



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

Posting Date: April 20, 2018

**Revised INTENT TO AWARD**

This is a statement of intent to award a contract and becomes the official statement of award effective 8:00 AM on May 1, 2018, 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  
Materials Management Office  
1201 Main Street Suite 600  
Columbia, SC 29201

**PLEASE NOTE THAT THIS CONTRACT IS CONTINGENT UPON APPROVAL BY UNIVERSITY OF SOUTH CAROLINA BOARD OF TRUSTEES.**

**Solicitation Number: USC-RFP-3237-CJ**

**Issue Date: January 24, 2018**

**Opening Date: February 16, 2018**

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

**Initial Contract Term: September 1, 2018 – August 31, 2019**

**Maximum Contract Term: September 1, 2018 – August 31, 2023**

**Estimated Potential Value of Contract: \$726,000.00**

**Awarded To: John Hopkins University Press Hopkins Fulfillment Services  
ATTN: Davida G. Breier  
2715 N. Charles Street**

## Baltimore, Maryland, 21218

### Evaluated Amount:

\* Rates of 11.5% calculated on Net Sales

NOTE: This covers all basic fulfillment, royalties management and related services

\* The estimated annual cost based on Total Net Sales of \$988,282.00 is \$113,652.00

NOTE: The flat fee approach allows clients to take full advantage of its services without worrying about nickel and dime fees. It also allows for predictable budgeting.

They estimate the annual cost savings for royalty management and preparation to be in the ballpark of \$15,000.-\$20,000., plus set up costs (another \$5,000.-\$10,000.). There would also be the added workload for the USC Press staff to manage the data and the statements.

They don't know how much stock will be transferred, but they feel it fair to note that the allotment is 165,000 units per \$1,000,000.00 in sales.

If all stock is transferred, there would be a stock overage. They will waive that fee for the first year of the contract term.

They are offering an Allbooks license (value \$35,000.-\$65,000. depending on the number of users, 10-15-20 are their estimates) as well as a 50% reduction for maintenance and hosting for 3 years.

The annual maintenance fee would be \$7,500.-\$10,000., depending on the number of users.

NOTE: The annual maintenance fee includes hosting the servers, maintenance, support, and upgrades.

After 3 years, the annual fees would be \$15,000.-\$25,000. . This is optional and the fulfillment contract is offered separately from the Allbooks contract.



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