

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Greater FY20-077 – Library, Textbook, and Resource Management Software

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the agreement between Follett School Solutions, Inc. (Follett) and The School Board of Broward County, Florida (SBBC), for three (3) years, starting November 1, 2019 through October 31, 2022, with an option for two (2) additional one (1) year renewals periods with spending authority of \$901,614. Follett provides the Destiny library, textbook, and resource management software for the District and is funded by the Information & Technology operational budget.

Goods/Services Description

Responsible: Innovative Learning

Follett is the world's largest single source provider of educational materials and technology solutions to PreK-12 libraries, classrooms, learning centers, and school districts in the United States, and a major supplier to educational institutions worldwide. In 2009, SBBC entered into a seven (7) year agreement for the Destiny Library Management system for all high schools and centers. In 2014, the contract was amended to include all middle and elementary schools. In 2016, SBBC renegotiated a three (3) year contract for all schools and centers. This request is not merely to continue utilizing the same product familiar to the District for textbook and library media management, but now includes the additional functionality of Destiny Textbook and Resource Manager.

This upgrade to Destiny Textbook and Resource Manager enables schools and departments to manage and inventory more resources than previously to include textbooks, band instruments, sports uniforms, technology devices, etc. Destiny Resource Manager is a comprehensive system that streamlines the management and tracking of District resources so that SBBC can buy what is needed, share what SBBC has, and re-purpose what remains. This purchase will help SBBC optimize resource sharing by managing District resources with greater efficiency and accuracy, reducing purchasing redundancies by establishing an accurate inventory baseline, consolidating reporting processes, and distributing reports easily throughout the District to inform budgeting, purchasing, and inventory decisions. Follet provides full implementation services, which includes project management, data conversion, installation, and training.

Procurement Method

Responsible: PWS and Innovative Learning

Pursuant to Purchasing Policy 3320, Part VI.C.5(c), and pursuant to the Department of Education, Rule 6A-1.012 (14), Florida Administrative Code as authorized by Section 282.0041(11), Florida Statutes, SBBC is permitted to utilize direct negotiation for the acquisition of information technology.

SBBC has been using the Follett Destiny product since 2009 and have successfully trained staff on its usage. Similar to other software products that are purchased on a large scale for District-wide usage, SBBC is not looking to go out to bid to change to something new when this product provides what is needed and offers additional functionality.

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Financial Impact
Responsible: PWS and Innovative Learning

The total spending authority requested is \$901,614, which represents the cost of licensing, hosting, training statutes, and support, as demonstrated below. SBBC pricing was benchmarked against Miami-Dade and Palm Beach and found to be inline, taking into consideration that their solution is on-premise whereas SBBC's is hosted. SBBC negotiated a \$50,000 price reduction for Library Manager & TitlePeek for year one (1), while year two (2) and three (3) return to the same pricing paid in the previous bid.

Description	# Sites	Year 1		Year 2		Year 3	
		Per Site	Extended	Per Site	Extended	Per Site	Extended
Resource Manager	224	\$848	\$190,014	\$650	\$145,600	\$650	\$145,600
Library Manager & TitlePeek	224	\$477	\$106,800	\$700	\$156,800	\$700	\$156,800
Totals			\$296,814		\$302,400		\$302,400

The previous bid 56-121E was awarded as item EE-18 on July 26, 2016, with a term of July 27, 2016 through July 26, 2019, and spending authority of \$870,133. Below is a breakdown for the previous bid as a comparison to the new bid:

Description	# Sites	Year 1		Year 2		Year 3	
		Per Site	Extended	Per Site	Extended	Per Site	Extended
Destiny Library & Textbook Manager	224	\$1,297	\$290,577	\$1,294	\$289,778	\$1,294	\$289,778

The approval of this recommendation does not mean the authorized amount will be spent.