

## Bid Opening Results For:

IFB NUMBER	21681
BID OPENING	6/14/2012
GROUP NUMBER	20020
PURCHASING OFFICER	Michael Riley
TELEPHONE	(518) 474-6716

### DESCRIPTION

Serials

(Domestic & Foreign Periodicals, Magazine, Etc.)

(Statewide)



PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
Discount magazine  
Subscription Service

Item  
No.    Item Category - Library Type

2.    **HEALTH SCIENCES LIBRARIES**

Percentage of list:

75                      % to    9.5                      %  
Lower limit                                      Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

(ii) electronic

(iii) packaged pricing

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

**OPTIONAL SERVICES (See "PRICE" clause)**

Please specify the service on the left and the monetary charge to the right of the solid line.

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Bidder  
Discount magazine  
subscription service

Item  
No.    Item Category - Library Type

6.    **OTHER LIBRARIES (Authorized users not defined above, such as state agencies, etc.)**

Percentage of list:

$\frac{75}{\text{Lower limit}}$  % to  $\frac{95}{\text{Upper limit}}$  %

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

(ii) electronic

(iii) packaged pricing

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

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Bidder  
Discount Magazine  
Subscription Services

VOLUME PRICE DISCOUNTS AGENCY SPECIFIC PER ORDER:

For an agency's purchase order in dollars:  
Please specify the dollar amount when an agency qualifies for additional volume price discounts:

Dollar Range	Percentage
\$ 0	%
\$	%
\$	%

VOLUME PRICE DISCOUNTS AGENCY AGGREGATE:

For an agency's aggregate contract purchases in dollars:  
Please specify the dollar amount when an agency qualifies for additional volume price discounts:

\$ 0	%
\$	%
\$	%

VOLUME PRICE DISCOUNTS STATEWIDE:

For aggregate contract purchases in dollars statewide:  
Please specify the dollar amount that applies statewide when the state qualifies for additional volume discounts:

\$ 0	%
\$	%
\$	%

OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain:

\$ 0	%
\$	%
\$	%

Electronic Access Ordering Discount:

0 %

Prepayment Plan Discount:

0 %





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INSERTED YOUR COMPANY'S NAME IN THE BOX

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**Bidder**  
LATIN AMERICAN PERIODICALS, LLC

Item  
No. Item Category - Library Type

3. LAW LIBRARIES

Percentage of list:

95  
\_\_\_\_\_ % to \_\_\_\_\_ %  
Lower limit Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

PRINT = 95%  
SEE PRICE LIST CD ENCLOSED

(ii) electronic

(iii) packaged pricing

PACKAGE PRICING = 95%  
SEE PRICE LIST CD ENCLOSED

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

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**Bidder**  
LATIN AMERICAN PERIODICALS, LLC

Item  
No. Item Category - Library Type

4. **SCHOOL (Secondary, Elementary) Libraries**  
Percentage of list:

95 % to      %  
Lower limit                      Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

PRINT = 95%  
SEE PRICE LIST CD ENCLOSED

(ii) electronic

(iii) packaged pricing

PACKAGE PRICING = 95%  
SEE PRICE LIST CD ENCLOSED

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

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Bidder  
  
LATIN AMERICAN PERIODICALS, LLC

Item No.      Item Category - Library Type

5.      **PUBLIC ("City," regional) LIBRARIES**  
Percentage of list:

95  
\_\_\_\_\_ % to \_\_\_\_\_ %  
Lower limit                      Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

PRINT = 95%  
SEE PRICE LIST CD ENCLOSED

(ii) electronic

(iii) packaged pricing

PACKAGE PRICING = 95%  
SEE PRICE LIST CD ENCLOSED

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

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**Bidder**  
  
LATIN AMERICAN PERIODICALS, LLC

Item No. Item Category - Library Type

6. **OTHER LIBRARIES (Authorized users not defined above, such as state agencies, etc.)**  
  
Percentage of list:

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

95  
\_\_\_\_\_ % to \_\_\_\_\_ %  
Lower limit                      Upper limit

(i) print

PRINT 95%  
SEE PRICE LIST CD ENCLOSED

(ii) electronic

(iii) packaged pricing

PACKAGE PRICING 95%  
SEE PRICE LIST CD ENCLOSED

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

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**Bidder**  
LATIN AMERICAN PERIODICALS, LLC

Item No.      Item Category - Library Type

7.      **OTHER CATEGORIES (such as, but not limited to, Back Issues, Specialty Supplier, Electronic Direct Ordering Supplier, etc.)**

Percentage of list:

95  
Lower limit      % to      Upper limit      %

Description of Supplier:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

PRINT = 95%  
SEE PRICE LIST CD ENCLOSED

(ii) electronic

(iii) packaged pricing

PACKAGE PRICING = 95%  
SEE PRICE LIST CD ENCLOSED

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE")  
Please specify the service on the left and the monetary charge to the right of the solid line.

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**Bidder**  
  
LATIN AMERICAN PERIODICALS, LLC

**VOLUME PRICE DISCOUNTS AGENCY SPECIFIC PER ORDER:**

For an agency's purchase order in dollars:  
Please specify the dollar amount when an agency qualifies  
for additional volume price discounts:

<u>Dollar Range</u>	<u>Percentage</u>
DISCOUNT FROM LIST PRICES	
\$ 0-50,000	-5 %
\$ 50,000-75,000	-7 %
\$ 75,000 +	-10 %

**VOLUME PRICE DISCOUNTS AGENCY AGGREGATE:**

For an agency's aggregate contract purchases in dollars:  
Please specify the dollar amount when an agency qualifies  
for additional volume price discounts:

DISCOUNT FROM LIST PRICES	
\$ 0-50,000	-5 %
\$ 50,000-75,000	-7 %
\$ 75,000 +	-10 %

**VOLUME PRICE DISCOUNTS STATEWIDE:**

For aggregate contract purchases in dollars statewide:  
Please specify the dollar amount that applies statewide when  
the state qualifies for additional volume discounts:

DISCOUNT FROM LIST PRICES	
\$ 0-50,000	-5 %
\$ 50,000-75,000	-7 %
\$ 75,000 +	-10 %

**OTHER VOLUME PRICE BREAKS AND/  
OR DISCOUNTS - Bidder to explain:**

_____	_____ %
_____	_____ %
_____	_____ %

Electronic Access Ordering Discount:

\_\_\_\_\_ N/A \_\_\_\_\_ %

Prepayment Plan Discount:

\_\_\_\_\_ 1 \_\_\_\_\_ %



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Bidder  
MAGAZINE SUBSCRIPTION  
SERVICE AGENCY

Item  
No. Item Category - Library Type

2. HEALTH SCIENCES LIBRARIES

Percentage of list:

70 % to 110 %  
Lower limit Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

Consumer: 70-100%

Professional: 100-110%

(ii) electronic

110%

(iii) packaged pricing

N/A

(iv) full time equivalent (FTE) pricing models

N/A

(v) any licensing models

N/A

(vi) other combinations that may be utilized

Consumer: 70-100%

Professional: 100-110%

OPTIONAL SERVICES (See "PRICE" clause)

Please specify the service on the left and the monetary charge to the right of the solid line.

NONE

NONE

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Bidder  
MAGAZINE SUBSCRIPTION  
SERVICE AGENCY

Item No. Item Category - Library Type

3. LAW LIBRARIES

Percentage of list:

70 % to 110 %  
Lower limit Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

Consumer: 70-100%

Professional: 100-110%

(ii) electronic

110%

(iii) packaged pricing

N/A

(iv) full time equivalent (FTE) pricing models

N/A

(v) any licensing models

N/A

(vi) other combinations that may be utilized

Consumer: 70-100%

Professional: 100-110%

OPTIONAL SERVICES (See "PRICE" clause)

Please specify the service on the left and the monetary charge to the right of the solid line.

NONE

NONE



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Bidder MAGAZINE SUBSCRIPTION SERVICE AGENCY

Item No. Item Category - Library Type

5. PUBLIC ("City," regional) LIBRARIES  
Percentage of list:

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

70 % to 110 %  
Lower limit Upper limit

(ii) electronic

Consumer: 70-100%

Professional: 100-110%

(iii) packaged pricing

110%

(iv) full time equivalent (FTE) pricing models

N/A

(v) any licensing models

N/A

(vi) other combinations that may be utilized

N/A

Consumer: 70-100%

Professional: 100-110%

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

NONE

NONE

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Bidder MAGAZINE SUBSCRIPTION SERVICE AGENCY

Item No. Item Category - Library Type

6. OTHER LIBRARIES (Authorized users not defined above, such as state agencies, etc.)

Percentage of list:

$\frac{70}{\text{Lower limit}} \quad \% \text{ to } \quad \frac{110}{\text{Upper limit}} \quad \%$

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

Consumer: 70-110%

Professional: 100-110%

(ii) electronic

110%

(iii) packaged pricing

N/A

(iv) full time equivalent (FTE) pricing models

N/A

(v) any licensing models

N/A

(vi) other combinations that may be utilized

Consumer: 70-100%

Professional: 100-110%

OPTIONAL SERVICES (See "PRICE" clause)  
Please specify the service on the left and the monetary charge to the right of the solid line.

NONE

NONE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
MAGAZINE SUBSCRIPTION  
SERVICE AGENCY

Item  
No.    Item Category - Library Type

7.    **OTHER CATEGORIES (such as, but not limited to, Back Issues, Specialty Supplier, Electronic Direct Ordering Supplier, etc.)**

Percentage of list:

N/A                      % to                      N/A  
Lower limit                      Upper limit

Description of Supplier:

N/A  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

(i) print

N/A  
\_\_\_\_\_  
\_\_\_\_\_

(ii) electronic

N/A  
\_\_\_\_\_  
\_\_\_\_\_

(iii) packaged pricing

N/A  
\_\_\_\_\_  
\_\_\_\_\_

(iv) full time equivalent (FTE) pricing models

N/A  
\_\_\_\_\_  
\_\_\_\_\_

(v) any licensing models

N/A  
\_\_\_\_\_  
\_\_\_\_\_

(vi) other combinations that may be utilized

N/A  
\_\_\_\_\_  
\_\_\_\_\_

OPTIONAL SERVICES (See "PRICE")

Please specify the service on the left and the monetary charge to the right of the solid line.

NONE  
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NONE  
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Bidder  
MAGAZINE SUBSCRIPTION  
SERVICE AGENCY

VOLUME PRICE DISCOUNTS AGENCY SPECIFIC PER ORDER:

For an agency's purchase order in dollars:  
Please specify the dollar amount when an agency qualifies for additional volume price discounts:

Dollar Range	Percentage
\$ 10,000	1 %
\$ 100,000	2 %
\$ _____	_____ %

VOLUME PRICE DISCOUNTS AGENCY AGGREGATE:

For an agency's aggregate contract purchases in dollars:  
Please specify the dollar amount when an agency qualifies for additional volume price discounts:

\$ 250,000	1 %
\$ 500,000	2 %
\$ _____	_____ %

VOLUME PRICE DISCOUNTS STATEWIDE:

For aggregate contract purchases in dollars statewide:  
Please specify the dollar amount that applies statewide when the state qualifies for additional volume discounts:

\$ 500,000	2 %
\$ 750,000	3 %
\$ _____	_____ %

OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain:

N/A	
\$ _____	_____ %
\$ _____	_____ %
\$ _____	_____ %

Electronic Access Ordering Discount:

N/A %

Prepayment Plan Discount:

2.5 %



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**Bidder**  
Wolper Subscription Services, Inc.

Item  
No. Item Category - Library Type

2. **HEALTH SCIENCES LIBRARIES**

Percentage of list:

95 % to 105 %  
Lower limit Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

Please see "Attachment - Health Sciences Libraries" following this page for a detailed explanation of Wolper's pricing methodology.

(i) print

(ii) electronic

(iii) packaged pricing

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

**OPTIONAL SERVICES (See "PRICE" clause)**

Please specify the service on the left and the monetary charge to the right of the solid line.

Online subscription management (WOLPERweb)

Electronic invoicing, Rights Management Service

Online check-in, back issue service (subject to availability)

Consolidation service

Electronic Resource Mgmt./Discovery, Intelcom educational video

Books

free

free

free

\$29 per single subscription order  
varies, contact Wolper for pricing  
contact Wolper for pricing

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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**Bidder**  
Wolper Subscription Services, Inc.

Item  
No. Item Category - Library Type

3. LAW LIBRARIES

Percentage of list:

$\frac{95}{\text{Lower limit}} \% \text{ to } \frac{165}{\text{Upper limit}} \%$

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

Please see "Attachment - Law Libraries" following this page for a detailed explanation of Wolper's pricing methodology.

(i) print

(ii) electronic

(iii) packaged pricing

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

OPTIONAL SERVICES (See "PRICE" clause)

Please specify the service on the left and the monetary charge to the right of the solid line.

Online subscription management (WOLPERweb)

Electronic invoicing, Rights Management Service

Online check-in, back issue service (subject to availability)

Consolidation service

Electronic Resource Mgmt./Discovery, Intelcom educational video

Books

free

free

free

\$29 per single subscription order varies, contact Wolper for pricing

contact Wolper for pricing



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**Bidder**  
  
Wolper Subscription Services, Inc.

Item  
No. Item Category - Library Type

5. PUBLIC ("City," regional) LIBRARIES  
Percentage of list:

85 % to 102 %  
Lower limit Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

Please see "Attachment - Public Libraries" following this page for a detailed explanation of Wolper's pricing methodology.

(i) print

(ii) electronic

(iii) packaged pricing

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

**OPTIONAL SERVICES (See "PRICE" clause)**

Please specify the service on the left and the monetary charge to the right of the solid line.

Online subscription management (WOLPERweb)

Electronic invoicing, Rights Management Service

Online check-in, back issue service (subject to availability)

Consolidation service

Electronic Resource Mgmt./Discovery, Intelcom educational video

Books

free  
free  
free

\$29 per single subscription order varies, contact Wolper for pricing  
contact Wolper for pricing

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**Bidder**  
Wolper Subscription Services, Inc.

Item  
No. Item Category - Library Type

6. **OTHER LIBRARIES (Authorized users not defined above, such as state agencies, etc.)**

Percentage of list:

85 \_\_\_\_\_ % to 105 \_\_\_\_\_ %  
Lower limit                      Upper limit

Bidder shall provide a detailed explanation how the percentage of list price range will be applied against publishers' list prices for subscriptions in the various formats (print, electronic, packaged pricing, etc.) Attach additional sheets if necessary.

Please see "Attachment - Other Libraries" following this page for a detailed explanation of Wolper's pricing methodology.

(i) print

(ii) electronic

(iii) packaged pricing

(iv) full time equivalent (FTE) pricing models

(v) any licensing models

(vi) other combinations that may be utilized

**OPTIONAL SERVICES (See "PRICE" clause)**

Please specify the service on the left and the monetary charge to the right of the solid line.

Online subscription management (WOLPERweb)

free

Electronic invoicing, Rights Management Service

free

Online check-in, back issue service (subject to availability)

free

Consolidation Service

\$29 per single subscription order varies, contact Wolper for pricing  
contact Wolper for pricing

Electronic Resource Mgmt./Discovery, Intelcom educational video

Books



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<p><b>Bidder</b></p> <p>Wolper Subscription Services, Inc.</p>
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**VOLUME PRICE DISCOUNTS AGENCY SPECIFIC PER ORDER:**

For an agency's purchase order in dollars:  
Please specify the dollar amount when an agency qualifies  
for additional volume price discounts:

**VOLUME PRICE DISCOUNTS AGENCY AGGREGATE:**

For an agency's aggregate contract purchases in dollars:  
Please specify the dollar amount when an agency qualifies  
for additional volume price discounts:

**VOLUME PRICE DISCOUNTS STATEWIDE:**

For aggregate contract purchases in dollars statewide:  
Please specify the dollar amount that applies statewide when  
the state qualifies for additional volume discounts:

**OTHER VOLUME PRICE BREAKS AND/  
OR DISCOUNTS - Bidder to explain:**

Electronic Access Ordering Discount:

Prepayment Plan Discount:

<u>Dollar Range</u>	<u>Percentage</u>	
\$ _____	_____ %	Please see Attachment - Volume Price Discounts" following this page for an explanation of group rates and other volume- based discounted pricing offered through Wolper.
\$ _____	_____ %	
\$ _____	_____ %	
\$ _____	_____ %	
\$ _____	_____ %	
\$ _____	_____ %	
\$ _____	_____ %	
\$ _____	_____ %	