



April 28, 2022

TO: THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

FROM: DR. KATHLEEN PLINSKE
President

RE: AWARD OF ITN 2022-13, MANAGEMENT OF VALENCIA COLLEGE VIRTUAL COURSE MATERIALS STORE

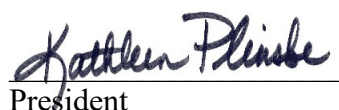
On January 21, 2022, the College issued Invitation to Negotiate (ITN) 2022-13, which sought proposals to outsource its course materials distribution services. The College strives to implement a program that maintains affordability through efficient and effective support services, competitive prices, while supporting College policies and procedures regarding instructional materials adoption and related faculty prerogatives.

On February 24, 2022, seven (7) firms submitted proposals in response to the solicitation: Akademos, Inc. Ambassador Bookstore Solutions, Barnes & Noble College, BJJ Corporation, eCampus.com, Follett Higher Education Group, Inc, and Texas Book Company. A public evaluation meeting was held on March 18, 2022, to discuss and review proposals. Six (6) committee members scored and ranked proposals based on the following criteria: financial returns, customer service, marketing & communications, website & technology, course materials program, adoption tool, pricing policies, staffing & personnel, transition plan, company background, acceptance of requirements, and general terms. Following full discussions and deliberation, three (3) firms were shortlisted and invited to Phase II of the ITN, Presentations and Negotiations: Akademos, Inc. Ambassador Bookstore Solutions, and eCampus.com.

On March 25, 2022, presentations and negotiations were held with all three firms for Phase III of the ITN, Best and Final Offer. A public meeting for final evaluation was held on March 31, 2022, at which committee members scored and ranked firms based on best overall value to the College. The committee selected Akademos, Inc, as the firm that would best meet the needs of Valencia College as stated in the ITN. There is no cost to the College related to this engagement for course materials distribution services as this is an Auxiliary Service where the College will receive financial compensation from the firm selected.

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College authorize the College to award ITN 2022-13, to Akademos, Inc., as presented. Should the College not be able to negotiate a mutually agreeable multi-year contract, negotiations will cease, and negotiations will commence with the second-ranked bidder and so on until a fair, competitive, and reasonable agreement is reached.



President