



UNIVERSITY OF SOUTH CAROLINA

AMENDMENT NO. 2 TO SOLICITATION

TO: ALL VENDORS

FROM: Charles Johnson, Procurement Manager

SUBJECT: SOLICITATION NUMBER: USC-RFP-3237-CJ

DESCRIPTION: University of South Carolina Press Fulfillment, Royalties Management, and Related Services

DATE: February 6, 2018

This Amendment No. 2 modifies the Request for Proposals only in the manner and to the extent as stated herein.

Vendor Questions and Answers

BIDDER SHALL ACKNOWLEDGE RECEIPT OF AMENDMENT NO. 2 IN THE SPACE PROVIDED BELOW AND RETURN IT WITH THEIR BID RESPONSE. FAILURE TO DO SO MAY SUBJECT BID TO REJECTION.

Authorized Signature

Name of Offeror

Date

THE FOLLOWING QUESTIONS WERE RECEIVED FROM VENDOR A:

QUESTION 1: Would you be able to provide gross sales revenue for FY16 & 17?

ANSWER: FY17: \$1,200,843; FY16: \$1,431,442

QUESTION 2: Would you be able to provide gross unit sales for FY16 & 17 as well as returns figures (units and value) for these years?

ANSWER: FY17: 83,933 gross units; FY16: 101,230 gross units
FY17: 11,237 units returned, value \$212,560; FY16: 17,398 units returned, value \$295,518

QUESTION 3: What percentage of USCP's sales go through Amazon?

ANSWER: FY17: 16%; FY16: 19%

QUESTION 4: How many titles does USCP published each season that are considered trade or crossover academic/trade books?

ANSWER: 11 per season on average

QUESTION 5: What percentage of USCP's list is now POD-only?

ANSWER: 31% (512 POD titles)

QUESTION 6: What percentage of USCP's list is short print run?

ANSWER: Since 1/1/10 USCP has published 57 books with initial print runs of approximately 500 units or less

QUESTION 7: Does USCP use any POD vendors other than LSI?

ANSWER: No; LSI is the only POD vendor.

THE FOLLOWING QUESTIONS WERE RECEIVED FROM VENDOR B:

QUESTION 1: Questions 15 and 17 appear to request the same financial./pricing information. Please let me know the difference in information being requested by each of these sections and/or confirm that the response to both sections can be identical.

ANSWER: The responses to both sections (questions) can be identical.

QUESTION 2: Our reading of the state registration requirement is that we must register with the Secretary of State if we are awarded the contract. Please confirm that we do not need to be registered in order to submit a proposal in response to the RFP.

ANSWER: I take it you are referring to question # 6 on the South Carolina Department of Revenue Form I-312 Nonresident Taxpayer Registration Affidavit Income Tax Withholding in Section IX of the solicitation. It asks the out-of-state vendor to certify that it is currently registered with either The South Carolina Secretary of State or The South Carolina Department of Revenue. While the Form I-312 is one of the last things I check before I award a contract from a solicitation to a responsive and responsible offeror, it is not required that your company be currently registered with either The South Carolina Secretary of State or The South Carolina Department of Revenue at the time it submit its proposal in response to Solicitation # USC-RFP-3237-CJ. If I find that the offeror I plan to award the contract from the solicitation to is not currently registered with either The South Carolina Secretary of State or The South Carolina Department of Revenue or has failed to include a completed and signed Form I-312, I will notify the the offeror to request that they register with either The South Carolina Secretary of State or The South Carolina Department of Revenue prior to the Intent to Award going final or the contract commencing.