



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

Posting Date: October 20, 2011

REVISED STATEMENT OF AWARD

ON THE STATEMENT OF AWARD ISSUED ON OCTOBER 19, 2011, THE DESCRIPTION WAS INCORRECT. THE DESCRIPTION HAS BEEN CORRECTED.

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: Sales, Warehousing, Distribution, and Account Management of National Resource Center for the First-Year Experience & Students In Transition (NRC) Publications

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 Management, 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.

Charles C. Johnson, III
Procurement Manager