

## V. ITEMS FOR APPROVAL

- a. Chromebook, HP and Apple Computer RFQ Results listed (i-iii)
  - i. Lenovo Chromebooks - SHI - \$681,315.00 (Co-Stars)  
Maxcases for Chromebooks - SHI - \$46,278.00 (Co-Stars)

Lenovo Chromebooks

**A. Why are you requesting the service/needs?**

**Why:** We are requesting One Thousand Seven Hundred Fourteen (1,714) Lenovo Chromebooks to deploy to all students in Grades K, 5 & 9.

**Need:** This deployment aligns with the district’s Digital Transformation Initiative started in 2017 and follows suit with issuing each student a district-issued Chromebook. The kindergarten devices stay in carts in each kindergarten classroom. Students in grades 1-12 take devices home.

**Suggested replacement:** Lenovo Chromebooks as indicated on the attached quote.

**B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts.** Yes. Four (4) quotes were obtained in this instance through an RFQ.

	Lenovo Chromebooks
<b>Vendors</b>	
Brightcentra, Inc.	\$683,029.00
IntegraOne	\$769,466.02
Riverside (RTI)	\$742,933.30
SHI	\$681,315.00
W.B. Mason	No Bid
Whalley (WCA)	No Bid

**C. Procurement Method:**

- An RFQ was issued on March 12, 2024 for HP Desktop/Laptop Computers & Related Peripherals and emailed to approximately twenty-five (25) vendors. RFQ’s were due April 2, 2024, at 11am. They were reviewed and evaluated on April 3 & 4, 2024.

**D. Funds account to be charged for Procurement (Was this purchase budgeted?)**

- Yes – 2023-2024 Fiscal Year
- Fund 10
- Account #TBD
  - 100% Funded with Emergency Connectivity Funding (ECF)

**E. Selection of winning proposal**

- The lowest priced/qualified/responsible submission is from SHI. The recommendation is to award the bid to this vendor in the amount of \$681,315.00 (COSTARS contract #'s 003-E22-580, 006-E22-250 and Omnia Partners contract #: 2018011-02).



Pricing Proposal  
 Quotation #: 24686049  
 Created On: 4/1/2024  
 Valid Until: 4/30/2024

**PA-East Stroudsburg Area School District**

**Brian Borosh**

50 VINE STREET PO BOX 298  
 East Stroudsburg, PA 18301  
 United States  
 Phone: (570) 424-8500  
 Email: brian-borosh@esasd.net

**Account Executive**

**Angela Mensch**

290 Davidson Ave  
 Somerset, NJ 08873  
 Phone: 732-564-8672  
 Fax: 732-564-8673  
 Email: Angela\_Mensch@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 Lenovo 300e Yoga Chromebook Gen 4 82W2 - Flip design - MediaTek Kompanio 520 2.05 GHz - Chrome OS - 4 GB RAM - 32 GB eMMC Integrated Graphics, BT 5.1 or above, MT7921 Wi-Fi 6, 5MP with Mic, 3 Cell Li-Pol 47Wh, 1 Year Mail-in Lenovo - Part#: 82W2000AUS Contract Name: COSTARS-3 Hardware Contract #: 003-E22-627 <b>Note: ~8K UNITS IN STOCK</b>	1714	\$272.50	\$467,065.00
2 Lenovo Depot + Accidental Damage Protection - Extended service agreement - parts and labor - 3 years (School Year Term) - for (1-year carry-in): 100e (1st Gen); 100e (2nd Gen); 100e Chromebook (2nd Gen); 100e Chromebook (2nd Gen) AST; 100e Chromebook (2n Lenovo - Part#: 5PS0N75610 Contract Name: COSTARS-3 Hardware Contract #: 003-E22-627	1714	\$85.00	\$145,690.00
3 Chrome OS Management Console - License - academic Google - Part#: CROSSWDISEDUNEW Contract Name: COSTARS-6 Software Contract #: 006-E22-250	1714	\$31.00	\$53,134.00
4 White Glove - Device Enrollment D&H - Part#: WG5000 Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02	1714	\$4.00	\$6,856.00

5	White Glove - Asset Tagging 2501-5000 D&H - Part#: AT5000 Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02	1714	\$3.00	\$5,142.00
<hr/>				
6	White Glove upgrade add Green - plus multiple shipping locations D&H - Part#: WGUPGRADEGS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02	1714	\$2.00	\$3,428.00
				<hr/>
				Subtotal \$681,315.00
				Total \$681,315.00

**Additional Comments**

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Please Note: Lenovo has a zero returns policy on any custom build machines. Lenovo also does not allow returns on open box/phased out products. For these products, orders are non-cancellable and non-returnable from point of order.

Please note: Google has a zero returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

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*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*



MAXCases for Chromebooks

**A. Why are you requesting the service/needs?**

**Why:** We are requesting to purchase MAXCases for the new Chromebooks that were ordered for the 2024-2025 school year.

**Need:** The cases provide reliable and rugged protection and will aid in protecting the investment the district is making in new Lenovo Chromebooks for students in grades K, 5, 9.

**Suggested replacement:** MAXCases through SHI as indicated on the attached quote.

**B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts.** No. We are procuring the cases through the same company that we bought the Chromebooks from. Pricing is also per the state contract listed below.

- SHI - \$46,278.00– Pricing per Co-Stars contract #HW 003-E22-627.

**C. Procurement Method:**

- ESASD asked the vendor who was awarded the Lenovo Chromebook RFQ to provide pricing for cases as well.

**D. Funds account to be charged for Procurement (Was this purchase budgeted?)**

- Yes – 2024-2025 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-000-006-000-0600
  - Technology Services Initiative Account

**E. Selection of winning proposal**

- MAXCases Extreme Shell-F through SHI in the amount of \$46,278.00. Pricing per COSTARS contract #HW 003-E22-627.

**F. Other**

N/A



Pricing Proposal  
Quotation #: 24686012  
Created On: 4/1/2024  
Valid Until: 4/30/2024

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**PA-East Stroudsburg Area School District**

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**Account Executive**

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**Brian Borosh**

50 VINE STREET  
PO BOX 298  
East Stroudsburg, PA 18301  
United States  
Phone: (570) 424-8500  
Fax:  
Email: brian-borosh@esasd.net

**Angela Mensch**

290 Davidson Ave  
Somerset, NJ 08873  
Phone: 732-564-8672  
Fax: 732-564-8673  
Email: Angela\_Mensch@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Retail	Your Price	Total
1 MAXCases Extreme Shell F - Notebook shell case - rugged - gray, clear - for Lenovo 100w Gen 4 82VK MAXCases - Part#: LN-ESF-300EW-G4-GRY Contract Name: COSTARS-3 Hardware Contract #: 003-E22-627	1714	\$49.95	\$27.00	\$46,278.00
			Total	\$46,278.00

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**Additional Comments**

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Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

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*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*

## V. ITEMS FOR APPROVAL

- a. Chromebook, HP and Apple Computer RFQ Results listed (i-iii)
  - ii. HP Computers - IntegraOne - \$137,595.88 (Co-Stars)

HP Computers and Peripherals

A. Why are you requesting the service/needs?

Why: We are requesting Eighteen (18) HP Desktop Computers & Related Peripherals and Ninety-Four (94) HP Laptops and related Peripherals for the two Intermediate Schools.

Need: East Stroudsburg Area School District is on a Four (4) Year Computer Replacement Cycle. FY 2024 is the year the two Intermediate Schools are up for replacement in the cycle.

Suggested replacement: HP Desktop/Laptop Computers & Peripherals as indicated on the attached quote.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. Yes. Six (6) quotes were obtained in this instance through an RFQ.

	HP Equipment
<b>Vendors</b>	
Brightcentra, Inc.	\$149,328.60
IntegraOne	\$137,595.88
Riverside (RTI)	\$153,233.32
SHI	\$145,228.00
W.B. Mason	\$164,317.74
Whalley (WCA)	\$156,904.00

C. Procurement Method:

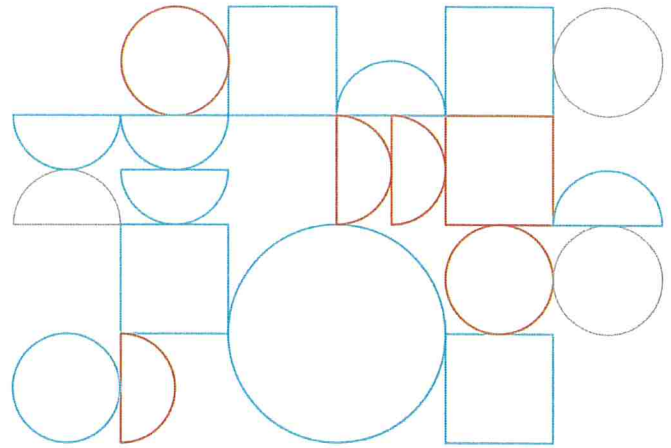
- An RFQ was issued on March 12, 2024 for HP Desktop/Laptop Computers & Related Peripherals and emailed to approximately twenty-five (25) vendors. RFQ’s were due April 2, 2024, at 11am. They were reviewed and evaluated on April 3 & 4, 2024.

D. Funds account to be charged for Procurement (Was this purchase budgeted?)

- Yes – 2023-2024 Fiscal Year
- Fund 10
- Account #TBD
  - 100% Funded with Emergency Connectivity Funding (ECF)

E. Selection of winning proposal

- The lowest priced/qualified/responsible submission is from IntegraOne. The recommendation is to award the bid to this vendor in the amount of \$137,595.88 (COSTARS contract # 003-E22-580).



PREPARED FOR  
East Stroudsburg Area School District

PREPARED BY  
Ashley Miller - Sales Manager  
April 03, 2024

## HP Systems - Computers & Related Equipment

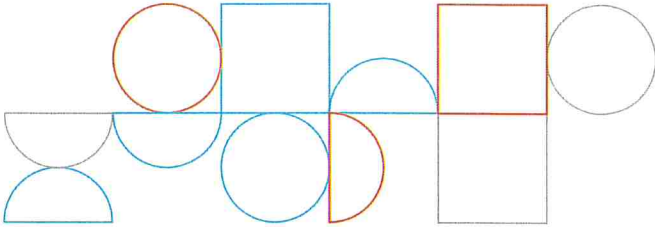
Quote #040860 v3

HPi

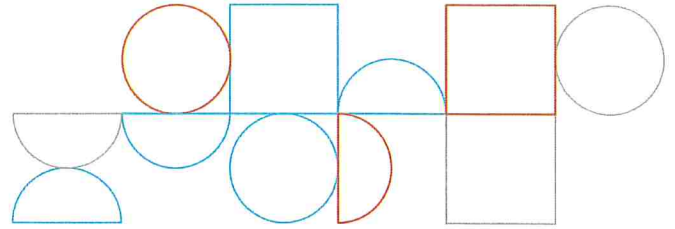
Description	Price	Qty	Ext. Price
86Y59UT HP Elite Mini 800 G9 Desktop PC - Mini - Intel - Core i7 - 13700T - 1.4GHz - 16-Core - 4.9GHz - DDR5 - 16GB RAM - 4800MHz - 512GB SSD - Intel UHD Graphics 770 - Power Adapter - 90Watt - IEEE 802.11 ax, Bluetooth - Keyboard, Mouse - Microsoft Windows 11	\$920.24	18	\$16,564.32
MSAPAZUREJ OIN Autopilot Azure Join - Standalone	\$4.04	18	\$72.72
878H6UT HPi EliteDragonfly inch G4 13.5 3K2K OLED UWVA 400N BrightView ALS(3000 x 2000 1.5(3:2))Core i7-1355U(3.70GHz up to 5.00GHz 10 cores-13th Generation)Iris Xe Graphics 512GB M.2PCIe NVMe 2280 TLC 4X4 SSD 16GB 6400MHz LPDDR5(Soldered)Clickpad Backlit Spill	\$1,191.22	94	\$111,974.68
MSAPAZUREJ OIN Autopilot Azure Join - Standalone	\$4.04	94	\$379.76
4J0A2AA HPi HP Thunderbolt Dock G4 - Docking station - HDMI, 2 x DP, Thunderbolt, USB-C - GigE, 2.5 GigE - 120 Watt - United States - for ProBook 44X G9, 45X G9; ZBook Power G9; ZBook Firefly 14 G9, 16 G9; ZBook Fury 16 G9	\$190.76	28	\$5,341.28
4R009AA HPi HP 655 - Keyboard and mouse set - wireless - 2.4 GHz - US - black - for Pro x360 Fortis 11 G9 Notebook; ProBook 445 G9 Notebook	\$44.32	28	\$1,240.96
671R3UT HPi HP - USB-C power adapter - AC 115/230 V - 65 Watt - United States - Smart Buy	\$47.17	28	\$1,320.76
3E5F9UT HPi Renew Business - Notebook carrying case - 14.1" - black - for HP 245 G9; EliteBook 830 G6; ProBook 440 G7, 44X G9, Fortis 14 G9; ZBook Firefly 14 G9	\$25.05	28	\$701.40

**Subtotal: \$137,595.88**





Please note, service invoicing will be processed weekly or monthly, depending on size and scope of project.



## HP Systems - Computers & Related Equipment

**Prepared by:**

**IntegraONE - Allentown Office**

Ashley Miller  
 amiller@integraone.com  
 484-223-3480 x1115

Karen Toczek  
 ktoczek@integraone.com  
 (484) 223-3480 x1150

**Prepared for:**

**East Stroudsburg Area School District**

50 Vine Street  
 East Stroudsburg, PA 18301  
 Brian Borosh  
 (570) 424-8060  
 brian-borosh@esasd.net

**Quote Information:**

**Quote #: 040860**  
 Version: 3  
 Quote Date: 04/03/2024  
 Expiration Date: 05/01/2024

### Quote Summary

Description	Amount
HPi	\$137,595.88

**Total: \$137,595.88**

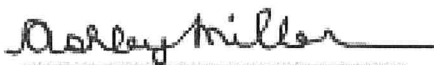
All pricing subject to change without advance notice. All leasing rates subject to final configuration, total pricing, and credit approval. Shipping fees are not listed on the quote. We reserve the right to pass along shipping charges incurred due to weight, size, re-delivery, lift gates, white glove deliveries and/or overnight shipping. All Returns and Cancellations are subject to prior approval. Return or Cancellation Requests must be submitted to IntegraONE within 10 days of purchase. Any Return Requests for Items already received by the Customer require all items to be factory sealed and in good condition. Restocking fees may apply. If a Return Request is denied, it is the customer's responsibility to pay IntegraONE for the items that are not returnable. The information provided to you in this communication is regarded by IntegraONE to be Confidential and Proprietary information. This includes, but is not limited to, descriptions of materials, products, or services; prices quoted; and any description of Professional or Consulting Services. This information shall not be disclosed or made available to any party unrelated to this agreement without our expressed written consent. You must also exercise reasonable care to protect this information from any unauthorized disclosure by others. By my signature below, or the issuance of a signed Purchase Order reflecting the full amount of this quote, I am accepting this quote in its entirety and agreeing to IntegraONE's Terms and Conditions.

**Ship to Address:**

**Additional Information:**

IntegraONE

East Stroudsburg Area School District

Signature: 

Signature: \_\_\_\_\_

Name: Ashley Miller

Name: Brian Borosh

Title: Sales Manager

Date: \_\_\_\_\_

Date: 04/03/2024

## V. ITEMS FOR APPROVAL

- a. Chromebook, HP and Apple Computer RFQ Results listed (i-iii)
- iii. Apple Computers - \$457,805.65 (CCIU Apple Contract #4925)

Apple Computers

**A. Why are you requesting the service/needs?**

**Why:** We are requesting Eighty-One (81) iMac Desktops and One Hundred Sixty-Seven (167) Macbook Laptops and related peripherals for the two Intermediate Schools.

**Need:** East Stroudsburg Area School District is on a Four (4) Year Computer Replacement Cycle. FY 2024 is the year the two Intermediate Schools are up for replacement in the cycle.

**Suggested replacement:** Apple Equipment as indicated on the attached quote.

**B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts.** No. Apple is a sole source provider for K-12 Education. Pricing is per the Chester County School Districts' Joint Purchasing Agreement.

- Apple - \$457,805.65

**C. Procurement Method:**

Apple provided a quote based on specs provided. Pricing is per the Chester County School Districts' Joint Purchasing.

**D. Funds account to be charged for Procurement (Was this purchase budgeted?)**

- Yes – 2023-2024 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-000-006-000-0600
  - Technology Services Lease Initiatives Account
  - ECF Funding (Partial)

**E. Selection of winning proposal**

- Apple is a sole source provider for K-12 Education. The recommendation is to approve the attached Apple quote in the amount of \$457,805.65

**F. Other**

N/A



# Apple Inc. Education Price Quote

**Customer:**

Brian Borosh  
EAST STROUDSBURG AREA SCHOOLS DIST  
Phone: 1570-424-8500  
Email: brian-borosh@esasd.net

**Apple Inc:**

Chris DeFilippis  
Email: cdefilippis@apple.com

**Apple Quote:**

2212650801

**Quote Date:**

April 05, 2024

**Quote Valid Until:**

May 06, 2024

**Quote Comments:**

Chester County Intermediate Unit Apple Contract #4925

Item #	Details	Qty	Unit List Price	Extended List Price
1	<b>13-inch MacBook Air: Silver (Packaged in a 5-pack)</b> Part Number: Z1BG <b>Configuration:</b> 065-CJQV : Apple M3 chip with 8-core CPU, 10-core GPU, 16-core Neural Engine 065-CG8H : 16GB unified memory 065-CG8L : 512GB SSD storage 065-CG8Q : 35W Dual USB-C Port Compact Power Adapter 065-CGC0 : 1080p FaceTime HD camera 065-CGC1 : Two Thunderbolt / USB 4 ports 065-CGC2 : MagSafe 3 charging port 065-CGC3 : 13.6-inch Liquid Retina display with True Tone 065-CGFD : None 065-CGF0 : Backlit Magic Keyboard with Touch ID - US English 065-CGF8 : Accessory Kit	165	\$1,379.00	\$227,535.00
2	<b>3-Year AppleCare+ for Schools 13-inch MacBook Air (M3) (no service fees)</b> Part Number: SLTF2LL/A	165	\$159.00	\$26,235.00
3	<b>13-inch MacBook Air: Silver</b> Part Number: Z1B8 <b>Configuration:</b> 065-CJQV : Apple M3 chip with 8-core CPU, 10-core GPU, 16-core Neural Engine 065-CG8H : 16GB unified memory 065-CG8L : 512GB SSD storage 065-CG8Q : 35W Dual USB-C Port Compact Power Adapter 065-CGC0 : 1080p FaceTime HD camera 065-CGC1 : Two Thunderbolt / USB 4 ports 065-CGC2 : MagSafe 3 charging port 065-CGC3 : 13.6-inch Liquid Retina display with True Tone 065-CGFD : None 065-CGF0 : Backlit Magic Keyboard with Touch ID - US English 065-CGF4 : Accessory Kit	2	\$1,399.00	\$2,798.00

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4	<b>3-Year AppleCare+ for Schools 13-inch MacBook Air (M3) (no service fees)</b> Part Number: SLTF2LL/A	2	\$159.00	\$318.00
5	<b>16-inch MacBook Pro: Apple M3 Pro chip with 12-core CPU and 18-core GPU, 18GB, 512GB SSD - Silver</b> Part Number: MRW43LL/A <b>Configuration:</b> 065-CG4V : Apple M3 Pro with 12-core CPU, 18-core GPU and 16-core Neural Engine 065-CG50 : 18GB unified memory 065-CG56 : 512GB SSD storage 065-CG5D : 140W USB-C Power Adapter 065-CG5G : Three Thunderbolt 4 ports, HDMI port, SDXC card slot, MagSafe 3 port 065-CG5J : 16-inch Liquid Retina XDR display 065-CG7K : None 065-CG7D : Backlit Magic Keyboard with Touch ID - US English 065-CGQN : Accessory Kit	4	\$2,299.00	\$9,196.00
6	<b>3-Year AppleCare+ for Schools - 16-inch MacBook Pro Apple Silicon (no service fees)</b> Part Number: SD6W2LL/A	4	\$289.00	\$1,156.00
7	<b>24-inch iMac with Retina 4.5K display: Apple M3 chip with 8-core CPU and 10-core GPU - Silver</b> Part Number: Z19E <b>Configuration:</b> 065-CFQ0 : Apple M3 chip with 8-core CPU with 4 performance cores and 4 efficiency cores, 10-core GPU and 16-core Neural Engine 065-CFQ2 : 16GB unified memory 065-CFQ5 : 512GB SSD storage 065-CFQW : Magic Mouse 065-CFQ8 : Gigabit Ethernet 065-CFQ9 : Two Thunderbolt / USB 4 ports 065-CFQC : Two USB 3 ports 065-CG0H : None 065-CFTM : Magic Keyboard with Touch ID - US English 065-CFYF : Accessory Kit	81	\$1,779.00	\$144,099.00
8	<b>3-Year AppleCare+ for Schools - iMac</b> Part Number: S7729LL/A	81	\$119.00	\$9,639.00
9	<b>CalDigit Thunderbolt 3 Mini Dock</b> Part Number: HMX02ZM/A	167	\$149.95	\$25,041.65
10	<b>96W USB-C Power Adapter</b> Part Number: MX0J2AM/A	4	\$79.00	\$316.00
11	<b>240W USB-C Charge Cable (2 m)</b> Part Number: MU2G3AM/A	171	\$29.00	\$4,959.00
12	<b>30W USB-C Power Adapter</b>	167	\$39.00	\$6,513.00

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<b>Education List Price Total</b>	<b>\$457,805.65</b>
Additional Tax	\$0.00
Estimated Tax	\$0.00
Total Tax	\$0.00
<b>Extended Total Price*</b>	<b>\$457,805.65</b>

*\*In most cases Extended Total Price does not include Sales Tax*

*\*If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary*

## Disclosure

This document has been created for you as Apple Quote ID **2212650801**.

Your institution's Authorized Purchaser may submit an order online at <https://ecommerce.apple.com>. Go to the Quote area of your Apple Online Store, click on it and convert to an order.

- If you're the authorized purchaser and need assistance in registering for access to the Apple Online Store, please contact your Apple Sales Representative.

**This is a quote for the sale of products or services. Your use of this quote is subject to the following provisions which can change on subsequent quotes:**

- A. Any order that you place in response to this Quote will be governed by the purchase agreement between Apple Inc. ("Apple") and you or another entity under which you're authorized to purchase under, in effect at the time you place the order.
  - If you do not have a purchase agreement in effect with Apple, please contact [csteam.edu@apple.com](mailto:csteam.edu@apple.com).
- B. All sales are final. Please review Return Policy below if you have any questions. If you use your institution's Purchase Order form to place an order in response to this Quote, Apple rejects any Terms set out on the Purchase Order that are inconsistent with or in addition to the Terms of the governing purchase agreement between the parties.
- C. Unless this Quote specifies otherwise, it remains in effect until the Quote Valid Until Date set forth above. Apple reserves the right to withdraw this Quote before an order is placed, modify, or cancel any provision of this Quote, or cancel any orders placed.

## V. ITEMS FOR APPROVAL

- b. Approve moving forward with the purchase/lease of Thirty (30) Seventy-Two (72) School Buses and Ten (10) Special Education School Buses (30+3) from Brightbill Body Works at a total cost not to exceed \$5,824,000.00 (results of the bid opening on April 5, 2024 at 2:00PM)

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**PROPOSAL FORM  
72 PASSENGER SCHOOL BUSES  
TYPE C**

For furnishing and delivering to the East Stroudsburg Area School District **THIRTY (30) NEW Type C 72 passenger school buses**. The actual number of buses to be purchased may vary depending on the needs of the School District at the time of the award. There shall be an option under the proposal to either purchase OR lease these vehicles with a five (5) year term. Please attach the lease proposal to this as an addendum to this proposal.

Having carefully examined the instructions to bidders and bid specifications, the undersigned proposes to furnish and deliver to the place designated by the School District, school buses that either meet or exceed specifications for the following amounts:

Purchase Price per Bus	# of Buses	Total Cost
<b>DIRECT PURCHASE OPTION:</b>	<b>30</b>	<b>\$4,249,500.<sup>00</sup></b>

**\$141,650.<sup>00</sup>**

**BUS BUY BACK OPTION:**

Buy Back Date	# of Buses	Purchase Price Per Bus	End of Term Buy Back Price	Net Cost Per Bus
6/30/29	5	/	/	/
6/30/30	5	/	/	/
6/30/31	5	/	/	/
6/30/32	5	/	/	/
6/30/33	5	/	/	/
6/30/34	5	/	/	/

Per mile charge for excess miles N/A Per mile charge for excess miles N/A

This bid is submitted in accordance with your instructions to bidders which we accept and make a part of our bid as required by the East Stroudsburg Area School District.

Bidder Company's Name M. A. BRIGHTBILL BODY WORKS INC

Address 2701 E. CUMBERLAND ST

LEBANON PA 17042

Zip Code 17042

Signature Jim Herluy

Printed Name JIM HERLUY

Telephone Number 800 932 4625 Date 4-3-2024



**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**PROPOSAL FORM  
30+3 WHEEL CHAIR PASSENGER SCHOOL BUSES  
TYPE C (ADDENDUM)**

For furnishing and delivering to the East Stroudsburg Area School District **TEN (10) NEW Type C 30+ 3 Wheel Chair passenger school buses**. The actual number of buses to be purchased may vary depending on the needs of the School District at the time of the award. Under the Buy Back Option a portion of the fleet will be returned after 4, and 5 years. Please add a lease option as an addendum to this proposal.

Having carefully examined the instructions to bidders and bid specifications, the undersigned proposes to furnish and deliver to the place designated by the School District, school buses that either meet or exceed specifications for the following amounts:

**DIRECT PURCHASE OPTION:**

Purchase Price PER Bus	# of Buses	Total Cost
\$ 157,460. <sup>00</sup>	10	\$ 1,574,600. <sup>00</sup>

**BUS BUY BACK OPTION:**

Buy Back Date	# of Buses	Purchase Price Per Bus	End of Term Buy Back Price	Net Cost Per Bus
6/30/29				
6/30/30				

Per mile charge for excess miles N/A Per mile charge for excess miles N/A

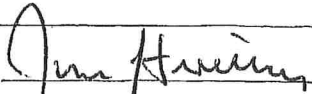
This bid is submitted in accordance with your instructions to bidders which we accept and make a part of our bid as required by the East Stroudsburg Area School District.

Bidder Company's Name M. A. BRIGHTBILL Body Works, Inc

Address 8701 E. CUMBERLAND ST

LEBANON PA 17042

Zip Code 17042

Signature 

Printed Name JIM HERLIHY

Telephone Number 800 932 4625 Date 4-3-2024

## VI. 2024-2025 BUDGET PRESENTATION



# 2024-2025 Budget

Finance Committee Meeting  
April 9<sup>th</sup>, 2024



*"The Budget is not just a collection of numbers, but an expression of our values and aspirations" - Jack Lew -  
Former US Treasury Secretary*

## Role of the School Board and the Budget

- A school district budget, no matter how large or small, is a delicate balance of policy choices.
- Adopting a budget is one of the most important functions of the school board.
- Budgets provide school boards with the opportunity to directly influence the educational environment of the district.
- Adoption of the budget provides administrative staff with direction and guidance to act.
- Almost every major decision made by the school board is or needs to be incorporated into the budget.

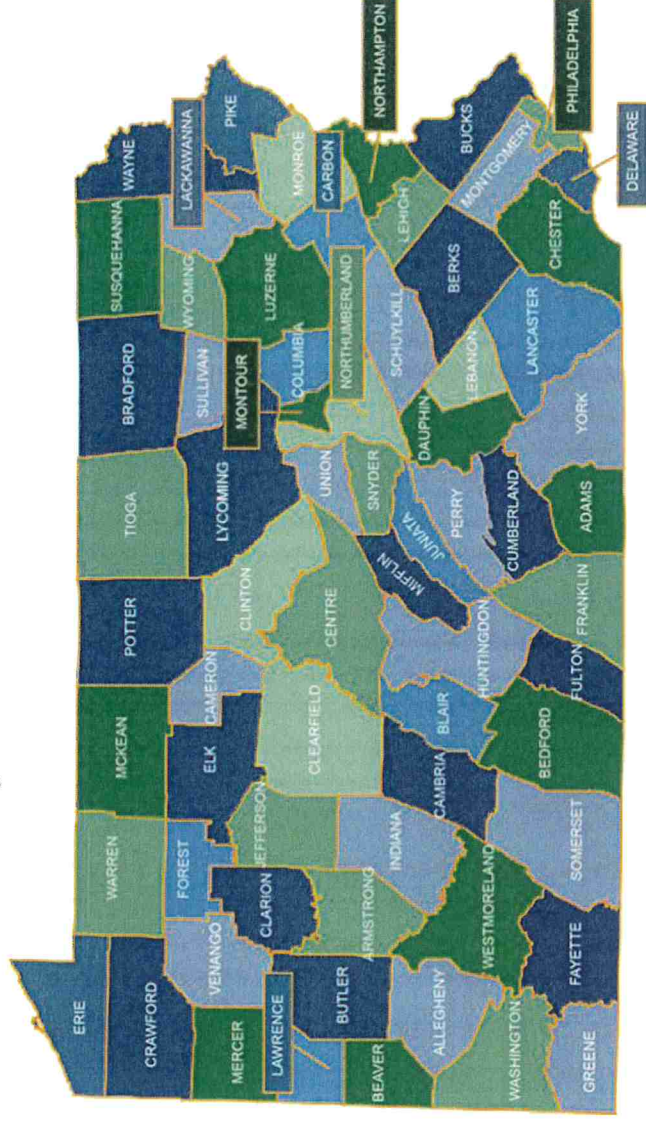
Reference: Understanding School Finance – A Basic Guide for Pennsylvania School Directors. Published by the Pennsylvania School Boards Association



## Multi-County School District Tax Rate Rebalancing

There are 500 Public Schools in Pennsylvania, 89 of those School Districts educate students in more than one county

- 78 are in 2 counties
- 10 are in 3 counties
- 1 is in 4 counties



# Market Values and Assessments



County	2023 Assessment	2024 Assessment	Change from Prior Year
Monroe	\$2,608,545,206 <b>93.06%</b>	\$2,591,104,602 <b>93.06%</b>	(\$17,440,604) <b>(-0.6%)</b>
Pike	\$194,696,490 <b>6.94%</b>	\$194,704,270 <b>6.94%</b>	\$7,780 <b>0.00%</b>



## Market Value Impact on Millage

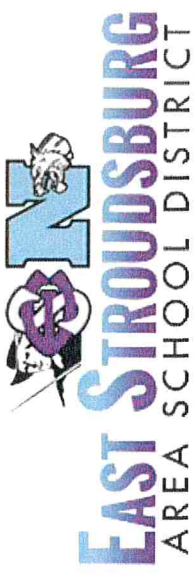
County	2023-24 Rebalanced Millage	2024-2025 Rebalanced Millage (Proposed)	Change from Prior Year
Monroe	30.79	30.96	0.05%
Pike	128.52	125.68	-2.2%

The 2022-23 STEB rebalanced millage is the new base millage for 2024-2025 budget discussions and decisions. These may change slightly as we continue get assessment values in.



## 2024-2025 Revenue Summary

	2023-24 Budget	2024-2025 Budget	Variance \$	Variance %
Local	\$108,722,094	\$108,134,383	\$(587,711)	(0.5%)
State	\$60,526,274	\$68,052,827	\$7,526,553	11.0%
Federal	\$9,987,030	\$9,972,091	\$(14,939)	(0.01)%
Other	\$50,000	\$50,000	\$0	0.0%
<b>Total Revenue</b>	<b>\$179,285,398</b>	<b>\$186,029,301</b>	<b>\$6,743,903</b>	<b>3.63%</b>



## 2024-25 Revenue Highlights

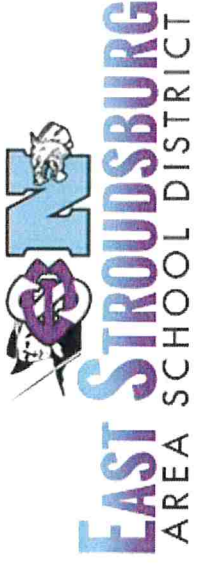
- Local
  - Property Tax rates reflect rebalancing and a \$2 million decrease in collections due to \$25 million dollar loss of assessment value
  - Added \$1.50 million increase revenue offset due to investment income due to interest environment for at least the 1/2 of the year.
  - RE transfer tax leveled off, as did Local Income tax.
- State
  - Includes July 2023 BEF and SEF Increases
  - Included an additional \$4 million from proposed 24-25 state budget.
- Federal
  - Phase out complete in September 2024. Has \$5 million for Trane projects (Expenses has \$5 million offset for HVAC projects)
- Other
  - Any sale of fixed assets not used for trade ins (For example - Chromebooks)





## 2024-25 Budget Comparison to Prior Year

	<b>2023-24 Budget</b>	<b>2024-25 Budget</b>	<b>Variance \$</b>	<b>Variance %</b>
Revenue	\$179,285,398	\$186,029,301	\$6,743,903	3.6%
Expenditures	\$187,784,000	\$200,514,497	\$12,730,497	6.3%
Revenue over Expenditures	\$(8,498,602)	\$(14,485,196)		



## 2024-2025 Budget Cost Drivers

	2024-2025 Budget	Increase / (Decrease) over 2023-2024\$	Increase / (Decrease) over 2023-24%
Salaries	\$85,180,720	\$8,898,360	11.0%
Benefits	\$59,209,028	\$5,366,699	9.1%
Charter Schools	\$8,750,000	\$(250,000)	(2.9)%
Utilities	\$3,239,236	\$58,928	1.8%
Debt Service	\$16,400,977	\$512,967	3.1%
ESSER	\$5,150,000	\$(586,877)	(11.4)%
Everything Else	\$22,584,536	\$(1,158,167)	(7.0)%
<b>Total Expenditures</b>	<b>\$200,514,497</b>	<b>\$12,730,497</b>	<b>6.3%</b>



## General Fund balance as of June 30, 2023

● **Nonspendable:** \$783,115      **Total: \$51,267,628**

○ Prepaid expenses

● **Committed:** \$24,000,000

● PSERS and Future Healthcare Expenses

● **Assigned:** \$23,498,602

○ Future Educational Programs - \$6,000,000

○ Future Budget Expenditures: - \$9,000,000

○ Balance the 2023-24 Budget - \$8,498,602

○ **Unassigned:** \$2,985,911; 1.5% of expenditures

Proj GF balance as of June 30, 2024

- **Nonspendable:** \$783,115      **Total: \$51,267,628**
  - Prepaid expenses
- **Committed:** \$15,513,406 (reduction of \$8,486,594)
  - PSERS and Future Healthcare Expenses
- **Assigned:** \$31,985,196
  - Future Educational Programs - \$6,000,000
  - Future Budget Expenditures: - \$9,000,000
  - Balance the 2023-2024 Budget - \$2,500,000 (proj)
  - Balance the 2024-2025 Budget - \$14,485,196
- **Unassigned:** \$2,985,911; 1.5% of expenditures

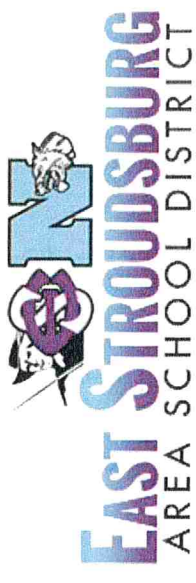


Proj. GF Fund Balance as of June 30<sup>th</sup>, 2025

**Total: \$34,282,432**

- **Nonspendable:** \$783,115
  - Prepaid expenses
- **Committed:** \$15,513,406
  - PERS and Future Healthcare Expenses
- **Assigned:** \$15,000,000
  - Future Educational Programs - \$6,000,000
  - Future Budget Expenditures: - \$9,000,000
- **Unassigned:** \$2,985,911

## 2024-25 Budget Timeline



- April 15<sup>th</sup>, 2024- Full Board Budget Presentation
- May 13<sup>th</sup>, 2024 - Finance Committee – Preliminary Final Budget Presentation
- May 20<sup>th</sup>, 2024 - Full School Board Preliminary Final Budget Presentation and Vote  
(*Preliminary Final Budget is then posted and advertised for public inspection for 20 calendar days*)
- June 10<sup>th</sup>, 2024 – Finance Committee – Final Budget Presentation
- June 17<sup>th</sup>, 2024 – Full Board – Final Budget Presentation and vote for passage.
- June 30<sup>th</sup>, 2024 – Deadline by the Commonwealth for All School Districts to pass a Budget.

VII. RECOMMENDATIONS BY THE PROPERTY/FACILITIES  
COMMITTEE

b. Current Project List



	Date North HS Gym Floor 30-819-3072 Board Approved 4/20/2020		Date LIS Gym Floor Board Approved 6/22/2020 20-518-3072		Date BES HVAC Upgrade Board Approved 12/20/2021 10-4600-450-990-10-211- 461-000-8744 ESSER III Grant YR1 PO#240000849	
Vendor	2322	Miller Sports Construction	2322	Miller Sports Construction	3181	TRANE U.S. INC
Original Bid		\$ 328,400.00		\$ 225,910.00		\$ 2,949,659.00
Change Order	Alt Power Vent	\$ 10,800.00	Atl Power Vent	\$ 9,240.00		
Change Order	Chg Order	\$ 4,500.00	Disc.	\$ (7,210.00)		
Total of Project		\$ 343,700.00		\$ 227,940.00		\$ 2,949,659.00
Letter of Commitment Prepaid Account					1/26/2022	\$ 19,771.00
Application 1	PD to Miller	\$ 318,400.00	Ins paid	\$ (74,450.00)	4/26/2022	\$ 88,490.00
Application 2	Deductible	\$ (10,000.00)	Deductible	\$ (5,000.00)	4/26/2022	\$ 58,993.00
Application 3		\$ -	9/18/2020	\$ 159,558.00	4/26/2022	\$ 442,449.00
Application 4	11/24/2020	\$ 10,000.00	2/18/2021	\$ 68,382.00	5/17/2022	\$ 442,449.00
Application 5	1/12/2021	\$ 10,800.00	5/31/2021	\$ 58,382.00	11/30/2022	\$ 715,035.24
Application 6	1/12/2021	\$ 4,500.00		\$ 11,068.00	2/27/2023	\$ 264,800.00
Application 7					8/31/2023	\$ 300,021.12
Application 8					8/31/2023	\$ 294,966.00
Application 9					9/22/2023	\$ 194,966.00
Application 10					10/25/2023	\$ 117,986.00
Application 11					12/1/2023	\$ 29,503.64
Application 12						
Application 13						
Application 14						
Application 15						
Application 16						
Total Payments to Date		\$ 333,700.00		\$ 217,940.00		\$ 2,969,430.00
Left on Contract		\$ 10,000.00		\$ 10,000.00		\$ (19,771.00)
Payment Completion Percentage		97%		96%		101%
						A/C# 32-4400-450-000-10-211-461-000-0000
D'Huy Engineering						Paid through Cap.Resv.
1446					4/7/2022	\$ 2,000.00
					6/30/2022	\$ 2,950.00
					9/22/2022	\$ 990.02
					10/24/2022	\$ 3,434.98
					6/26/2023	\$ 666.70
					9/29/2023	\$ 4,425.00
					11/3/2023	\$ 666.70
					12/4/2023	\$ 380.55
					1/8/2024	\$ 427.75
					2/1/2024	\$ 8,850.00
		\$ -		\$ -		\$ 24,791.70

	<b>EHN Natatorium Roof Replacement</b> Board Approved 1/24/2022 10-4600-450-990-30-819-463-000-8744 ESSER III Grant YR1 ESSERS PO#23001261 \$729,500.00 CR \$154,900.00 PO#24000000839			<b>EHN Natatorium HVAC Replacement</b> Project#287033 Board Approved 1/24/2022 10-4600-450-990-30-819-465-000-8744 ESSER III Grant YR1 PO#2400000844			<b>SME Roof Project 2023</b> Proposal #5050562 Subcontractor: David Maines & Assoc. Board Approved 6/20/2022 32-4600-450-000-10-216-000-000-3060 PO# 2400000837				
<b>7281</b>	<b>Munn Roofing</b> Split between ESSER / CR		<b>7288</b>	<b>ASL Mechanical</b> \$277,290.00 Including Altermate#1 Replacement HX-5 \$183,700		<b>3184</b>	<b>Weatherproofing</b> Technologies Tremco Commercial Sealants & Waterproof \$1,862,357.67				
	\$	884,400.00		\$	460,990.00		\$	1,862,357.67			
						CHG Ord BA 10/2	\$	(3,856.95)			
	\$	884,400.00		\$	460,990.00		\$	1,858,500.72			
	\$	105,986.70	6/14/2022	\$	8,550.00	4/17/2023	\$	24,944.06			
	\$	216,900.00	6/21/2022	\$	5,580.00	8/31/2023	\$	580,002.35			
8/31/2023	\$	147,228.30	6/30/2022	\$	58,500.00	9/22/2023	\$	580,002.35			
8/31/2023	\$	256,846.50	12/20/2022	\$	106,200.00	10/27/2023	\$	313,514.78			
9/20/2023		2,448.50	8/31/2023	\$	12,780.00	3/7/2024	\$	360,037.19			
9/22/2023		28,300.00									
1/3/2024	\$	63,142.50	8/31/2023	\$	9,000.00						
			9/22/2023	\$	96,570.00						
			10/27/2023	\$	41,040.00						
			12/4/2023	\$	27,450.00						
	\$	820,852.50		\$	365,670.00		\$	1,858,500.73			
	\$	63,547.50		\$	95,320.00		\$	(0.01)			
		93%			79%			100%			
A/C# 32-4400-450-000-30-819-463-000-0000			A/C# 32-4400-450-000-30-819-461-000-0000								
Paid through Cap.Resv.			Paid through Cap.Resv.								
1/12/2022	\$	15,319.50	1/19/2022	\$	5,250.00						
1/19/2022	\$	5,106.50	2/14/2022	\$	14,107.80						
2/14/2022		16718.8	3/10/2022	\$	1,111.82						
3/10/2022	\$	3,095.40	4/21/2022	\$	501.33						
4/21/2022	\$	3,095.40	5/17/2022	\$	3,226.30						
5/17/2022	\$	6,190.80	6/8/2022	\$	833.51						
6/8/2022	\$	1,575.19	6/30/2022	\$	2,747.39						
6/30/2022	\$	1,328.42	9/22/2022	\$	1,070.01						
6/30/2022	\$	1,192.47									
10/24/2022	\$	2,309.23									
11/8/2022	\$	720.05									
2/21/2023	\$	1,102.21									
4/4/2023	\$	451.93									
6/26/2023	\$	631.46									
9/22/2023	\$	1,566.27									
	\$	60,403.63		\$	28,848.16					\$	-



Date		EHN Storm Pip Replacement 32-4200-710-000-30-819-000-000-3047 PO # 2400000864		Date		ES Elementary Sprinkler Replacement 32-4600-450-000-10-212-000-000-3092 Proposal# 230326-1-0 Board Approved 6/26/2023		Date		EHS Gym Floor Refinish Board Approved 1/23/23 PO#2400000772 32-4600-450-000-30-820-000-000-3072 Complete 6/26/23	
7526		Rutledge Excavating, Inc.	\$256,760.00	4407		Keystone Fire Protection Co	\$20,423.00	7314		Wayfare Sports	\$13,517.00
	\$	256,760.00			\$	20,423.00			\$	13,517.00	
									Discount Sanding /R	\$	(657.00)
	\$	256,760.00			\$	20,423.00			\$	12,860.00	
8/31/2023	\$	118,865.70		9/15/2023		\$17,423.00		9/15/2023	\$	12,833.00	
8/31/2023	\$	81,198.40		11/10/2023	\$	3,000.00					
9/22/2023	\$	29,465.87									
	\$	229,529.97			\$	20,423.00			\$	12,833.00	
	\$	27,230.03			\$	-			\$	27.00	
		89%				100%				95%	
6/30/2022	\$	6,875.00		10/24/2022	\$	2,565.00					
9/27/2022	\$	1,375.00		12/20/2022	\$	617.80					
10/24/2022	\$	1,375.00									
12/31/2022	\$	1,487.75									
6/26/2023	\$	776.88									
9/22/2022	\$	6,551.03									
9/29/2023	\$	380.75									
11/30/2023	\$	476.48									
12/4/2023	\$	380.74									
	\$	19,678.63									

Date	RES Elem HVAC Improvements ESSER III 10-4600-450-990-10-215-461-000-8744 \$1,500,000.00 ESSER ONLY Remaining out of Capital Reserve A/C#32-4600-450-000-10-215-461-000-3051	Date	EHN Rooftop HVAC ESSER III 10-4600-450-990-30-819-461-000-8744 \$3,539,010.00 ESSER ONLY ??? Remaining out of Capital Reserve A/C 32-4600-450-000-000-30-819-461-000-3051	Date	EHS Flooring Replacment Board Approved 3/20/2023 32-4600-450-000-30-820-000-000-3080
	Trane TOTAL Cost of both RES/North \$ 7,258,717.00 \$ 1,500,000.00		Trane 3,539,010.00	6554	Cope Commercial Flooring \$ 1,224,395.00
				10/23/2023 BA	\$ (52,930.40)
	\$ 1,500,000.00		\$ 3,539,010.00		\$ 1,171,464.60
ACH Tranf Prepaid	\$ 1,500,000.00	ACH Tranf Prepaid	\$ 2,530,135.00		
				5/31/2023	\$ 433,595.70
				6/26/2023	\$ 283,535.10
				8/31/2023	\$ 73,972.80
				8/31/2023	\$ 249,020.10
				9/22/2023	\$ 14,194.44
				10/27/2023	\$ 117,146.46
	\$ 1,500,000.00		\$ 2,530,135.00		\$ 1,171,464.60
	\$ -		\$ 1,008,875.00		\$ -
	100%		71%		96%
ACH Tranf/Trane	\$ 46,750.00			11/14/222	\$ 6,828.00
				12/31/2022	\$ 241.15
				12/31/2022	\$ 2,115.75
				2/27/2023	\$ 9,018.10
				4/4/2023	\$ 6,825.00
				4/21/2023	\$ 1,515.15
				6/26/2023	\$ 2,793.87
				6/26/2023	\$ 8,381.62
				8/18/2023	\$ 983.45
				9/22/2023	\$ 4,604.31
				9/29/2023	\$ 2,793.87
				10/31/2023	\$ 2,793.87
	\$ 46,750.00		\$ -	\$ 495,874.00	\$ 48,894.14



Date		J.M. Hill Flooring and Administration Building Replacement Board Approved 3/20/2023 32-4600-450-000-10-213-000-000-3080	Administration Building Replacement Board Approved 3/20/2023 32-4600-450-000-00-021-000-000-3080	Date	Vestibule Project Board Approved 4/17/2023 32-4600-762-000-00-000-000-000-3082		
6555		Lehigh Valley Floor Covering	Lehigh Valley Floor Covering	4195	A.G. Mauro		
	\$	194,418.00	\$	177,682.00	\$	55,550.00	
	\$	194,418.00	\$	177,682.00	\$	55,550.00	
8/31/2023	\$	135,525.60	5/24/2023	\$	85,483.80	\$	55,550.00
9/22/2023	\$	58,892.40	8/29/2023	\$	53,447.40		
9/22/2023	\$	18,831.10	9/22/2023	\$	5,610.60		
			9/22/2023	\$	18,831.10		
	\$	213,249.10	\$	163,372.90	\$	55,550.00	
	\$	(18,831.10)	\$	14,309.10	\$	-	
		110%		92%		100%	
11/14/2022	\$	6,828.00					
12/31/2022	\$	241.15					
12/31/2022	\$	2,115.75					
2/27/2023	\$	9,018.10					
4/4/2022	\$	6,825.00					
4/21/2023	\$	6,986.35					
4/21/2023	\$	1,515.15					
6/26/2023	\$	2,793.87					
6/26/2023	\$	8,381.62					
9/22/2023	\$	4,604.31					
9/29/2023	\$	2,793.87					
11/3/2023	\$	2,793.87					
	\$	54,897.04	\$	-	\$	-	

Date		Date		Date	
Vestibule Project Board Approved 4/17/2023 32-4600-762-000-00-000- 000-000-3082 District wide		JTL Auditorium Ceiling Repaint Board Approved 4/17/2023 32-4600-431-000-20-517- 000-000-3095 Completed 6-27-23		EHN R-Newals (Chiller) A/C# 32-4600-450-000-30- 819-008-000-3096 Board Approved 8/21/2023	
4407	Keystone Fire & Security	5285	Pocono Painting	3181	Trane
	\$ 72,535.00		\$ 17,590.00		\$ 194,977.50
	\$ 72,535.00		\$ 17,590.00		\$ 194,977.50
		7/20/2023	\$ 17,590.00		
	\$ -		\$ 17,590.00		\$ -
	\$ 72,535.00		\$ -		\$ 194,977.50
	0%		100%		0%
	\$ -		\$ -		\$ -



EHN R-Newals (Chiller) A/C# 32-4600-450-000-20- 518-008-000-3096 Board Approved 8/21/2023	Date	EHN Generator Replacement A/C# 32-4600-762-000-30- 819-000-000-3021 D'Huy Board Approved 8/21/2023 Albarell Electric Inc Board Approved 2/26/24	Date	JTL Auditorium Flooring Board Approved 5/14/2023 Job# 335585 32-4600-450-000-20-517- 000-000-3080	Date
Trane		Albarell electric Inc.	6554	Cope Commercial Flooring	2459
\$ 194,977.50		\$ 114,255.00		\$ 16,200.00	
			BA 10/23/23	\$ 6,644.00	
			Retainage	\$ 2,284.40	
\$ 194,977.50		\$ 114,255.00		\$ 25,128.40	
			1/3/2023	\$ 16,200.00	11/3/2023
			11/3/2023	\$ 6,644.00	

Smithfield Sink Hole A/C#32-4100-710-000-10- 216-013-000-0000 Board Approved 9/18/2023	Date	RES / SME / MSE Main Door intercome System Board Approve 9/18/2023 32-2220-766-000-10-216- 000-000-3046 10-215-766 10-214-766	Date	MSE Flooring Replacement 32-4600-450-000-10-214- 000-000-3080 Board Approved 2/26/24	Date
Northeast Site Contractors \$ 8,713.00		Keystone fire and Ssecurity \$ 14,429.00		Cope Commercial Flooring \$ 444,826.00	
\$ 8,713.00		\$ 14,429.00		\$ 444,826.00	
\$ 8,713.01	1/17/2024	\$ 4,809.67			
	1/18/2024	\$ 4,809.67			
	1/18/2024	\$ 4,809.66			
\$ 8,713.01		\$ 14,429.00		\$ -	
\$ (0.01)		\$ -		\$ 444,826.00	
100%		100%		0%	
			2/12/2024	\$ 6,300.00	2/12/2024
			3/14/2024	\$ 9,450.00	3/14/2024
\$ -		\$ -		\$ 15,750.00	

ESE Flooring Replacement 32-4600-450-000-10-212-000-000-3080 Board Approved 2/26/2024	Date	District Bottle Filling Stations 32-4600-450-000-00-000-000-000-3099 Board Approved 2/26/2024	Date	EHS Stadium Stall Wall Replaement 32-4200-450-000-30-820-000-000-3012 Board Approved 2/26/2024	Date	JMH Flooring Sanding of Floors 32-4600-450-000-10-213-000-000-3080 Board Approved 3/18/2024
Cope Commercial Flooring \$ 524,495.00		Eastern Penn Supplies (EPSCO) 32 Units 2Feb.2024 \$47,600.00 44 Units in July 2024 \$51,750.00 \$ 99,350.00		Robert Brooke & Assoc. \$ 11,880.00		Wayfare Sports \$ 229,788.00
\$ 524,495.00		\$ 99,350.00		\$ 11,880.00		\$ 229,788.00
				\$ 11,880.00		
\$ -		\$ -		\$ 11,880.00		\$ -
\$ 524,495.00		\$ 99,350.00		\$ -		\$ 229,788.00
0%		0%		100%		0%
\$ 6,300.00 \$ 9,450.00						
\$ 15,750.00		\$ -		\$ -		\$ -



Current Construction in Progress

Total of Current Projects	
\$ 15,621,287.67	
\$ 20,040.00	
\$ (60,154.35)	
\$ -	
\$ -	\$ 15,581,173.32
\$ 4,049,906.00	
\$ 1,242,984.64	
\$ 1,279,109.92	
\$ 1,631,511.58	
\$ 1,510,915.38	
\$ 1,211,339.57	
\$ 145,446.46	
\$ 440,080.50	
\$ 341,061.12	
\$ 322,416.00	
\$ 194,966.00	
\$ 117,986.00	
\$ 29,503.64	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ -	
\$ 12,515,262.81	
	\$ 15,581,173.32
\$ 3,065,910.51	
80%	
\$ 103,324.85	
\$ 44,895.15	
\$ 28,976.92	
\$ 26,349.75	
\$ 25,741.81	
\$ 23,609.49	
\$ 13,912.30	
\$ 14,717.10	
\$ 11,318.83	
\$ 11,945.60	
\$ 15,157.79	
\$ 6,689.95	
\$ 451.93	
\$ 631.46	
\$ 1,566.27	
\$ -	
\$ -	
\$ 326,106.40	

VIII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS  
& RESOURCES COMMITTEE

- a. Approve the purchase of Geometry Textbooks from Savvas at a cost of \$114,727.00

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$10,000.00 - OR ANY PURCHASE THAT WAS NOT BUDGETED

Note: When referring to a purchase, you must consider the aggregate amount, not individual items.

The respondent's email (**heather-piperato@esasd.net**) was recorded on submission of this form.

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Heather A. Piperato

Department \*

C&I

Building \*

Central

**What service or item are requesting \***

New Geometry textbooks

**Why are you requesting the service or item \***

The Math department is in its revision cycle for new texts. Former texts are 10 years old.

**Suggested replacement \***

Envisions Geometry 2024

Independent Cost Analysis (Pre-determine costs prior to contacting a vendor.) What did you estimate the costs would be?

120,000

What is the total cost of the purchase? \*

114,727.00

Select the Procurement Method utilized: \*

- Aggregate purchase is less than \$10,000 - no action needed
- Small Purchase procedures (minimum of 3 quotes) - required for any purchase \$10,000-\$23,199
- Sealed Bids (Formal Advertising) – required for goods/supplies exceeding \$23,200
- Competitive Proposals – Formal Request for Proposal (Advertised RFP) – required for services with cost of \$250,000 or more
- Non-competitive proposals (i.e. sole source) – MUST justify below

If you chose the **non-competitive** method above, please select the appropriate circumstance and include your justification in the space below. *Note: These are the **only** permissible circumstances under which you can use non-competitive procurement.* \*

- N/A (not applicable) - Competitive Procurement was utilized
- N/A (not applicable) The acquisition of property or services, the aggregate dollar amount of which does not exceed the thresholds outlined above for quotes, bids, or RFPs (purchase is less than \$10,000)
- The item is available only from a single source; (must demonstrate in justification below that only one company can provide the type of product or perform the services)
- The public exigency or emergency for the requirement will not permit a delay resulting from publicizing a competitive solicitation; (explain below how a declared disaster or public emergency doesn't allow time for competitive procurement.) Administrative delays or lack of adequate advanced planning do not justify an emergency.)
- The Federal awarding agency or pass-through entity expressly authorizes a noncompetitive procurement in response to a written request from the non-Federal entity; (must have written pre-approval to use sole-source procurement)
- After solicitation of a number of sources, competition is determined inadequate (explain below the steps you took to attempt to go through a competitive process, but no vendors or only one vendor responded, and why you think there is inadequate competition)

Provide justification of sole source (non-competitive) procurement (based on your choice above): \*

A teacher team reviewed textbooks from major competitors and went through our textbook evaluation process (paperwork is attached).

If aggregate purchase is \$10,000 or more, were three (3) quotes obtained (required)? If yes, please list the vendor's information and quoted amount. \*

No.

Was this purchase budgeted? \*

Yes

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- No

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

.....

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

10-1110-640-3-000-004-000-0000

Selection of the winning proposal, was the lowest price selected? If not, please explain why and \* the process of selecting the vendor.

N/A

Any additional information you would like to provide.

.....

This form was created inside of East Stroudsburg Area School District.







Heather Piperato

East Stroudsburg Area Sch Dist  
 50 Vine St  
 E Stroudsburg, PA 18301-2150  
 United States

Quote Number: 215735-1  
 Quote Creation Date: 03-20-2024  
 Quote Expiration Date: 09-30-2024

Quote Release: 1

East Stroudsburg - Geometry  
 Price Quote Summary

Solution	Base Amount	Free Amount	Total
enVision A G A	\$ 99,380.00	\$ 7,018.00	\$ 99,380.00
enVision A G A Professional	\$ 6,900.00		\$ 6,900.00
<b>Solution Subtotal</b>	<b>\$ 106,280.00</b>	<b>\$ 7,018.00</b>	<b>\$ 106,280.00</b>
	<b>Shipping &amp; Handling</b>		<b>\$ 8,447.30</b>
		<b>Total</b>	<b>\$ 114,727.30</b>

Price Quote Detail

ISBN	Description	Price	Free Qty	Charged Qty	Free Amount	Total Charged
<b>enVision A G A</b>						
<b>Common Core - Geometry</b>						
9781418854263	ENVISION AGA 2024 COMMON CORE GEOMETRY STUDENT EDITION + DIGITAL COURSEWARE 6-YEAR LICENSE GRADE 9/10	155.00	0	600	\$0.00	\$93,000.00
9781428529342	ENVISIONAGA 2024 COMMON CORE GEOMETRY TEACHER EDITION PACKAGE GRADES 9/10	638.00	11	10	\$7,018.00	\$6,380.00
	<b>Common Core - Geometry Subtotal</b>				<b>\$ 7,018.00</b>	<b>\$ 99,380.00</b>
	<b>enVision A G A Subtotal</b>				<b>\$ 7,018.00</b>	<b>\$ 99,380.00</b>

**enVision A|G|A Professional Development**

**enVision AGA ©2024 Professional Learning Offerings**

0000000126151	ENVISION AGA @2024 IMPLEMENTATION ESSENTIALS PPD	3450.00	0	1	\$0.00	\$3,450.00
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East Stroudsburg Area Sch Dist

ISBN	Description	Price	Free Qty	Charged Qty	Free Amount	Total Charged
0000000126124	ENVISION AGA @2024 PROGRAM ACTIVATION SESSION PPD	3450.00	0	1	\$0.00	\$3,450.00
<b>enVision AGA ©2024 Professional Learning Offerings Subtotal</b>						<b>\$ 6,900.00</b>
<b>enVision A G A Professional Development Subtotal</b>						<b>\$ 6,900.00</b>
<b>Solution Subtotal</b>					<b>\$ 7,018.00</b>	<b>\$ 106,280.00</b>
<b>Shipping and Handling</b>						<b>\$ 8,447.30</b>
					<b>Total</b>	<b>\$ 114,727.30</b>

## Savvas Learning Company LLC Terms and Conditions

To place your order please submit a copy of this price quote with your Purchase Order, include the Quote Number on your Purchase Order, and include any other required documentation. You may send the order documents using an electronic form or by mail. Please submit your PO and price quote via one of the following methods:

**Online:** <https://support.savvas.com/support/s/customerserviceus>

**Mail:** PO Box 6820, Chandler, AZ 85246

Savvas does not accept Credit Card information via postal mail, facsimile, or email. Credit Card information will only be accepted via phone, eCommerce, or OASIS. For questions regarding your order please call Customer Service: 1-800-848-9500.

**Price quote:** This is a price quote for the customer's convenience only, and not an offer to contract. All quotes are subject to review and final acceptance by an authorized representative of Savvas at its offices. Savvas reserves the right to correct typographical, computational or other errors. Savvas' standard payment terms are net 30 days unless otherwise specified. All pricing is in US Dollars unless otherwise specified. Pricing calculations use multiple decimal places to determine the most accurate extended pricing but are represented in standard currency format.

**Shipping & handling** charges (where applicable) are shown on the quote. S&H rates quoted are for standard ground transportation and may not reflect account contracted rates. If expedited shipping is requested, actual charges may be higher. For orders picked up at the Savvas warehouse by the customer or a third party carrier contracted by the customer, a 2% handling charge will be applied to shippable items. The 2% charge will appear on the customer proposal and invoice as a S&H charge.

**Taxes:** All pricing in this quote is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for any such taxes or duties that may apply; if the customer is tax exempt, evidence of such tax exemption must be provided. Estimated tax may be provided solely for customer convenience. The amount indicated is only an estimate and is intended to be helpful for budgeting purposes. The actual amount of sales tax assessed at the time of invoicing may be more or less.

**Platforms:** Savvas, and any third party for which Savvas serves as the sales agent or distributor, reserve the right to change and/or update technology platforms, including possible edition updates to customers during the term of access. Customers will be notified of any change prior to the beginning of the new school year.

**Damaged & Defective Products:** If a print product, or the print component of a blended (print & digital) product, is received in damaged or defective condition, Savvas will issue a credit or replacement at no charge to the customer if the customer promptly (no later than 120 days) returns the damaged or defective product. Customers must report missing product immediately upon receipt.

**Return Policy:** Returns (other than damaged or defective products) are subject to the following conditions: (a) materials must be returned to Savvas at the customer's expense in new, unused condition, suitable for resale by Savvas (note that any barcoding, stickering, stamping or similar marking on any print materials renders them unsuitable for resale); (b) materials must be returned within six (6) months from the date of purchase; (c) the customer must obtain a Return Materials Authorization ("RMA") from Savvas prior to returning the materials, and must ship the materials back to Savvas within thirty days of receiving the RMA; (d) all materials sold in a set or package must be returned complete as originally sold; and (e) any materials provided by Savvas to the customer on a no-charge basis in consideration of the customer's purchase must be returned in proportion to the purchased materials that are being returned for a credit. A restocking fee of 3% may be applied to credits over \$1,000. Savvas' return policy does not apply to science lab kits or trade publication novels, which are sold on a non-returnable basis.

**Consumable Worktexts:** Subsequent year consumable worktexts will ship each year on the anniversary of the original order date for the duration of their license. Worktexts will ship to the location listed on the original order. Quantities for each grade level and title will remain consistent each year. Changes to quantities of titles previously ordered, shipping location changes, or any other changes to consumable worktext shipments must be made 4 weeks prior to shipment date. (the anniversary of the original order date unless changed). Changes can be made on the Subscription Worktext Site:

<https://worktext-subscriptions.savvas.com>

**Annual subscriptions for iLit and Successmaker Only:** Savvas' iLit and Successmaker products (and no others) automatically renew on the anniversary date of the original purchase and will be invoiced accordingly unless otherwise specified.

**Technical support services** are included with purchase of Savvas digital products.

online help: <https://support.savvas.com/support/s/k12-curriculum-support-form>

phone: 1-800-848-9500

**Professional Services:** Professional Services: All paid services must be delivered within twelve (12) months of the order date of those services. Any unused services expire at the end of such twelve (12) month period, unless otherwise specified in contract terms. Any cancellation made with less than 72 hours' notice will result in a cancellation fee equal to the full price of the event. MySavvasTraining is included with purchase of products (<https://mysavvastraining.com>).

VIII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS  
& RESOURCES COMMITTEE

- b. Approve the purchase of Algebra 1 textbooks from McGraw-Hill at a cost of \$90,968.00
- c. Approve the purchase of Algebra 2 textbooks from McGraw-Hill at a cost of \$90,968.00

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$10,000.00 - OR ANY PURCHASE THAT WAS NOT BUDGETED

Note: When referring to a purchase, you must consider the aggregate amount, not individual items.

The respondent's email (**heather-piperato@esasd.net**) was recorded on submission of this form.

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Heather A Piperato

Department \*

C&I

Building \*

Central



**What service or item are requesting \***

Algebra 1 textbooks

**Why are you requesting the service or item \***

The math department is in their review cycle year - current text is 10 years old.

**Suggested replacement \***

Reveal Algebra 1

**Independent Cost Analysis (Pre-determine costs prior to contacting a vendor.) What did you estimate the costs would be?**

\$100,000

**What is the total cost of the purchase? \***

90,968.00

Select the Procurement Method utilized: \*

- Aggregate purchase is less than \$10,000 - no action needed
- Small Purchase procedures (minimum of 3 quotes) - required for any purchase \$10,000-\$23,199
- Sealed Bids (Formal Advertising) – required for goods/supplies exceeding \$23,200
- Competitive Proposals – Formal Request for Proposal (Advertised RFP) – required for services with cost of \$250,000 or more
- Non-competitive proposals (i.e. sole source) – MUST justify below

If you chose the **non-competitive** method above, please select the appropriate circumstance and include your justification in the space below. *Note: These are the **only** permissible circumstances under which you can use non-competitive procurement.* \*

- N/A (not applicable) - Competitive Procurement was utilized
- N/A (not applicable) The acquisition of property or services, the aggregate dollar amount of which does not exceed the thresholds outlined above for quotes, bids, or RFPs (purchase is less than \$10,000)
- The item is available only from a single source; (must demonstrate in justification below that only one company can provide the type of product or perform the services)
- The public exigency or emergency for the requirement will not permit a delay resulting from publicizing a competitive solicitation; (explain below how a declared disaster or public emergency doesn't allow time for competitive procurement.) Administrative delays or lack of adequate advanced planning do not justify an emergency.)
- The Federal awarding agency or pass-through entity expressly authorizes a noncompetitive procurement in response to a written request from the non-Federal entity; (must have written pre-approval to use sole-source procurement)
- After solicitation of a number of sources, competition is determined inadequate (explain below the steps you took to attempt to go through a competitive process, but no vendors or only one vendor responded, and why you think there is inadequate competition)

Provide justification of sole source (non-competitive) procurement (based on your choice above): \*

The team of teachers followed the district textbook evaluation procedure and selected this text as best meeting the needs of our curriculum.

If aggregate purchase is \$10,000 or more, were three (3) quotes obtained (required)? If yes, please list the vendor's information and quoted amount. \*

No

Was this purchase budgeted? \*

Yes

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- No

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

10-1110-640-30-000-004-000-0000

Selection of the winning proposal, was the lowest price selected? If not, please explain why and \* the process of selecting the vendor.

N/A

Any additional information you would like to provide.

Email with documentation will be sent to you.

This form was created inside of East Stroudsburg Area School District.



# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$10,000.00 - OR ANY PURCHASE THAT WAS NOT BUDGETED

Note: When referring to a purchase, you must consider the aggregate amount, not individual items.

The respondent's email ([heather-piperato@esasd.net](mailto:heather-piperato@esasd.net)) was recorded on submission of this form.

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Heather A. Piperato

Department \*

C&I

Building \*

Central



**What service or item are requesting \***

Purchase of Algebra 2 textbooks

**Why are you requesting the service or item \***

The math department is in their review cycle year. Current text is 10 years old.

**Suggested replacement \***

Reveal Algebra 2

Independent Cost Analysis (Pre-determine costs prior to contacting a vendor.) What did you estimate the costs would be?

100,000

**What is the total cost of the purchase? \***

90,968.00

Select the Procurement Method utilized: \*

- Aggregate purchase is less than \$10,000 - no action needed
- Small Purchase procedures (minimum of 3 quotes) - required for any purchase \$10,000-\$23,199
- Sealed Bids (Formal Advertising) – required for goods/supplies exceeding \$23,200
- Competitive Proposals – Formal Request for Proposal (Advertised RFP) – required for services with cost of \$250,000 or more
- Non-competitive proposals (i.e. sole source) – MUST justify below

If you chose the **non-competitive** method above, please select the appropriate circumstance and include your justification in the space below. *Note: These are the **only** permissible circumstances under which you can use non-competitive procurement.* \*

- N/A (not applicable) - Competitive Procurement was utilized
- N/A (not applicable) The acquisition of property or services, the aggregate dollar amount of which does not exceed the thresholds outlined above for quotes, bids, or RFPs (purchase is less than \$10,000)
- The item is available only from a single source; (must demonstrate in justification below that only one company can provide the type of product or perform the services)
- The public exigency or emergency for the requirement will not permit a delay resulting from publicizing a competitive solicitation; (explain below how a declared disaster or public emergency doesn't allow time for competitive procurement.) Administrative delays or lack of adequate advanced planning do not justify an emergency.)
- The Federal awarding agency or pass-through entity expressly authorizes a noncompetitive procurement in response to a written request from the non-Federal entity; (must have written pre-approval to use sole-source procurement)
- After solicitation of a number of sources, competition is determined inadequate (explain below the steps you took to attempt to go through a competitive process, but no vendors or only one vendor responded, and why you think there is inadequate competition)

Provide justification of sole source (non-competitive) procurement (based on your choice above): \*

The teacher team went through the District textbook evaluation process and chose this textbook as best fitting our curriculum. This text is only available from this vendor.

If aggregate purchase is \$10,000 or more, were three (3) quotes obtained (required)? If yes, please list the vendor's information and quoted amount. \*

No

Was this purchase budgeted? \*

Yes

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- No

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

.....

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

10-1110-640-30-000-004-000-0000

Selection of the winning proposal, was the lowest price selected? If not, please explain why and \* the process of selecting the vendor.

N/A

Any additional information you would like to provide.

Documentation will be provided via email

This form was created inside of East Stroudsburg Area School District.





Because learning changes everything.®

**QUOTE PREPARED FOR:**

East Stroudsburg Area Sch Dist  
50 VINE ST  
EAST STROUDSBURG, PA 18301-2150  
ACCOUNT NUMBER: 410936

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
570-424-8430

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
570-424-8430

**SALES REP INFORMATION:**

Lindsay Neath  
lindsay.neath@mheducation.com  
(610) 349-2602

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Reveal Algebra 1 and Algebra 2	\$187,333.80	(\$15,397.80)	\$171,936.00
<b>PRODUCT TOTAL*</b>	\$187,333.80	(\$15,397.80)	\$171,936.00
ESTIMATED S&H**			\$10,000.00
ESTIMATED TAX**			TBD
<b>GRAND TOTAL*</b>			\$181,936.00

\* Price firm for 120 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

\*\*Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:**

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 03/11/2024

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/09/2024

QUOTE NUMBER: LNEAT-03112024101155-001

ACCOUNT #: 410936

PAGE #: 1





Because learning changes everything.®

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
REVEAL ALGEBRA 1 STUDENT BUNDLE WITH MH 6YR SUBSCRIPTION	978-1-26-546400-4	600	\$143.28	\$0.00	\$85,968.00
REVEAL ALGEBRA 2 STUDENT BUNDLE WITH MH 6YR SUBSCRIPTION	978-1-26-547315-0	600	\$143.28	\$0.00	\$85,968.00
REVEAL ALGEBRA 2 TEACHER BUNDLE 6YR SUBSCRIPTION	978-0-07-682013-9	10	\$469.89	\$4,698.90	*Free Materials
REVEAL ALGEBRA 1 TEACHER BUNDLE 6YR SUBSCRIPTION	978-0-07-681905-8	10	\$469.89	\$4,698.90	*Free Materials
PROFESSIONAL LEARNING ONSITE DAY 6-12 MATHEMATICS	978-1-26-422185-1	1	\$3,500.00	\$3,500.00	*Free Materials
PROF LRN FULL DAY ONLINE TRAINING TWO 2 HOUR SESSIONS GRADES 6-12 MATHEMATICS	978-1-26-422193-6	1	\$2,500.00	\$2,500.00	*Free Materials

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 03/11/2024

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 07/09/2024

QUOTE NUMBER: LNEAT-03112024101155-001

ACCOUNT #: 410936

PAGE #: 2



Because learning changes everything.®

**QUOTE PREPARED FOR:**

East Stroudsburg Area Sch Dist  
50 VINE ST  
EAST STROUDSBURG, PA 18301-2150  
ACCOUNT NUMBER: 410936

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
570-424-8430

VALUE OF ALL MATERIALS	\$187,333.80
FREE MATERIALS	(\$15,397.80)
<b>PRODUCT TOTAL*</b>	<b>\$171,936.00</b>
ESTIMATED SHIPPING & HANDLING**	\$10,000.00
ESTIMATED TAX**	TBD
<b>GRAND TOTAL</b>	<b>\$181,936.00</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
570-424-8430

Comments:

\* Price firm for 120 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

\*\*Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Terms of Service:

By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.

[Terms Of Service](#)

[Provisions required by Subscriber State law](#)

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within in our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting [www.mheducation.com](http://www.mheducation.com) (or [www.mhecoast2coast.com](http://www.mhecoast2coast.com)).

School Purchase Order Number: \_\_\_\_\_

\_\_\_\_\_  
Name of School Official (Please Print)

\_\_\_\_\_  
Signature of School Official

**PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER**

**SEND ORDER TO:**

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605  
Email: orders\_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 03/11/2024      ACCOUNT NAME: East Stroudsburg Area Sch Dist      EXPIRATION DATE: 07/09/2024  
QUOTE NUMBER: LNEAT-03112024101155-001      ACCOUNT #: 410936      PAGE #: 3

VIII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS  
& RESOURCES COMMITTEE

- d. Approve the purchase of Precalculus Textbooks from Cengage at a cost of \$30,404.00.

# Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$10,000.00 - OR ANY PURCHASE THAT WAS NOT BUDGETED

Note: When referring to a purchase, you must consider the aggregate amount, not individual items.

The respondent's email (**heather-piperato@esasd.net**) was recorded on submission of this form.

Untitled Section

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

Heather A. Piperato

Department \*

C&I

Building \*

Central

**What service or item are requesting \***

Purchase of Precalculus textbooks

**Why are you requesting the service or item \***

The math department is in its 6 year review cycle. Their current text is 10 years old.

**Suggested replacement \***

Precalculus with Limits: A Graphing Approach 8th student edition

**Independent Cost Analysis (Pre-determine costs prior to contacting a vendor.) What did you estimate the costs would be?**

30,000.00

**What is the total cost of the purchase? \***

30,404.00



Select the Procurement Method utilized: \*

- Aggregate purchase is less than \$10,000 - no action needed
- Small Purchase procedures (minimum of 3 quotes) - required for any purchase \$10,000-\$23,199
- Sealed Bids (Formal Advertising) – required for goods/supplies exceeding \$23,200
- Competitive Proposals – Formal Request for Proposal (Advertised RFP) – required for services with cost of \$250,000 or more
- Non-competitive proposals (i.e. sole source) – MUST justify below

If you chose the **non-competitive** method above, please select the appropriate circumstance and include your justification in the space below. *Note: These are the **only** permissible circumstances under which you can use non-competitive procurement.* \*

- N/A (not applicable) - Competitive Procurement was utilized
- N/A (not applicable) The acquisition of property or services, the aggregate dollar amount of which does not exceed the thresholds outlined above for quotes, bids, or RFPs (purchase is less than \$10,000)
- The item is available only from a single source; (must demonstrate in justification below that only one company can provide the type of product or perform the services)
- The public exigency or emergency for the requirement will not permit a delay resulting from publicizing a competitive solicitation; (explain below how a declared disaster or public emergency doesn't allow time for competitive procurement.) Administrative delays or lack of adequate advanced planning do not justify an emergency.)
- The Federal awarding agency or pass-through entity expressly authorizes a noncompetitive procurement in response to a written request from the non-Federal entity; (must have written pre-approval to use sole-source procurement)
- After solicitation of a number of sources, competition is determined inadequate (explain below the steps you took to attempt to go through a competitive process, but no vendors or only one vendor responded, and why you think there is inadequate competition)

Provide justification of sole source (non-competitive) procurement (based on your choice above): \*

The textbook evaluation process was followed and this text best met the needs of our curricular design. This textbook is only available from this vendor.

If aggregate purchase is \$10,000 or more, were three (3) quotes obtained (required)? If yes, please list the vendor's information and quoted amount. \*

N/A

Was this purchase budgeted? \*

Yes



Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- No

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Which Fund will be charged? \*

10



What account will be charged? \*

10-1110-640-30-000-004-000-0000

Selection of the winning proposal, was the lowest price selected? If not, please explain why and \* the process of selecting the vendor.

N/A

Any additional information you would like to provide.

Documentation sent via email

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To place your order: select [Submit Customer Purchase Order Here](#)

Confidential Price Quote (6562983)

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3/6/2024

Pricing on this Proposal Guaranteed: **10/5/2024**

**Presented To:** Heather Piperato, [heather-piperato@esasd.net](mailto:heather-piperato@esasd.net)

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SHIP TO: EAST STROUDSBURG AREA SCH DIST Heather Piperato Accts Payable EAST STROUDSBURG, PA 18301 USA	PREPARED BY: EAST STROUDSBURG AREA SCH DIST Heather Piperato Accts Payable EAST STROUDSBURG, PA 18301 USA	Cengage Learning ATTN: Order Fulfillment 10650 Toebben Drive Independence, KY 41051 PH: 606-351-9706 <a href="http://NGL.Cengage.com/CustomerSupport">http://NGL.Cengage.com/CustomerSupport</a>
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Quoted Products: 9-12 Math AP/AE\_PC

Qty	Update Qty	Product	Price	Quoted Price	Total
160		<a href="#">Precalculus with Limits: A Graphing Approach, 8th, Student Edition</a> Larson/Battaglia 8th Edition [K12, 2020] 9781337904285 / 1337904287	\$172.75	\$172.75	\$27,640.00

Sub-Total: \$27,640.00  
+ Estimated Shipping and/or Process Fee: \$2,764.00

**TOTAL: \$30,404.00**

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