plus	Rally! Education
ECS Learning Systems Inc.	Renaissance Learning, Inc.
Houghton Mifflin Harcourt Publishing Co.	SchoolCity, Inc.
Imagination Station (d.b.a. Istation)	Scantron Corporation
KAMICO Instructional Media, Inc.	School Specialty, Inc.
Liberty Source, L.P.	Specialized Assessment & Consulting
Mentoring Minds, L.P.	Teaching Strategies, LLC
NCS Pearson, Inc. (Classroom Assessment)	

The following criteria may be used when purchasing from the awarded vendors mentioned above:

- All school campuses will receive a company catalog.
- All achievement, aptitude and assessment testing, equipment, services and supplies purchases are to be made solely from the awarded vendors mentioned above.

Please review tabulation for contact name, address, telephone numbers and discount (%) offered.

If you have any questions on the approved vendors listed above, please feel free to contact me at (956) 354-2000.

Sincerely,

Emily Garza

Director of Purchasing

PHARR-SAN JUAN-ALAMO I.S.D.
ACHIEVEMENTS, APTITUDE AND ASSESSMENT TESTING, EQUIPMENT, SERVICES AND SUPPLIES
CATALOG BID # 17-18-037
BID OPENED: APRIL 16, 2018 @ 2:30P.M.

QUESTION:	VENDORS				
	Barnes & Noble Booksellers, Inc. (Palm Crossing)	Barnes & Noble Booksellers, Inc. (Northcross)	Copy Plus	ECS Learning Systems, Inc.	Houghton Mifflin Harcourt Publishing Co.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	0-25% off Price List 0-25% off Price List NA NA	0-25% off Price List 0-25% off Price List NA NA	0-80% 0-80% 0-80% 0-80%	0% 25% NA Call for Volume Discount	0% 0% NA NA
What month and year is your current catalog published?	NA	NA	JAN-DEC- 2018	2018	NR
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	YES	YES	YES	YES	NO
Are your catalogs guaranteed through 8/31/2019 with discounts to be taken from your printed 2018 Catalog price? Yes / No	YES	YES	YES	YES	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	McAllen, TX Katrina Flores/Palm Crossing 956-686-4231 NA 956-631-0438 crm2311@bn.com	McAllen, TX Shelby Rivera/Northcross 956-683-7773 NA 956-683-7710 crm2119@bn.com	McAllen, TX Luis Servin 956-668-7587 NA 956-668-7590 luis.servin@copyplsonline.net	McAllen, TX Karla Velasco 956-607-5509 956-607-5509 NR kstaarm@gmail.com	San Benito, TX Yolanda Cortez NR 956-459-5306 956-720-0870 yolanda.cortez@hnhco.com
What is the e-mail address for all Purchase Orders to be sent to?	crm2311@bn.com	crm2119@bn.com	mike@copyplsonline.net	customercare@ecslearningsystems.com	k12orders@hnhco.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	NO	NO	YES \$10
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO \$0 for shipping unless expedited is requested	\$0 for shipping unless expedited is requested	NO	YES Varies	YES 10.5%
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES

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	Barnes & Noble Booksellers, Inc. (Palm Crossing)	Barnes & Noble Booksellers, Inc. (Northcross)	Copy Plus	ECS Learning Systems, Inc.	Houghton Mifflin Harcourt Publishing Co.
What would be the delivery time once a purchase order is received? Number of Days: _____	7-10 Business days	7-10 Business days	5-7 BUSINESS DAY	If items in stock 3-4 Business Days	45 days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	NA	NA	\$10	\$0	NA
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Materials are charged: a. At Cost b. Marked Up by (cost plus) % c. Price per square foot d. Price per yard e. Price per linear foot f. Other, please explain	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA

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QUESTION:	VENDORS				
	Imagination Station (d.b.a. iStation)	Kamico Instructional Media, Inc.	Liberty Source, L.P.	Mentoring Minds, L.P.	NCS Pearson, Inc. (Classroom Assessment)
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 0% NA NA	0-15% 0-15% 0-15% 0-15%	0% 25% NR NR	NA 0-29% NA 0-29%	0% 0% NA 0%
What month and year is your current catalog published?	NR	Aug-17	2016		Jan-18
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	NR	YES	YES	NA	NO
Are your catalogs guaranteed through 8/31/2019 with discounts to be taken from your printed 2018 Catalog price? Yes / No	YES	YES	YES	NO	NO Pricing subject to change with annual catalogs published
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	San Antonio, TX Sean Galvan 866-883-7323 x 4912 210-326-7296 214-291-5534 sgalvan@istation.com	Salado, TX Kathy Michael 254-947-7283 512-751-0552 254-947-7284 kmichael@kamico.com	Austin, TX Susan Skaggs 512-433-2119 512-433-2119 512-416-8200 susan@libertysource.com	San Antonio, TX Matthew Reveley 855-855-3893 210-274-5642 800-838-8186 matt@mentoringminds.com	Steve Pace 903-278-6312 NA 800-232-1223 steve.pace@pearson.com
What is the e-mail address for all Purchase Orders to be sent to?	info@istation.com	orders@kamico.com	ap@libertysource.com	orders@mentoringminds.com	https://support.pearson.com/getsupport/s/clinicalproductsupportform
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	NO	YES Some materials require a minimum quantity	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO	YES 10% of total order amount	YES-Varies for both companies
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES

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	Imagination Station (d.b.a. iStation)	Kamico Instructional Media, Inc.	Liberty Source, L.P.	Mentoring Minds, L.P.	NCS Pearson, Inc. (Classroom Assessment)
What would be the delivery time once a purchase order is received? Number of Days: _____	2-3 Business days	2-3 ARO	1 Business days	7-10 Business days	10-15 Business days ARO
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	YES 10%
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	NR	\$0	NR	\$0	YES, some may vary
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Materials are charged: a. At Cost b. Marked Up by (cost plus) % c. Price per square foot d. Price per yard e. Price per linear foot f. Other, please explain	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA

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QUESTION:	NCS Pearson, Inc. (Clinical Assessment)	People Education Inc. (d.b.a. Mastery Education)	Pro-Ed, Inc.	RALLY! Education	Renaissance Learning, Inc.
	Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	0% 0% NA 0%	0% 0% 0% 0%	0% 0% 0% 0%	0% 0% 0% 0%
What month and year is your current catalog published?	Jan-18	Aug 2017 to May 2018	Mar-18	Sep-17	Mar-18
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	NO	YES	NO	YES	NO
Are your catalogs guaranteed through 8/31/2019 with discounts to be taken from your printed 2018 Catalog price? Yes / No	NO Pricing subject to change with annual catalogs published	YES	NO	YES	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Woodlands, TX Anise Flowers 936-321-7663 NA 800-232-1223 anise.flowers@pearson.com	TX South Region Fred Paniagua 830-352-0396 830-352-0396 201-712-0045 f_paniagua@att.net	Austin, TX NR 800-897-3202 NR 800-397-7633 info@proedinc.com	Glenhead, NY Fran Mure 516-671-9300 NA 516-671-7900 fran@rallyeducation.com	Central Wisconsin Maria Morgen 877-234-5631 NA 866-558-4056 maria.morgen@renaissance.com
What is the e-mail address for all Purchase Orders to be sent to?	https://support.pearson.com/getsupport/s/clinicalproductsupportform	bdexter@masteryeducation.com	info@proedinc.com	orders@rallyeducation.com	maria.morgen@renaissance.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery? Yes / No	NO	YES	NO	NO	YES
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	YES-Varies for both companies	YES Varies	YES 10%	NO	YES-Varies
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	NO

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QUESTION:					
	NCS Pearson, Inc. (Clinical Assessment)	People Education Inc. (d.b.a. Mastery Education)	Pro-Ed, Inc.	RALLY! Education	Renaissance Learning, Inc.
What would be the delivery time once a purchase order is received? Number of Days: _____	10-15 Business days ARO	7-14 Business days ARO 7-72 hrs /digital	10-15 Business days	5-7 Business days	7-10 Business days-ARO
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	YES 10%	NO	NO	NO	YES-Varies
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	YES, some may vary 10%	Varies	10% / 15% /20%	NA	NA
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Materials are charged: a. At Cost b. Marked Up by (cost plus) % c. Price per square foot d. Price per yard e. Price per linear foot f. Other, please explain	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA	NA NA NA NA NA NA

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	SchoolCity, Inc.	Scantron Corporation	School Specialty, Inc.	Specialized Assessment & Consulting	Teaching Strategies, LLC
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NR 10% NR NR	0% 0% 0% 0%	NA 35% off on Supplies 14% off Furniture NA	0% 0% 0% 0%	0% 0% 0% 0%
What month and year is your current catalog published?	Jan-18	www.scantron.com	Jan-18	NR	Oct-17
Are your shelf prices guaranteed from September 1, 2018 to August 31, 2019?	YES	NO Prices are subject to change	NO	NR	YES
Are your catalogs guaranteed through 8/31/2019 with discounts to be taken from your printed 2018 Catalog price? Yes / No	YES	NO Prices are subject to change	NO	NR	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Santa Clara, CA SchoolCity, Inc. 425-844-1663 NR 650-963-3384 sc-rfp@schoolcity.com	Eagan, MN Moises Llamas / Mary Upson 800-722-6876 NR 800-776-6644 customerservice@scantron.com	McAllen, TX Ben Plata 956-683-8624 956-454-6754 888-388-6344 ben.plata@schoolspecialty.com	Houston, TX Ellen Stack 346-240-1000 713-677-4732 281-754-4845 ellen.stack@specializedtx.com	Colleyville, TX Twyla Kerlee, 301-634-0818 x 1033 817-751-1370 301-657-0250 twyla.k@teachingstrategies.com
What is the e-mail address for all Purchase Orders to be sent to?	contracts@schoolcity.com	customerservice@scantron.com	orders@schoolspecialty.com	frontdesk@specializedtx.com	revops@teachingstrategies.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	YES	Please call for details.	YES	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	Please call for freight quote.	VARIES	NO	YES 7%
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	Please note this requirement on P.O.	YES	NR	YES

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	SchoolCity, Inc.	Scantron Corporation	School Specialty, Inc.	Specialized Assessment & Consulting	Teaching Strategies, LLC
What would be the delivery time once a purchase order is received? Number of Days: _____	3-6 Weeks	Within 5-10 Business days For all other products-call	7-30 Days-ARO Depends on items ordered	NR	5 Business Days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	YES 15%	YES VARIES	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	SchoolCity, Inc. provides online Software, there is nothing to ship	Freight pre-paid and added to invoice	\$49 TO ONE LOCATION VARIES	NR	0%
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA
Materials are charged:					
a. At Cost	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA