

AUSTIN INDEPENDENT SCHOOL DISTRICT
PAPERBACK BOOKS
Tabulation B07-010
Opened: September 5, 2006

	# Items Bid	MM DISC %	QP DISC %	# TITLES SAME DAY DEL.	# TITLES 3-5 DAY DELIVERY	# TITLES 7-10 DAY DELIVERY	LOCATION OF INVENTORY	NOTES	# PUBS	PRICING ON WEB
Advanced Educational Products	NR	NR	NR					1		
Avanti	30	22%	22%	25,000	100,000	250,000	Oak Brook, IL	2, 3	SEE NOTE	YES
<u>Barnes & Noble - Primary Award</u>	<u>29</u>	<u>25%</u>	<u>25%</u>	<u>50,000</u>	<u>50,000+</u>	<u>SEE NOTE</u>	<u>Austin, TX</u>	<u>4, 5</u>	<u>SEE NOTE</u>	<u>YES</u>
Booksource	11	25%	25%	25,000	NR	25,000	Saint Louis, MO	6, 7	175	YES
Book People (1-50) copies	19	20%	20%	150k-200k	1,000,000	1,000,000	Austin, TX	8	1,000	YES
Book People (51+) copies		25%	25%							
<u>Borders (1-100) copies - Secondary</u>	<u>30</u>	<u>20%</u>	<u>20%</u>	<u>75,000+</u>	<u>75,000+</u>	<u>1.5 million+</u>	<u>Austin, TX</u>	<u>9, 10</u>	<u>1015+</u>	<u>NO</u>
<u>Borders (101+) copies - Secondary</u>		<u>25%</u>	<u>25%</u>							
Classroom Outfitters (1-100) copies	25	10%	10%	50,000+	50,000+	50,000+	OR,TN,PA,IN	17	552+	YES
Classroom Outfitters (101+) copies		15%	15%							
Follett Educational Services	16	5%	5%	500+	500+	25,282	Woodridge, IL	11	160	YES
Ingram Library Services, Inc.	26	38%	38%	679,000	754,000	754,000	IN, TN	12,19	11,450	YES
Ingram (Alternate)		36%	36%					19		
National Education Systems	21	10%	10%	5,000	5,000	5,000	San Antonio,TX		150	YES
Overlooked Books		NR	NR					1		
QEP, Inc. (1-10) copies	7	10%	10%	NONE	8,000	45,000	Plano, TX	13	50+	YES
QEP, Inc. (11-50) copies		12%	12%							
QEP, Inc. (51-100) copies		15%	15%							
QEP, Inc. (101-500) copies		20%	20%							
QEP, Inc. (500+) copies		25%	25%							
Regent (1-10) copies	22	10%	10%	NONE	VARIES	VARIES	New Jersey	14	400	YES
Regent (11-50) copies		20%	20%							
Regent (51-100) copies		30%	25%							
Regent (101+) copies		35%	30%							
Richardson Books (1-10) copies	19	10%	10%	25,000	25,000	25,000	Houston, TX	18	500+	NO
Richardson Books (11-50) copies		20%	20%							
Richardson Books (51-100) copies		25%	25%							
Richardson Books (101-500) copies		30%	30%							
Richardson Books (500+) copies		35%	35%							
Santillana	0	20%	20%	NONE	NONE	1,400	Miami, FL	15	12	YES
Thomson Learning	2	0%	0%	52,600	ALL STOCK	ALL STOCK	KY	16	6	NO

NOTES

1 - Non-responsive. Not bidding as specified. Bid discount range, not fixed discount.

2 - Number of Publishers: All (publishers in the U.S.). See CD-ROM

AUSTIN INDEPENDENT SCHOOL DISTRICT
PAPERBACK BOOKS
Tabulation B07-010
Opened: September 5, 2006

- 3 - Pricing on website for Best Sellers Only.
- 4 - Titles stocked 7-10 days: All available "in print" titles through publishers within our network. Publishers supplied: most major and secondary.
- 5 - Pricing discounts on website based on retail price.
- 6 - 25 assorted titles is the minimum to receive 25% discount. 25,000 titles available for same day if Pick-up Only.
- 7 - Free Ground Shipping.
- 8 - Titles available for same day delivery 150,000 - 200,000 depending upon time of year.
Discounts for Sample Items 2, 11, 12, 14, 18, 19, 20, 21, 22, 25, 26, 27 do no match discounts listed for Mass Market and Quality Trade categories on Specifications & Bid Form(p.10).
- 9 - Titles available for 3-5 calendar day delivery: 75,000+ without rush shipping.
- 10 - Item 20: Mass Market discount on specification form for QTY 100 should be 20%.
Alternate Discounts AISD may accept: 20% discount for single purchases up to \$1,000.00. 25% discount for single purchases \$1,000.00 and higher. Restrictions apply. Discounts not available on: personal merchandise, periodicals, non-stock/special orders (titles ordered from a distributor without full retail discount, or titles that Borders does not normally stock in store due to that percentage), Net titles (titles Borders does not stock in store that Borders does not receive a discount on. We buy for Net price and sell for same Net price.), used and out-of-print merchandise, tickets, donations, shipping expenses, sale merchandise, sidelines(special discounted merchandise).
- 11 - Follett sell price is already discounted up to 45% off publisher list price. A 5% additional discount is offered. Discounts do not apply to library books, dictionaries, thesauruses and reference books. Shipping Terms: FOB No shipping & handling. Net 30 terms. Catalogs updated annually in April.
- 12 - Number of publishers supplied only reflects distributing publishers, not every available imprint. Vendor submitted two bid options: 38% discount if awarded as Primary vendor(at least 75% of the contract value), 36% if awarded as secondary/tertiary vendor.
Orders ship FOB Destination(Ingram is responsible for products until they are actually delivered to the District. Once items have been delivered, liability lies with the District) with pre-paid freight from Ingram primary & secondary distribution centers. Orders placed from other distributions centers are subject to 3-7% shipping charges. Distribution center designation is subject to change by Ingram. No handling fees or other charges are added. Ingram normally ships UPS ground, common carrier, or Ingram delivery. Ingram reserves the right to adjust the shipping terms under this offer when freight costs exceed 3% of the total expenditures. Adjustments may include: altering the shipping schedule, capping Ingram-paid freight at a set percentage of the total order, or setting a per-unit freight allowance or freight charge on the account. Net titles are sold at 0% discount, with no service charges added. See attached contract clauses for detailed terms.
- 13 - Discounts for Sample Items 24, 28, 29 do no match discounts listed for Mass Market and Quality Trade categories on Specifications & Bid Form(p.10).
Price increases subject to change in March and September based upon publisher notification. Orders under \$100 do not qualify for 10% discount. Orders over \$1,500.00 call for possible greater discount. Discount does not apply to videos or FirstHand series. Special order books may not qualify for discount. Customer pays Minimum Shipping: \$6.00, orders over \$70.00 add 9% Shipping. Delivery 7 days ARO. Books from Bestsellers List may be returned/exchanged within 90 days of purchase for a 5% restocking fee provided books are in resalable condition. No special order books may be returned/exchanged. Shortages/damages must be reported within 5 days of receipt.
- 14 - Number of titles stocked depends upon the publisher and quantity. Pricing through website: EDI coming in 2007.
Discounts for Sample Items 13, 15, 16, 19 23, 25, 26, 27, 29 do no match discounts listed for Mass Market and Quality Trade categories on Specifications & Bid Form(p.10). Free freight on orders over \$300.00.
- 15 - Did not bid on any of the Sample Items. They do not publish those titles.

AUSTIN INDEPENDENT SCHOOL DISTRICT
PAPERBACK BOOKS
Tabulation B07-010
Opened: September 5, 2006

- 16 - Number of titles that can be delivered in 3-5 calendar days: All in stock, with expedited shipping charges. 7-10 days: All - unless out of stock. Bid net price on two items only. No flat rate discount offered.
- 17 - Pricing on website available for partial list only. Discounts for Sample Items 6, 10, 20, 26, 27, 29 do not match discounts listed for Mass Market and Quality Trade categories on Specifications & Bid Form(p.10).
- 18 - Discounts offered in this Bid are for Mass Market books and Trade Paperback books from Trade publishers only. Books from Professional or Educational publishers do not offer full discounts on their titles, therefore, Richardson cannot offer Trade discounts on available titles. Freight is charged on shipments of less than 50 books.
- 19 - After careful consideration, evaluation resulted in Ingram Library Services being found as Non-Responsive. This was based upon Ingram's inclusion of additional terms and conditions which conflict with, and are inconsistent with AISD's bid requirements, i.e., altering shipping terms and schedule, their payment terms, pricing and services based solely on Ingrams' management criteria.