

NOTICE OF SOLE SOURCE PROCUREMENT

Date:	Friday, September 23, 2005
Vendor/Contractor:	Oxford University Press
Contract Amount:	\$58,760.75
Description of Services:	History Textbooks
Sole Source Determination:	Copyrighted materials purchased from holder of the copyright.
Date of Award:	Friday, September 23, 2005



VIRGINIA BEACH CITY PUBLIC SCHOOLS

AHEAD OF THE CURVE

Department of Curriculum and Instruction

Office of Instructional Services

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

FROM: Georgeanne Hribar, Middle School Social Studies Coordinator
Office of Secondary Instructional Services

BCI

**SUBJECT: SOLE SOURCE JUSTIFICATION FOR HISTORY OF US MATERIALS
PURCHASED FROM OXFORD UNIVERSITY PRESS**

SEP 23 '05 AM 9:31 VBPS
posted all

This memorandum is written in order to certify Oxford University Press as the copyright holder and publisher of Joy Hakim's *History of US* books and the distributor of the John Hopkins Teacher materials. We are buying directly from the publisher because of their ability to provide an educational discount and teacher materials.

The particular bundle created by the publisher's representative includes: a set of books for each school participating in the training; a teacher's guide for each volume in the series purchased; a John Hopkins Teacher Kit for each of the 10 volumes per school; sample copies of the student study guides (1 per each volume purchased); and 15 copies of *Reading History* (also published by Oxford University Press).

In addition, the publisher is providing access to the Oxford University Press K-12 Web site, and one year of access to American National Biography Online and the Oxford Reference Online for each of the 15 middle schools.

These materials support the goals of our Teaching American History grant—providing teacher materials and training to support teachers in the use of interactive instruction and historical investigation.

pc: Lorna S. Roberson, Director
Office of Secondary Instructional Services

Approved for sole source. J. Kevin Beardsley
9/13/05

RECEIVED

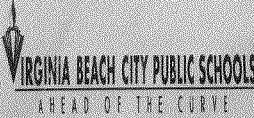
SEP 12 2005

If purchase is over \$50,000, this must be posted once the request is received in Purchasing.

VIRGINIA BEACH PUBLIC SCHOOLS
PURCHASING

PURCHASE REQUISITION

COMPLETED 9-21-05

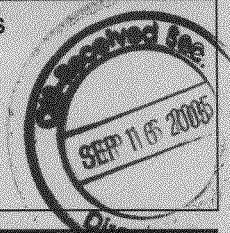


VIRGINIA BEACH CITY PUBLIC SCHOOLS
SCHOOL ADMINISTRATION BUILDING
2512 GEORGE MASON DRIVE
VIRGINIA BEACH VA 23456

Entered Date: 09/08/2005	FY 06	Requisition No. INST-6-0049191
Required Date:		

Justification: ms history teacher materials	
S H I P T O	VIRGINIA BEACH CITY PUBLIC SCHOOLS SUPPLY WAREHOUSE 5120 CLEVELAND STREET VIRGINIA BEACH VA 23462

Vendor: OXFORD UNIVERSITY PRESS Phone: (800) 624-0153 ext	
I N V O I C E	VIRGINIA BEACH CITY PUBLIC SCHOOLS OFFICE OF BUSINESS SERVICES P.O. BOX 6038 VIRGINIA BEACH VA 23456



A

Requesting Department		Requestor		Phone #		Requisition Type	
INSTRUCTION AND CURRICULUM		BOURN-DELGADO, REGINA		(757) 263 - 1070 ext.		ST	
Item	Class-Item and Description	Quantity	Unit	Unit Price	Total		
1.0	Item # 0-19-516056; hard cover History of US 11-volume sets. Includes: 4,125 books (375 of each of eleven titles), 4,125 Student Study Guides (375 of each of eleven titles), 150 Teacher's Guides (15 of each of ten titles), 150 John's Hopkins Kits (15 of each of ten titles); 15 copies of Reading History; access to www.oup.com/us/k12 for 15 middle school sites, access to American National Biography Online and Oxford Reference Online for one year for 15 middle school sites. In-service provided upon request at no additional charge.	375.00	EA	\$142.45	\$53,418.75		
2.0	Estimated shipping and handling at 10% of total.	1.00	EA	\$5,342.00	\$5,342.00		
ATTN: Georgeanne Hribar, MS Social Studies Coordinator						Subtotal: \$58,760.75	
						TOTAL: \$58,760.75	

VBCPS Accounting Information

ACCOUNT NUMBER 116.51700.606011.0033900 AMOUNT \$58,760.75 *WCK*

Kmp 9/8/05

RECEIVED

SEP 21 2005

VIRGINIA BEACH CITY
SCHOOL BOARD
BUSINESS SERVICES

C & I Assistant

SEP 20 2005

Superintendent

*Mail or Fax
Order to
Alex B. Deidun
contact information
provided on quote.*

Request submitted by: *Georgeanne C Hribar* Coordinator

Request approved by: *[Signature]* Director, 9/14/05

Purchase authorized by: *[Signature]* 9/20

We the undersigned, by approving this requisition, hereby certifies that, to the best of his/her knowledge, the requisition fully complies with all provisions of the State and Local Government Conflict of Interest Act (Code of Virginia, § 2.2-3106 et seq.)

Purchase action taken by: *[Signature]*

M. Jank 9/21/05
[Signature] 9-20-05

Georgeanne Hribar

From: Diedrich, Glenn [glenn.diedrich@oup.com]
Sent: Tuesday, August 30, 2005 5:25 PM
To: Georgeanne Hribar
Cc: McCracken, Reed
Subject: Price Quote

Hi George Anne,

Great to talk with you today. Here is what we can do:

300 - 11 volume sets
3,300 total books
120 Teachers Guides
Access to www.oup.com/us/k12
3,300 Student Study Guides
120 John's Hopkins Kits
12 copies of READING HISTORY
AMERICAN NATIONAL BIOGRAPHY ONLINE 1 yr for each school OXFORD REFERENCE ONLINE 1 yr for each school

Total Cost \$42,735

375 - 11 volume sets
4,125 total books
150 Teacher's Guides
Access to www.oup.com/us/k12
4,125 Student Study Guides
150 John's Hopkins Kits
15 copies of READING HISTORY
AMERICAN NATIONAL BIOGRAPHY ONLINE 1 yr for each school OXFORD REFERENCE ONLINE 1 yr for each school

Total Cost: \$53,418.75

We will also provide in-service upon request. We just need really good notice on dates.

This is over 30% savings! A much better deal than Reed gave the group.

Glenn

Glenn D. Diedrich, M.A.
Marketing Director for School and Young Adult Oxford University Press
198 Madison Avenue
New York, NY 10016-4314
212-726-6091 NYC Office
847-731-2016 Chicago Office
414-899-3083 Cell
212-726-6444 Fax
glenn.diedrich@oup.com

Kimberley M. Pierce

From: Kevin Beardsley
Sent: Thursday, September 08, 2005 1:41 PM
To: Kimberley M. Pierce
Subject: RE: Price Quote

Kimberly,

Yes, I can support this as a Sole Source based upon the fact that we are buying directly from the publisher at an educational discount. Please prepare a memo to that effect, attached this email, and I will approve it.

J. Kevin Beardsley, C.P.P.B., C.P.P.O.
Director of Purchasing
Virginia Beach City Public Schools
(757) 263-1175
Fax: (757) 263-1147

From: Kimberley M. Pierce
Sent: Thursday, September 08, 2005 11:19 AM
To: Kevin Beardsley
Cc: Georgeanne Hribar
Subject: FW: Price Quote

Mr. Beardsley,

We received some additional information from the vendor regarding the product we are interested in purchasing. Does Mr. Diedrich's response below perhaps make this a sole source opportunity?

Thank you,
Kimberley

From: Georgeanne Hribar
Sent: Thursday, September 08, 2005 11:11 AM
To: Kimberley M. Pierce
Subject: FW: Price Quote

Hi Kim,

Here is the e-mail paper trail. I checked social studies school services online catalog for the teacher materials and received this message.

Results are sorted alphabetically. Click on a title for more information. Too many titles to browse? [Refine your search.](#)

Your search criteria:

Title: John Hopkins Teaching Resources Kit

Resource Type: Products

I searched Amazon.com for the teacher materials via ISBN and received no hits.

The catalog contains no titles that match your search criteria.

Thanks for keeping me on the right path,

Georgeanne

9/8/2005

RE: Price Quote

From: Diedrich, Glenn [mailto:glenn.diedrich@oup.com]
Sent: Thu 9/8/2005 10:09 AM
To: Georgeanne Hribar
Subject: RE: Price Quote

Hi Georgeanne,

We sell the books to School Service, Amazon and others. They get a discount from us. They sell it a list price \$19.95 for the PE for each book. They cannot give teacher resources away. The teacher resources range from \$9.95 - \$59.95 each. Oxford creates a school price package that gives schools a discount \$12.95 a book, free student study guides, teacher materials and on-line access. None of the commercial houses could match this price. We retain the lowest possible price for schools.

Hope this helps.

Glenn

Glenn D. Diedrich, M.A.
 Marketing Director for School and Young Adult
 Oxford University Press
 198 Madison Avenue
 New York, NY 10016-4314
 212-726-6091 NYC Office
 847-731-2016 Chicago Office
 414-899-3083 Cell
 212-726-6444 Fax
 glenn.diedrich@oup.com

-----Original Message-----

From: Georgeanne Hribar [mailto:Georgeanne.Hribar@VBSchools.com]
Sent: Thursday, September 08, 2005 10:04 AM
To: Diedrich, Glenn
Subject: RE: Price Quote

Explain more about the sole source for the school pricing. A definition of school pricing and a package would be a start since I am clueless.

Georgeanne C. Hribar, Ed.D.
 Coordinator, Middle School Social Studies
 (757) 263-1020

"The influence of each human being on others in this life is a kind of immortality."
 John Quincy Adams

From: Diedrich, Glenn [mailto:glenn.diedrich@oup.com]
Sent: Thu 9/8/2005 10:01 AM
To: Georgeanne Hribar
Subject: RE: Price Quote

Hi Georgeanne,

We are not the sole source for the books. We are the sole source for the school pricing. If you wanted to purchase books and teacher materials it would be at list price.

9/8/2005