



FAYETTE COUNTY PUBLIC SCHOOLS

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

MEETING: Regular

DATE: 7/24/2023

TOPIC: Award of Bids/Proposals

PREPARED BY: Matt Moore, Logistical Services & Purchasing

Recommended Action on: 7/24/2023

Action Item for Vote (REGULAR MEETING)

Superintendent Prior Approval: Yes

Recommendation/Motion: Approve the award recommendations for the listed bids, proposals and extensions

Background/Rationale: A summary of bids/proposals submitted from the Purchasing Department for approval

Strategic Priority:

- Student Achievement Diversity, Equity, Inclusion & Belonging
- Highly Effective & Culturally Responsive Workforce
- Stakeholder Engagement & Outreach Organizational Health & Efficiency

Data Considerations: NA

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

Fiscal Impact: Included in attachment

Attachments(s): Award of Bids/Proposals

AWARD OF BIDS/PROPOSALS

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

BIDS/PROPOSALS

BID	MAILING ROSTER	DEPARTMENT	RESPONSE – NUMBER RECEIVED
1. RFP 34-23 Books Non-library	1. TSMSDC 2. Commerce Lexington 3. SBA 4. NAVOBA 5. KYPTAC 6. ORVWBC 7. Vendor Registry	Logistical Services/ Purchasing	14
2. Long Term Disability and Life Insurance	1. MetLife 2. Lincoln Financial 3. TransAmerica 4. Symetra 5. The Hartford 6. Unum 7. Guardian 8. Mutual of Omaha	Financial Accounting and Benefits Services	8

AWARD OF BIDS/PROPOSALS

1. RFP 34-23 – Books, Non-Library Catalog Discount

BACKGROUND AND RATIONALE:

This contract is for all schools and departments to utilize for the purchase of books that are not library books which require security and processing. The RFP is evaluated on the following criteria, catalog discount, number and types of books available to order, past experience with the district, availability of sales representatives and local store presence. Proposals receiving a score of 400 or higher are recommended for award. By awarding to multiple vendors, schools and departments have a choice on where to buy books and can check pricing to get the best value on books being purchased.

Key to Markings

- Recommended Award (Multiple Award)

WBE Women Business Enterprise

Vendor	Technical Score	Cost Score	Total Score
Superior Text WBE###	275	290	565
A to Z Books WBE ###	275	240	515
Barnes & Noble Booksellers ###	105	350	455
Textbook Warehouse ###	250	190	440
Perma-Bound Books ###	275	140	415
AKJ Education ###	250	160	410
Follett Content Solutions	225	135	360
The Reading Warehouse	250	100	350
Mackin Educational Resources WBE	275	60	335
Walker Book Store WBE	275	55	330
Booksource	250	50	300
Just Right Reader WBE	175	50	225
Cengage Learning Inc	150	0	150
Davis Publications Inc	150	0	150

Contract Period: August 1, 2023 to July 31, 2024 with optional annual renewal

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measurable Expected Impact and Timeline
Books Non-Library	Last year's expenditure was over \$100,000.00	Individual FCPS Schools and Departments	Recurring	Schools will have source(s) to obtain the above listed materials at discounted prices and allow the District to continue to operate with the services required to support the educational process.

Funding Key: General Fund

STAFF CONTACT: Dan Sawyers, Director of Logistical Services and Purchasing

POLICY REFERENCE: KRS 45A.365

RECOMMENDATION: A motion is in order to:
"Award contracts to Barnes & Noble Booksellers Inc., Superior Text, A to Z Books, Perma-Bound Books, Textbook Warehouse, and AKJ Education".

THE GENERAL TERMS AND CONDITIONS, THE RFP DOCUMENT, AND A SUCCESSFUL OFFEROR'S RESPONSE CONSTITUTE THE FINAL CONTRACT/AGREEMENT BETWEEN FCPS AND OFFEROR. NO CONTRACT/AGREEMENT TERMS REQUIRED BY BIDDER WILL BE CONSIDERED BY FCPS THAT ARE NOT SUBMITTED WITHIN THE RESPONSE. A SUCCESSFUL OFFEROR UNDERSTANDS AND ACCEPTS THIS AS ESSENTIAL TO THE AWARD OF THE RFP. A SUCCESSFUL OFFEROR WHO SUBMITS ANY SUBSEQUENT DOCUMENT FOR FCPS TO ACCEPT/SIGN UNDERSTANDS AND AGREES THAT THIS WILL NOT BE CONSIDERED OR ACCEPTED BY FCPS.

FOLLOWING THE SUBMISSION OF A RESPONSE AND THE AWARD OF THE RFP SHOULD A SUCCESSFUL OFFEROR TAKE THE POSITION THAT AN ADDITIONAL DOCUMENT WITH ADDITIONAL TERMS IS REQUIRED FOR A SUCCESSFUL OFFEROR TO COMPLY WITH TERMS OF THE RFP, THE RFP AWARD SHALL BE CONSIDERED VOID AND OFFEROR MAY BE DEBARRED FROM FUTURE WORK WITH FCPS.

CERTIFICATE MUST BE EXECUTED BY OFFEROR/ PROPOSING FIRM

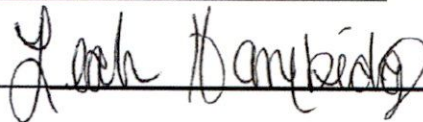
In compliance with this Request for Proposals (RFP), in consideration of the detailed description attached hereto and subject to all conditions thereof, the undersigned agrees, if this bid is accepted, to furnish any or all of the items and services upon which prices are quoted in accordance with the specifications listed herein.

Contractor agrees to furnish and deliver all items/services set forth or otherwise identified in document and on any additional sheets subject to the terms and conditions herein.

To be signed by offeror:

Company Name A to Z Books, LLC

Name Leah Hambridge Title Director of Operations

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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To be signed by offeror:

Company Name Barnes & Noble Booksellers, Inc.

Name Tracy Vidakovich Title VP, Business Development

Signature Tracy Vidakovich Digitally signed by Tracy Vidakovich
Date: 2023.05.26 16:10:50 -05'00'

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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To be signed by offeror:

Company Name Textbook Warehouse, LLC

Name James Adams Title Sales Director

Signature  _____

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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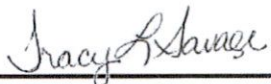
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To be signed by offeror:

Company Name Hertzberg-New Method, Inc. d/b/a Perma-Bound Books

Name Tracy L. Savage Title Bid Coordinator

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

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Contractor agrees to furnish and deliver all items/services set forth or otherwise identified in document and on any additional sheets subject to the terms and conditions herein.

To be signed by offeror:

Company Name AKJ Education

Name Drew Scott Title Sales Director

Signature 

Acceptance (to be signed if awarded contract)

Board of Education of Fayette County Kentucky

Dr. Demetrus Liggins, Superintendent

Date

2. Long Term Disability and Life Insurance

BACKGROUND AND RATIONALE:

Houchens Insurance Group (HIG) is the district's agent of record for all Employer Paid Benefits. On behalf of the district HIG sent out a Request for Proposals for Long Term Disability Insurance (LTD) and Life Insurance to several insurance carriers. The district currently provides Employer Paid Life Insurance and is looking to add Employer Paid Long Term Disability Insurance. Responses to the RFP were submitted from 8 companies with 6 of those companies meeting all criteria and timelines. It is recommended to award the RFP to Mutual of Omaha for Employer Paid Life and Long Term Disability Insurance.

**Key to Markings
Recommended Award**

Results

1. Group Life-

Our current provider MetLife's rate for Life and AD&D is .149/1000 of benefit. At the current volume of insurance that is an annual premium of \$353,380.00.

Mutual of Omaha's rate for Life and AD&D is .095/1000 of benefit. At the current volume of insurance that is an annual premium of \$225,310.00.

MetLife	\$353,380.00
Mutual of Omaha	\$225,310.00
Annual Savings to FCPS	\$128,070.00

2. LTD-

The total annual premium for the Mutual of Omaha LTD is \$736,066.

The two best bids are:	<u>Mutual of Omaha</u>	<u>The Hartford</u>
Total Life/LTD Premium-	\$961,376 ###	\$991,084

PROPOSAL:

Item	Amount	Funding Source	Recurring/ Nonrecurring	Measure Expected Impact and Timeline
Long Term Disability Insurance (LTD) and Life Insurance	Grant \$800,000.00 General Fund \$161,376.00 Total \$961,376.00	General Fund and Grant	Recurring	Will allow better rates for Employer Paid Benefits for district staff

STAFF CONTACT: Rodney Jackson, Executive Director Financial Accounting and Benefits Services

POLICY REFERENCE: KRS 45A.370

RECOMMENDATION: A motion is in order to:
"Award RFP to Mutual of Omaha."