



U N I V E R S I T Y O F  
**SOUTH CAROLINA**

Posting Date: October 19, 2011

**STATEMENT OF AWARD**

AWARD - ONE RESPONSE RECEIVED: IN ACCORDANCE WITH SC PROCUREMENT CODE 11-35-1520 (10) AWARD, "WHEN ONLY ONE RESPONSE IS RECEIVED, THE NOTICE OF INTENDED AWARD AND THE TEN DAY DELAY OF AWARD MAY BE WAIVED." THE NOTICE OF INTENDED AWARD AND THE TEN DAY DELAY OF AWARD HAVE BEEN WAIVED.

Bidder's right to protest as listed in section 11-35-4210 in the South Carolina Consolidated Procurement Code applies to this award. Protest to be filed with :

Voight Shealy  
Chief Procurement Officer  
1201 Main Street Suite 600  
Columbia, SC 29201

**Solicitation Number:** USC-RFP-2043-CJ

**Issue Date:** September 1, 2011

**Deadline for Receipt of Proposals:** September 20, 2011 at 3:00 PM

**Description:** Pacific Biosciences SMRT Sequencing Support

**Awarded To:** The R.L. Bryan Company  
ATTN: Chris Christiansen/Bruce Vander Heide  
302 Greystone Blvd  
Lexington, SC 29072

**Initial Contract Term:** December 1, 2011 through November 30, 2012

**Maximum Contract Term:** December 1, 2011 through November 30, 2016

**Estimated Potential Value of Contract:** \$300,000.00

**Evaluated Amount:**

**Fees for Essential Services (Sales, Warehousing, Distribution, and Account Management)**

- **8% of Net Sales (Gross Sales less Fees Collected from Customers for Shipping/Handling and Applicable Sales Tax) to provide Sales, Distribution, and Account Management Services.**
- **Fixed Fee of \$500.00 per month (\$6,000.00 fixed annually) for Warehouse Storage of current inventory and other products.**
- **Actual Shipping Costs would be passed on to the NRC for all outgoing shipments , regardless of carrier.**
- **Fixed One-Time Fee of \$1,000.00 to transfer all existing NRC inventory and materials from current location within Columbia, SC to RLB, take physical inventory, and record inventory into RLB system.**

**Fees for Optional Services**

- 1. Subscription Management**
  - **Fee of 10% of Net Sales (Gross Sales less Fees Collected from Customers for Shipping/Handling and Applicable Sales Tax) for Subscription Management services.**
  - **Actual Shipping Costs would be passed on to the NRC for all outgoing shipments , regardless of carrier.**
- 2. Distribution (EPUB)**
  - **Fixed One-Time Fee of \$20,000.00 to convert NRC selected existing written titles to EPUB format.**
  - **Fixed annual Fee of \$1,000.00 for licensing.**
  - **Sales, Account Manqagement, and Distribution of EPUB books would be billed according to standard billing rates under Essential Services above.**
- 3. Account Management**
  - **Fixed One-Time Fee of \$5,000.00 for creation of Dashboard in electronic online format to present NRC selected data.**

*Charles C. Johnson, III.*

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**Charles C. Johnson, III**  
**Procurement Manager**