



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 2

List View

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 1413232

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0432

Vendor ID: VS0000039918

SO Doc ID: DCH2400000008

Legal Name: FOLLETT CONTENT SOLUTIONS LLC

Published Date: 8/8/24

Alias/DBA:

Close Date: 8/15/24

Total Bid: \$0.00

Close Time: 13:30

Response Date: 07/03/2024

Status: Closed

Response Time: 10:45

Solicitation Description: Large Print Materials

Responded By User ID: 1content

Total of Header Attachments: 2

First Name: Sarah

Total of All Attachments: 2

Last Name: Eisenhauer

Email: bids@follettcontent.com

Phone: 8885115114

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Library Print Materials	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
60102300			

Commodity Line Comments: Please see attached pricing sheet for line item pricing.
Quantity and Title Availability Disclaimer:
Book quantities and titles are subject to publisher availability at the time of order placement.

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

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		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
10	Biography	Green Lights	McConaughey, Matthew	9780593139134	0 point	Hardcover	\$28.46	33%	\$9.33	\$19.13	each	1.00	\$19.13	\$19.13
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point	Hardcover	\$27.54	33%	\$9.06	\$18.48	each	1.00	\$18.48	\$18.48
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point	Hardcover	\$26.99	6%	\$1.69	\$25.30	each	1.00	\$25.30	\$25.30
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
16	Christian Historical Fiction	Up from Dust	Kaufman, Heather	9798885797931	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point	Paperback	\$28.96	46%	\$13.46	\$15.50	each	1.00	\$15.50	\$15.50

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		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
10	Biography	Green Lights	McConaughey, Matthew	9780593139134	0 point	Hardcover	\$28.46	0%	\$0.00	\$28.46	each	1.00	\$28.46	\$28.46
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point	Hardcover	\$27.54	0%	\$0.00	\$27.54	each	1.00	\$27.54	\$27.54
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point	Hardcover	\$26.99	0%	\$0.00	\$26.99	each	1.00	\$26.99	\$26.99
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
16	Christian Historical Fiction	Up from Dust	Kaufman, Heather	9798885797931	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point		\$0.00	0%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point	Paperback	\$28.96	0%	\$0.00	\$28.96	each	1.00	\$28.96	\$28.96

Optional Renewal Year 3

Pricing Page Eligible Item Description							Discounted Unit Price Calculation				Bid Total Calculation			
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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			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
10	Biography	Green Lights	McConaughy, Matthew	9780593139134	0 point	hardcover		\$28.46	0%	\$0.00	\$28.46		each	1.00	\$28.46	\$28.46
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point	Hardcover		\$27.54	0%	\$0.00	\$27.54		each	1.00	\$27.54	\$27.54
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point	Hardcover		\$26.99	0%	\$0.00	\$26.99		each	1.00	\$26.99	\$26.99
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
16	Christian Historical Fiction	Up from Dust	Kaufman, Heather	9798885797931	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point			\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point	Paperback		\$28.96	0%	\$0.00	\$28.96		each	1.00	\$28.96	\$28.96

Optional Renewal Year 4

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		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
2	Western	Bad Hombres	Johnstone, William	9798885797696	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
3	Contemporary Romance	Curves for Days	Moher, Laura	9798885797986	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
4	Christian Fiction	A Love Discovered	Peterson, Tracie	9798885797665	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
5	Mystery	Three-Inch Teeth	Box, C.J.	9798885794923	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
6	Historical Fiction	Becoming Madam Secretary	Dray, Stephanie	9798885795838	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
7	General Fiction	The Summer Book Club	Mallery, Susan	9798885796835	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
8	Cozy Mystery	Pink Lemonade Cake Murder	Fluke, Joanne	9798885791496	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
8	Thriller	The Reaper Follows	Graham, Heather	9798885798358	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
10	Biography	Green Lights	McConaughy, Matthew	9780593139134	0 point	Hardcover	\$28.46	0%	\$0.00	\$28.46		each	1.00	\$28.46	\$28.46	
11	Women's Fiction	Never Too Late	Steel, Danielle	9780593861745	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
12	Non-Fiction	UFO	Graff, Garrett	9798885797528	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
13	Romance	Upside Down	Steel, Danielle	9780593498378	0 point	Hardcover	\$27.54	0%	\$0.00	\$27.54		each	1.00	\$27.54	\$27.54	
14	YA General Fiction	The Summer I Turned Pretty	Han, Jenny	9798885795975	0 point	hardcover	\$26.99	0%	\$0.00	\$26.99		each	1.00	\$26.99	\$26.99	
15	Fantasy	The Warm Hands of Ghosts	Arden, Katherine	9798885796798	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
16	Christian Historical Fiction	Up from Dust	Kaufman, Heather	9798885797931	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
17	Paranormal Romance	Leopard's Hunt	Feehan, Christine	9798885798518	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
18	Adventure	Rock Bottom	Michaels, Fern	9798885798433	0 point		\$0.00	0%	\$0.00	\$0.00		each	1.00	\$0.00	\$0.00	
19	Best Sellers	The #1 Lawyer	Patterson, James	9780316572811	0 point	Paperback	\$28.96	0%	\$0.00	\$28.96		each	1.00	\$28.96	\$28.96	

List of Discount Percentages:

Category	DISCOUNT PERCENTAGE	TOTAL BID AMOUNT	Estimated Annual Volume per Category	
1	Large Print Books	0%	\$78.41	1000

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

VENDOR NAME: Follett Content Solutions, LLC

PHONE: 888-511-5114

CONTRACT MANAGER: _____
(Please print)

FAX: 800-852-5458

AUTHORIZED REPRESENTATIVE: 
Signed: 6/20/2024 _____
(Signature)

EMAIL: contentbids@follettlearning.com

AUTHORIZED REPRESENTATIVE: Sarah Eisenhauer
(Please print)

DATE: 6/20/2024



A Proposal prepared for West Virginia Department of District Name

**Submitted in Response to:
Solicitation #CRFQ 0432 DCH2400000008**

Due Date: June 24, 2024

Follett Content Solutions, LLC
1340 Ridgeview Drive
McHenry, IL 60050
Phone | 888.511.5114
Fax | 800.852.5458

titlewave.com | follettlearning.com

Federal Tax ID | 87-2968865

ORIGINAL



Follett Content Solutions, LLC
1340 Ridgeview Drive
McHenry, Illinois 60050
Phone: 888.511.5114
Fax: 800.852.5458
www.follettlearning.com

June 24, 2024

West Virginia Department of Education
2019 Washington St.
Charleston, West Virginia 25305-0130
City, State Zip

Dear Mr. McDonnell:

Follett Content Solutions, LLC ("Follett") is pleased to present the enclosed proposal to West Virginia Department of Education (WV DOE) in response to your **Solicitation # CRFQ 0432 DCH240000008** for **Large Print Materials**.

Our level of commitment to schools is demonstrated through our long-standing relationships, our professional service team, and our wide selection of print, audiovisual, and digital resources. We are uniquely qualified to provide the key components you need:

- Quality titles from more than 6,000 publishers in an array of bindings to meet the specialized needs of your students.
- A 97% fill rate for in-stock items, and shipping within 5 days.
- A full range of customizable cataloging and processing options to meet your specific needs.
- Curriculum-focused materials selected by degreed professionals that are aligned with your educational standards.
- Educational products and databases that include resources and support for teachers.
- A powerful online ordering service, Titlewave®, that allows you to search across 12 million PreK-12 books, create lists, and submit orders electronically with or without processing specifications.

Since 1873, educators have trusted Follett as a partner in the mission to empower the success of schools and get books in the hands of students. Backed by Francisco Partners, a leading global investment firm that specializes in partnering with educational technology businesses, we help educators unlock potential in more than 45,000,000 students worldwide.

Thank you for allowing us this opportunity. We look forward to partnering with WV DOE. Should you have any questions, please feel free to contact us.

Sincerely,

Therese Maringer

Sales Consultant
Office: 877.899.8550 x46206
tmaringer@follettlearning.com

TABLE OF CONTENTS

SECTION 1.0: Executive Summary.....	1
SECTION 1.1: How Follett Supports the Classroom	1
SECTION 2.0: Special Offer	5
SECTION 3.0: Your Dedicated Support Teams.....	6
SECTION 3.1: therese Maringer – Sales Consultant.....	6
SECTION 3.2: Leigh Carstens – Customer Service Representative	6
SECTION 4.0: Ordering From Follett	7
SECTION 4.1: Placing Your Order	7
SECTION 4.2: Delivery/Shipping	7
SECTION 4.3: Returns/Warranty.....	7
SECTION 4.4: Online Catalogs.....	7
SECTION 5.0: Binding Guarantees and Follett Services	8
SECTION 5.1: FollettBound® Book Binding Guarantee.....	8
SECTION 5.2: Publisher Hardcover Binding Guarantee	9
SECTION 6.0: About Follett	10
SECTION 7.0: Forms.....	12

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: HOW FOLLETT SUPPORTS THE CLASSROOM

SUPPORT FOR TEACHERS

Nothing drives better student outcomes than a dedicated teacher, and nothing engages students more than imaginative learning experiences. Follett has partnered with teachers to provide the tools needed to shape the next generation of leaders, from books and materials to professional development resources. In the classroom, Follett is a single, go-to source for teachers. Follett brings to life each teacher’s vision of the classroom experience through an interactive system of print and digital resources. We are your partner in discovery.

EXPLORE CLASSROOM SOLUTIONS BY GRADE

Follett provides an array of resources for classrooms of all grade levels.

Use Titlewave® to browse lists for topics such as:

- ▶ Books in a Series
- ▶ Diversity, Equity, and Inclusion
- ▶ Early Learning
- ▶ eBooks and Digital
- ▶ Graphic Novels
- ▶ Makerspace and Hands-on Learning
- ▶ Social and Emotional Learning
- ▶ Striving Readers
- ▶ Summer Reading

Elementary: Prek-5

Find everything for elementary classrooms. Follett has the support and tools teachers need to thrive. From independent reading time to experiments-driven world of STE(A)M, Follett has the books, hands-on materials, and resources that drive learning.

Explore further at <https://www.titlewave.com/main/classroom-elementary>

Middle School: Grades 6-8

No matter the subject area, Follett can help teachers drive learning and prepare middle school students for the road ahead.

Explore further at <https://www.titlewave.com/main/classroom-middle>

High School: Grades 9-12

Find future-focused resources for high school. Get students ready for their next chapter with learning materials that support college and career-ready skills.

Explore further at <https://www.titlewave.com/main/classroom-high>

FREE TEACHER RESOURCES

For some titles, Titlewave® has Free Resources available for use in the classroom. They can be found under the "Teaching Resources and Support" section for individual titles. These can include guided reading discussions, literature circles, book clubs, or whole-class lessons with activities and conversation-starters. You may also find great ideas for extension activities that support cross-curricular learning and real-world connections.

If a title has Teacher Resources available, they can be downloaded at no charge as a PDF document. Most districts download them and share them via email with teachers, but the document can be downloaded as many times as is needed from Titlewave® at no charge.

Teaching Resources and Support

FREE Teaching Resources



Reading Guide



Teacher's Guide

[Download all 2 Free Teaching Resources for this title \(ZIP\)](#)

SUPPORT FOR EDUCATION INITIATIVES

Follett is your go-to partner for books and other resources to support you in improving student reading skills, developing core content knowledge, and aligning class materials to curriculum standards. From manipulatives to classic literature to the educator-curated Follett Classroom Libraries, Follett has everything you need to equip your classroom for success.

ALIGNMENT WITH STANDARDS

We offer a wide selection of nonfiction and fiction titles from outstanding publishers of educational materials for grades PreK-12. These selections represent a variety of genres, topics, text structures, and complexity to support the development of literacy skills, build background knowledge in the content areas, and align with state standards and educational objectives.

SUPPORTING E-LEARNING WITH TECHNOLOGY AND DIGITAL RESOURCES

We understand that as more and more students and teachers need to access educational curriculum outside of the classroom, they require interactive digital learning materials that are capable of supporting them. We currently offer the following eLearning materials to support this unique type of instruction.

Explore further at www.titlewave.com/main/digital

SUPPORTING LITERACY BEGINNING WITH EARLY CHILDHOOD

In the early years, children acquire literacy skills which lay the foundation for complex reading. Our early learning resources, materials, and books are designed specifically to build literacy skills in young children and to create literacy-rich environments. Encompassing new titles and classic titles from a variety of publishers and authors, our line of early childhood resources reflects comprehensive and developmentally-appropriate titles that follow the **National Association for the Education of Young Children** (NAEYC) recommendations. We also have a diverse offering of pre-curated book lists and supplemental resources to support literacy skill development for all grade levels.

Explore further at www.titlewave.com/main/early-learning

SUPPORTING SEL AND DIVERSITY INITIATIVES

Follett believes the things that make us different should be celebrated! Differences in our gender, sexuality, ethnicity or culture, religion or spirituality, family, socioeconomic level, age, body type, and ability make us unique. It's our mission to provide the best resources to acknowledge and appreciate the ways we are all different from one another. Follett offers a wide selection of supplemental resources to support Social and Emotional Learning (SEL) and culturally responsive teaching.

Explore further at www.titlewave.com/main/sel-classroom and www.titlewave.com/main/diversity-classroom

SUPPORTING STEM AND STEAM INITIATIVES

Through our partnerships with more than 6,000 publishers, Follett has many resources to support STEM and STEAM initiatives. With these resources, you can spark students' curiosity and encourage collaboration and critical thinking skills to provide them with a well-rounded education through innovation and project-based learning.

Explore further at www.titlewave.com/main/makerspace

SPANISH LANGUAGE RESOURCES

Follett offers a wide range of Spanish language titles to help students succeed both inside and outside of the classroom. From authentic Spanish language books and translations of popular titles to bilingual books and graphic novels, we've got the materials you need to motivate and educate Spanish learners wherever they are on their literacy journey.

Explore further at www.titlewave.com/main/spanish

SECTION 2.0: SPECIAL OFFER

Follett Content Solutions, LLC would like to extend the following offer and incentives to West Virginia Department of Education (WV DOE). Upon award of this RFP, WV DOE will receive:

Special Offer Details

- ▶ Please see attached pricing sheet for line-item pricing.

***This offer is valid through 12/31/2024**

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.

*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 e such as discounts offered on large quantity purchases of the same FollettBound® title.

Quantity and Title Availability Disclaimer:

Book quantities and titles are subject to publisher availability at the time of order placement.

Cataloging and Processing Disclaimer:

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.

SECTION 3.0: YOUR DEDICATED SUPPORT TEAMS

SECTION 3.1: THERESE MARINGER – SALES CONSULTANT

Therese is available to answer questions and assist you by providing guidance and expertise in the area of selecting a wide range of educational materials to support your educational strategies.

Contact Information

Office: 877.899.8550 x46206

Email: tmaringer@follettlearning.com



SECTION 3.2: LEIGH CARSTENS – CUSTOMER SERVICE REPRESENTATIVE

Leigh is available to assist with questions pertaining to the availability of titles, order status, shipping status, and any special requests you may have that are unique to your district.

Contact Information

Phone: 877.899.8550 x48058

Email: lcarstens@follettlearning.com

An expert team of **Sales Support Specialists** is at the ready to help you with creating orders via our online catalog and ordering system, Titlewave®. They are experts in collection development and collection analysis in addition to being on top of new educational products and curriculum trends and their impacts on student achievement. Whether you are looking for new books, audiovisual materials, or digital solutions, you can depend on them to provide you with world-class suggestions and solutions. You can reach a Specialist by emailing sss@follettlearning.com or by dialing our toll-free number: 888.511.5114 x45051.

Our expert team of **Librarians and Bibliographers** works day in and day out developing custom core lists for your classroom and library needs. Our familiarity with state and national curriculum standards ensures that our lists align with the most current and grade appropriate titles. This team also works on special requests from customers based on their specific needs.

Our expert team of **Catalogers** work diligently to enhance the bibliographic data for each and every title we provide. To ensure we create the highest quality MARC records in the industry, we have over 30 catalogers and annotators within our staffs that oversee this task. To benefit your students, special attention is paid to enhancements such as the addition of reading levels, interest levels, annotations, as well as appropriate subject headings. We can also add specific information that relates to your District.

SECTION 4.0: ORDERING FROM FOLLETT

SECTION 4.1: PLACING YOUR ORDER

To place an order, you can submit your request through your Titlewave® account, by emailing FSSorders@follettlearning.com, by fax, or by mail.

Please note: 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 the correct pricing and that your order is processed accurately.

SECTION 4.2: DELIVERY/SHIPPING

Our goal is to provide 97% fill rate of in-stock items within 5 days.

Follett Content Solutions offers FREE shipping and handling on all orders other than textbooks, within the contiguous United States and its territories. Textbook orders will be charged 10% of the merchandise total for shipping and handling unless the order is over \$15,000.

SECTION 4.3: RETURNS/WARRANTY

Follett will replace or issue credit for any books, audiovisual materials, or other products that are defective, damaged, or incorrectly processed. We know that students can be tough on books and thanks to our unconditional binding guarantee on FollettBound® books, you won't have to worry. If these titles fail as a result of normal wear and tear, we will replace and deliver them to you at no charge, provided the title is still in print. New textbooks with binding failure will be replaced within one year of purchase date.

Orders that have been subject to any customized processing, either prior to shipment or after receipt by the customer, are not eligible for return or cancellation, excluding material processing errors solely attributable to Follett. Customized processing shall include, but is not limited to, stamping, label application and barcoding, as determined by Follett in its sole discretion. Textbook orders of any kind are not returnable.

SECTION 4.4: ONLINE CATALOGS

Follett hosts the following online ordering tools and catalogs:

- For library, classroom, early learning, and instructional materials visit: titlewave.com.
- To find information on all of Follett's products, visit follettlearning.com.

Though some "hands on" or non-print materials may not show in-stock inventory in Titlewave®, these items are available for purchase and will be shipped directly from the manufacturer or ordered on demand.

SECTION 5.0: BINDING GUARANTEES AND FOLLETT SERVICES

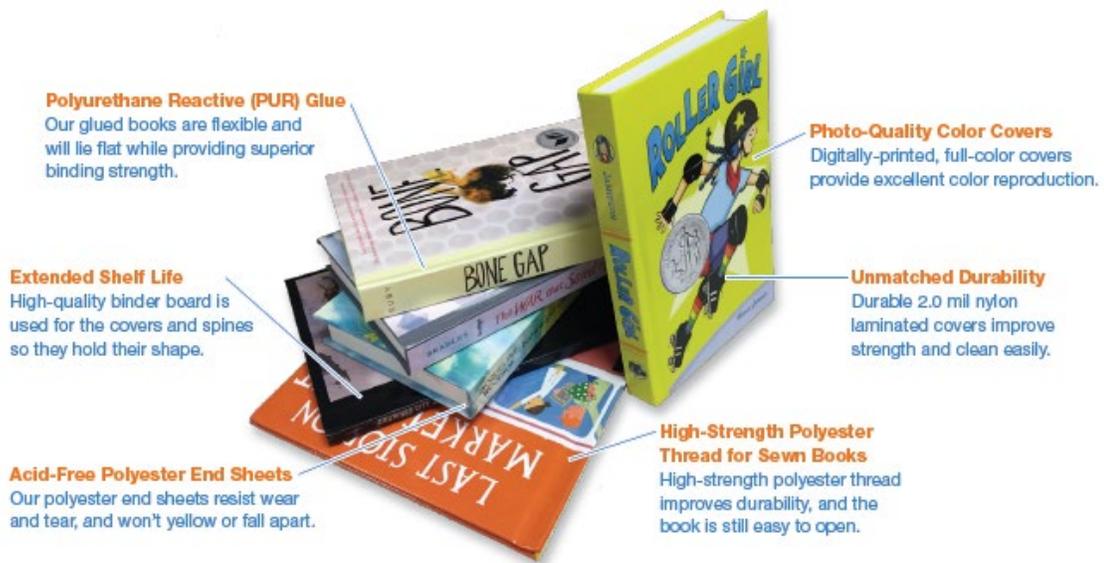
SECTION 5.1: FOLLETTBOUND® BOOK BINDING GUARANTEE

We know that wear-and-tear takes its toll on books, so Follett supplies over 80,000 FollettBound® titles that are pre-bound according to strict standards and will withstand countless circulations. FollettBound® books represent an exceptional value when selecting titles for your library as well as your classroom. Every FollettBound® binding is also accompanied by a lifetime guarantee! FollettBound® books will be replaced due to any binding failures and defects (normal wear and tear excluded). Only titles that are still in print when the request is made shall be eligible for replacement, as determined by Follett in its sole discretion.

FollettBound® books are available in both glued and sewn formats. Glued books include durable, double fan binding to enhance strength and durability. Sewn books are created with a high-strength polyester thread, which improves durability and leaves the book easy-to-open.

Features of FollettBound® books include:

- Warp-free binder boards
- Photo-quality color covers
- Acid-free polyester end sheets
- Polyester-laminated covers
- Square-back spines



LIBRARY BINDING INSTITUTE SPECIFICATIONS

The Library Binding Institute (LBI) has created specifications for pre-bound and reinforced paperback titles. Our FollettBound® bindery works diligently to ensure that our titles meet these specifications. LBI specifications, such as the use of library sewing, squared corners, illustrated covers, superior cover

protection, the use of durable and flexible adhesives, and reinforced cloth end sheets are all examples of specifications that are followed when creating FollettBound® books.

For more information on FollettBound® bindings please visit www.titlewave.com/main/follettbound

SECTION 5.2: PUBLISHER HARDCOVER BINDING GUARANTEE

Publisher hardcover books will be replaced due to any binding failures and defects (excluding normal wear and tear) for one year. Only titles that are still in print when the request is made shall be eligible for replacement, as determined by Follett in its sole discretion.

SECTION 6.0: ABOUT FOLLETT



Since 1873, educators have trusted Follett as a partner in the mission to empower the 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. We are also one of the leading providers of integrated educational technology for the management of physical and digital assets; the tracking, storing, and analyzing of academic data; and digital learning environment tools for the classroom focusing on student achievement.

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 School Solutions, 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”

CONFIDENTIALITY

This proposal contains information provided for the sole purpose of permitting the recipient to evaluate this proposal. In consideration of receipt of this document, the recipient agrees, without limit to time, to treat this information as confidential and to not use or reproduce this information for any purpose other than its evaluation of this proposal and not to disclose this information to any other person for any purpose, without the express written consent of Follett, or as required by law.

PERSONAL INFORMATION OF FOLLETT EMPLOYEES

This proposal may contain background information about Follett employees including the employment and educational history of Follett’s proposed resources. In consideration of receipt of this document, the recipient agrees that it shall not use or disclose to any other person such background information for any purpose other than its evaluation of this proposal, without the express written consent of Follett as required or permitted by law.

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TRADEMARKS

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- FollettBound®
- TitleCheck™
- TitleMAP™
- TitlePeek®
- Titlewave®
- TitleWise®

All other brand names of products mentioned are registered trademarks or trademarks of their respective companies.

AFFILIATE PRODUCTS

The following products are owned by Follett School Solutions, LLC and are registered trademarks:

- Follett Destiny Discover®
- Follett Destiny® Library Manager



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: VS0000039918
Vendor Name : Follett Content Solutions, LLC
Address : 1340
Street : Ridgeview Dr.
City : McHenry
State : Illinois **Country :** US **Zip :** 60050
Principal Contact : Sarah Eisenhauer
Vendor Contact Phone: 888-511-5114 **Extension:**

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X  Signed: 6/20/2024

FEIN# 87-2968865

DATE 6/20/24

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

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

SHIP TO

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

Line	Event	Event Date
1	Vendor Question Due by 2:00PM EST	2024-06-11

	Document Phase	Document Description	Page
DCH240000008	Final	Large Print Materials	3

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions