

Denton Independent School District
RFP #2002-03 Career and Technical Education (CTE) Supplies, Services, Equipment, Repairs
Vendor Tabulation
 March 24, 2020

VENDOR	DISCOUNT BY PERCENTAGE	
	%	Additional Comments
3-C Technology	0%	
Academic Superstore (JourneyEd.com, Inc.)	5%	
ACP Direct (Affordable Computer Products, Inc.)	0%	
Alamo Music Center	40%	0-40%
Anchorage Medical Equipment & Supplies, LLC	0%	
AndyMark, Inc.	0%	
Annapurna Solutions	0%	
Applied Educational Systems, Inc.	0%	
Asel Art Supply	20%	
ATech Training, Inc.	0%	
Audio Visual Aids (Audio Visual Aids Co)	Varies	District prices reflect up to 82% off M.S.R.P.-AVA Price Lists
Aves Audio Visual Systems	5%	
Blick Art Materials (Blick Art Materials LLC)	20%	The discount is applied to the "each" price as listed in Blick's annual printed catalog. Please see the attached discount offer letter for exclusions and clarifications.
Bytes of Learning (Bytes of Learning Incorporated)	Varies	Item prices are reduced at different rates depending on volume. Please see price list attached.
Career In STEM(R) by Greater Good Consultants LLC	15%	
CareerSafe, LLC	0%	
Carolina Biological Supply Company	5%	
Cengage Learning, Inc.	Varies	Catalog prices are subject to change without notice. Catalog prices contain all applicable discounts.
Certiport, a business of NCS Pearson, Inc.	0%	
CEV Multimedia, Ltd.	0%	
Chaney Electronics Inc	0%	
Cknapp Sales Inc VIVO	15%	
Communication Concepts (Communicon, ltd.)	20%	
Complete Book and Media Supply	5-50%	Discount ranges from 5% to 50% depending on publisher and quantity requested. Some titles are net priced. Our discount structure will remain the same but list prices are subject to increase
Denton Bolt Company	0%	
Educational Innovations, Inc.	7%	
Eduthings (Eduthings, LLC)	0%	

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Express Booksellers (Express Booksellers, LLC)	25%	Express Booksellers is a book distributor able to procure any book publication in print. We do not offer a catalog or price list. We offer a discount range for trade publications in print 25%-40% off publisher's list price. Textbooks, library books, instructional materials and professional publications discounts range from range from 0%-25% off the publisher's list price. The discount offered is based on the type of publication and quantity ordered.
Final Graphic	0%	
Fisher Scientific Company LLC (Fisher Science Education Business Unit)	33%	Pricing is off of the 2020 Fisher Catalog. Begining 1/1/21 pricing will be off of the 2021 list prices. Discount excludes items ending with ND, non-catalog items and special orders. Please see attached Pricing Agreement.
Follett School Solutions, Inc.	0%	
Global Industrial (Global Equipment Co)	10%	Global Industrial does not use Manufacturer's Suggested Retail Price, but instead offers a discount off our already reduced list price. "List Price" shall be defined as that price which is indicated on our website, www.globalindustrial.com, on the date of purchase. Please see the attached exceptions letter for exceptions pertaining to the offered discount.
Goodheart-Willcox Publisher (The Goodheart-Willcox Company, Inc.)	25%	Discount reflects 25% off list (retail) pricing in current G-W catalogs.
Graphics Store	5%	Discounts ranges from 5-20%, based on the quantity ordered. We also offer the Shirt Angel program for schools/non-profits. Receive 3 free shirts for every 30 shirts your order of the same design. This applies to garment style 5000, youth small – adult extra large
Gray Technologies (Debra D Gray)	0%	
GTS Technology Solutions Inc	5%	We follow DIR Guidelines on discounts.
Hobby Lobby Stores, Inc	10%	10% discount on in store shelf pricing only
ISI Commercial Refrigeration LLC	Varies	Discounts offered are taken from current manufacturer's list price in affect at the time of specific request for quotation. The discounts are firm and will be held by ISI Commercial Refrigeration, LLC unless the manufacturer changes the discount policy and pricing structure. This is very unusual but is a possibility over the course of the school term. No catalogs are included with this proposal but can be accessed from most manufacture's web sites or provided on request at any time during the contract and a current link will be provided. Please see the Equipment Discount Sheet attached.
Kagan Publishing	0%	
KAMICO Instructional Media, Inc.]	0-20%	KAMICO offers a 0-20% discount depending on item and quantity. KAMICO's everyday prices are competitive with other companies' discounted prices.
Knowledge Matters	0%	
Marianna Industries, Inc.	Varies	All pricing listed in the 2020 school buying guide is wholesale pricing exclusive to schools.

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McGraw-Hill School Education, LLC	0-25%	Our catalog prices are already discounted up to 25% off of list price. Please see www.mheducation.com for current catalog pricing.
Medco Supply Company (Performance Health Supply)	25%	0-25 % Off Catalog Items. See Attached Submission For Breakdown Of Discounts. **Shipping Charges Apply At The Time Of Order**
MYVRSPOT, LLC	0%	
Norton Metals	10%	Discount varies 0-10%
Nylynn Cosmetics	20%	This is 20% of the back bar product for the cosmetology dept, Partner school
Officewise Furniture and Supply (SEWCO INC.)	Varies	Default to TexBuy or PACE Cooperative Pricing
OnPoynt (OnPoynt Unmanned Systems LLC)	0%	
Pathway Communications, Ltd.	10%	
Paxton/Patterson LLC	10%	PAXTON/PATTERSON DISCOUNT EXCLUSIONS: CareerPlus & CareerPlus2 modules, Health Science Careers modules, College & Career Ready Labs, STEM Learning Systems, PCLMS, Building Skills CTAs and SawStop products. NOTE: exclusions items referenced above may be purchased under this contract but are not included in the discount. Shipping is free on orders over \$100.00 For orders under \$100, a \$10 shipping and handling charge will be added. Backordered items are always shipped freight free.
Pearson K12 Learning LLC	Varies	Please contact your Account General Manager for discount opportunities relevant to quantity and title.
PENN STATE INDUSTRIES	0%	
PIKES PEAK OF DALLAS (PIKES PEAK OF TEXAS)	0%	
Pocket Nurse (Pocket Nurse Enterprises, Inc.)	10%	A 15% discount from the price seen at www.pocketnurse.com . Upon bid award notification, a User Name and Password will be provided to approved individuals to view the awarded applicable discounted pricing on-line. An average of 10% discount will be provided for applicable product within the Pocket Nurse most recent printed catalog. Given the static nature of the catalog and the dynamic nature of the website, it IS possible to see a price which receives less than a 10% discount from the catalog pricing. These instances should be few and you can always count on the bid pricing to reflect a 15% discount from the website (with the below, minimal, exceptions) Roughly 500 low-use items are an exception to the above pricing methodology. Those items receive a 5% discount from the Online Price. Please see attached offer letter.
Positive Promotions, Inc.	5%	

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Precision Business Machines, Inc. (PBM, Inc.)	0%	
Project Lead The Way, Inc.	0%	
Red River Technology LLC	3%	
Rentacrate Enterprises LLC (same)	40%	40% as per Buyboard Contract 559-18 on rental products only
Romeo Music	3%	
Rosen Classroom OR Rosen Digital OR Jackdaw Publishing (The Rosen Publishing Group, Inc)	25%	25% OFF LIST PRICE FOR HARDCOVER BOOKS, E-BOOKS, INTERACTIVE E-BOOKS. 15% OFF PRICE LIST FOR PAPERBACK BOOKS. DISCOUNT IS ALREADY REFLECTED IN THE FOLLOWING CATALOGS:
S/P2 (U, Inc.)	0%	
School Health Corporation	12%	
School Mate (Morris Printing Group, Inc)	0%	
School Outfitters	2%	
Scrubs Etc / Wallywaldo Workwear (WP Operations, Inc.)	15%	
Sirchie Acquisition Company LLC	5%	
Smallcakes Dallas (Annie's Sweet Kakes)	5%	
SULLIVAN SUPPLY INC	0%	
Teaching Systems, Inc.	0%	Educational pricing already discounted.
Technical Laboratory Systems, Inc.	0%	
TestOut Corporation	0%	
Texas Pride Marketing (James M. Orr)	5%	
Textbook Warehouse (Textbook Warehouse, LLC.)	5%	5% Off Publishers List Price for New Textbooks, Workbooks, TEs, Instructional & Technical Manuals, Library Books, Audio Books, and other Book Titles in-stock; 10% Off Catalog Prices for In-stock Used Textbooks, Workbooks, and TEs at www.textbookwarehouse.com ; 37% Off Publishers List Price on New Paperback Classic Novels, Reference, and Test Prep Materials at www.textbookwarehouse.com
TFE (Technology for Education, LLC)	5%	TFE offers a variety of discounts that varies per manufacturer / vendor. Please contact TFE for a quote.
The Southern Academy of Etiquette	0%	
TPS Publishing Inc	0%	
Trinity Ceramic Supply, Inc.	Varies	Clays=2,000 lb price per our online catalog (trinityceramic.com) Raw Materials= Discount is based on quantity purchased. 10% Discount on Glazes & Underglazes. 10-20% Discount on Equipment (Potters Wheels, Kilns, and Slabrollers).
Uniform Destination (Uniform Factory Outlet of Texas)	10%	
US Aviation Academy (US Aviation Group, LLC)	0%	
VEX ROBOTICS INC.	0%	

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VWR International, LLC- Ward's Science	18%	Denton Independent School District will be entitled to a 18% discount off current year, 2020, catalog & website list prices, www.wardsci.com. Note: All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the Ward's Science website are not eligible for the noted discount.
WATCH DOGS USA INCORPORATED	0%	
White Rock Cybersecurity (White Rock Security Group, LLC)	6%	
Youthlight, Inc.	0%	