

NOTICE OF SOLE SOURCE PROCUREMENT

Date: January 25, 2017

Vendor/Contractor: Heinemann

Contract Amount: \$102,384.00

Description of Services: Literacy intervention program.

Sole Source Determination: Expansion of an existing program.

Date of Award: TBD

JAN 25 2017 PM 01:46



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

Department of Teaching and Learning

MEMORANDUM

TO: J. Kevin Beardsley, Director
Office of Purchasing Services

FROM: Amy E. Cashwell, Ed.D., Chief Academic Officer *AC*
Lesley L. Hughes, Ed.D., Executive Director of Elementary Teaching and Learning *LLH*
Cristina N. Alsop, Director of Title I Programs *C. Alsop*

SUBJECT: SOLE SOURCE JUSTIFICATION - HEINEMANN

DATE: January 19, 2017

REQUISITION#: DTAL-17-0284295

TOTAL DOLLAR AMOUNT: \$ 102,384.00

JUSTIFICATION FOR SOLE SOURCE:

This memorandum is to certify that Heinemann is the sole provider of Fountas and Pinnell Leveled Literacy Intervention (LLI). LLI is a powerful, short-term intervention that provides daily, intensive, small-group instruction to supplement classroom literacy instruction. The program is systematically designed with engaging lessons through leveled books. Kits include, but are not limited:

- Leveled Book Titles (6 copies of each)
- Prompting Guide
- Literacy Notebooks
- Word Magnets
- Fountas and Pinnell Calculator/Stopwatch
- Access to Online Resources and Professional Development and Tutorial Videos

This resource will be used during small-group intervention by Title I support intervention teachers and during/after school tutors for students who are performing below grade level as indicated by the DRA2 assessment. The selection of LLI was based on current use of the resource in our Title I kindergarten classes and some of our first grade classes. After the additional grade levels were purchased this year, schools requested additional kits. The Leveled Literacy Intervention kits are designed to support Compass to 2020 Goal 1: High Academic Expectations with a focus on literacy and addressing gaps for all student groups.

Questions may be directed to Cristina N. Alsop at 263-1450 or via email Cristina.Alsop@vbschools.com.

/sab

Attachments: Vendor Quote; Sole Source from September 13, 2016

APPROVED:

J. Kevin Beardsley
Kevin Beardsley

DATE:

1/25/17



AND
Houghton
Mifflin
Harcourt

ORDERS/CUSTOMER SERVICE
 TEL:800-225-5800 FAX:877-231-6980
 P.O.BOX 6926
 Portsmouth, NH 03802-6926
 www.heinemann.com
 Pubnet SAN:210-5829 CODE:HEP
 Federal ID#:06-1154537 GST:#125-218-917

phaneufj

351 Hanover Street, Portsmouth, NH 03801

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QUOTE : 5100785

BILL TO: 9754556

SHIP TO: 9754556

VIRGINIA BEACH CTY PUB SCH
 2512 GEORGE MASON DRIVE
 VIRGINIA BEACH VA 23456

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 2512 GEORGE MASON DRIVE
 VIRGINIA BEACH VA 23456

Account Number	PURCHASE ORDER NUMBER	DATE	SPECIAL INSTRUCTIONS	TERMS	PAGE NO.	
9754556	QUOTE	01-11-2017		Net 30 Days	1	
ITEM	ISBN	UNITS	DESCRIPTION	LIST PRICE	DISC	NET PRICE
E02692	978-0-325-02692-3	4	FOUNTAS /LLI PURPLE GRADE 5 ----- PREPACK CONTAINS -----	6,187.50	20.00	19,800.00
E05104	978-0-325-05104-8	4	LLI Purple Carton 1			
E05105	978-0-325-05105-5	4	LLI Purple Carton 2			
E05106	978-0-325-05106-2	4	LLI Purple Carton 3			
E05107	978-0-325-05107-9	4	LLI Purple Carton 4			
E05108	978-0-325-05108-6	4	LLI Purple Carton 5			
E05109	978-0-325-05109-3	4	LLI Purple Carton 6			
E05110	978-0-325-05110-9	4	LLI Purple Carton 7			
E05111	978-0-325-05111-6	4	LLI Purple Carton 8			
E05112	978-0-325-05112-3	4	LLI Purple Carton 9			
E02852	978-0-325-02852-1	3	FOUNTAS /LLI GOLD GRADE 4 ----- PREPACK CONTAINS -----	6,187.50	20.00	14,850.00
E04816	978-0-325-04816-1	3	LLI GOLD Carton 1			
E04817	978-0-325-04817-8	3	LLI GOLD Carton 2			
E04818	978-0-325-04818-5	3	LLI GOLD Carton 3			
E04819	978-0-325-04819-2	3	LLI GOLD Carton 4			
E04820	978-0-325-04820-8	3	LLI GOLD Carton 5			
E04821	978-0-325-04821-5	3	LLI GOLD Carton 6			
E04822	978-0-325-04822-2	3	LLI GOLD Carton 7			
E04823	978-0-325-04823-9	3	LLI GOLD Carton 8			
E04824	978-0-325-04824-6	3	LLI GOLD Carton 9			
E02860	978-0-325-02860-6	1	FOUNTAS /LLI TEAL GRADES 6-12 ----- PREPACK CONTAINS -----	6,187.50	20.00	4,950.00
E07660	978-0-325-07660-7	1	LLI Teal Carton 1			
E07661	978-0-325-07661-4	1	LLI Teal Carton 2			
E07662	978-0-325-07662-1	1	LLI Teal Carton 3			



**Houghton
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Harcourt**

ORDERS/CUSTOMER SERVICE
TEL:800-225-5800 FAX:877-231-6980
P.O.BOX 6926
Portsmouth, NH 03802-6926
www.heinemann.com
Pubnet SAN:210-5829 CODE:HEP
Federal ID#:06-1154537 GST:#125-218-917

phaneufj

361 Hanover Street, Portsmouth, NH 03801

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QUOTE : 5100785

BILL TO: 9754556

SHIP TO: 9754556

VIRGINIA BEACH CTY PUB SCH
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Account Number	PURCHASE ORDER NUMBER	DATE	SPECIAL INSTRUCTIONS	TERMS	PAGE NO.	
9754556	QUOTE	01-11-2017		Net 30 Days	2	
ITEM	ISBN	UNITS	DESCRIPTION	LIST PRICE	DISC	NET PRICE
E07663	978-0-325-07663-8	1	LLI Teal Carton 4			
E07664	978-0-325-07664-5	1	LLI Teal Carton 5			
E07665	978-0-325-07665-2	1	LLI Teal Carton 6			
E07666	978-0-325-07666-9	1	LLI Teal Carton 7			
E07667	978-0-325-07667-6	1	LLI Teal Carton 8			
E07668	978-0-325-07668-3	1	LLI Teal Carton 9			
E06047	978-0-325-06047-7	3	FOUNTAS /LLI RED GRADE 3 CY14 ***** PREPACK CONTAINS *****	6,187.50	20.00	14,850.00
E06048	978-0-325-06048-4	3	LLI RED Carton 1 CY14			
E06049	978-0-325-06049-1	3	LLI RED Carton 2			
E06050	978-0-325-06050-7	3	LLI RED Carton 3			
E06051	978-0-325-06051-4	3	LLI RED Carton 4			
E06052	978-0-325-06052-1	3	LLI RED Carton 5			
E06053	978-0-325-06053-8	3	LLI RED Carton 6			
E06054	978-0-325-06054-5	3	LLI RED Carton 7			
E06055	978-0-325-06055-2	3	LLI RED Carton 8			
E06056	978-0-325-06056-9	3	LLI RED Carton 9			
E06150	978-0-325-06150-4	6	FOUNTAS /LLI BLUE GRADE 2 CY14 ***** PREPACK CONTAINS *****	3,850.00	20.00	18,480.00
E06151	978-0-325-06151-1	6	LLI Blue Carton # 1 CY14			
E02586	978-0-325-02586-5	6	LLI Blue Carton # 2			
E02587	978-0-325-02587-2	6	LLI Blue Carton # 3			
E02588	978-0-325-02588-9	6	LLI Blue Carton # 4			
E02591	978-0-325-02591-9	6	LLI Blue Carton # 5			
E02639	978-0-325-02639-8	6	LLI Blue Carton # 6			
E02569	978-0-325-02589-6	6	LLI Blue Carton # 7			
E02590	978-0-325-02590-2	6	LLI Blue Carton # 8			



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Account Number	PURCHASE ORDER NUMBER	DATE	SPECIAL INSTRUCTIONS	TERMS	PAGE NO.	
9754556	QUOTE	01-11-2017		Net 30 Days	3	
ITEM	ISBN	UNITS	DESCRIPTION	LIST PRICE	DISC	NET PRICE
E06226	978-0-325-06226-6	6	FOUNTAS /LLI GREEN GRADE 1 CY14 ***** PREPACK CONTAINS *****	3,425.00	20.00	16,440.00
E06216	978-0-325-06216-7	6	LLI Green Carton # 1 CY14			
E02273	978-0-325-02273-4	6	LLI Green Carton # 2			
E02274	978-0-325-02274-1	6	LLI Green Carton # 3			
E02581	978-0-325-02581-0	6	LLI Green Carton # 4			
E02584	978-0-325-02584-1	6	LLI Green Carton # 5			
E02638	978-0-325-02638-1	6	LLI Green Carton # 6			
E02582	978-0-325-02582-7	6	LLI Green Carton # 7			
E02563	978-0-325-02583-4	6	LLI Green Carton # 8			
E06227	978-0-325-06227-3	3	FOUNTAS /LLI ORANGE GRADE K CY14 ***** PREPACK CONTAINS *****	2,262.50	20.00	5,430.00
E06232	978-0-325-06232-7	3	LLI Orange Carton # 1 CY14			
E02268	978-0-325-02268-0	3	LLI Orange Carton # 2			
E02269	978-0-325-02269-7	3	LLI Orange Carton # 3			
E02271	978-0-325-02271-0	3	LLI Orange Carton # 4			
E02270	978-0-325-02270-3	3	LLI Orange Carton # 5			
			***** BACKORDERS AND MISC *****			
QUOTATION PRICES VALID FOR 30 DAYS						

MERCHANDISE : 94,800.00
SHIPPING : 7,584.00

Reference	Total Units	Shipping Weight	Shipping Method
5100785	26	7,287	GROUND COMMERCIAL

QUOTATION AMOUNT 102,384.00
PAYABLE IN U.S. FUNDS:

RETURNS PREPAID TO HEINEMANN C/O HOUGHTON MIFFLIN HARCOURT
465 SOUTH LINCOLN DRIVE TROY, MO 63378

REMIT COPY AND PAYMENT TO: HEINEMANN
15963 COLLECTIONS CENTER DRIVE, CHICAGO IL 60693

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