BOOKSTORE CONTRACT

PRESENTATION

Board of Trustees Meeting
May 20, 2014
RFP ISSUED FOR BOOKSTORE SERVICES

- The following companies received bid packets from COM:
  
  Barnes & Noble College Booksellers
  Follett Higher Education Group
  Book Passage
  Diesel Books
  Copperfield’s Books
  Pt. Reyes Books
  Depot Bookstore Café
  Whyte’s Booksmith
  First Street Books
RFP ISSUED FOR BOOKSTORE SERVICES

- 2 vendors bid for services for a 60 month agreement
  - Barnes and Noble
  - Follett

- Evaluation Committee was made up of the following employee groups - 1 classified, 2 managers, 1 confidential

- Overall scores were as follows (400 best score)
  - Follett = 368
  - B&N = 283
BENEFITS OF FOLLETT SERVICES

- Rent A Text Program
- Digital Books (BookNow+) & CafeScribe
- 85 bookstores in California
- In Stock and On Time
- Faculty Discovery (with Library)
- Computer Products
- Campus Advisory Council
- Annual Program Review
- Centralized Purchasing
- Member of the Fair Labor Associations
  - Partnership with Global Social Alliance
  - Strict Labor Code of Conduct
FINANCIAL BENEFITS OF FOLLETT

- Installation of new POS systems
- Campus Card Integration with US BANK
- Re-design and remodel of existing store
- Purchase existing inventory
- Book based scholarships
- General use scholarships
- 10% discount to all faculty and staff (limited)
- 20% departmental discounts (limited)
- 13.75% commission on gross over 2m
- 12.75% commission on all gross up to 2m in sales
  - Currently receiving 0% from current vendor
QUESTIONS?