

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 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

			Points Awarded
Guarantees (90% of previous year's calculated Commission):			
Year 1 Guarantee \$400k	Guarantee	Calculated 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	
		2,605,286.24	18

Athletic Sales			
15% Commission		10 Years	
\$10,000 estimated sales	\$1,500.00	\$15,000.00	1.97

			Points Awarded
Guarantees (90% of previous year's calculated Commission):			
Year 1 Guarantee \$275k	Guarantee	Calculated 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	
		1,791,134.29	12.38

Athletic Sales			
15.2% Commission		10 Years	
\$10,000 estimated sales	\$1,520.00	\$15,200.00	2

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

			29.38
OVERALL TOTAL FINANCIAL SCORE:			

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

			24.38
OVERALL TOTAL FINANCIAL SCORE:			