

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

October 24, 2023

Bid No. 23-785-40

Bid Title: Classroom Instructional Material, Supplies & Equipment (Catalog Discount)

Recommend approval of this agenda item under the specific category below:

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input checked="" type="checkbox"/> Amendment to Contract | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback Cooperative | <input checked="" type="checkbox"/> Responsive/Responsible Meeting all Specifications | |

Bid Contract Period: 07/25/2023 through 07/24/2026 N/A – One Time Purchase

Amended: 10/24/2023 through 07/24/2026

Contract Type: Estimated Dollar Amount Firm, Fixed Dollar Amount Firm, Fixed Unit Prices Firm, Fixed Unit Prices, Hourly Rates, Fees and/or Percentages

Renewal Options:

| | | | |
|------------------------|--|--|-------------------------------|
| No. of Terms Remaining | <input type="checkbox"/> Length of Each Term (month) | <input checked="" type="checkbox"/> Length of Each Term (year) | <input type="checkbox"/> None |
| 1 | | 3 | |

Rationale/Reason: This tabulation establishes a contract with a pool of responsive, responsible vendors who have met all terms, conditions, and specifications of the solicitation, offering percentage discounts off products from their published catalogs and/or websites. Schools/sites will have the flexibility to obtain quotes from any of the awarded vendors, allowing for the greatest value and to meet the needs of the district.

10/24/2023 – Contract amended to increase total estimated spending per fiscal year. Purchases will be made utilizing schools and departments approved budgets and any additional approved allocated funds.

| | | | | | |
|--|------------------------------|-----------------------|-------------------------|-----------------------------|--|
| Bidders Electronically Downloaded From Public Purchase Website: 173 | Bids Received: - 70 - | No Bids: - 4 - | Late Bids: - 0 - | Rejected Bids: - 3 - | <input type="checkbox"/> N/A – Bids Not Required: |
|--|------------------------------|-----------------------|-------------------------|-----------------------------|--|

Submitted By: Jill Renihan
Executive Director of Business Services

School(s): District Wide

Requested By: For Use District-Wide

Department(s): District Wide

Recommended award, description of items and prices: (See attached)

T/C CODE: 2340

Bid #23-785-40: Classroom Instructional Material, Supplies & Equipment (Catalog Discount)

This tabulation establishes a contract with suppliers to provide various classroom instructional materials, supplies and equipment, establishing firm, fixed percentage (%) educational discounts off published catalogs and/or websites. Items include, but are not limited to, various classroom instructional materials and supplies and small equipment, etc. **This contract does NOT include the purchase of computers or computer-related equipment, furniture, copiers, or general office supplies, which are covered under a separate contract.**

| Vendor | Catalog Name Website Address | Discounts Offered | Sampling of Products | Contact Information |
|---|--|---|--|--|
| ABDO Publishing | www.abdobooks.com | Supplies: Call for pricing Equipment: Call for pricing | Books | Daniel Maskiell 813-340-9841 dmaskiell@abdobooks.com |
| Age of Learning | www.ageoflearning.com | Supplies: 10% Equipment: Call for Pricing | My Math Academy, My Reading Academy | Susan Provost 321-507-2873 Susan.provost@Aofl.com |
| Anchorage Medical Equipment & Supplies | www.anchoramedicalsupply.com | Supplies: 5% Equipment: 5% | Medical supplies and equipment, medical study guides, medical uniforms | Dana Griffin 972-391-9177 dgriffin@anchoramedicalsupplies.com |
| Attainment Company, Inc. | www.attainmentcompany.com | Supplies: 5% Equipment: 5% | Contact company for product samples | Autumn Garza 800-327-4269 autumn@attainmentcompany.com |
| AVI-SPL, LLC | https://catalog.avispl.com | Supplies: 10% Equipment: 10% | Projectors, projector screens, interactive white boards, media players, amplifier systems, microphones, etc. | Samantha Somers 813-940-8522 Samantha.somers@avispl.com |
| Barnes & Noble Booksellers, Inc. | https://classwork.barnesandnoble.com | Supplies: Call for pricing | Books, eBooks, audio books, educational toys & games, STEM & STEAM, Music and Movies | Cheryl Haller 813-210-4077 challer@bn.com |
| Blick Art Materials | www.dickblick.com | Supplies: 20% Equipment: Call for pricing | Art Supplies, Art Equipment | Natalie Ingle 800-704-7744 regionwquotes@dickblick.com |
| BrainPOP, LLC | www.brainpop.com | Supplies: Call for pricing Equipment: Call for pricing | n/a | Darla Luliucci 212-574-6000 darlai@brainpop.com |
| Capstone | www.capstonepub.com | Supplies: 5% Equipment: n/a | Ebooks, Library hardcover books, Classroom paperback books, PebbleGo research Database | Wendy Feikert 352-223-0682 feikert@earthlink.net |
| Cengage Group, Inc. | www.cengage.com www.gale.com | Supplies: Call for pricing Equipment: Call for pricing | Samples upon requests | Tammy Hettrich 800-877-4253 ext 18102 Tammy.hettrich@cengage.com |

Bid #23-785-40: Classroom Instructional Material, Supplies & Equipment (Catalog Discount)

| Vendor | Catalog Name Website Address | Discounts Offered | Sampling of Products | Contact Information |
|-----------------------------------|--|---|---|--|
| Children’s Plus, Inc. | www.hellocpi.com | Supplies: Call for pricing Equipment: Call for pricing | Prebounds, trade hardcovers, trade paperbacks, board books, ebooks, world language | Katrina Elmer 708-231-6824 katrinae@hellocpi.com |
| Complete Book & Media Supply, LLC | www.completebook.com | Supplies: Call for pricing Equipment: Call for pricing | Books, Subscriptions, Media | 800-986-1775 quotes@completebook.com |
| Curriculum Associates, LLC | www.curriculumassociates.com | Supplies: Call for pricing Equipment: Call for pricing | Math and ELA Education Software Supplemental resources, Intervention | Karen Williams 407-923-9529 kwilliams@cainc.com |
| Delaney Educational Enterprises | www.deebooks.com | Supplies: Call for pricing Equipment: Call for pricing | Prebounds, Trade Hardcovers, Trader Paperbacks, Board Books, eBooks, World Language | Collection Development 800-788-5557 collectiondev@deebooks.com |
| Discount School Supply | www.discountschoolsupply.com | Supplies: 3% Equipment: 3% | Arts & crafts, carpets, active play, dramatic play, outdoor living, stem, science, block play, and more | Kristina Bailey 800-627-2829 bidsupport@excelligence.com |
| Diskovery Educational Systems | www.diskovery.com | Supplies: 2-15% Equipment: 2-15% | STEM/ STEAM, MakerSpace, Lab & Classroom Supplies, Headphones, Instructional Curriculum Materials, Assistive Technology Devices, Calculators, Device case/ backpacks, Drones, etc | Daniel Wechsler 561-683-8410 dan@diskovery.com |
| EAI Education | www.eaieducation.com | Supplies: Call for pricing Equipment: Call for pricing | Smartpal Sleeves, Dry Erase Marker Boards & Paddles, Low Odor Dry Erase Markers, Privacy Boards, Educational books and games, Algebra tiles, etc. | Kathy Franks 800-770-8010 ext 7600 sales@eaieducation.com |
| Encyclopedia Britannica, Inc. | www.britannicaeducation.com | Supplies: Call for pricing Equipment: Call for pricing | Britannica online school edition, online library edition, academic edition, image quest, expedition, escolar, moderna | Josh Martinez 800-621-3900 contact@eb.com |
| Explore Learning, LLC | www.explorelearning.com | Supplies: Call for pricing Equipment: Call for pricing | Gizmos, Reflex, Frax, Science4us | Dennis Scully 866-882-4141 ext 2436 Dennis.scully@explorelearning.com |
| Fisher Scientific Company, LLC | www.fishersci.com | Supplies: 33% Equipment: Call for pricing | General supplies, chemicals, preserved specimens, research products | Krista Paolino 470-888-7532 Krista.paolino@thermofisher.com |
| Flinn Scientific, Inc. | www.flinnsci.com | Supplies: 10% Equipment: Call for pricing | Chemicals, Laboratory supplies, Specimens, Laboratory Equipment, Science safety supplies, microscopes, balances | Customer Experience Team 800-452-1261 customercare@flinnsci.com |

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|--|---|---|---|--|
| Follett Content Solutions, LLC | www.titlewave.com | Supplies: Call for pricing Equipment: Call for pricing | Curriculum focused materials, Educational products and database | Julie and David Cole 866-235-4480 thecoles@follettlearning.com |
| Frog Publications | https://frog.com | Supplies: Call for pricing Equipment: Call for pricing | n/a | Jennifer Bell 800-777-3764 bids@frog.com |
| Fun and Function, LLC | www.funandfunction.com | Supplies: 10% Equipment: 10% | Sensory equipment, Classroom management tools, OT/PT/Speech therapy tools, Fidgets, Flexible seating, Sensory rooms | Shulamis Dewick 800-231-632 accounts@funandfunction.com |
| Glow Forge, Inc | www.glowforge.com | Supplies: Call for pricing Equipment: 7.15% | Glowforge Pro, Glowforge Plus | Dawn Jones 786-767-5805 Dawn.jones@contact.glowforge.com |
| HEC Software dba Reading Horizons | www.readinghorizons.com | Supplies: Call for pricing Equipment: Call for pricing | Reading Horizons Discovery, Reading Horizons Elevate | Nate Smeding 801-971-3693 Nate.smeding@readinghorizons.com |
| Hertzberg-New Method dba Perma-Bound Books, Inc. | www.perma-bound.com | Supplies: Call for pricing Equipment: Call for pricing | Books, Teacher's guides, Teaching aides, DVD's, ebooks, playaways, databases | Shannon Rickert 800-934-6581 books@perma-bound.com |
| Highscope Educational Research Foundation | https://online.fliphtml5.com/euatg/arks/#p=1 | Supplies: Call for pricing Equipment: Call for pricing | See Samples on Highscope.org/demosite | Highscope Customer Service 800-587-5639 Hscst@highscope.com |
| Holmquist Education Consulting | www.hecedu.com | Supplies: Call for pricing Equipment: Call for pricing | Career and Technical Education as well as educational products for grades Pre-K through Post-Secondary Education. | Stephanie Holmquist 813-759-6500 stephie@hecedu.com |
| Istation | www.istation.com | Supplies: Call for pricing Equipment: Call for pricing | Istation Reading, Istation Lectera, Istation Math. Online assessment and intervention curriculum | Cathy Bonhomme 813-785-1531 cbonhomme@istation.com |
| IXL Learning, Inc. | www.ixl.com | Supplies: Call for pricing Equipment: Call for pricing | Web based program | IXL Membership Services 855-255-8800 orders@ixl.com |
| Kaplan Early Learning Company | www.kaplanco.com | Supplies: 10% Equipment: 10% | Curriculum & Assessment, Dramatic Play, Block Play, Art, Fine motor, Puzzles & Games, Sand & Water Play, STEM, Outdoor Learning/ Active Play, Science, Literacy | Nick Evans 800-334-2014 Ext. 5470 nevens@kaplanco.com |

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| Vendor | Catalog Name Website Address | Discounts Offered | Sampling of Products | Contact Information |
|--|--|---|--|--|
| Lakeshore Learning Materials, LLC | www.lakeshorelearning.com | Supplies: 5% Equipment: 5% | Available upon request | Penny Stone 800-778-4456 orderdept@lakeshorelearning.com |
| Learning A-Z | www.learninga-z.com | Supplies: Call for pricing Equipment: Call for pricing | Reading A-Z, Raz-Plus, Vocabulary A-Z, Raz-kids, Raz-Plus, Science A-Z, Writing A-Z, Foundations A-Z, Raz-Plus ELL | Cristal Doherty 216-548-4614 Cristal.doherty@learninga-z.com |
| Learning Without Tears | www.lwtears.com | Supplies: Call for pricing Equipment: Call for pricing | Handwriting without tears, phonics, reading and me, a-m for math man and me, manipulatives, professional development. | Jennifer Perez 407-421-5184 Jennifer.perez@lwtears.com |
| Mackin Educational Resources | www.mackin.com | Supplies: Call for pricing Equipment: Call for pricing | Print books, classroom libraries, inquiry kits, text sets, take home summer reading packets, etc. | Quotes Department 800-245-9540 quotes@mackin.com |
| Maxi Aids | www.maxiaids.com | Supplies: 10% Equipment: 10% | n/a | Anthony Bernardini 800-522-6294 ext 268 bids@maxiaids.com |
| MedicalEShop | www.medicaleshop.com | Supplies: 1-10% Equipment: 1-27% | Samples provided upon request | Bob Smith 866-563-6812 csteam@medicaleshop.com |
| MT Library Services, Inc. dba Junior Library Guild | www.juniorlibraryguild.com | Supplies: Call for pricing Equipment: Call for pricing | Library books, Spanish books, Hi'Lo readers, library book processing, classroom books, bilingual books, library book cataloging | Stephanie Capozziello 800-325-9558 scapozziello@juniorlibraryguild.com |
| Multi-Health Systems | www.mhs.com | Supplies: Call for pricing Equipment: Call for pricing | Clinical Assessments, Education Assessments, Public Safety Assessments, Talent Assessments | Jodi Kennis 800-456-3003 ext 278 Jodi.kennis@mhs.com |
| Music in Motion | www.musicinmotion.com | Supplies: 6% Equipment: 6% | Music education products, instruments, teaching aids, instructional materials, manipulatives, audio, video, incentives, books, games, software, etc. | Kristi Graham 800-455-0649 bids@musicmotion.com |
| Nasco Education, LLC | https://enasco.com | Supplies: 10-20% Equipment: 10-20% | Educational teaching materials, supplies and equipment in the subjects of Art, Math, Science, STEM/ STEAM, etc. | Michelle Au/ Michelle Thomas 800-558-9595 bids@nascoeducation.com orders@nascoeducation.com |
| NCS Pearson, Inc. | www.pearsonassessments.com | Supplies: Call for pricing Equipment: Call for pricing | n/a | Nicole Kappeler 614-907-0271 Nicole.kappeler@pearson.com |

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|---|--|---|---|--|
| Newsela, Inc. | www.newsela.com | Supplies: 20% Equipment: Call for pricing | Newsela ELA, Newsela Social Studies, Newsela Science, Newsela SEL Collection, Newsela Essentials, Newsela PD Pass | Carter Figg 812-360-6094 Carter.figg@newsela.com |
| Paper Dragon Books | www.paperdragonreads.com | Supplies: 15-18% Equipment: n/a | n/a | Rosemarie Brown 800-840-1189 rmbrown@tampabayreads.com |
| Perfection Learning Corp. | www.perfectionlearning.com | Supplies: Call for pricing Equipment: Call for pricing | k-12 curriculum materials & trade tiles | Lynne Rubino 866-252-6580 ext. 1205 lrubino@perfectionlearning.com |
| Pitsco Education, LLC | www.pitsco.com | Supplies: 4% Equipment: 4% | Science, Technology, Engineering, Drones, Robotics, Math | Angela Watson 800-835-0686 bids@pitsco.com |
| Prentke Romich Company dba PRC-Salttillo | www.prc-salttillo.com | Supplies: 5% Equipment: 5% | Accent 800, Accent 1000, Accent 1400, NovaChat 5, NovaChat 8, NovaChat 10, Via Pro / Via Mini, Versa Wrap | Order Management Dept 800-262-1933 orderdept@prc-salttillo.com |
| Project Lead The Way, Inc | www.my.pltw.org | Supplies: Call for pricing Equipment: Call for pricing | STEM curriculum, Biomedical science, Computer science, PLTW programs, etc | Solution Center 317-669-0200 solutioncenter@pltw.org |
| Pyramid School Products | www.pyramidsp.com | Supplies: 10% Equipment: Call for pricing | School Supplies, Art Supplies, etc. | Larry Miller 800-792-2644 ext 240 biddept@pyramidsp.com |
| Rainbow Book Company | www.rainbowbookcompany.com | Supplies: Call for pricing Equipment: Call for pricing | Prebounds, Trade hardcovers, Trade paperbacks, Board books, Ebooks, World Languages | Andrew Herbert 800-255-0965 cs@rainbowbookcompany.com |
| Really Good Stuff | www.reallygoodstuff.com | Supplies: 3% Equipment: 3% | Family engagement kits, english language kits, STEM, classroom tools, sensory, organizers, furniture | Kristina Bailey 877-867-1920 bidsupport@reallygoodstuff.com |
| S&S Worldwide, Inc. | bids@ssww.com | Supplies: 22% Equipment: Call for pricing | Arts & Crafts, Games, Craft Kits, Classroom Supplies, Educational Supplies | Lisa Tripoli 800-642-7354 lmills@ssww.com |
| School Datebooks (SDI Innovations) | www.schooldatebooks.com | Supplies: 5% Equipment: n/a | Samples upon request | Erica Connors 765-807-0813 erica@schooldatebooks.com |

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| Vendor | Catalog Name Website Address | Discounts Offered | Sampling of Products | Contact Information |
|--|--|---|--|--|
| School Outfitters | www.schooloutfitters.com | Supplies: 2% Equipment: 2% *Call for volume discounts | n/a | Jason Rapp 800-260-2776 Jason.rapp@schooloutfitters.com |
| SketchforSchools Publishing, Inc. | www.sketchforschools.com | Supplies: Call for pricing Equipment: Call for pricing | See website | Marianna Miranda 909-771-2511 csrepresentative@sketchforschools.com |
| Staples Contract & Commercial, LLC | www.staplesadvantage.com | Supplies: Call for pricing Equipment: Call for pricing | n/a | Eladio Quinones 888-224-3784 ext 54832 Eladio.quinones@staples.com |
| Stemfinity, LLC | www.stemfinity.com | Supplies: Call for pricing Equipment: Call for pricing | Science, Technology, Engineering, Math, Robotics, 3D printers, AR/VR products, eSports software, programs and hardware, rocketry, drones, and more | Deanna Peacock 800-985-7836 orders@stemfinity.com |
| Super Duper, Inc. d/b/a Super Duper Publications | www.superduperinc.com | Supplies: 3% discount Equipment: 3% discount | n/a | Customer Help Department 800-277-8737 Customerhelp@superduperinc.com |
| Sweet Pipes, LLC | www.sweetpipes.com | Supplies: Call for pricing Equipment: Call for pricing | Children's literature, Puppets, Classroom Decorations, Bulletin Board Supplies, and more | Billy Ferguson 817-227-9922 Sales@sweetpipes.com |
| Textbook Warehouse, LLC | www.textbookwarehouse.com | Supplies: 5-37% Equipment: n/a | Samples are provided at no extra charge as long as they are returned. | James Adams 800-796-9152 sales@textbookwarehouse.com |
| The Continental Press, Inc. | www.continentalpress.com | Supplies: Call for Pricing Equipment: Call for Pricing | ESL/ ELL/ ENL, Reading, Mathematics | Pamela Hummel 800-233-0759 edcsr@continentalpress.com |
| The Original Seat Sack Company Reference Quote #: 23-785-40 Hernando | www.seatsack.com | Supplies: 25% Equipment: 25% | Call for Samples | Michelle Holder 239-596-3065 schooldistrict@seatsack.com |
| Varitronics, LLC | www.variquest.com | Supplies: 2% Equipment: 2% | See website | Michelle Faught 800-328-0585 Michelle_faught@variquest.com |
| Vista Higher Learning, Inc. | www.vistahigherlearning.com | Supplies: Call for pricing Equipment: Call for pricing | Textbooks and curriculum materials on several subjects | Robert Thatcher 617-426-4910 rthatcher@vistahigherlearning.com |

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| Vendor | Catalog Name Website Address | Discounts Offered | Sampling of Products | Contact Information |
|--|--|---|---|---|
| Voyager Sopris, Inc. | www.voyagersopris.com | Supplies: Call for pricing Equipment: n/a | Language Live ELA, Voyager Passport, Step Up Writing, Read Well, REWARDS, TransMath, Vmath, Acadience | David Traviesa 800-547-6747 ext 7278 David.traviesa@voyagersopris.com |
| VWR International LLC (Sargent Welch & Ward's Science Brands) | www.sargentwelch.com | Sargent Welch Brand: Supplies: 35% Equipment: 35% Ward's Science Brand: Supplies: 20% Equipment: 20% | Live & preserved materials, microscopes, slides, physical science items, safety equipment, lab equipment & supplies | Kate Shaw 407-932-9804 Kate.shaw@vwr.com Kate.shaw@avantorsciences.com |