

**REGION ONE EDUCATION SERVICE CENTER**  
**SPECIAL NEEDS/ASSISTIVE TECHNOLOGY - EQUIPMENT, SUPPLIES AND LITERACY MATERIALS**  
**COMPETITIVE SEALED PROPOSAL 14-11-06**  
**TABULATIONS**

Vendor	Catalog Discount	Sales Flyer Discount	On-Line Discount	Shelf Price Discount	Price List Discount	Shipping and Handling	RECOMMENDATION
<b>Ablenet</b> Roseville, MN	0%	0%	0%	0%	0%	see special conditions	All Vendors
<b>ACE Educational Supplies</b> Davie, FL	10%					see special conditions	
<b>Achieve3000</b> Lakewood, NJ					0%	see special conditions	
<b>Adaptivation</b> Sioux Falls, SD	10%		10%			see special conditions	
<b>Assistive Technology Resources</b> Dallas, TX					0-15%	see special conditions	
<b>Attainment Company</b> Verona, WI	5%		5%			see special conditions	
<b>Augmentative Communication Consultants</b> Moon Township, PA	3%	3%	3%	3%		see special conditions	
<b>Beyond Play</b> Berkeley, CA	0%		0%			see special conditions	
<b>Bilinguistics</b> Austin, TX	0%	0%	0%	0%	0%	see special conditions	
<b>Boundless Assistive Technology</b> Lake Oswego, OR	6%		5%			see special conditions	
<b>The Continental Press</b> Elizabethtown, PA	0%	0%	0%			see special conditions	
<b>Complete Book and Media Supply</b> Cedar Park, TX	0-45%		0-45%		0-45%	see special conditions	
<b>Constructive Playthings</b> Grandview, MO	15%	0%				see special conditions	
<b>Digital Resources</b> South Lake, TX	10-20%	5%		5-10%	5-20%	see special conditions	
<b>Don Johnston</b> Volvo, IL	0%	0%	0%		0%	see special conditions	
<b>Doylene and Associates</b> Tomball, TX	0-20%	0-20%	0%		0-20%	see special conditions	
<b>Flaghouse</b> Hasbrouck Heights, NJ	15%	0%	0.00%			see special conditions	
<b>Follett Library Resources</b> McHenry, IL	0%*		0%*		up to 45%	see special conditions	
<b>Harris Communications</b> Eden Prairie, MN	10%					see special conditions	
<b>Houghton Mifflin Harcourt</b> Austin, TX	0%					see special conditions	
<b>Independent Living Aids</b> Jericho, NY	5%					see special conditions	
<b>Infogrip</b> Ventura, CA					6-12%	see special conditions	
<b>Just Right Press</b> Rocky River, OH	10%					see special conditions	
<b>Lakeshore Learning Materials</b> Carson, CA	5%		5%	5%		see special conditions	
<b>Laureate Learning Systems</b> Winooski, VT	0%					see special conditions	
<b>Lilliworx Active Learning Foundation</b> Alameda, CA	0%	0%	0%	0%	0%	see special conditions	
<b>McGraw-Hill School Education</b> Columbus, OH	0%	0%	0%	0%	0%	see special conditions	
<b>Mentoring Minds</b> Tyler, TX	0%	0%	0%			see special conditions	
<b>Prentke Romich Company</b> Wooster, OH	0%	0%	0%	0%	0%	see special conditions	
<b>Pro-Ed</b> Austin, TX	0%		0%		0%	see special conditions	
<b>Quill Corporation</b> Lincolnshire, IL	15%		15%			see special conditions	
<b>Reading Reading Books</b> Reading, PA	5%					see special conditions	
<b>Really Good Stuff</b> Monroe, CT	0%		0%			see special conditions	
<b>Renaissance Learning</b> Wisconsin Rapids, WI	0%*					see special conditions	
<b>Rifton Equipment</b> Rifton, NY	25%					see special conditions	
<b>Saddle Educational Publishing</b> Costa Mesa, CA	20%		20%			see special conditions	
<b>Say It Right</b> Encinitas, CA	0%	0%	0%	0%	0%	see special conditions	
<b>School Health</b> Hanover Park, IL	7%	0%	7%	7%	7%	see special conditions	
<b>Teacher Created Materials</b> Huntington Beach, CA	0%	0%	0%	0%	0%	see special conditions	
<b>Therapro</b> Farmingham, MA	0-5%	0%	0%			see special conditions	
<b>Triumph Learning</b> South Hackensack, NJ	0%					see special conditions	

'No Bid' received from A. Bargas & Associates, San Antonio, TX; Demco, Inc., Madison WI; Hameray Publishing Group, San Diego, CA; Pearson, Glenview, IL; Russell Medical, Corpus Christi, TX

## **SPECIAL CONDITIONS**

### **ABLENET**

- \*Quantity discounts available
- \*Standard shipping rates apply
- \*FOB Shipping Point

### **ACE EDUCATIONAL SUPPLIES**

- \*Free shipping and 10% discount on orders over \$50 from catalog or website
- \*Add 20% of item price to materials with shipping notations

### **ACHIEVE3000, INC.**

- \*Net 30 days for payment

### **ADAPTATION INCORPORATED**

- \*Vendor Reference Number 30NOV13
- \*30 days price refunded if materials in resellable condition
- \*60 days 50% restocking fee
- \*Shipping \$10 if subtotal is \$1-\$100; \$101-\$300 S/H \$18; \$301-\$600 S/H \$24; \$601-\$1,000 S/H \$29; Over \$1,000 S/H 5%

### **ASSISTIVE TECHNOLOGY RESOURCES**

- \*Returns dependent on product

### **ATTAINMENT COMPANY**

- \*Vendor Reference Number - 14-11-06
- \*30 day return for any reason
- \*5% added to invoice to cover basic cost of transport and additional insurance to protect shipment - can be waived on quantity purchases

### **AUGMENTATIVE COMMUNICATION CONSULTANTS**

- \*AMD IAdapter - No discounts
- \*No discount on Saltillo product, accessories or add-ons
- \*No discount on ACCI Choice Communicators and sales are final
- \*Mayer-Johnson no discount on products or Enabling Devices products
- \*No discount on software bundles or network licensed software
- \*No discount on already specialty discounted products such as monthly special products or clearance items
- \*Reference Quote Number - Invoice Number
- \*Returns within 30 days for exchange, credit or refund if like-new condition in original packaging
- \*After 30 days products subject to a 15% restocking fee
- \*No product returns after 45 days

### **BEYOND PLAY LLC**

- \*Shipping Charges: Order under \$50, \$7.95; between \$50-\$500, 15%; between \$500-\$1,500, 10%; between \$1,500-\$2,500, 5%; over \$2,500, free shipping
- \*Any item can be returned within 30 days of delivery with Return Authorization Number - restocking fee may apply to returned furniture

### **BILINGUISTICS, INC.**

- \*Vendor Reference Number - Bilingualistics R1
- \*Unopened products may be returned within 30 days of purchase
- \*Travel fees are charged for workshops

### **BOUNDLESS ASSISTIVE TECHNOLOGY**

- \*30 day money back guarantee for all hardware and unopened software

### **COMPLETE BOOK AND MEDIA SUPPLY, INC.**

- \*Only orders \$100 and above qualify for free freight - all orders below \$100 will receive a freight quote
- \*Discount structure will remain the same but all publishers have a bi-annual price increase
- \*Online catalog only <http://www.completebook.com>
- \*Returns policy: Generally 30 days - please contact first

### **THE CONTENTAL PRESS, INC.**

- \*Minimum shipping charge of \$8.95 per order, orders of \$75 or more will have 12% added to the invoice
- \*Materials may be returned for credit or refund within 30 days of receipt
- \*Materials must be in resaleable condition and returned with transportation charges paid

### **CONSTRUCTIVE PLAYTHINGS LLC**

- \*Vendor Reference Number - 8315JB
- \*Contact Customer Service to request a Return Merchandise Authorization for unsatisfactory items
- \*Items being returned must be unused and in their original packaging
- \*FOB Destination on orders of \$200 or more of UPS size items
- \*Items marked with a "I" denotes a truck shipped item - freight free on orders of \$550 or more
- \*Items marked "\*\*\*" are FOB Factory
- \*Minimum order amount \$25.00
- \*Catalog pricing may change with July catalog

### **DIGITAL RESOURCES, INC.**

- \*30 days return to manufacture
- \*10 days notification to Digital Resources
- \*Shipping and handling fees to be added to charges - FOB Destination

### **DON JOHNSTON INCORPORATED**

- \*Shipping and handling is added as a separate line item on each invoice at 3% of the product total
- \*With the exception of unlimited and classroom licenses/bundles they are \$25 per license
- \*30 days product must be unmarked, in original packaging and contain all documentation

### **DOYLENE AND ASSOCIATES**

- \*Freight and handling charges may vary depending on the order and item - please call for quote
- \*Return Policy: Damaged, it is replaced at no charge; may return upon request if needed

### **FLAGHOUSE INC.**

- \*Discount based on current Giant Leaps catalog price
- \*Items with volume pricing will not receive additional discounts
- \*Shipping Charges: Free parcel shipping, for "truck" items add 16% plus \$50 for total order
- \*Lift-gate service, inside or residential delivery may require additional charges
- \*Exclusions to Discount: Snoezelen, GestureTek, OptiMusic, Snug/configurable play system, and item with the letter 'Q' in its item number
- \*Exclusions to Discount: CATCH, Project Adventure, Flipside Mobile Skateboard Park products, playground equipment and surfacing
- \*Bid Identification Number: 18LBYBOB

### **FOLLETT LIBRARY RESOURCES**

- \*No shipping/handling charge for Books and/or Audiovisual Materials
- \*Cannot guarantee Warranty Price as requested on page 4 #10 of proposal
- \*Replace or issue credit for any books, audiovisual materials, or other products that are defective, damaged, or incorrectly processed
- \*FollettBoundSM Platinum books are backed by an unconditional binding guarantee - replaced at no charge due to normal wear and tear and shipped at no charge
- \*Letters Alive product will incur a 15% restocking fee

\*Library, Classroom, or Instructional Books - up to 45% discount  
\*Early Childhood and Special Education Materials - up to 45% discount  
\*Audiovisual Materials - 0% additional discount  
\*Renaissance Learning Reading Software Products - 0% additional discount  
\*Online Databases - discounts may be available for multi-database or multi-site purchases

#### **HARRIS COMMUNICATIONS, INC.**

\*Catalog pricing remains the same until the annual catalog is released in November  
\*Discount percentage is not available for: Wireless Devices, Educational Rugs, Braille Phones, Sale or Clearance Items  
\*30 day return policy - return shipping paid only on defective items - item defects after 30 days covered by warranty or manufacturer  
\*No samples provided for any products/books/DVDs  
\*Shipping Charges: Up to \$25, \$7; \$25.01-\$50, \$8; \$50.01-\$100, \$9; \$100.01-\$200, \$11; \$200.01-\$300, \$13; \$300.01-\$500, \$16; \$500.01-\$1,000, \$18; \$1,000.01-\$1,500, \$22; \$1,500.01-\$2,000, \$27; \$2,000.01-\$3,000, \$30; \$3,000.01-\$4,000, \$40; \$4,000.01-\$5,000, \$50; \$5000.01 and up call for actual shipping charge

#### **HOUGHTON MIFFLIN HARCOURT PUBLISHING COMPANY**

\*Catalog prices do not include shipping costs - charges are 10.5% of the total order amount  
\*Current catalog prices expire at the end of September - effective prices will be those listed in the then current catalog  
\*Catalogs available at: <http://forms.hmhc.com/virtual-catalog>  
\*Returns accepted provided books are in an unstamped, salable condition

#### **INDEPENDENT LIVING AIDS LLC**

\*No special pricing on CCTV's, Intel Reader and Braille  
\*60 day return policy - call for Return Authorization Number  
\*Free shipping on orders over \$100

#### **INFOGRIP, INC.**

\*No samples to be provided  
\*Reference Number - Region One 14-11-06  
\*Returns - Hardware: 30 days from date of product receipt; Software: ONLY if defective - notify immediately  
\*Shipping and handling - \$9 minimum or 3%, whichever is greater  
\*Discounts: Infogrip Catalog 8% off; Adaptation 8%; Populas 8%; Crick Software 12%; Inspiration 8%; Laureate Learning 12%; Marblesoft-Simtech 8%; TextHelp 12%; Tobii/ATI 6%

#### **JUST RIGHT PRESS a division of Kaeden Corporation**

\*FOB Shipping Point - Cleveland OH  
\*Shipping charges - 10% up to \$2,000; 5% over \$2,000; \$7.50 shipping minimum  
\*Returns fully guaranteed for 90 days - product must be undamaged, unmarked, unstamped, and unstickered

#### **LAKESHORE LEARNING MATERIALS**

\*Reference "Per Bid # 14-11-06" on PO  
\*Return Policy: Return item for any reason for full refund or exchange

#### **LAUREATE LEARNING SYSTEMS**

\*Shipping costs: Order total \$1-50, shipping cost \$5.00; \$51-100, \$15.00; \$101-250, \$25.00; \$251-\$500, \$30.00; \$501-1,000, \$40.00; \$1,001-1,600, \$65.00; over \$1,600, 5%  
\*For 2nd day air delivery add \$15.00  
\*60 day money back guarantee on software; hardware is non-returnable  
\*30 day software preview program available  
\*Catalog available at: <http://www.laureatelearning.com/pdfs/catalog.pdf>

#### **LILLIWORKS ACTIVE LEARNING FOUNDATION**

\*Some product may take 30-90 days for delivery  
\*Products may be returned in condition able to sell as new - customer will pay return shipping charges unless otherwise agreed

#### **MCGRAW HILL SCHOOL EDUCATION, LLC a division of Georgia Holdings, Inc.**

\*All orders are shipped FOB Origin McGraw-Hill Distribution Center, freight prepaid and charged back on invoice  
\*Shipping and Handling will be calculated based on the size, weight, and requested ship method and added to order  
\*Vendor Reference Number: ESC Reg 1 Bid #14-11-06  
\*28-42 for delivery of product  
\*Pricing valid until September 30, prices update on October 1  
\*Shortages, damaged or defective products must be reported within 60 days of invoice date

#### **MENTORING MINDS, LP**

\*0% discount; bulk pricing available  
\*Some items require a minimum quantity  
\*Shipping charges are not included  
\*Catalogs are published Spring and Fall - pricing may increase  
\*Returns must be received within 6 months of invoice date with product in new or unused condition - all returns must be pre-approved

#### **PRENTKE ROMICH COMPANY**

\*Returns - 30 days from ship date - contact Accounting Department  
\*Purchase Amount \$1-\$200, Shipping Costs \$15; \$201-\$500, \$20; \$501-\$1,000, \$25; \$1,001-\$3,000, \$40; \$3,001-\$7,000, \$50; \$7,001-\$10,000, \$65; \$10,001-\$17,000, \$75  
\*Purchases over \$17,000, add \$6.00 for every \$1,000 over \$10,000  
\*Overnight shipping add \$25  
\*COD add \$10  
7-45 days for delivery ARO

#### **PRO-ED, INC.**

\*All products sold on a 30-day approval  
\*Return Policy - Only currently in print or "active" products in saleable condition may be returned - customer pays shipping/handling  
\*Prices subject to change without notice  
\*Product availability is not guaranteed  
\*Prices are quoted FOB Austin, TX - 10% will be added for shipping/handling, standard delivery - expedited delivery will have actual shipping charges applied  
\*No complimentary product samples

#### **QUILL CORPORATION**

\*Column discounts and free shipping on virtually all items annual full line catalog expiring December 31, 2015  
\*Quill Bid Number: 13-7695  
\*With exception merchandise must be returned within 90 days for full credit, refund or replacement

#### **READING READING BOOKS**

\*Vendor Reference Order Number - R1TXDISC05112013  
\*Returns on all materials accepted; shipping excluded  
\*Shipping and handling fees: \$0.01-\$249.99, 25%; \$25-\$74.99, 15%; \$75-\$99.99, 10%; \$2,500+, 5%

#### **REALLY GOOD STUFF**

\*Volume discounts from 3-25% off regular pricing, on any order above \$30, where indicated  
\*FOB Shipping Point, includes inside delivery - \$0.01-\$49.99, \$8.95; \$50-\$99.99, \$10.95; \$100 and up, 13% of order  
Contract Reference- #14-11-06

#### **RENAISSANCE LEARNING, INC.**

\*Volume discounts based on total amount of invoice before shipping and processing fees are added; items already discounted do not qualify  
\*All prices are FOB Origin  
\*Bid Reference #14-11-06  
\*Unopened, undamaged merchandise may be returned at no charge during the first 30 days after invoice date for full refund; exchanged at no charge during the first 60 days after invoice date  
\*Return requested between 31-60 days after the invoice date for refund, less \$25.00 restocking fee; no returns after 60 days

**RIFTON EQUIPMENT division of Community Products LLC**

\*No unauthorized returns - call customer service to arrange return and receive prepaid label

**SADDLEBACK EDUCATIONAL PUBLISHING, INC.**

\*Vendor Reference Number: 14-11-06

\*Return Policy: If within 30 days of the invoice date, materials do not meet needs contact customer service for return authorization procedures

**SAY IT RIGHT LLC**

\*Shipping \$10.98 plus \$0.99 per additional item

\*Item # EWR-074 flat shipping rate of \$25.00

\*Return for refund within 30 days in saleable condition

\*Furniture and Equipment orders may receive charges for inside delivery of \$45.00 or lift gate charges of \$69.00

**SCHOOL HEALTH**

\*Vendor Reference Number - 2765294

\*Return Policy - Incorrect or damage products will be picked up from customers with full credit given

\*Current Enablemart Catalog has discount exclusions

\*Dock delivery only

No minimum amount

**TEACHER CREATED MATERIALS**

\*All freight charges will be prepaid and added to order - \$249.99 and under; 15% of total order - \$250 and up; 10% of total order

\*Notify company within 90 days of receipt of goods on any issues - replacement or credit

\*\$20 minimum order

**THERAPRO, INC.**

\*Discounts: \$0-\$500 = 0%; \$500-\$1,000 = 5%; \$1,000+ = 5% plus free shipping

\*Shipping and handling - FOB Destination prepay and add: orders up to \$50.00 = \$7.50; \$50.01-\$75.00 = \$8.95; \$75.01-\$100.00 = \$10.00; \$100.01-\$1,000.00 = 10%, orders above \$1,000 - free

\*All catalog items can be returned for full credit or refund, excluding shipping charges, within 30 days as long as merchandise is in resaleable condition

\*No returns accepted without a Returned Merchandise Authorization; unauthorized returns subject to a 10% restocking fee

\*Defective merchandise return fee paid by company with no restocking fee

**TRIUMPH LEARNING a division of Hights Cross Communications**

\*For orders less than \$500, add 12% for standard shipping and \$5.95 for handling

\*For orders of \$500 or more, add 12% for standard shipping and handling

\*No fee for returns within 30 days

\*15% restocking fee for returns between 31 and 60 days - no credit for returns received after 60 days of the invoice

\*Contact Customer Service for all returns

\*Returns must be received within 30 days of the invoice date and all material must be in clean, saleable condition, unstamped; customer responsible for return shipping charges