

## NOTICE OF SOLE SOURCE PROCUREMENT

**Date:** Monday, May 19, 2008

**Vendor/Contractor:** **Follett Software Company**

**Contract Amount:** \$124888.50 `

**Description of Services:** Library Software

**Sole Source Determination:** Copyrighted software purchased from the publisher.

**Date of Award:** May 19, 2008

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# **VIRGINIA BEACH CITY PUBLIC SCHOOLS**

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

**DEPARTMENT OF TECHNOLOGY  
OFFICE OF THE CHIEF INFORMATION OFFICER**

**MEMORANDUM**

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

**FROM:** Ramesh K. Kapoor, Chief Information Officer *Ramesh*  
William L. Johnsen, Director, Instructional Technology *Johnsen*  
Department of Technology

**SUBJECT:** **Sole Source Justification for Follett Software Company's  
Panther Handheld Scanner**

**DATE:** May 14, 2008

Follett Software Company is the sole owner and distributor of Destiny, Circulation Plus, Catalog Plus, WebCollection Plus, Title Peek, Panther Handheld barcode scanner, and the software and support services associated with the Follett Software Company name. Currently Virginia Beach City Public Schools libraries use Follett's Dolphin Handheld mobile scanner, which has been discontinued. The Panther is the next generation in mobile library automation, and it allows Virginia Beach schools to continue to use all barcode labels, and other peripheral devices currently in use with Destiny Library Manager Software.

Virginia Beach City Public Schools uses Follett's Destiny software and hardware in all of its library media centers to provide online catalogs, circulate materials, and keep accurate inventories of holdings. The use of this software supports the instructional program and helps to advance our efforts to improve student achievement.

*Approved for sole source 5/19/08  
J. Kevin Beardsley*



## Quote

Follett Software Company  
1391 Corporate Drive  
McHenry, IL 60050

(800) 323-3397  
(815) 344-8700

**Quote #:** 60157  
**Created:** 4/8/2008  
**Expires:** 6/7/2008

**Virginia Bch Schools**  
Attention: Lloyd Thomas  
2512 George Mason Dr  
Virginia Beach, VA 23456

**Sales Representative:**  
Sandra Turville ([sturville@fsc.follett.com](mailto:sturville@fsc.follett.com))

### Virginia Bch Schools (4592289)

Item #	Description	Price	Quantity	Ext. Price
36830A	Follett Panther Wireless Scanner Kit	\$1,795.00	87Ea	\$156,165.00
<b>Subtotal:</b>				<b>\$156,165.00</b>

### Subtotal

**List Price:** \$156,165.00  
**Adjustments:** (\$31,276.50)

**Tax:** \$0.00

### TOTAL

**Quote Price** \$124,888.50  
Please submit this quote with your purchase order.

### Terms

#### 1. License & Warranty:

All software products are sold subject to the Limited Use License Agreement and Warranty included in the software package. Any products not manufactured by Follett Software Company carry only original manufacturer warranties.

## William Johnsen

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Ramesh,

While wireless access is certainly a desired feature, even if LMSs are unable to utilize it, we feel that the purchase of one Follett Panther for every school is justified for the following reasons:

- Increased functionality –

The Dolphin currently in use was originally designed to work with the old Follett Circ+ system that was used prior to implementing Destiny. In order for the Dolphin to work with Destiny a change was made in its programming. In doing so the functionality of the Dolphin was decreased. This included the ability to do circulation tasks remotely. It became basically a barcode scanner only.

The Panther utilizes Follett Remote software, not available for the Dolphin, which is designed to work in conjunction with Destiny. Follett Remote is a small single-user application that permits the collection of item and patron barcodes (by either scanning or typing) outside of Destiny. Follett Remote records the barcode numbers in data files that can later be uploaded to Destiny. A wireless connection is not required to utilize this application. This improved functionality will simplify the inventory process for LMSs by eliminating the need for a separate file transfer application. In addition, the use of the Follett Remote application on the Panther will also provide LMSs with an improved remote circulation capability, allowing LMSs to more efficiently circulate materials from both within the library media center and from within classrooms. It will also provide an improved ability to circulate materials should Destiny be down.

- Standardization of support and training –

While both the Dolphin and Panther can simultaneously work with Destiny, utilizing both units simultaneously across the district will be difficult and time consuming in terms of training and support that we provide schools.

We will have to provide individual training each time we replace a Dolphin with a Panther and directions will have to be differentiated according to which piece of equipment they are using. By switching all schools over to the Panther at the same time, we can provide uniform training at our back-to-school meeting in August as well as follow-up and refresher training as needed at our monthly meetings.

Bill Johnsen  
Director, Instructional Technology  
Virginia Beach City Public Schools  
757-263-1100  
[william.johnsen@vbschools.com](mailto:william.johnsen@vbschools.com)

*Technology is not a tool; it is a foundation.*



**Item # 2 : ADJUSTMENT DISCOUNT PER QUOTE**

1RRP - Ready for Purchase

Qty	Unit Cost	Net Unit Cost	UOM	Total Discount Amt.	Tax Rate	Tax Ar
1.0	-\$31,276.50	-\$31,276.50	EA - Each	\$0.00		

Manufacturer: Brand: Model:  
 Make: Packaging:

Account Code Amou  
 115.52000.606012

**Approval Path:**

Delete	Approver	Order Sequence	Approval Path ID	Level	Approver Type	Date Requested	Date Approved/Disapproved/Canceled	Approved/Disapprove by
	BILL JOHNSEN	1	TECH11	5	Primary	05/15/2008 10:57:49 AM	05/15/2008 11:00:40 AM	BILL JOHNSEN
	JOE DAMUS	1	TECH11	5	Alternative	05/15/2008 10:57:49 AM		
	KIM HOCUTT	2	TECH11	20	Primary	05/15/2008 10:57:49 AM	05/15/2008 11:27:44 AM	KIM HOCUTT
	BRENDA PUGH	2	TECH11	20	Alternative	05/15/2008 10:57:49 AM		
	JENNIFER AGNOR-FALK	3		3	Primary	05/15/2008 11:27:13 AM	05/15/2008 11:48:10 AM	JENNIFER AGNOR-F
	BETTY CLELLAND	4		4	Primary	05/15/2008 11:27:23 AM	05/16/2008 02:52:30 PM	CRYSTAL PATE

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