



Cornelio Gonzalez, Ph.D.
Executive Director

Region One Education Service Center

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TO: Region One Purchasing Cooperative (ROPC) Members

FROM: America Retana, Purchasing Cooperative Specialist

SUBJECT: **Region One Purchasing Cooperative General Merchandise and School Related Supplies RFP 19-AGENCY-000046, Extension 2 of 3, Addendum #2**

DATE: **August 20, 2020**

This proposal (RFP) allows Region One Education Service Center and its Region One Purchasing Cooperative (ROPC) members the opportunity to contract with qualified vendors for General Merchandise and School Related Supplies on an as-needed basis to procure services that include, but not limited to general office supplies, erasers, inks, leads, pens, pencils, etc.; office mechanical aids, small machines, and apparatuses; office machines, equipment, and accessories; computer accessories and supplies; school equipment, teaching aids, and supplies; and crafts. Item descriptions, specifications and/or technical requirements and estimated quantities and pricing, and/or price lists and/or catalogs have been provided by each vendor enclosed. ROPC members are required to conduct a cost or price analysis for the procurement of goods and/or services not listed in the items tab, and within the scope of services offered with this bid solicitation. ROPC members are responsible for the selection of goods and/or services available to meet their needs.

On May 2, 2018 the Region One ESC Purchasing Department, acting on behalf of its ROPC members, received thirty-two (32) responses to General Merchandise and School Related Supplies RFP 19-AGENCY-000046, one (1) was a no bid response from School Specialty, Inc. of Mansfield, OH.

On May 17, 2018 the Region One ESC Board of Directors met to review and approve the recommendation of the ROPC for General Merchandise and School Related Supplies RFP 19-AGENCY-000046, effective June 1, 2018 through August 31, 2019 with three (3) one-year extension options if all parties are in agreement. Thirty (30) vendors were awarded after evaluation of cost analysis, cooperative member needs, and complete proposal submissions with an evaluation score of 70 or greater. One (1) vendor, Mardel Inc. of Oklahoma City, OK, was not recommended, the proposal submission was incomplete and/or had an evaluation score of less than 70.

On August 22, 2019 the Region One ESC Board of Directors met to review and approve the recommendation of the ROPC for General Merchandise and School Related Supplies RFP 19-AGENCY-000046, Extension 1 of 3, effective September 1, 2019 - August 31, 2020 with two (2) one-year extension options remaining, if all parties are in agreement.

On August 20, 2020 the Region One ESC Board of Directors met to review and approve the recommendation of the ROPC for General Merchandise and School Related Supplies RFP 19-AGENCY-000046, **Extension 2 of 3**, effective September 1, 2020 - August 31, 2021 with one (1) one-year extension option remaining, if all parties are in agreement.

The following vendor were awarded: *ACP Direct – Dallas, TX; ASW Enterprises, LLC – Groesbeck, TX; Blick Art Materials, LLC – Galesburg, IL; Cielo Office Products, LLC – McAllen, TX; Coast to Coast Computer Products, Inc. – Simi Valley, CA; ECS Learning Systems, Inc. – Bulverde, TX; Express Booksellers – Dallas, TX; Gateway Printing & Office Supply, Inc. – Edinburg, TX; Gulf Coast Paper Co – Victoria, TX; hand2mind, Inc. – Vernon Hills, IL; Integral Mathematics, Inc. – Frisco, TX; KAMICO Instructional Media, Inc. – Salado, TX; Kaplan Early Learning Company – Lewisville, NC; Lakeshore Learning Materials - Carson, CA; Laserlink International, Inc. - Emeryville, CA; Lone Star Learning - Lubbock, TX; MathWarm-Ups.com – Round Rock, TX; Nasco – Fort Atkinson, WI; Prufrock Press, Inc. – Waco, TX; Rally! Education – Glen Head, NY; Ray's Business Products – Pharr, TX; S&S Worldwide – Colchester, CT; School Nurse Supply, Inc. – Schaumburg, IL; Sirius Education Solutions, LLC – Austin, TX; SuccessEd, LLC – Frisco, TX; Supporting Science, Inc. - Smithville, TX; The Library Store, Inc. – Tremont, IL; The Print Shop at Shipping Depot – Rio Grande City, TX; The Storybook Garden – Weslaco, TX; Westcom Wireless, Inc. (formerly Advanced Communication Systems) – Lower Burrell, PA.*

Please note the following addendums for General Merchandise and School Related Supplies RFP 19-AGENCY-000046, on the following pages.



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Bid Item #	Changes/Corrections:
8	Kaplan: Price change from \$13.95 to \$15.95 and \$11.86 to \$13.56 after discount. Award change from Kaplan to Gateway Printing, Kaplan is now an ALT vendor.
10	Kaplan: Price change from \$13.95 to \$14.95 and \$11.86 to \$12.71 after discount. No change in award.
12	Kaplan: Price change from \$14.95 to \$16.95 and \$12.71 to \$14.41 after discount. Award change from Kaplan to Cielo. Kaplan is now an ALT vendor.
14	Kaplan: Price change from \$26.95 to \$29.95 and \$22.91 to \$25.46 after discount. No change in award.
82	Kaplan: Price change from \$2.25 to \$2.50 and \$1.91 to \$2.12 after discount. No change in award.
120	Kaplan: Price change from \$1.12 to \$1.45 and \$0.95 to \$1.23 after discount. No change in award.
121	Kaplan: Price change from \$1.12 to \$1.45 and \$0.95 to \$1.23 after discount. No change in award.
122	Kaplan: Price change from \$1.12 to \$1.45 and \$0.95 to \$1.23 after discount. No change in award.
123	Kaplan: Price change from \$1.12 to \$1.45 and \$0.95 to \$1.23 after discount. No change in award.
124	Kaplan: Price change from \$1.12 to \$1.45 and \$0.95 to \$1.23 after discount. No change in award.
199	Kaplan: Price change from \$4.95 to \$5.95 and \$4.21 to \$5.06 after discount. No change in award.
232	Kaplan: Price change from \$34.95 to \$38.95 and \$29.71 to \$33.11. after discount. No change in award.
383	Kaplan: Price change from \$449.95 to \$479.95 and \$382.46 to \$407.96 after discount. No change in award.
402	Kaplan: Price change from \$44.95 to \$49.95 and \$38.21 to \$42.46 after discount. No change in award.

For your convenience, the order guide has been revised and posted on the Region One Purchasing Cooperative webpage: www.escl.net/ROPC, Awarded Bids & Proposals.

For additional information or questions, please contact the Region One Purchasing Cooperative at eBuyOne@escl.net:

Lori Atwood Ramos, Purchasing Coordinator - Phone: 956.984.6123
 Kristina B. Carrizales, Purchasing Cooperative Specialist - Phone: 956.984.6012
 America Retana, Purchasing Cooperative Specialist - Phone: 956.984.6217
 Salina Villanueva, Purchasing Technician – Phone: 956-984-6024

Bid Item #	Item Description	Estimated Quantity	UOM	Vendor Name	City	State	Alt Description	Payment Terms	Unit Price	Freight Amount	Discount Percent	Discount Dollars	Unit Price After Discount	Notes	SY20-21 Pricing
8	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #26437	Net 30	\$15.95	\$0.00	15.0	\$2.09	\$13.56	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
6	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #26436	Net 30	\$14.95	\$0.00	15.0	\$2.09	\$12.71	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
3	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #26439	Net 30	\$16.95	\$0.00	15.0	\$2.24	\$14.41	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
2	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #26438	Net 30	\$21.95	\$0.00	15.0	\$2.69	\$18.66	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
2	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #26435	Net 30	\$29.95	\$0.00	15.0	\$4.04	\$25.46	Free freight only on orders of \$300 or more, see deviations and exceptions	NONE	
35	EA Kaplan Early Learning Company			Lewisville	NC		Net 30	\$0.00	\$0.00	15.0			Free freight only on orders of \$300 or more, see deviations and exceptions	N/A	
25	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #2177	Net 30	\$0.99	\$0.00	15.0	\$0.14	\$0.84	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
25	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #84270	Net 30	\$1.99	\$0.00	15.0	\$0.29	\$1.69	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
25	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #12480	Net 30	\$2.95	\$0.00	15.0	\$0.44	\$2.51	Free freight only on orders of \$300 or more, see deviations and exceptions	N/A	
5	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #62145	Net 30	\$79.95	\$0.00	15.0	\$12.00	\$67.95	Free freight only on orders of \$300 or more, see deviations and exceptions	N/A	
60	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #22959	Net 30	\$1.50	\$0.00	0.0	\$0.00	\$1.28	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
10	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #22958	Net 30	\$2.50	\$0.00	15.0	\$0.34	\$2.12	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
8	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #22957	Net 30	\$22.95	\$0.00	15.0	\$3.14	\$19.51	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
65	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #99630 10' coiled cord	Net 30	\$20.95	\$0.00	15.0	\$2.84	\$17.81	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
38	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #91186 Set of 6 - 7.63" in length	Net 30	\$14.95	\$0.00	15.0	\$1.94	\$12.71	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
16	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #8192-AS	Net 30	\$1.45	\$0.00	15.0	\$0.17	\$1.23	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
15	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #8192-BK	Net 30	\$1.45	\$0.00	15.0	\$0.17	\$1.23	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
15	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #8192-BR	Net 30	\$1.45	\$0.00	15.0	\$0.17	\$1.23	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
15	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #8192-GR	Net 30	\$1.45	\$0.00	15.0	\$0.17	\$1.23	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
15	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #8192-RD	Net 30	\$1.45	\$0.00	15.0	\$0.17	\$1.23	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
152	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #15444	Net 30	\$3.25	\$0.00	15.0	\$0.49	\$2.76	Free freight only on orders of \$300 or more, see deviations and exceptions	N/A	
5	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #19010	Net 30	\$3.95	\$0.00	15.0	\$0.59	\$3.36	Price is for 1 ct, price for 12 = \$40.20	N/A	
10	PKG Kaplan Early Learning Company			Lewisville	NC	Kaplan item #30106	Net 30	\$44.95	\$0.00	15.0	\$6.60	\$38.21	Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
5	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #146575	Net 30	\$5.95	\$0.00	15.0	\$0.74	\$5.06	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
20	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #51571 8" timer operates free-standing or w all-mounted. Not magnetic	Net 30	\$38.95	\$0.00	15.0	\$5.24	\$33.11	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
2	EA Kaplan Early Learning Company			Lewisville	NC		Net 30	\$479.95	\$0.00	15.0			Free freight only on orders of \$300 or more, see deviations and exceptions	Done - NOT ADDENDUM	
4	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #27014 Letters, numbers, shapes; this rug has it all, and w ll be the centerpiece of any room. Learning Blocks has the perfect design for classroom organization and learning activities ranging from literacy, shape, and number recognition, as w ell as more advanced matching skills. 84"x118"	Net 30	\$479.95	\$0.00	15.0	\$67.49	\$407.96	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
1	EA Kaplan Early Learning Company			Lewisville	NC	Kaplan item #89311	Net 30	\$49.95	\$0.00	15.0	\$6.74	\$42.46	Free freight only on orders of \$300 or more, see deviations and exceptions	DONE	
	Kaplan Early Learning Company			Lewisville	NC	See enclosed price list	Net 30			Shipping charges apply			Free freight only on orders of \$300 or more, excludes next day air, 2nd day air and K-truck delivery services.	2020 Catalog price list enclosed with renewal	

[The Storybook Garden Price List see tabs](#)

No Bid Response:

School Speciality, Inc - Mansfield, OH

Deviations and Exceptions:

APC Direct: see deviations and exceptions form, freight terms FOB Destination, prepay and add. Freight charges not included in the discount price and must be added on each PO. Shipping charges: \$0-\$49.99 = \$7.95; \$50-\$99.99 = \$10.95; \$100-\$199.99 = \$14.95; \$200-\$499.99+ \$19.95; \$500+ = 6% c

Advance Communication Systems: no deviations or exceptions

ASW Enterprises: no deviations or exceptions

Blick Art Materials: see deviations and exceptions form, must use Blick code: "0D2or1" on purchase order to receive discount, shipping charges may apply.

Cielo Office Products: no deviations or exceptions

Coast to Coast Computer Products, Inc: no deviations or exceptions

ECS Learning Systems, Inc: no deviations or exceptions

Express Booksellers: no deviations or exceptions

Gateway Printing and Office Supply: no deviations or exceptions

Gulf Coast Paper Co: no deviations or exceptions

hand2mind: no deviations or exceptions

Integral Mathematics, Inc.: no deviations or exceptions

KAMICO Instructional Media, Inc.: no deviations or exceptions

Kaplan Early Learning Company: see deviations and exceptions form, pricing/discount exclusions noted, \$300 minimum order, shipping exclusions: excludes next day air, 2nd day air and K-truck delivery services.

Lakeshore Learning Materials: no deviations or exceptions

LASERLINK INTL INC: no deviations or exceptions

Lone Star Learning: see deviations and exceptions form, 12% shipping and handling charge on some items apply, 0% discount off of catalog/price list

MathWarm-Ups.com: no deviations or exceptions

Nasco: see deviations and exceptions form, \$99 minimum order with approved credit, free ground shipping except items with a truck logo or live material, some items are not discounted, hazardous material surcharge added to items with a diamond or D.O.T. symbol.

Prufrock Press Inc: see deviations and exceptions form, samples not provided, shipping charges approx 10% of order with a minimum charge of \$7.95.

RALLY! EDUCATION: no deviations or exceptions

Ray's Business Products: no deviations or exceptions

S&S Worldwide: see deviations and exceptions form, shipping charges may apply

School Nurse Supply, Inc.: see enclosed letter, discount may not apply to all items, shipping charges may apply on capital equipment items

Sirius Education Solutions LLC: no deviations or exceptions

SuccessEd, LLC: see deviations and exceptions form, must agree to terms of Software Services Agreement - enclosed.

Supporting Science, Inc.: no deviations or exceptions

The Library Store, Inc.: no deviations or exceptions

The Print Shop at Shipping Depot: no deviations or exceptions, see Attachment B

The Storybook Garden: no deviations or exceptions

Mardel Inc: did not have an evaluation score of 70 or greater.