



Proposal prepared for
Celina Independent School District

Submitted in Response to:
Vasquez Elementary School

April 14, 2025

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“It Starts Here”

Original



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April 14, 2026

Rhonda Thornton
Celina Independent School District
205 S. Colorado St.
Celina, TX 75009

Dear Ms. Thornton:

Follett Content Solutions, LLC ("Follett") is pleased to present the following New School proposal for your consideration. This response allows us the opportunity to demonstrate to you our level of expertise in creating a new library collection that meets the needs of your students and teachers, and in providing New School services that support the needs of your district's Media Specialists. As New School experts, we are able to take care of the details so that opening your new library is worry-free:

- ♦ A dedicated New School/Large Order (NSLO) Coordinator that will help guide you through the entire process.
- ♦ Pricing guaranteed to be within your budget.
- ♦ Convenient processing options, including genrefication.
- ♦ White Glove Delivery of your collection on your chosen date.
- ♦ A Shelving & Clean-up team that will unpack, shelve, and remove any packing debris.

We are also able to provide valuable online collection analysis tools within Titlewave® to support your collection development needs:

- ♦ A TitleWise® Collection Analysis tool, which provides insight on what areas of your collection need to be improved and helps you find new titles to meet your needs.

Thank you for allowing us this opportunity. We look forward to hearing from you.

Sincerely,

Harvey Smith

Sales Consultant
Office: 800.631.8802 x46421
Cell: 975.529.8270
hsmith@follettcontent.com

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SECTION 1.0: EXECUTIVE SUMMARY

"The most important role we play at Follett is advocating for you. We support and partner with countless agencies – Educational Book Media Association (EBMA), EveryLibrary, American Association of School Librarians (AASL), All4Ed, and many more – to advocate for you, and to bring your needs and student outcomes to the forefront.

Everything we do, from our content to our services and support, is to help you reach every student and support learning wherever and whenever it takes place.

It starts with you.

It starts here."



Britten Follett
CEO, Follett Content
Solutions, LLC



SECTION 1.1: OUR GUARANTEE

We provide a New School Guarantee for all our New School customers. This agreement guarantees that your book collection will be shipped to your new library on a mutually agreed upon date, or Follett will provide a 15% credit (not to exceed \$20,000). We further promise to ship at least 95% of available titles ordered. "Publisher Out of Stock" and "Out of Print" titles do not apply to this guarantee. A typical new library project takes 12 weeks from time an order is received until it is delivered. This guarantee is contingent upon the following milestones being met:

- ✓ Purchase Order/Approved List Received (12 weeks prior to delivery date)
- ✓ Customer Approval of Cataloging and Processing Specifications (6 weeks prior to delivery date)
- ✓ Written Consent, Certificate of Occupancy, or Compliance with State/Local Regulations for Occupancy (2 weeks prior to delivery date)

If these are not met prior to the agreed upon delivery date, our guarantee is no longer applicable.

Follett will not be responsible for delay in meeting its New School Guarantee obligations if such delay is caused by a force majeure event, meaning fire, flood, explosion, war, embargo, pandemic, governmental action, supplier or telecommunications disruption, Act of God, or other cause beyond Follett's control.

EXTENSIVE INVENTORY WITH A VAST SELECTION OF TITLES

We annually ship over 16 million books to schools across the nation and around the world. We also annually process nearly 12 million books to shelf-ready condition. On average, we carry 326,000 titles and

4.6 million units in inventory. The warehouse housed within our McHenry location is approximately 360,000 square feet and 123,000 square feet is allotted to book inventory alone.



Follett's warehouse is more than just a storage facility—it serves as a dynamic hub where multiple tasks are carried out to ensure our customers receive top-quality materials with maximum efficiency.

See our warehouse in action: <https://follettcontent.wistia.com/medias/2cksnv0vls>

SECTION 1.2: FOLLETT'S MISSION

At Follett, we want to empower education everywhere learning is happening.

Our mission is to empower success of schools and get books in the hands of students.

Follett brings together educational content, products, and technologies to prepare the next generation of learners and educators. By working as a trusted partner to schools and institutions, we help educators drive success for students from their first day of school through college graduation and beyond.

We understand that Celina ISD is seeking a new library collection to be completed for August 1, 2025. Our New School services are based upon making the process as easy as possible, so that your Librarians/Media Specialists and educators can have more time to focus on supporting your students. We have expert, specialized teams that work together to provide you exactly what you need:

- ✓ Support for building your library collection list title-by-title (if needed).
- ✓ A dedicated support team that works together to ensure that your collection is processed to your exact specifications.
- ✓ Expert management of delivery details to ensure smooth arrival of your order.
- ✓ All materials processed and in shelf-ready condition (True Dewey or by genre).
- ✓ Help with unpacking, shelving, and cleaning away all packing debris.

SECTION 2.0: PRICING ESTIMATE

The table below outlines the estimated pricing for Celina ISD based on the special incentives we are offering for this opportunity. This offer is valid through 6/30/2026.

- **25% additional discount** on New **Library** Print collection: Vasquez Elementary School
- **25% additional discount** on New **Classroom** Print: Vasquez Elementary School
- **Free** Unpacking, Shelving, and Clean-up Support from the Follett Team for the initial library order.
- **Free** Automated Cataloging and Processing for all library Print orders
- **Free** Automated Cataloging and Processing for all A/V orders
- **5% incentive as Titlewave® Gift Certificate** [calculated on final Library Collection purchase(s)]

Savings Summary	
TOTAL STANDARD PRICE:	\$232,038.42
YOUR TOTAL SAVINGS:	\$76,715.78
YOUR TOTAL PRICE:	\$155,322.64

Please see the following page for a full pricing breakdown.

Your total price listed in the table above represents a 33.06% savings from the overall standard price. These savings include the discounted New School collection and services.

When placing an order, please include the following information (as applicable): **quote ID number(s), name and number of this RFP, or your contract name and number.** Providing this information at the time of order placement ensures that you receive this guaranteed pricing and that your order is processed accurately.

OFFER DISCLAIMERS

1. **Minimum Spend:** This special offer is contingent on Celina ISD submitting an initial purchase order for a New School Library collection that exceeds a minimum of \$100,000.00. The expiration date to utilize these incentives is 6/30/2026. A lower initial purchase order amount may affect the incentives being offered in this proposal.
2. **Discount Exceptions:** The additional discounts offered in this proposal may not be used on any new textbooks or workbooks, Follett's Assigned-User eBooks or in conjunction with any other available discounts such as discounts offered on large quantity purchases of the same FollettBound® title.
3. **Title Costs:** Please note that prices are subject to fluctuation based on market conditions, however, the discount specified herein will remain consistent throughout the duration of the contract.
4. **Quantity and Title Availability:** Book quantities and titles are subject to publisher availability at the time of order placement.
5. **Cataloging and Processing:** Any processing items that are not listed in the table shown above come at an additional charge. Please contact your dedicated Sales Consultant for more details.

Pricing Breakdown				
This offer is valid through 6/30/2026.				
Item	QTY	Standard Price	Your Savings	Your Price
New School Collection**				
Vasquez Opening Day Collection	10,741 units	\$207,096.85	\$51,774.21	\$155,322.64
Subtotal:		\$207,096.85	\$51,774.21	\$155,322.64
<i>**Note: "Standard Price" average book price is \$19.28</i>				
Services***				
Cataloging and Processing	(\$1.77/unit)	\$19,011.57	\$19,011.57	\$0.00
Estimated Shipping and Handling	10,741 units	\$3,430.00	\$3,430.00	\$0.00
White Glove Delivery and Shelving & Clean-up Support from Follett Team	Priced per site	\$2,500.00	\$2,500.00	\$0.00
Subtotal:		\$24,941.57	\$24,941.57	\$0.00
<i>***Please see following page for Services details.</i>				
Pricing Summary				
TOTAL STANDARD PRICE:		\$232,038.42	---	---
YOUR TOTAL SAVINGS:			\$76,715.78	---
YOUR TOTAL PRICE:				\$155,322.64

Cataloging and Processing Details

- ▶ **FREE** Automated Processing and Cataloging for all Print orders – attached.
This is a \$1.77 per book savings!
Includes:
 - ✓ Enhanced MARC records for every title including the 526 reading program tag
 - ✓ Application of Barcode with protective label (non-standard placement)
 - ✓ Protective Mylar on books with dust jackets
 - ✓ Spine Label with protective label
 - ✓ Second Barcode Label
 - ✓ Genre Label
- ▶ **FREE** Automated Processing and Cataloging for all A/V orders – unattached.
This is a \$0.85 per item savings!
Includes:
 - ✓ Electronic MARC
 - ✓ Spine and cover labels
 - ✓ Barcode label and protector

White Glove Delivery, Shelving, and Clean-up Details

- ▶ Delivery on desired date.
- ▶ Boxes will be delivered inside the school, as close to the library as is feasible.
- ▶ Unpacking and shelving support provided by the Follett Team.
- ▶ Debris removed by the Follett Team.

This offer is valid through 6/30/2026.

SECTION 3.0: YOUR DEDICATED SUPPORT TEAMS

SECTION 3.1: SALES CONSULTANTS

At Follett Content Solutions, we understand the power of quality content in shaping minds and transforming education. As your trusted partner, we're here to provide resources and tools to inspire learning and enrich student success.

FCS has a sales organization that is the best in the industry. To better serve you, we are offering both an outside sales consultant and an inside sales consultant. By leveraging the combined expertise of our sales teams, we're able to provide exceptional service, timely communication, unparalleled service and support to meet your needs and exceed your expectations!



Harvey Smith

Outside Sales Consultant
Office: 800.631.8802.x46421
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hsmith@follettcontent.com



Lisa Blazerich

Inside Sales Consultant
Office: 800.631.8802 x46248
lblazevich@follettcontent.com

By doing this we expect you'll see the following benefits!

- ◆ Seamless Communication
- ◆ Proactive and Faster Service
- ◆ Personalized Attention
- ◆ Streamlined Experience

SECTION 3.2: FIELD SALES REGIONAL MANAGERS

Christopher Hutto and **Michele Carbonara** are the Field Sales Regional Managers for your area and will assist Harvey & Lisa as needed as your school district progresses through implementing your new library collection.

Christopher Hutto

Cell: 804.912.7429

chutto@follettcontent.com

Inside Manager

Office: 800.631.8802.x46231

mcarbonara@follettcontent.com



SECTION 3.3: NEW SCHOOL/LARGE ORDER COORDINATOR

A New School/Large Order (NSLO) Coordinator will work closely with your Media Specialist to ensure that all the details regarding your New School collection are accurate and complete. **Emily Nicolosi** is your dedicated Coordinator.

Contact Information

Phone: 800.631.8802 x47794

Email: enicolosi@follettcontent.com

SECTION 3.4: FOLLETT'S NEW SCHOOL/LARGE ORDER TEAM

Your dedicated Coordinator is part of a larger New School/Large Order (NSLO) Team. This team was specifically put together to work directly with you on your library collection, large order, or classroom project. They handle communicating with you about the needs and requirements for your order, handing off your reviewed and approved order to our service center team for fulfillment, and working with your dedicated Sales Consultant on the collection delivery details.

SECTION 4.0: IMPLEMENTATION OVERVIEW

The steps below provide an overview of Follett's standard New School implementation process, however, Follett is also able to customize this process based on the needs of each individual school. From list creation to order fulfillment and delivery—our team will be there to guide you at every step.

STEP 1: LIBRARY COLLECTION LIST DEVELOPMENT

- ▶ Access to Follett's **Library Curation Team** is available for assistance in curating a collection based on your specific criteria, such as: materials budget, curriculum, state awards and interests, reading programs, teacher requests, Hi-Lo materials, and World Language titles.
- ▶ The Library Curation Team will also curate relevant content over a wide range of topics such as gender studies, culture, religion, family, socio-economics, age, or ability based on the districts requirements.
- ▶ Collection data will include Dewey number, genre, copyright year, author, annotation, publisher, binding type, review sources, awards, interest and reading levels, price, and number of pages.
- ▶ If your Librarian/Media Specialist would like to review, add, or edit titles on the library collection list before the order is placed, Titlewave® offers that ability.

STEP 2: ORDER PREPARATION AND PLACEMENT

- ▶ To place an order for the library collection, your Librarian/Media Specialist can submit the request by emailing orders@follettcontent.com, through their Titlewave® account, by fax, or by mail.
- ▶ A **New School/Large Order (NSLO) Coordinator** will be assigned to assist your Librarian/Media Specialist throughout the entire ordering process. They will help them to review the order, verify any processing and cataloging selections.
- ▶ A **White Glove Delivery checklist** must be completed to ensure that the delivery details are accurate.

STEP 3: REVIEW OF PROCESSING SPECIFICATIONS

- ▶ Your Librarian/Media Specialist will be provided with sample books to demonstrate your binding preferences and a sample letter to demonstrate your processing specifications and the Dewey Breakdown.
- ▶ Once your Librarian/Media Specialist approves the samples or provides us with any changes we need to make to the processing and cataloging specifications, your Coordinator will complete a second review of your order.

STEP 4: ORDER PROCESSING AND FULFILLMENT

- ▶ Our highly skilled team members pick and process every book by hand, ensuring that our customers receive only the best quality materials. Your collection will be packed shelf-ready in **True Dewey** or **Genre** order depending on your needs.

STEP 5: SHIPPING AND DELIVERY

- ▶ We ship all New School orders **free of charge** within the contiguous United States. If you will not be ready to receive your order as scheduled (due to construction or another type of delay), Follett

can store your order at our warehouse at no charge until you are ready. Simply call us when you are ready, and we'll make arrangements to have the order shipped immediately.

- ▶ Our delivery checklist goes over details such as what the best receiving location at your school will be, if the entrance can accommodate a pallet, and which floor of the building your library is located. Your order will then be delivered on the date you specify.

STEP 6: UNPACKING, SHELVING AND CLEAN-UP

- ▶ Your NSLO Coordinator will work with your Librarian/Media Specialist to ensure a shelving plan established. Between our shelf markers and our shelf-ready packing, unpacking, and shelving your collection becomes a seamless process—once boxes are opened, books can immediately be shelved without any confusion as to where they belong.
- ▶ Follett will provide **free onsite shelving assistance**. Our shelving team will stage boxes, shelve your collection using the provided shelf markers, and clear all packing debris—resulting in a well-organized, fully functioning library.



See the Follett Shelving team in action! <https://follettcontent.wistia.com/medias/s0d1jo0iqp>

SECTION 5.0: ABOUT FOLLETT



Since 1873, educators have trusted Follett as a partner in the mission to empower success of schools and get books in the hands of students. Today, we support more than 45,000,000 students in 180 countries as a leading provider of educational materials and technology solutions to Grades PreK-12 schools. We distribute books, reference materials, digital resources, eBooks, and audiovisual materials, as well as new textbooks. Follett Content distributes print and supplemental books, textbooks and hands-on learning resources, audiovisual materials and digital resources through Titlewave, the most powerful online collection development and curriculum support tool for school libraries, librarians, and educators.

Follett School Solutions, Inc. was acquired by Francisco Partners on August 31, 2021. On January 1, 2022 Follett split the financial data into two separate business lines: Follett Content Solutions, LLC and Follett Software, LLC.

Francisco Partners is a leading global investment firm that specializes in partnering with technology and technology-enabled businesses. Since its launch over 20 years ago, Francisco Partners has invested in more than 300 technology companies, making it one of the most active and longstanding investors in the technology industry. With more than \$25 billion in assets under management, the firm invests in opportunities where its deep sectoral knowledge and operational expertise can help companies realize their full potential.

"It Starts Here"

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PERSONAL INFORMATION OF FOLLETT EMPLOYEES

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