



FAYETTE COUNTY PUBLIC SCHOOLS

**Executive Summary  
Fayette County Public Schools Board Meeting  
Agenda Item**

**MEETING:** Regular

**DATE:** 9/16/2016

**TOPIC:** Award of Bids/Proposals

**PREPARED BY:** Matt Moore, Purchasing

**Recommended Action on:** 9/26/2016

**Action Item for Vote (REGULAR MEETING)**

**Superintendent Prior Approval:** No

**Recommendation/Motion:** Approve the award recommendations for the listed bids, RFP's and extensions.

**Background/Rationale:** A summary of bids/proposals and any bid extensions submitted from the Purchasing Department for approval.

**Policy:** KRS 45A.365, KRS 45A.370

**Fiscal Impact:** Included in attachment

**Attachments(s):** Award of Bids/Proposals

**AN EQUAL OPPORTUNITY SCHOOL DISTRICT**

Board of Education: Melissa Bacon, Chair • Amanda Ferguson, Vice Chair • Douglas Barnett • Daryl Love • Raymond Daniels

Superintendent Emmanuel Caulk

701 East Main Street, Lexington, Kentucky 40502 • Phone: 859.381.4100 • [www.fcps.net](http://www.fcps.net)

**Mailing Address:** 1126 Russell Cave Rd., Lexington, Kentucky 40505

## **AWARD OF BIDS/PROPOSALS**

The following is a summary of bids/proposals submitted from the Purchasing Department for approval.

### **BIDS/PROPOSALS**

| <b>BID</b>  | <b>MAILING ROSTER</b>                                     | <b>DEPARTMENT</b>        | <b>RESPONSE<br/>– NUMBER<br/>RECEIVED</b> |
|---|---|--------------------------|---|
| 1. Bid 33-16 Library Books/ Pre-bound Library Books/E-books             | 1. TSMSSDC<br>2. Lexington Commerce<br>3. Economic Engine | Media Services           | 24  |
| 2. Bid 34-16 Calculators  | 1. Commerce Lexington<br>2. TSMSSDC<br>3. Economic Engine | Warehouse/<br>Purchasing | 9   |
| 3. Bid 36-16 Copy Paper   | 1. Commerce Lexington<br>2. TSMSSDC<br>3. Economic Engine | Warehouse/<br>Printing   | 6   |
| 4. Bid 40-16 Athletic-Physical Education Supplies                       | 1. Commerce Lexington<br>2. TSMSSDC<br>3. Economic Engine | Athletics/<br>Purchasing | 12  |
| 5. RFP 43-16 Study of Available Disadvantaged Business and Goal Setting | 1. Commerce Lexington<br>2. TSMSSDC<br>3. Economic Engine | Economic<br>Development  | 1   |

## **AWARD OF BIDS/PROPOSALS**

### **1. Bid 33-16 Library Books/ Pre-bound Library Books/E-books**

#### **BACKGROUND AND RATIONALE:**

A large amount of funds are allocated to replace lost titles, as well as purchase new fiction and non-fiction titles. Library books and pre-bound library books are bid so school libraries may receive a discounted price in merchandise, database records, processing and shipping.

Vendor: The following bidders received specifications and have bid on the indicated contract:

#### **Key to Markings** **### Recommended Bid Award (Multiple Award)**

| <b><u>Company</u></b>                             | <b><u>Percentage Discount</u></b> |
|---|-----------------------------------|
| <b><u>ABDO ###</u></b>                            |                                   |
| <u>Library Bound Books</u>                        | 30%                               |
| <u>e-books</u>                                    | 30%                               |
| <b><u>Avanti Enterprises. ###</u></b>             |                                   |
| <u>Library Bound Books</u>                        | 21%                               |
| <u>Publishers Hardcover Books</u>                 | 42%                               |
| <u>Trade Paperbacks</u>                           | 30%                               |
| <u>Prebound Books</u>                             | 25% off list price                |
| <u>e-books</u>                                    | 0% off                            |
| <b><u>Baker &amp; Taylor, Inc.</u></b>            | No Bid                            |
| <b><u>Bearport Publishing</u></b>                 |                                   |
| <u>Library Bound Books</u>                        | 25%                               |
| <u>e-books</u>                                    | 25%                               |
| <b><u>Bound to Stay Bound Books, Inc. ###</u></b> |                                   |
| <u>Prebound Books</u>                             | 30% off list price                |
| <b><u>Capstone Publishers ###</u></b>             |                                   |
| <u>Library Bound Books</u>                        | 30 % off list price               |
| <b><u>Davidson Titles, Inc. ###</u></b>           |                                   |
| <u>Library Bound Books</u>                        | 0- 40%                            |
| <u>Publishers Hardcover Books</u>                 | 0- 40%                            |
| <u>Trade Paperbacks</u>                           | 0- 40%                            |
| <u>Prebound Books</u>                             | 30% off list price                |
| <u>e-books</u>                                    | Up to 25% off                     |
| <b><u>Follett School Solutions ###</u></b>        |                                   |

|                                   |    |
|-----------------------------------|----|
| <u>Library Bound Books</u>        | 7% |
| <u>Publishers Hardcover Books</u> | 7% |
| <u>Trade Paperbacks</u>           | 7% |
| <u>Prebound Books</u>             | 7% |
| <u>e-books</u>                    | 7% |

#### **Gumdrop Books ###**

|                                   |        |
|-----------------------------------|--------|
| <u>Library Bound Books</u>        | 0- 70% |
| <u>Publishers Hardcover Books</u> | 0- 70% |
| <u>Trade Paperbacks</u>           | 0- 40% |
| <u>e-books</u>                    | 0-70%  |

#### **Mackin Educational Resources ###**

|                                   |           |
|-----------------------------------|-----------|
| <u>Library Bound Books</u>        | up to 45% |
| <u>Publishers Hardcover Books</u> | up to 45% |
| <u>Trade Paperbacks</u>           | up to 45% |
| <u>Prebound Books</u>             | up to 45% |
| <u>e-books</u>                    | up to 45% |

#### **Junior Library Guild ###**

|                            |        |
|----------------------------|--------|
| <u>Library Bound Books</u> | 0- 75% |
| <u>Trade Paperbacks</u>    | 0- 75% |
| <u>e-books</u>             | 0%     |

#### **Rainbow Book Company ###**

|                                   |                      |
|-----------------------------------|----------------------|
| <u>Library Bound Books</u>        | 25% off list price   |
| <u>Publishers Hardcover Books</u> | 25% off list price   |
| <u>Trade paperbacks</u>           | 0-10% off list price |
| <u>Prebound Books</u>             | 25% off list price   |
| <u>e-books</u>                    | 25% off              |

#### **Rosen Publishing ###**

|                            |     |
|----------------------------|-----|
| <u>Library Bound Books</u> | 25% |
| <u>e-books</u>             | 25% |

#### **Lerner Publishing Group ###**

|                                   |                    |
|-----------------------------------|--------------------|
| <u>Library Bound Books</u>        | 25% off list price |
| <u>Publishers Hardcover Books</u> | 25% off list price |
| <u>Trade paperbacks</u>           | 0% off list price  |
| <u>e-books</u>                    | 25% off            |

#### **Gale Cengage ###**

|                                   |        |
|-----------------------------------|--------|
| <u>Library Bound Books</u>        | varies |
| <u>Publishers Hardcover Books</u> | varies |
| <u>Trade paperbacks</u>           | varies |
| <u>e-books</u>                    | varies |

#### **Ebsco ###**

|                |           |
|----------------|-----------|
| <u>e-books</u> | 0-25% off |
|----------------|-----------|

#### **Penworthy Company**

|                            |                    |
|----------------------------|--------------------|
| <u>Library Bound Books</u> | 25% off list price |
| <u>Prebound Books</u>      | 25% off list price |



**Perma Bound Books ###**

|                                   |                   |
|-----------------------------------|-------------------|
| <u>Library Bound Books</u>        | 5% off list price |
| <u>Publishers Hardcover Books</u> | 5% off list price |
| <u>Trade paperbacks</u>           | 5% off list price |
| <u>Prebound Books</u>             | 5% off list price |
| <u>e-books</u>                    | 5% off            |

**Overtime**

|                |    |
|----------------|----|
| <u>e-books</u> | 0% |
|----------------|----|

**J. Appleseed Publishers' Co-op**

|                            |     |
|----------------------------|-----|
| <u>Library Bound Books</u> | 30% |
| <u>e-books</u>             | 0%  |

**Oxford University Press**

|                |     |
|----------------|-----|
| <u>e-books</u> | 10% |
|----------------|-----|

**Recorded Books**

|                |        |
|----------------|--------|
| <u>e-books</u> | varies |
|----------------|--------|

**Scholastic Inc**

|                |        |
|----------------|--------|
| <u>e-books</u> | varies |
|----------------|--------|

**Scholastic Library Publishing ###**

|                                   |                    |
|-----------------------------------|--------------------|
| <u>Library Bound Books</u>        | 30% off list price |
| <u>Publishers Hardcover Books</u> | 40% off list price |

**Contract Period: Beginning October 1, 2016 and ending September 30, 2017**

**PROPOSAL:**

| <b>Item</b>   | <b>Amount</b>  | <b>Funding Source</b>                       | <b>Recurring/ Nonrecurring</b> | <b>Measurable Expected Impact and Timeline</b>   |
|---------------|--|---|--------------------------------|--|
| Library Books | Last year's Expenditure was approximately \$400,000.00 | Individual School Accounts; Title 1 Funding | Recurring                      | Contract to provide library books to school libraries to continue the educational process without interruption |

**STAFF CONTACT:**

Joni Maloney, Library Resource Specialist

**POLICY REFERENCE:**

KRS 45A.365

**RECOMMENDATION:**

A motion is in order to:  
 "Accept bids submitted from ABDO, Bound to Stay Bound Books, Capstone, Davidson Titles, EBSCO, Follett School Solutions, Gale-Cengage, Gumdrop Books, Junior Library Guild, Lerner Publishing, Mackin Educational Resources, Perma-Bound Books, Rainbow Book Company, Rosen Publishing, Scholastic Library Publishing, Avanti Enterprises.."

## 2. Bid 34-16 Calculators

This bid is to establish a fixed price for the most popular calculators used by schools. Since the aggregate amount of calculators purchased was over \$20,000 last year a sealed bid was advertised to meet Kentucky Model Procurement states.

Vendor: The following bidders received specifications and have bid on the indicated contract:

**Key to Markings**  
**### Recommended Bid Award**

|   | <u>Price</u>   |
|---|----------------|
| 1. TI84PLSEcolorTPK (EZ spot teacher 10 pack)                     |                |
| MaxiAids  | No Bid         |
| Fisher Scientific   | No Bid         |
| Lakeshore Learning  | No Bid         |
| Nasco   | No Bid         |
| School Specialty  | No Bid         |
| Scantex Business Systems  | No Bid         |
| D & H Distributing  | No Bid         |
| AFP Industries  | No Bid         |
| Hurst Office Supplies   | \$1,189.99 ### |
| 2. TI84plus C Silver (Ti 84 plus color graphic silver) Individual |                |
| MaxiAids  | No Bid         |
| Fisher Scientific   | No Bid         |
| Lakeshore Learning  | No Bid         |
| Nasco   | No Bid         |
| School Specialty  | \$148.16       |
| Scantex Business Systems  | No Bid         |
| D & H Distributing  | No Bid         |
| AFP Industries  | No Bid         |
| Hurst Office Supplies   | \$129.99 ###   |
| 3. TI Nspire CX TPK (EZ spot teacher 10 pack)                     |                |
| MaxiAids  | \$1,527.91     |
| Fisher Scientific   | \$1,743.59     |
| Lakeshore Learning  | No Bid         |
| Nasco   | \$1,660.56     |
| School Specialty  | \$1,707.56     |
| Scantex Business Systems  | \$1,302.50 ### |
| D & H Distributing  | \$1,308.00     |
| AFP Industries  | \$1,305.60     |
| Hurst Office Supplies   | No Bid         |
| 4. TI Nspire CX (Individual calculator)                           |                |
| MaxiAids  | \$176.37       |
| Fisher Scientific   | \$160.26       |

|                          |              |
|--------------------------|--------------|
| Lakeshore Learning       | No Bid       |
| Nasco                    | \$152.63     |
| School Specialty         | \$156.94     |
| Scantex Business Systems | \$119.80 ### |
| D & H Distributing       | \$120.00     |
| AFP Industries           | \$120.00     |
| Hurst Office Supplies    | \$148.99     |
| 5. TI 15                 |              |
| MaxiAids                 | \$19.97      |
| Fisher Scientific        | \$15.41      |
| Lakeshore Learning       | \$23.74      |
| Nasco                    | \$15.50      |
| School Specialty         | \$15.69      |
| Scantex Business Systems | \$12.14 ###  |
| D & H Distributing       | \$12.21      |
| AFP Industries           | \$12.25      |
| Hurst Office Supplies    | \$17.99      |
| 6. TI 34 multiview       |              |
| MaxiAids                 | \$32.69      |
| Fisher Scientific        | \$33.50      |
| Lakeshore Learning       | No Bid       |
| Nasco                    | \$19.23      |
| School Specialty         | \$19.46      |
| Scantex Business Systems | \$14.63 ###  |
| D & H Distributing       | \$15.15      |
| AFP Industries           | \$14.70      |
| Hurst Office Supplies    | \$19.99      |
| 7. TI 108                |              |
| MaxiAids                 | No Bid       |
| Fisher Scientific        | \$8.04       |
| Lakeshore Learning       | \$8.07       |
| Nasco                    | \$4.70       |
| School Specialty         | \$4.71       |
| Scantex Business Systems | \$3.79       |
| D & H Distributing       | \$3.80       |
| AFP Industries           | \$3.68 ###   |
| Hurst Office Supplies    | \$5.49       |
| 8. TI 30XS               |              |
| MaxiAids                 | \$18.17      |
| Fisher Scientific        | \$16.08      |
| Lakeshore Learning       | No Bid       |
| Nasco                    | \$14.88      |

|                          |             |
|--------------------------|-------------|
| School Specialty         | \$15.07     |
| Scantex Business Systems | \$11.70 ### |
| D & H Distributing       | \$11.73     |
| AFP Industries           | \$11.76     |
| Hurst Office Supplies    | \$17.49     |

9. TI 84 Plus CE Individual

|                          |                |
|--------------------------|----------------|
| MaxiAids                 | No Bid         |
| Fisher Scientific        | Did not bid CE |
| Lakeshore Learning       | No Bid         |
| Nasco                    | \$149.08       |
| School Specialty         | \$133.79       |
| Scantex Business Systems | \$113.08 ###   |
| D & H Distributing       | \$113.25       |
| AFP Industries           | \$113.28       |
| Hurst Office Supplies    | \$129.00       |

10. TI 84 Plus CE (EZ spot teacher 10 pack)

|                          |                |
|--------------------------|----------------|
| MaxiAids                 | No Bid         |
| Fisher Scientific        | \$1,206.00     |
| Lakeshore Learning       | No Bid         |
| Nasco                    | \$1,511.60     |
| School Specialty         | \$1,554.38     |
| Scantex Business Systems | \$1,186.10 ### |
| D & H Distributing       | \$1,189.00     |
| AFP Industries           | \$1,188.48     |
| Hurst Office Supplies    | \$1,210.00     |

**Contract Term: Beginning November 1, 2016 and ending October 31, 2017**

**PROPOSAL:**

| Item        | Amount        | Funding Source             | Recurring/ Nonrecurring | Measurable Expected Impact and Timeline |
|-------------|---------------|----------------------------|-------------------------|---|
| Calculators | Over \$20,000 | Individual School Accounts | Recurring               | 2016/2017 school year                   |

**Funding Key:** Individual School Accounts

**STAFF CONTACT:** Dan Sawyers, Acting Director of Logistical Services/Purchasing

**POLICY REFERENCE:** KRS 45A.365

**RECOMMENDATION:** A motion is in order to:  
 “Accept bids from Scantex Business Systems, AFP Industries, and Hurst Office Supplies “



### 3. Bid 36-16 – Copy Paper

#### **BACKGROUND AND RATIONALE:**

This contract provides for FCPS and administrative departments to purchase copy paper for copiers and printers at a discounted price and to incur no shipping or transportation charges. Additionally, the bid meets KY Model Procurement Law requirements.

Vendor: The following bidders received specifications and have bid on the indicated contract:

| <u>Key to Markings</u>    |                       |          |              |                                      |
|---------------------------|-----------------------|----------|--------------|--------------------------------------|
| ### Recommended Bid Award |                       |          |              |                                      |
| Bidder                    | Unit Price per Carton | Quantity | Total Price  | Paper Brand Bid                      |
| Costco Wholesale          | \$22.25               | 15960    | \$355,110.00 | Georgia Pacific Spectrum             |
| Contract Paper Group      | \$22.17               | 15960    | \$353,833.20 | Fastcopy ###                         |
| CPG Alternate Bid         | \$22.17               | 15960    | \$353,833.20 | Free Choice Georgia Pacific Spectrum |
| Kelsan                    | \$23.23               | 15960    | \$370,750.80 |                                      |
| School Specialty          | no bid                |          |              |                                      |
| Veritiv                   | \$22.20               | 15960    | \$354,312.00 | Comet 92                             |

**Contract Term: Quantity Order for One Year**

#### **PROPOSAL:**

| Item       | Amount       | Funding Source                                 | Recurring/ Nonrecurring | Measurable Expected Impact and Timeline   |
|------------|--------------|--|-------------------------|---|
| Copy Paper | \$353,833.20 | Individual FCPS and Administrative Departments | Recurring               | FCPS and Departments will have source to obtain copier and printer paper at least cost and to meet KY Model Procurement Law requirements. |

**Funding Key:** Individual FCPS and Administrative Departments

**STAFF CONTACT:** Dan Sawyers, Acting Director of Logistical Services/Purchasing

**POLICY REFERENCE:** KRS 45A.365

**RECOMMENDATION:** A motion is in order to:  
“accept low bid from Contract Paper Group.”



#### 4. Bid 40-16 Athletic/Physical Education Equipment & Related Supplies – Catalog Contract

##### **BACKGROUND AND RATIONALE:**

Athletic/Physical Education Equipment & Related Supplies are selected and purchased at each school to support the athletic needs of the individual school. Equipment and supplies are bid in order for the schools to receive discount prices for merchandise and shipping and to comply with KRS 45A.

Vendor: The following bidders received specifications and have bid on the indicated contract:

**Key to Markings**  
**### Recommended Bid Award**  
**(Multiple Award)**

| <b><u>Vendor</u></b>  | <b><u>Score</u></b> |
|---|---------------------|
| Bluegrass Advertising Promotions                              | 147/1000            |
| BRG Sports (Riddell)  | 240/1000            |
| BSN Sports  | 548/1000 ###        |
| U.S. Games  | 557/1000 ###        |
| Bumblebee Team Sports   | 759/1000 ###        |
| Lowes Sporting Goods  | 668/1000 ###        |
| Medical Eshop (Sample Price List not included in response)    | 27/1000             |
| MFAC  | 156/1000            |
| Pyramid School Products                                       | 376/1000            |
| School Specialty  | 489/1000 ###        |
| Gopher Sport (Sample Price List not included in response)     | 62/1000             |
| Wolverine Sports (Sample Price List not included in response) | 31/1000             |

**Contract Term: Beginning October 1, 2016 and ending September 30, 2017**

##### **PROPOSAL:**

| <b>Item</b>   | <b>Amount</b>  | <b>Funding Source</b>      | <b>Recurring/ Nonrecurring</b> | <b>Measurable Expected Impact and Timeline</b>  |
|---|--|----------------------------|--------------------------------|---|
| Athletic/ Physical Education Equipment & Related Supplies | Last year's Expenditure was approximately \$200,000.00 | Individual School Accounts | Recurring                      | Catalog Contract to provide athletic/ physical education equipment & supplies to FCPS schools |

**Funding Key:** Individual School Accounts

**STAFF CONTACT:** Dan Sawyers, Acting Director of Logistical Services/Purchasing  
Rob Sayre, Athletic Director

**POLICY REFERENCE:** KRS 45A.365

**RECOMMENDATION:** A motion is in order to:  
"Accept bids from BSN Sports, U.S. Games, Bumblebee Team Sports, Lowes Sporting Goods, School Specialty."

## 5. RFP 43-16 Study of Available Disadvantaged Business and Goal Setting

### **BACKGROUND AND RATIONALE:**

This RFP was sent out to find a company to provide a study to show the availability of disadvantaged business enterprises in the local area and assistance in setting participation goals and how to achieve those goals.

Vendor: The following bidders received specifications and have bid on the indicated contract:

### **Key to Markings** **### Recommended Bid Award**

**EHI Consultants ###**

**Contract Term: Beginning October 1, 2016 and ending September 30, 2017**

### **PROPOSAL:**

| <b>Item</b>                              | <b>Amount</b> | <b>Funding Source</b>              | <b>Recurring/ Nonrecurring</b> | <b>Measurable Expected Impact and Timeline</b>                     |
|--|---------------|------------------------------------|--------------------------------|--|
| Study of available DBEs and Goal Setting | \$58,560.00   | Department of Economic Development | Nonrecurring                   | Immediate impact to provide the study and assist in setting goals. |

**Funding Key:** Department of Economic Development

**STAFF CONTACT:** Marilyn Clark, Manager of Economic Development

**POLICY REFERENCE:** KRS 45A.370

**RECOMMENDATION:** A motion is in order to:  
"Accept the proposal from EHI Consultants."