



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 3

General Information

[Contact](#)
[Default Values](#)
[Discount](#)
[Document Information](#)
[Clarification Request](#)

Procurement Folder: 1413232

Procurement Type: Central Master Agreement

Vendor ID: 000000217164

Legal Name: CENGAGE LEARNING INC

Alias/DBA:

Total Bid: \$26.86

Response Date: 06/13/2024

Response Time: 16:39

Responded By User ID: Cengage859

First Name: Chandra

Last Name: Dunn

Email: clarky@cengage.com

Phone: 8593074537

SO Doc Code: CRFQ

SO Dept: 0432

SO Doc ID: DCH2400000008

Published Date: 8/8/24

Close Date: 8/15/24

Close Time: 13:30

Status: Closed

Solicitation Description: Large Print Materials

Total of Header Attachments: 3

Total of All Attachments: 3



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Solicitation Response

Proc Folder: 1413232
Solicitation Description: Large Print Materials
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2024-08-15 13:30	SR 0432 ESR06132400000007802	1

VENDOR
000000217164
CENGAGE LEARNING INC

Solicitation Number: CRFQ 0432 DCH2400000008
Total Bid: 26.8599999999999943156581139 Response Date: 2024-06-13 Response Time: 16:39:44
Comments:

FOR INFORMATION CONTACT THE BUYER
Larry D McDonnell
304-558-2063
larry.d.mcdonnell@wv.gov

Vendor Signature X FEIN# DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Library Print Materials	1.00000	EA	26.860000	26.86

Comm Code	Manufacturer	Specification	Model #
60102300			

Commodity Line Comments:

Extended Description:

The commodity line should reflect the overall total including the renewal years. See attached documentation for further details.



PROPOSAL FROM CENGAGE LEARNING, INC.

State of West Virginia

RFP # CRFQ 0432 DCH2400000008

**Open Ended Contract for
Large Print Library Materials**

June 14, 2024

Gale Representative:

Vicki Gordon
Sr. Library Sales Consultant, Thorndike Press
P > 207.861.7530 xt 27530
E > vicki.gordon@cengage.com





COVER LETTER | EXECUTIVE SUMMARY

June 14, 2024

Via WVOasis

Lary D. McDonnell
Procurement
Division of Culture & History
Cultural Center
1900 Kanawha Blvd E
Charleston WV 25305

Dear Mr. McDonnell,

Cengage Learning is pleased to respond to the West Virginia Library Commission request for Large Print materials with a recommendation for the Thorndike Press Large Print.

Thorndike Press is the leading provider of large print resources in the library market and serves thousands public libraries worldwide. Our large print format, with increased white space, helps readers access a wide variety of publications. Thorndike has partnered with libraries for over 40 years. Annual title releases are 1,200 including a distribution program which packages Large Print product from other major publishing houses such as Penguin Random House, Hachette and Harper Collins. Known in the Public Library market for high quality, high interest titles from New York Times bestsellers to genre favorites, we have selections for every reading taste. Many of our titles are published at the same time or within three weeks of the original publisher's release, making it easy for libraries to refresh their print collections with the newest and most popular titles. All hardcovers are library bound and have a 100% guarantee on binding; library processing is offered.

More about Thorndike Press is available on our website. <https://www.gale.com/thorndike>

Consultation and Quotations

For consultation and custom quotes please contact

Vicki Gordon
Sr. Library Sales Consultant, Thorndike Press
P > 207.861.7530 xt 27530
E > vicki.gordon@cengage.com

Please feel free to contact me directly for any clarification or additional information related to this submission. Thank you in advance for your review of our proposal.

Thank you in advance for the opportunity to assist your information collection processes. We hope to support your goals and future success.

Regards,

Sabine McAlpine

Sabine McAlpine
Vice President, Thorndike Press
email: sabine.mcapline@cengage.com



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Miscellaneous

Proc Folder: 1413232			Reason for Modification:
Doc Description: Large Print Materials			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2024-06-04	2024-06-24 13:30	CRFQ 0432 DCH2400000008	1

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: 000000217164
Vendor Name : Cengage Learning
Address : 27555 Executive Drive Suite 270
Street :
City : Farmington Hills
State : MI **Country :** USA **Zip :** 48331
Principal Contact : Vicki Gordon
Vendor Contact Phone: 207-861-7530 **Extension:** 27530

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell
304-558-2063
larry.d.mcdonnell@wv.gov

Vendor Signature X <i>Sabine McAlpine</i>	59-2124491	June 14, 2024
	FEIN#	DATE

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION
The State of West Virginia Purchasing Division is soliciting bids for the West Virginia Arts, Culture, and History, Library Section, to establish an open-end contract for large print books and print materials, per the attached documentation.

INVOICE TO	SHIP TO
DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV US	DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Library Print Materials	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
60102300			

Extended Description:
The commodity line should reflect the overall total including the renewal years. See attached documentation for further details.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Vendor Question Due by 2:00PM EST	2024-06-11

	Document Phase	Document Description	Page 3
DCH2400000008	Final	Large Print Materials	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

Large Print Materials
Exhibit A - Pricing Page
CRFQ DCH24-08

Pricing Page Eligible Item Description							Discounted Unit Price Calculation				Bid Total Calculation			
Item #	Product Genre	Title	Author	ISBN	Type Size	Hardcover, Paperback, or Library Edition	Catalogue Price	Discount Percentage	Discount Amount	Discounted Catalog Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
I.														
1	Fantasy Romance	A Court of Mist and Fury	Mass, Sarah J.	9798885797092	0 point		\$34.99	25%	\$8.75	\$26.24	each	1.00	\$26.24	\$26.24
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point		\$32.99	25%	\$8.25	\$24.74	each	1.00	\$24.74	\$24.74
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point		\$34.99	25%	\$8.75	\$26.24	each	1.00	\$26.24	\$26.24
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point		\$36.99	25%	\$9.25	\$27.74	each	1.00	\$27.74	\$27.74
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point		\$40.99	25%	\$10.25	\$30.74	each	1.00	\$30.74	\$30.74
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point		\$37.99	25%	\$9.50	\$28.49	each	1.00	\$28.49	\$28.49
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point		\$40.99	25%	\$10.25	\$30.74	each	1.00	\$30.74	\$30.74
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point		\$38.99	25%	\$9.75	\$29.24	each	1.00	\$29.24	\$29.24
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point		\$38.99	25%	\$9.75	\$29.24	each	1.00	\$29.24	\$29.24
10	Biography	Green Lights	McConaughey, Matthew	9780593139134	0 point		#N/A	25%	#N/A	#N/A	each	1.00	#N/A	\$0.00
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point		\$31.00	25%	\$7.75	\$23.25	each	1.00	\$23.25	\$23.25
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point		\$33.99	25%	\$8.50	\$25.49	each	1.00	\$25.49	\$25.49
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point		#N/A	25%	#N/A	#N/A	each	1.00	#N/A	\$0.00
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point		\$26.99	25%	\$6.75	\$20.24	each	1.00	\$20.24	\$20.24
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point		\$38.99	25%	\$9.75	\$29.24	each	1.00	\$29.24	\$29.24
16	Christian Historical Fiction	Up from Dust	Kaufman, Heather	9798885797931	0 point		\$32.99	25%	\$8.25	\$24.74	each	1.00	\$24.74	\$24.74
17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point		\$35.99	25%	\$9.00	\$26.99	each	1.00	\$26.99	\$26.99
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point		\$39.99	25%	\$10.00	\$29.99	each	1.00	\$29.99	\$29.99
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point		\$31.00	25%	\$7.75	\$23.25	each	1.00	\$23.25	\$23.25
														\$456.64

Optional Renewal Year 2														
Pricing Page Eligible Item Description							Discounted Unit Price Calculation				Bid Total Calculation			
Item #	Product Genre	Title	Author	ISBN	Type Size	Hardcover, Paperback, or Library Edition	Catalogue Price	Discount Percentage	Discount Amount	Discounted Catalog Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
I.														
1	Fantasy Romance	A Court of Mist and Fury	Mass, Sarah J.	9798885797092	0 point		\$34.99	25%	\$8.75	\$26.24	each	1.00	\$26.24	\$26.24
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point		\$32.99	25%	\$8.25	\$24.74	each	1.00	\$24.74	\$24.74
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point		\$34.99	25%	\$8.75	\$26.24	each	1.00	\$26.24	\$26.24
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point		\$36.99	25%	\$9.25	\$27.74	each	1.00	\$27.74	\$27.74
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point		\$40.99	25%	\$10.25	\$30.74	each	1.00	\$30.74	\$30.74
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point		\$37.99	25%	\$9.50	\$28.49	each	1.00	\$28.49	\$28.49
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point		\$40.99	25%	\$10.25	\$30.74	each	1.00	\$30.74	\$30.74
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point		\$38.99	25%	\$9.75	\$29.24	each	1.00	\$29.24	\$29.24
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point		\$38.99	25%	\$9.75	\$29.24	each	1.00	\$29.24	\$29.24
10	Biography	Green Lights	McConaughey, Matthew	9780593139134	0 point		#N/A	25%	#N/A	#N/A	each	1.00	#N/A	\$0.00
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point		\$31.00	25%	\$7.75	\$23.25	each	1.00	\$23.25	\$23.25
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point		\$33.99	25%	\$8.50	\$25.49	each	1.00	\$25.49	\$25.49
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point		#N/A	25%	#N/A	#N/A	each	1.00	#N/A	\$0.00
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point		\$26.99	25%	\$6.75	\$20.24	each	1.00	\$20.24	\$20.24
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point		\$38.99	25%	\$9.75	\$29.24	each	1.00	\$29.24	\$29.24
16	Christian Historical Fiction	Up from Dust	Kaufman, Heather	9798885797931	0 point		\$32.99	25%	\$8.25	\$24.74	each	1.00	\$24.74	\$24.74
17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point		\$35.99	25%	\$9.00	\$26.99	each	1.00	\$26.99	\$26.99
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point		\$39.99	25%	\$10.00	\$29.99	each	1.00	\$29.99	\$29.99
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point		\$31.00	25%	\$7.75	\$23.25	each	1.00	\$23.25	\$23.25
														\$24.03

Optional Renewal Year 3														
Pricing Page Eligible Item Description							Discounted Unit Price Calculation				Bid Total Calculation			

Item #	Product Genre	Title	Author	ISBN	Type Size			Catalogue Price	Discount Percentage	Discount Amount	Discounted Catalog Price		Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
I.																
1	Fantasy Romance	A Court of Mist and Fury	Mass, Sarah J.	9798885797092	0 point			\$34.99	25%	\$8.75	\$26.24		each	1.00	\$26.24	\$26.24
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point			\$32.99	25%	\$8.25	\$24.74		each	1.00	\$24.74	\$24.74
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point			\$34.99	25%	\$8.75	\$26.24		each	1.00	\$26.24	\$26.24
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point			\$36.99	25%	\$9.25	\$27.74		each	1.00	\$27.74	\$27.74
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point			\$40.99	25%	\$10.25	\$30.74		each	1.00	\$30.74	\$30.74
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point			\$37.99	25%	\$9.50	\$28.49		each	1.00	\$28.49	\$28.49
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point			\$40.99	25%	\$10.25	\$30.74		each	1.00	\$30.74	\$30.74
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point			\$38.99	25%	\$9.75	\$29.24		each	1.00	\$29.24	\$29.24
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point			\$38.99	25%	\$9.75	\$29.24		each	1.00	\$29.24	\$29.24
10	Biography	Green Lights	McConaughey, Matthew	9780593139134	0 point			#N/A	25%	#N/A	#N/A		each	1.00	#N/A	\$0.00
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point			\$31.00	25%	\$7.75	\$23.25		each	1.00	\$23.25	\$23.25
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point			\$33.99	25%	\$8.50	\$25.49		each	1.00	\$25.49	\$25.49
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point			#N/A	25%	#N/A	#N/A		each	1.00	#N/A	\$0.00
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point			\$26.99	25%	\$6.75	\$20.24		each	1.00	\$20.24	\$20.24
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point			\$38.99	25%	\$9.75	\$29.24		each	1.00	\$29.24	\$29.24
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19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point			\$31.00	25%	\$7.75	\$23.25		each	1.00	\$23.25	\$23.25

\$456.64

Optional Renewal Year 4																
Pricing Page Eligible Item Description						Discounted Unit Price Calculation						Bid Total Calculation				
Item #	Product Genre	Title	Author	ISBN	Type Size			Catalogue Price	Discount Percentage	Discount Amount	Discounted Catalog Price		Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
I.																
1	Fantasy Romance	A Court of Mist and Fury	Mass, Sarah J.	9798885797092	0 point			\$34.99	25%	\$8.75	\$26.24		each	1.00	\$26.24	\$26.24
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point			\$32.99	25%	\$8.25	\$24.74		each	1.00	\$24.74	\$24.74
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point			\$34.99	25%	\$8.75	\$26.24		each	1.00	\$26.24	\$26.24
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point			\$36.99	25%	\$9.25	\$27.74		each	1.00	\$27.74	\$27.74
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point			\$40.99	25%	\$10.25	\$30.74		each	1.00	\$30.74	\$30.74
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point			\$37.99	25%	\$9.50	\$28.49		each	1.00	\$28.49	\$28.49
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point			\$40.99	25%	\$10.25	\$30.74		each	1.00	\$30.74	\$30.74
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point			\$38.99	25%	\$9.75	\$29.24		each	1.00	\$29.24	\$29.24
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point			\$38.99	25%	\$9.75	\$29.24		each	1.00	\$29.24	\$29.24
10	Biography	Green Lights	McConaughey, Matthew	9780593139134	0 point			#N/A	25%	#N/A	#N/A		each	1.00	#N/A	\$0.00
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point			\$31.00	25%	\$7.75	\$23.25		each	1.00	\$23.25	\$23.25
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point			\$33.99	25%	\$8.50	\$25.49		each	1.00	\$25.49	\$25.49
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point			#N/A	25%	#N/A	#N/A		each	1.00	#N/A	\$0.00
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point			\$26.99	25%	\$6.75	\$20.24		each	1.00	\$20.24	\$20.24
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point			\$38.99	25%	\$9.75	\$29.24		each	1.00	\$29.24	\$29.24
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17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point			\$35.99	25%	\$9.00	\$26.99		each	1.00	\$26.99	\$26.99
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point			\$39.99	25%	\$10.00	\$29.99		each	1.00	\$29.99	\$29.99
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point			\$31.00	25%	\$7.75	\$23.25		each	1.00	\$23.25	\$23.25

\$456.64

List of Discount Percentages:									
Category	DISCOUNT PERCENTAGE				TOTAL BID AMOUNT	Estimated Annual Volume per Category			
1	Large Print Books				25%	\$1,826.56	1000		

**Vendors should complete
the contract coordinator
Information below:**

VENDOR NAME: Cengage Learning Thorndike

PHONE: 207-861-7520

CONTRACT MANAGER: Vicki Gordon
(Please print)

FAX: 800-558-4676

AUTHORIZED REPRESENTATIVE: *Sabine McAlpine*
(Signature)

EMAIL: vicki.gordon@cengage.com

AUTHORIZED REPRESENTATIVE: Sabine McAlpine
(Please print)

DATE: 6_14_24