



UNIVERSITY OF
SOUTH CAROLINA

Posting Date: July 19, 2016

INTENT TO AWARD

This is a statement of intent to award a contract and becomes the official statement of award effective 8:00 AM August 1, 2016, unless otherwise suspended or canceled. Vendors are encouraged not to begin work on the contract or incur any costs associated with the contract prior to the effective date of the contract. The University of South Carolina assumes no liability for any expenses incurred by vendors prior to the effective date of the contract.

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:

Chief Procurement Officer
Information Technology Management Office
1201 Main Street Suite 600
Columbia, SC 29201

Solicitation Number: USC-RFP-2945-MR

Issue Date: April 22, 2016

Opening Date: May 19, 2016

Description: Provide Exclusive Management and Operation of the University's Bookstore for USC Aiken Campus

Initial Contract Term: August 1, 2016 through July 31 2017
Maximum Contract Term: August 1, 2016 through July 31, 2021

Estimated Potential Value of Contract: \$863,000.00
THIS IS A REVENUE-GENERATING CONTRACT.

Awarded To: Follett Higher Education Group, Inc.
ATTN: Donald J. Germano/Kevin Renshaw
3 Westbrook Corporate Center
Suite 200
Westchester, IL 60154

Evaluated Amount:

Minimum Annual Guarantee: Greater of an Annual Guarantee of no less than \$115,000.00 (\$125,000.00 preferred) or a percentage of gross sales referenced below as “Commission Rate” (must be at least 10%). This guarantee shall apply to all contract years.

NOTE: The University, desiring to be a good partner, stipulates that if gross sales of the bookstore shall materially decline as a result of declining enrollment (i.e. decrease 5% or more after year 1 of the contract term) or other reasons outside of the control of the contractor, the University agrees to negotiate in good faith with the contractor to arrive at an appropriate payment level.

5 Year Contract Term

Commission rate on which the University will be compensated for sales at the Bookstore as fully described in **Section 4** of the RFP _____% Commission Rate (Must be at least 10%)

** 11.0% on commissionable sales up to \$1,500,000.; plus
12.0% on commissionable sales from \$1,500,000. to \$2,500,000.; plus
13.0% on commissionable sales over \$2,500,000.

Follett will pay the greater of the Minimum Annual Guarantee of \$115,000. or commission on sales.

2. BY SUBMITTING A BEST AND FINAL OFFER, THE OFFEROR AGREES TO MAKE \$5,000 AVAILABLE FOR RENOVATIONS TO THE UPFITTING AND DÉCOR OF THE BOOKSTORE, AS APPROVED AND DIRECTED BY THE UNIVERSITY AND AS FULLY DESCRIBED IN SECTION 3 - ITEM #3.5.3 OF THE RFP. THIS INVESTMENT MODIFICATION REQUIRES THAT CARPET AND FLOORING BE REPLACED BY THE CONTRACTOR IN THE INITIAL YEAR OF THE CONTRACT TERM. (NO OTHER REQUIREMENT FOR CARPET AND FLOORING EXISTS BEYOND THIS INITIAL REPLACEMENT.).

AMOUNT OFFERED: \$5,000. (This is in addition to the \$100,000. renovation offer below).

3. BY SUBMITTING A BEST AND FINAL OFFER, THE OFFEROR AGREES TO PAY \$25,000 ANNUALLY FOR UTILITIES, INCLUDING ELECTRICITY, WATER, SEWAGE, HEAT AND AIR CONDITIONING AS FULLY DESCRIBED IN SECTION 3- ITEM #3.5.14 OF THE RFP.

AMOUNT OFFERED: \$25,000.

4. PROVIDE AN ITEMIZED SCHEDULED ANNUAL ENHANCEMENT PACKAGE TO THE UNIVERSITY. This may include, but should not be limited to: General and textbook scholarships, store renovations, faculty, staff and affiliate discounts, etc. Discounts are expected to be 15-20% (however, the offeror may apply certain exclusions, with the approval of the University.)

NOTE: Point of Sale (POS) Systems should not be included in this amount as it is a minimum expectation of the offeror to satisfy the requirements of the RFP.

Campus Store Renovation

Follett will invest up to \$100,000. to create a beautiful and efficient retail space that enhances your image, attracts customers and increases sales. This does not include POS Systems.

One-Time Payment

Follett shall provide a one-time payment of \$5,000. within 90 days of the successful implementation of the ConnectOnce & Follett Discover integrations. This payment shall be amortized over the life of the agreement.

General Scholarship

Follett pledges to provide \$1,000. annually in general scholarship contributions for each full contract year during the term of this Agreement, which will be administered by the school.

Textbook Scholarship

Follett pledges to provide \$1,000. annually in textbook scholarship contributions for each full contract year during the term of this Agreement in the form of gift cards or as an accounts receivable account. These scholarships will be administered by the school.

Faculty and Staff Discounts

Follett will offer a 15% discount on all purchases over \$1.00 (excluding textbooks, sale merchandise, computer hardware and academically discounted software) to staff, faculty, administration, graduate assistants, teaching assistants and research assistants.

Departmental Discounts

Follett is committed to offering a departmental of 20% on all purchases over \$1.00, excluding textbooks, sale merchandise, computer hardware and academically discounted software.

USCA Athletics

Follett pledges to provide \$13,500. annually in funds designated to support USCA

Athletics marketing, promotions and merchandise donations.

Follett's Advanced Online will develop a USCA Online Fan Shop offerings hundreds of customized and personalized merchandise choices. All sales through the Advanced Online Fan Shop will be at 12% commission.

**REQUIRED CERTIFICATES OF INSURANCE COVERAGE TO BE
FURNISHED BY CONTRACTOR TO THE UNIVERSITY
PURCHASING DEPARTMENT BY NO LATER THAN
COMMENCEMENT OF CONTRACT TERM.**

Charles C. Johnson, III.

**Charles C. Johnson, III for Michelle Robinson
Procurement Manager**