ALAMO COLLEGES DISTRICT

Price Tabulation

Purchase of Bookstore Operation Services and Instructional Materials

Item	Description	Barnes & Noble College Booksellers, LLC. Option 2 - Traditional Store Model	Follett Higher Education Group, Inc. Option 1 - Traditional Course Materials Delivery	Texas Book Company
1	Textbook and Instructional Material Prices from Industry Standard Price List	Not to exceed 20% Gross Margin	Not to exceed 25% Gross Margin	Not to exceed 25% - 30%Gross Margin
2	Student Gift Cards (Annually)	$10,000	$10,000	$10,000
3	Sales Commission (Estimated Annually)	3% of all gross sales on all course material 12% of all gross sales on general merchandise $ 210,000	12.5% of all commissionable sales 7% of all digital course materials $ 273,000	11.5% of all gross sales $0 - $4 million 13.5% of all gross sales over $4 million 7% of sales on inclusive access and other digital material $259,000
4	Other Financial Considerations Signing Bonus (one time)	None	None	$100,000 (average annual amount of $20,000 per year for 5 years)
Annual Facilities Rent		$176,664	$176,664	$176,664
Average Annual ACD Receipts (5 year)		**$396,664**	**$459,664**	**$465,664**
Item #1: Gross Margin (Costs to Students)		Student Cost $625,000 (Lowest)	Student Cost $833,333 (33% higher)	Student Cost $833,333 (33% higher)
Price Ranking (Receipts and low Student Costs)		1	3	2
Technical Ranking		1	2	3
Overall Ranking		1	2	3

Notes:

1. Item 1 was calculated using an estimated $2.5M of Instructional Materials Net Sales and applied to the proposed Gross Margin.
2. Item 3 was calculated using an estimated commissionable sale of $2,800,000 and estimated sales of $1,400,000 applied to each of the two proposed percentages.
3. The amount for the Average Annual ACD Receipts (5 Year) includes amounts for the Annual Facilities Rent; Student Gift Cards; Sales Commission; and Other Financial Considerations Signing Bonus.
4. All proposals included amounts for Other Financial Considerations including, capital improvement investments, technology investments, and advertising that are not recommended at this time.
5. The Price Ranking considers each Offeror's proposed Gross Margin (item 1), and the Average Annual ACD Receipts (5 year), (items 2-4).
6. The Proposals submitted by Barnes & Noble College Booksellers, LLC., and Follett Higher Education Group, Inc. included optional models for service delivery that are not recommended at this time.

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Evaluation Criteria

Criteria	Points
Price	50
Quality of Vendor's Goods and Services	20
Extent to Which the Goods or Services Meet the District's Needs	30