

NOTICE OF SOLE SOURCE PROCUREMENT

Date: Monday, October 23, 2006

Vendor/Contractor: Tom Snyder Productions

Contract Amount: \$108,389.00

Description of Services: Mathematics Software

Sole Source Determination: Copyrighted material sold by sole distributor

Date of Award: TBD



VIRGINIA BEACH CITY PUBLIC SCHOOLS

A H E A D O F T H E C U R V E

*Department of Curriculum and Instruction
Office of Elementary Instructional Services*

MEMORANDUM

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

FROM: Judith N. Fisher, Elementary Mathematics Coordinator *JNF*
Office of Elementary Instructional Services

SUBJECT: SOLE SOURCE REQUEST

DATE: October 20, 2006

NAME OF COMPANY: Tom Snyder Productions

REQUISITION #: INST-7-0062345

TOTAL DOLLAR AMOUNT: \$108,389.00

JUSTIFICATION FOR SOLE SOURCE:

Fastt Math is a mathematics software program distributed by Tom Snyder Productions and is the sole source vendor for this product. This software, designed for use with students of grades 3, 4, and 5, is designed to enhance students' ability to attain fluency with basic math facts.

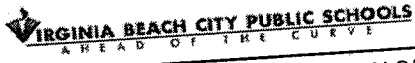
APPROVED: _____

J. Kevin Beardsley

DATE: _____

10/23/06

REQUISITION



Justification: INSTRUCTIONALMATERIALS/ES MATH

Required Date: 10/20/2006 Fiscal Yr: 07
 Requested Date: 10/20/2006
 Phone: (757) 263 - 1175
 Vendor: TOM SNYDER PRODUCTIONS INC

Requisition No:
INST-7-0062345

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 DR CHRISTINE W CASKEY
 DEPT OF CURR & INST
 2512 GEORGE MASON DRIVE
 VIRGINIA BEACH, VA 23456

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 OFFICE OF BUSINESS SERVICES
 P.O. BOX 6038
 VIRGINIA BEACH, VA 23456

Requesting Department		Requestor	Phone #		Requisition Type	
INST - INSTRUCTION AND CURRICULUM		JANET KEHLENBECK	(757) 263 - 1070		ST - STANDARD	
Item	Class-Item and Description	Quantity	Unit	Unit Price	Discount	Total
1	ITEM #1-59009-950-8 FASTT MATH UNLIMITED SITE LICENSE	13.00	EA	\$8,500.00	\$-11,050.00	\$99,450.00
2	TRAIN-THE-TRAINER TRAINING	2.00	EA	\$2,500.00	\$0.00	\$5,000.00
3	TRAINING MATERIALS FOR VIRGINIA BEACH TRAINERS	130.00	EA	\$15.00	\$0.00	\$1,950.00
4	SHIPPING AND HANDLING NOTE TO VENDOR: PLEASE LABEL TO THE ATTN. OF JUDY FISHER/JANET SMALLWOOD	1.00	EA	\$1,989.00	\$0.00	\$1,989.00



Tom Snyder Productions
A Scholastic Company

FASTT Math Cost Proposal - 2006	
<i>District/School</i> Virginia Beach Public Schools	<i>Date</i> 10/20/06
<i>Contact Person</i> Janet Smallwood & Judy Fisher	
<i>Address</i> 2512 George Mason Drive	
<i>City/State/Zip</i> Virginia Beach, VA 23456	

FASTT Math

Item #	Title	QTY	Price	Amount
1-59009-950-8	FASTT Math Unlimited Site License	13	\$8,500	\$110,500

Implementation Training

	Type of Training	# of Trainings	Price	Amount
	Teacher Implementation Training	0	\$2,500	\$0
	Train-the-Trainer Training	2	\$2,500	\$5,000
	Training Materials for Virginia Beach Trainers	130	\$15	\$1,950
	Administrator Training	0	\$2,500	\$0
	Technical Training	0	\$2,500	\$0

VOLUME DISCOUNT SCHEDULE
(Unlimited Site Licenses Only)

- 5% off Purchase of 2-10 schools
- 10% off Purchase of 11-50 schools
- 15% off Purchase of 51-100 schools
- 20% off Purchase of 101+ schools

Add 5% to discount when purchasing for all schools.

Product Subtotal from Above	\$110,500.00
% Discount based on number of schools	10%
Subtotal after Discount	\$99,450.00
Shipping/Handling	\$1,989.00
Implementation Training	\$6,950.00
Applicable Sales Tax	
PROGRAM TOTAL	\$108,389.00

• Standard Technical Support includes unlimited phone and email support.

• Cost of on-site Implementation Training increases to \$3,000/day when purchased after your FASTT Math software purchase.

THIS PROPOSAL IS VALID THROUGH: October 31, 2006

MAIL PO TO: Tom Snyder Productions, a Scholastic Company • 100 Talcott Avenue • Watertown, MA 02472

FAX PO TO: 800-304-1254

SUBMITTED BY: Amy Wherley, Territory Manager