Books (Conventional/eBooks) and Related Services
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: RFP # 17-07

RFP Issued: January 25, 2017

Pre-Proposal Date: None

Response Due Date: March 9, 2017

Proposals Received: 8

Awarded to: myOn, LLC # R170705

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 17-07 for Books (Conventional/eBooks) and Related Services on January 25, 2017, to establish a national cooperative contract for books and related services.

National Cooperative language was included in the RFP: Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

> *"Region 4 Education Service Center ("Region 4 ESC" herein "Lead Public Agency") on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein "Participating Agencies") solicits proposal from qualified Offerors to enter into a Vendor Contract ("Contract") for the goods or services solicited in this proposal.*
>
> *Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being "piggybackable.*
>
> *Region 4 ESC's purchasing cooperative was established in 1997 as a means to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services."*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star - Advertiser, HI
- The Herald New-Will County, IL
- The Advocate-New Orleans, LA
- USA Today
- The New Jersey Herald, NJ
- Times Union, NY
- Daily Journal Commerce, OR
- The State, SC
- Deseret News, Utah
- Richmond Times, VA
- Seattle Daily Journal Commerce, WA

- Region 4 ESC Website
- National IPA Website

On March 9, 2017 proposals were received from the following offerors:

- Bound To Stay Bound Books, Inc.
- Coughlan Companies, Inc. *dba* Capstone Classroom
- GL group. Inc., *dba* Booksource
- Mackin Educational Resources
- myOn, LLC
- OverDrive, Inc.
- Scholastic Library Publishing, Inc.
- WT Cox Information Services

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend an award to myON, LLC who submitted competitive pricing and product ranges.

On Tuesday, April 25, 2017 the Board of Directors of Region 4 Education Service Center (ESC) approved the contract for books (conventional/eBooks) and related services.

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of August 1, 2017.

Contract Highlights:

- Fastest growing digital literacy company for the K-12 education market
- Students have access to a personalized literacy ecosystem
- State-of-the art learning platform
- Enhanced digital reading content
- The Lexile® Framework for Reading
- Cutting-edge literacy tools
- Embedded metrics to monitor activity and growth

Pricing/Discount:

- Discount varies.
- Volume price quotes can be obtained through local sales representative.

Term:

Initial three (3) year agreement effective August 1, 2017 through July 31, 2020 with the option to renew for two (2) additional one-year periods through July 31, 2022.

National IPA Web Landing Page: www.nationalipa.org/Vendors/Pages/myONLLC.aspx