



YBP Library Services

A Baker & Taylor Company
Headquarters,
Contoocook, New Hampshire, U.S.A.
and in the U.K.

Lindsay and Croft

Lake House, Woodside Park,
Catteshall Lane, Godalming
Surrey, England

Proposal for MOBIUS Academic Library Consortium University of Missouri System



Statewide Cooperative Book Purchasing Plan Part 2 - Pricing

February 15, 2006

This proposal responds to RFP #G021506 for the Provision of a Statewide Cooperative Book Purchasing Plan, supplied by Joetta Gross, Buyer II for the Office of MU Procurement Services, University of Missouri, Columbia, MO. Responses apply for YBP Library Services of 999 Maple Street, Contoocook, New Hampshire 03229, United States, and Lindsay and Croft of Godalming, Surrey, England. YBP Library Services is a wholly owned subsidiary of Baker & Taylor, Inc.

FORM OF PROPOSAL

RFP: #G021506

PROPOSAL OPENING DATE: FEBRUARY 15, 2006

OPENING TIME: 2:00 P.M., CST

YBP Library Services_____

(Name of Firm or Individual Submitting This Proposal)

Date: February 15, 2006

**REQUEST FOR PROPOSAL
FOR THE PROVISION OF A
STATEWIDE COOPERATIVE BOOK PURCHASING PLAN
FOR THE
MOBIUS ACADEMIC LIBRARY CONSORTIUM
DATED: JANUARY 17, 2006**

To the Curators of the
University of Missouri
Columbia, Missouri 65211

Gentlemen:

1. The Respondent, pursuant to the Request For Proposal and in compliance with specifications on file in the Office of MU Procurement Services, 1105 Carrie Francke Drive, Columbia, Missouri 6521, particularly identified above and being familiar with all contract documents hereby proposes, under the terms and conditions indicated in this proposal for The Curators of the University Of Missouri, per attached sheet.

PRICING PAGE

Pricing for books are to be expressed as a percentage relative to the latest publisher's list price. Discounts should be indicated with the percentage in parentheses or preceded by a minus sign.

Prices for other services such as Promptcat should be expressed as a per book charge or as appropriate for the service. Please indicate if any of the items listed are included as part of the basic plan and do not incur additional charges.

ITEM	DESCRIPTION	PERCENTAGE/FEE
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1.1.	Comprehensive English Language Approval Coverage	\$____(18%)*____
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Comment:

*This discount applies to all in-print titles, with these exceptions:

- When YBP or L&C receives a short discount from any publisher, we add a 15% service fee to the publisher's list price, with an \$8 minimum and \$15 maximum (L&C minimum/maximum are based on Sterling, \$5.50 and \$16.75).
- Discounts do not apply to titles from publishers on the "List Price Publishers" lists, whose books we normally sell at list price (occasional service fee for short publisher discount).
- Discounts do not apply to titles that we import directly from overseas on a library's behalf. These are subject to the service fee noted above for short-discounted titles.

1.2.	Comprehensive English Language Firm Order Coverage	\$____(18%)*____
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Comment:

*This discount applies to all in-print titles, with these exceptions:

- When YBP or L&C receives a short discount from any publisher, we add a 15% service fee to the publisher's list price, with an \$8 minimum and \$15 maximum (L&C minimum/maximum are based on Sterling, \$5.50 and \$16.75).
- Discounts do not apply to titles from publishers on the "List Price Publishers" lists, whose books we normally sell at list price (occasional service fee for short publisher discount).
- Discounts do not apply to titles that we import directly from overseas on a library's behalf. These are subject to the service fee noted above for short-discounted titles.

1.3.	Cost related to purchased catalog records (e.g. PromptCat)	\$0.15 per invoice line
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Comment:

YBP assesses a surcharge for pass-through access to PromptCat, and libraries are responsible for the PromptCat fees levied by OCLC. Please see *YBP Technical Services Price List*, attached.

1.4. Shelf Ready Preparation \$__custom__

Comment:

Please see *YBP Technical Services Price List*, attached.

1.5. Shipping and Handling Charges \$__No Charge__

Comment:

FREE Weekly Regular Shipping will be provided. Ground shipping for RUSH2 orders is also free. Library pays shipping for RUSH2 next-day or second-day delivery.

1.6. Paper Notification Slips \$__No Charge__

Comment: _____

1.7. Additional database services, not specifically listed
In this RFP.

1.7.1 Please reference *GOBI Subscription Options*, attached.

GOBI feature	Standard Annual Subscription	MOBIUS Year One	MOBIUS Subsequent Years at 20% Discount
Package – All Features	Small - \$695	FREE except for Reviews (below)	\$556
	Medium - \$1250		\$1000
	Large - \$2500		\$2000
GobiPlus only	Small - \$350		\$280
	Medium - \$850		\$680
	Large - \$1750		\$1400
GoBeyond only	Small - \$350		\$280
	Medium - \$850		\$680
	Large - \$1750		\$1400
Book Reviews only	Small - \$300	\$240	\$240
	Medium - \$395	\$316	\$316
	Large - \$395	\$316	\$316

When we negotiate a discount, we consider many factors:

- The size of the financial commitment the consortium is making.
- The mix and types of materials covered in the program. For example, we look at the percentage of the material that will be from mainstream publishers and what percentage will be from peripheral or esoteric presses (e.g., small presses, associations, societies, university departments, etc.). This "mix/type" consideration is more important than the financial commitment.
- The relationship that will exist between the consortium and YBP.

Because the size of the consortium's financial commitment is unknown, YBP is pleased to offer the discount outlined above. We also would like to present a rebate for participation based on consortium-wide sales for the first year of the contract that exceed calendar 2005 spending with YBP/B&T/Majors as presented in the chart below. The rebate would go to the MOBIUS consortium, although the qualifying sales would be based on the sum of individual participating libraries' purchases.

When First Year Sales Exceed 2005 by	Rebate to MOBIUS will be
<i>\$0 to \$250,000</i>	<i>1%</i>
<i>\$250,001 to \$750,000</i>	<i>2%</i>
<i>\$751,001 or more</i>	<i>3%</i>

Description	Pricing/Discount
Firm Orders (supplied from North America)	<i>18% Discount*</i>
Firm Orders (supplied by Lindsay and Croft)	<i>5% Discount*</i>
Approval or Notification Slip Plan (supplied from North America): Cloth	<i>18% Discount*</i>
Approval or Notification Slip Plan (supplied by Lindsay and Croft)	<i>5% Discount*</i> <i>Plus Freight</i>
Shipping from North America and U.K.	FREE Weekly Regular Shipping
GOBI®	No Charge for core service <i>(See subscription options, above)</i>
RUSH2	<i>10% Discount*</i> <i>with free ground shipping</i>
Technical Services	<i>Reference YBP Technical Services Price List, attached</i>
Deposit/Pre-Paid Accounts	Interest Paid <i>(Any amount greater than \$10,000 U.S. qualifies for interest)</i>
Approval and Notification Slip Profile Changes	No Charge

**This discount applies to all in-print titles, with exceptions outlined above.*

Terms are net 30 days from the date of the invoice to qualified buyers. YBP accepts the following methods of payment for the services offered under this contract: check, money order, electronic funds transfer (EFT), or by debit from a deposit account. Any other method of payment will be considered a change to the contract and require renegotiation of terms and conditions.

2. The undersigned has completed and returned the requirement pages as part of the response.
3. The above items listed in the RFP will be fully provided as indicated in the specifications of this RFP, as otherwise agreed to between the successful respondent and the University.
4. In submitting this proposal, it is agreed that it may not be withdrawn for the period of days provided in the specifications of this RFP and it is understood that the right is reserved by the University to waive informalities and reject any and all proposals.
5. It is understood and agreed that all prices herein include all taxes payable by virtue of the furnishing and delivery of the item(s) or services included within the proposal.
6. Attached hereto and made a part of this proposal is all the information required by or requested in the specifications of this RFP.

RESPONDENT'S CERTIFICATE

The Respondent hereby certifies:

That this proposal is genuine and is not made in the interest of or on behalf of any undisclosed person, firm or corporation, and is not submitted in conformity with any agreement or rules of any group, association, or corporation;

That he has not directly or indirectly induced or solicited any other bidder to put in a false or sham proposal;

That he has not sought by collusion or otherwise to obtain for himself advantage over any other bidder or over the University;

Bidders will not discriminate against any employee or applicant for employment because of Race, Creed, Color, Sex, Natural Origin, Age, or Disability in connection with the performance of the work;

By virtue of the policy of The Board of Curators, and by virtue of statutory authority, a preference will be given to materials, products, supplies, provisions, and all other articles produced, manufactured, mined, or grown within the State of Missouri. By virtue of the policy of The Board of Curators, preference will also be given to all firms, corporations, or individuals, all as more fully set forth in "Information For Respondents".

Authorized Vendor Representation:

Authorized Signature	Date
Printed Name Linda Gagnon	Title VP, Sales & Marketing
Company Name YBP Library Services	
Mailing Address 999 Maple Street	
City, State, Zip Contoocook, NH 03229	
Phone No. 800-258-3774	Federal Employer ID No. 020302143
Fax No. 603-746-2747	E-Mail Address lgagnon@ybp.com
Circle one: Individual Partnership Corporation	
If a corporation, incorporated under the laws of the State of ___NH___	
Licensed to do business in the State of Missouri? _X_ yes ____no	