

PROPOSAL SCORE SUMMARY MATRIX

RFP Coordinator: Donna Wallis

Date: 2/23/2022

Qualifications and Experience: 20 points	FOLLETT		BARNES AND NOBLE	
Evaluator 1	17		10	
Evaluator 2	19		18	
Evaluator 3	17		19	
Evaluator 4	17		19	
Evaluator 5	20		20	
Evaluator 6	20		19	
Evaluator 7	17		15	
Evaluator 8	18		18	
	Average Score:	18.13	Average Score:	17.25
Technical Approach: 50 points	FOLLETT		BARNES AND NOBLE	
Evaluator 1	46		34	
Evaluator 2	48.4		41.2	
Evaluator 3	45.6		50	
Evaluator 4	46.4		45.6	
Evaluator 5	50		50	
Evaluator 6	50		50	
Evaluator 7	42.8		37.2	
Evaluator 8	39.2		36.8	
	Average Score:	46.05	Average Score:	43.10
Financial Proposal: 30 points	Score:	24.38	Score:	29.38
Proposal Score: 100 points	Total Score:	88.56	Total Score:	89.73

Barnes & Noble		Points Awarded
Guarantees (90% of previous year's calculated Commission):		
Year 1 Guarantee \$400k	Calculated	
	Guarantee	Commission
Year 1	400,000.00	400,000.00
Year 2	360,000.00	360,000.00
Year 3	324,000.00	324,000.00
Year 4	291,600.00	291,600.00
Year 5	262,440.00	262,440.00
Year 6	236,196.00	236,196.00
Year 7	212,576.40	212,576.40
Year 8	191,318.76	191,318.76
Year 9	172,186.88	172,186.88
Year 10	154,968.20	154,968.20
	<u>2,605,286.24</u>	18
Athletic Sales		
15% Commission	10 Years	
\$10,000 estimated sales	\$1,500.00	<u>\$15,000.00</u>
		1.97
Capital		
	Total	
Year 1	\$200,000	
Year 6	\$100,000	<u>\$300,000</u>
		4.41
Discounts/Gross Margins		
	Discount /	
	Margin %	
New Textbooks - GM	25%	2
Digital - GM	20%	0.5
Used - Disc.	25%	1
Rentals - Disc.	50%	1
Course Packs - GM	30%	0.5
OVERALL TOTAL FINANCIAL SCORE:		<u>29.38</u>

Follett		Points Awarded
Guarantees (90% of previous year's calculated Commission):		
Year 1 Guarantee \$275k	Calculated	
	Guarantee	Commission
Year 1	275,000.00	275,000.00
Year 2	247,500.00	247,500.00
Year 3	222,750.00	222,750.00
Year 4	200,475.00	200,475.00
Year 5	180,427.50	180,427.50
Year 6	162,384.75	162,384.75
Year 7	146,146.28	146,146.28
Year 8	131,531.65	131,531.65
Year 9	118,378.48	118,378.48
Year 10	106,540.63	106,540.63
	<u>1,791,134.29</u>	12.38
Athletic Sales		
15.2% Commission	10 Years	
\$10,000 estimated sales	\$1,520.00	<u>\$15,200.00</u>
		2
Capital		
	Total	
Year 1	\$340,000	
Year 6	-	<u>\$340,000</u>
		5
Discounts/Gross Margins		
	Discount /	
	Margin %	
New Textbooks - GM	25%	2
Digital - GM	20%	0.5
Used - Disc.	25%	1
Rentals - Disc.	50%	1
Course Packs - GM	30%	0.5
OVERALL TOTAL FINANCIAL SCORE:		<u>24.38</u>