

NOTICE OF SOLE SOURCE PROCUREMENT

Date: September 7, 2017

Vendor/Contractor: Scholastic, Inc.

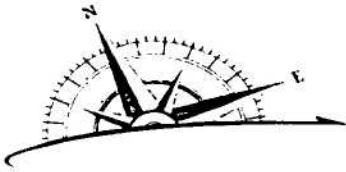
Contract Amount: \$301,157.73

Description of Services: Customized library packs for Title 1 schools K-6.

Sole Source Determination: Student ordering process, individual packaging with a reading and writing journal only offered by Scholastic.

Date of Award: TBD

SEP 07 2017 AM09:21



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 *LH*
Cristina N. Alsop, Director of Title I Programs *C. Alsop*

SUBJECT: **SOLE SOURCE JUSTIFICATION-SCHOLASTIC, INC.**

DATE: SEPT. 5, 2017

REQUISITION #: DTAL-18-0300213

TOP DOLLAR AMOUNT: \$301,157.73

JUSTIFICATION OF SOLE SOURCE:

This memorandum is to certify that Scholastic is the sole provider of Summer Home Library Packs for Title I schools, grades K – 6. Scholastic, Inc. provides a highly customized order process where each student is able to make book selections of their choosing from a list of teacher selected, district approved titles that correlate to the Virginia Standards of Learning. Scholastic, Inc. provides samples of every book to each Title I school, allowing the students to preview the selection prior to ordering. Students then make their selections via order form or custom website. Teachers have access to their student's selections during the ordering window in order to review reading level appropriateness and suggest changes as necessary. At the close of the ordering window, Scholastic, Inc. assembles each custom pack with the student's selected books, and a reading and writing journal. Each pack is shrink-wrapped and labeled with the student's name, grade-level and teacher name.

During the 2015-2016 school year, a committee comprised of Virginia Beach City Public Schools teachers and literacy leaders selected 25 titles per grade-level from which the students choose 6-10 titles for their packs. Scholastic, Inc. provides a constant price per pack by providing the list of 25 books of varying prices and charging the average of those 25 books, while allowing the student to select any 6-10 titles. This will be the second year for these titles.

The Summer Home Library Packs are designed to promote engagement between students and their family and prevention of the summer backslide in literacy. These materials support Compass to 2020 Goal 1: High Academic Expectations, Literacy and Numeracy, and Goal 4: Culture of Growth and Excellence, Purposefully Partnering with Parents and the Community.

If you need additional information, please contact Cristina N. Alsop at 263-1463 or email Cristina.Alsop@vbschools.com.

/ca

Attachment

Approved:

J. Kevin Beardsley

J. Kevin Beardsley, Director
Office of Purchasing Services

Date:

9/7/17

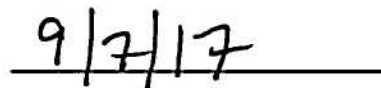
Supporting Information for Purchase from Scholastic

To: The Record
From: J. Kevin Beardsley, Director of Purchasing
Date: September 7, 2017
Subject: Sole Source Purchase from Scholastic
Requisition#DTAL-18-030013

Over the years the purchasing staff have made many attempt to find competing companies for books and services offered by Scholastic. While it is sometimes possible to find companies that offer some of the books supplied by Scholastic, it has not been possible to find companies that offer all of the books, and books of a similar quality. While numerous companies can sell certain titles, there are often restrictions of who can see certain books with various bindings and covering. Often we have found that only Scholastic can sell certain titles in a low-cost paperback version.

We have also determined that only Scholastic offers many value added services and custom packaging for K-12. For example, the attached order is not only for books but also for a customized ordering process that allows each student to select books for a predetermined list and have the books packaged together, labeled, and delivered to the classroom. We have not been able to find another company who can provide these services.


J. Kevin Beardsley, Director of Purchasing


Date