

## NOTICE OF SOLE SOURCE PROCUREMENT

Date: Wednesday, May 21, 2008

**Vendor/Contractor:** **Scholastic, Inc.**

Contract Amount: \$88,612.00

Description of Services: Provide materials and training for Scholastic Reading Inventory

Sole Source Determination: Copyrighted materials purchased from the publisher.

Date of Award: TBD

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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 Curriculum and Instruction  
Office of Secondary Instructional Services*

## **MEMORANDUM**

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

FROM: Robin L. Hoffman, Secondary English Coordinator   
Office of Secondary Instructional Services

**SUBJECT: SOLE SOURCE REQUEST**

DATE: May 15, 2008

NAME OF COMPANY: Scholastic, Inc.

REQUISITION #: INST-8-0083156

TOTAL DOLLAR AMOUNT: \$88,612.00

### JUSTIFICATION FOR SOLE SOURCE:

This is to certify that Scholastic, Inc. is the developer, publisher, sole copyright holder, and sole distributor in the United States for Scholastic Reading Inventory (SRI).

The Scholastic Reading Inventory has been selected for use in Virginia Beach Public Schools for students in grades 6-9 because it provides a Lexile level as will the Standards of Learning tests in the spring of 2009.

APPROVED: 

DATE: 5/21/08

DATE	Revised 5/16/08
QUOTE NUMBER	23456705-LT1

**QUOTE**



**Quote For:**  
 23456705  
 Robin Hoffman  
 VIRGINIA BEACH CITY SCH DIST  
 PO BOX 6038  
 VIRGINIA BEACH, VA 23456-0038

**SCHOLASTIC, INC.**  
 2315 Dean St. Suite 600  
 St. Charles, IL 60175  
 800-387-1437 ext. 353  
 Fax: 877-242-5865 or 630-443-9092  
 Quote Provided by: Angle Marchand

This quote is valid through May 30th, 2008

ITEM NUMBER	ITEM NAME	QTY	PRICE	AMOUNT	
<b>VIRGINIA BEACH CITY SCH DIST 23456705</b>					
SRE-EE-EP-50	SRI Enterprise V1.4a Expansion	360	\$299.00	\$107,640.00	
504442	Implementation Training (2 half day sessions-maximum of 25 attendees each)	1	\$2,500.00	\$2,500.00	
<b>This proposal is for 18,000 6th - 8th middle school students (50 Student Licenses per Expansion).</b>					
<b>Number of Expansions needed at each site to be determined. School Breakout Below:</b>					
<b>BAYSIDE MIDDLE SCHOOL 23462007</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>BRANDON MIDDLE SCHOOL 23464011</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>CENTER FOR EFFECTIVE LEARNING 23462008</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>CORPORATE LANDING MIDDLE SCHOOL 23454032</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>GREAT NECK MIDDLE SCHOOL 23454225</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>INDEPENDENCE MIDDLE SCHOOL 23455090</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>KEMPSVILLE MIDDLE SCHOOL 23464007</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>LANDSTOWN MIDDLE SCHOOL 23456008</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>LARKSPUR MIDDLE SCHOOL 23462022</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>LYNNHAVEN MIDDLE SCHOOL 23454105</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>PLAZA MIDDLE SCHOOL 23452175</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>PRINCESS ANNE MID SCH 23456125</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>SALEM MIDDLE SCHOOL 23464042</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>VIRGINIA BEACH MIDDLE SCHOOL 23451225</b>					
SRI-EE-EP-50	SRI Enterprise Expansion Plan (50 Student Licenses)	0	\$299.00	\$0.00	
R180-EE-SCH-KIT-V14a	R180 School Wide Kit Enterprise Edition v1.4a	1	\$0.00	\$0.00	
<b>PRICES AND AVAILABILITY ARE SUBJECT TO CHANGE</b>					
				<b>Total Product</b>	<b>\$110,140.00</b>
				<b>Less 20% Bulk Discount</b>	<b>\$21,528.00</b>
				<b>S&amp;H-4% on Software Only</b>	
				<b>Sub-Total</b>	<b>\$88,612.00</b>
				<b>Tax 0.00%</b>	<b>\$0.00</b>
				<b>QUOTE TOTAL</b>	<b>\$88,612.00</b>

**Prices for SRC/SRI software are for Wide-Area Network (WAN) Installation ONLY**



Scholastic Inc. 557 Broadway, New York, NY 10012-3999, (212) 343-6100  
www.scholastic.com

Scholastic Education  
Southeast Regional Office  
2270 Springlake Rd. Suite 600  
Farmers Branch, TX 75234  
Toll-Free: 800-348-3750  
Fax: 877-585-9545  
southeast@scholastic.com

May 15, 2008

Robin Hoffman  
Virginia Beach Schools  
2512 George Mason Drive  
Virginia Beach, VA 23456

Dear Ms. Hoffman,

Please accept this letter as verification that Scholastic is the sole source vendor for the following materials:

*SRI – Scholastic Reading Inventory*

As always, if you have any questions, please feel free to contact me.

Cordially,

*Karen Stahlman*

INST-8-0083156

Karen Stahlman  
SE Sales Support Assistant  
800-348-3750 x6012

# REQUISITION



Justification: INSTRUCTIONAL MATERIALS

Required Date:	Fiscal Yr:	Requisition No.
Requested Date: 05/15/2008	08	INST-8-0083156
Phone: (757) 263 - 1175		
Vendor: SCHOLASTIC INC		

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 DR CHRISTINE W CASKEY  
 DEPT OF CURRICULUM & INSTRUCTION  
 2512 GEORGE MASON DRIVE  
 3RD FLOOR  
 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		LEE ANN MURRAY		(757) 263 - 1020		ST - STANDARD	
Item	Class-Item and Description	Quantity	Unit	Unit Price	Total		
1	SRE-EE-EP-50, SRI ENTERPRISE V1.4A EXPANSION	360.00	EA	\$299.00	\$107,640.00		
2	504442 (IMPLEMENTATION TRAINING 2 HALF DAY SESSIONS-MAXIMUM OF 25 ATTENDEES EACH)  ATTN ROBIN HOFFMAN	1.00	EA	\$2,500.00	\$2,500.00		
					Discount:	\${-21,528.00}	
<b>TOTAL:</b>						<b>\$88,612.00</b>	

Request submitted by: _____ <p style="text-align: center;">Name Title</p>	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.)
Request approved by: _____ <p style="text-align: center;">Name Title</p>	
Purchase authorized by: _____ <p style="text-align: center;">(For School Board use Only)</p>	Purchase action taken by: _____ <p style="text-align: center;">OBS/Purchasing Division</p>