

REMC

Association of Michigan



Statewide \$AVE Bid Project
School Aggregated Volume for Education

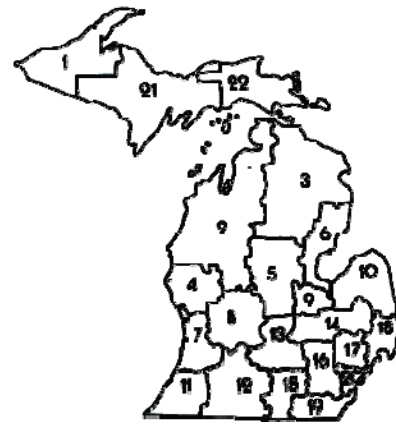
2006 Annual Report

Since 1990, Michigan K-12 schools have saved over \$308 million in tax dollars by using REMC Bid.



"Every dollar saved through the REMC Bid cooperative effort is one more dollar for instruction."

Visit us on the web at www.remcbid.org



<http://remc.org>

What is a REMC?

Created in 1970, the REMC Association of Michigan is a collection of regional educational media centers (REMCs), operated through the intermediate school district structure. REMCs provide locally tailored programs and services as well as collaborating together on statewide programs. The REMC Association of Michigan believes that it must provide proactive leadership to the Michigan educational community by participating with other organizations in building a vision that supports quality teaching and learning and provides equity to Michigan's Pre K-12 students.

Real Programs for Real Kids with Real Results

Through collaboration, leadership, and service, the 22 regional and 6 auxiliary REMC centers support their constituents in improving teaching and learning statewide. REMCs fund and support multiple Statewide Projects that expand connectivity, access to resources and professional development opportunities. When teachers have access to the necessary skills, tools and rich sources of information, they are empowered to create high-quality, engaging instructional environments. Additionally, providing effective cost savings through statewide cooperative purchasing allows local resources to be reallocated to enhancing teaching and learning. REMC has real impact by collaborating on real programs for real kids with real results.

For more information on REMC and its programs, please don't hesitate to contact your local REMC Director (see remc.org) or:

REMC Association Contacts

Mike Oswald, *2006- 2007 REMC President*
Assistant Superintendent, Calhoun ISD
oswaltm@calhounisd.org

Ricki Chowning, *REMC Executive Director*
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Thomas Juett, *REMC Chair*
Cooperative Acquisitions Committee
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*REMC Bid Project touches
K-12 education from the
classroom to the office to
facilities maintenance.*

FROM THE REMC BID PROJECT STAFF

The REMC Statewide School Aggregated Volume for Education (\$AVE) Bid Project staff are pleased to present to you the 2006 Annual Report. The Project saved Michigan schools \$25.6 million in 2006 and more than \$308 million since 1990.

The REMC Bid Project touches every aspect of K-12 education from the classroom, office, library to the bus garage. REMC contracts are competitively bid, evaluated equally, and best value awarded in accordance with the state School Code meeting state bidding standards. Using the REMC Bid saves time and money without further bidding. Other entities who utilized the bid in 2006 included libraries, higher educational institutions, local units of government, the State of Michigan, and eligible non-profit organizations. In 2006, REMC contracted with over 40 vendors in multiple bid groups representing numerous categories and thousands of products.

Enhancements in 2006 included a new website with new functionality, expanded bid categories, and additional resources are featured in this report. We welcome you to visit us online at <http://remcbid.org> for the latest information and Project updates.

Every dollar saved through REMC Statewide \$AVE Bid Project cooperative effort is one more dollar for Michigan's K-12 instruction.


Director, REMC Bid Project

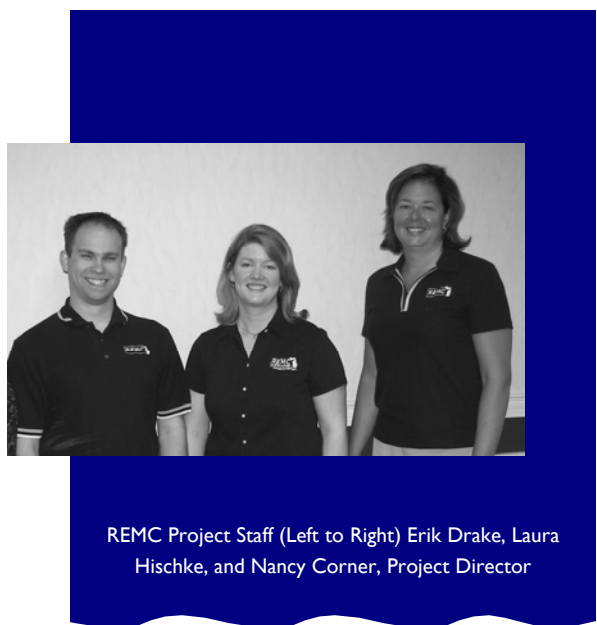

REMC Bid Project Staff


REMC Bid Project Staff

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REMC Statewide
School Aggregated Volume for Education (\$AVE)
Bid Project
Ingham ISD / REMC 13
611 Hagadorn Road, Mason, MI 48854
E-mail Address: remcbid@inghamisd.org



REMC Project Staff (Left to Right) Erik Drake, Laura Hischke, and Nancy Corner, Project Director

Visit us on the web at <http://remcbid.org>

About the REMC Statewide \$AVE Bid Project

The REMC Statewide \$AVE Cooperative Bid Project is provided as a service of your REMC, Intermediate School District, and the REMC Association of Michigan for all Michigan schools, institutions of higher education, libraries, and local units of government. The Project aggregates volume and, therefore, the purchasing power of schools statewide and provides large-volume bid pricing on a variety of educational resources including:

- Computer Hardware & Software
- Equipment (Audio/Visual, Computer Peripherals)
- Supplies (Audio/Visual, Art, Instructional, Library and Office)
- Network Electronics
- Xerographic Paper

Project Fiscal Agent

The REMC Statewide Bid Project, in coordination with the REMC Project Committee, and the Project Fiscal Agent, Ingham Intermediate School District, have adopted processes for the solicitation, award methodology, and contract management in compliance with state best practice standards for procurement.



Nancy Corner, Director of REMC Bid Project, Ricki Chowning, REMC Executive Director, and Ric Wiltse, MACUL President

Project Funding

This project is partially funded by a grant from the REMC Association of Michigan. All awarded vendors are also charged an administrative fee to cover the cost of managing this program.

PROJECT GOALS

- ◆ Save schools time and money.
- ◆ Provide schools with bid prices, product information, and quality vendors through a competitive bid process.
- ◆ Use consistent state and national standards to select manufacturers, products, and vendors.
- ◆ Address the instructional purchasing needs of Michigan schools as identified by advisory committees composed of REMC directors who collect input from their local school districts.

REMC Bid History Tidbits

1971	<ul style="list-style-type: none"> REMCs conducted regional bids for statewide use to aggregate volume purchases on a variety of commodities.
1995	<ul style="list-style-type: none"> Bid groups included audio/visual supplies and equipment and software.
1997	<ul style="list-style-type: none"> LCD Panels were evaluated during the bid process in "Face-Off" style.
1998	<ul style="list-style-type: none"> Computers and Library Supply categories were added to the Bid. Ingham ISD becomes fiscal agent for the Project. REMC Bid Project launches website featuring online catalog of products.
1999	<ul style="list-style-type: none"> Multimedia Projectors were new on the REMC Bid and incorporated into the bid process "Face-Off" evaluation event.
2003	<ul style="list-style-type: none"> Network Electronics products were added to REMC Bid.
2004	<ul style="list-style-type: none"> Xerographic paper, Office and Instructional Supplies were added to the Bid. Sales volume jumped to more than 6.6 million items with more than \$32 million dollars in savings for Michigan schools through REMC bid.
2006	<ul style="list-style-type: none"> REMC Bid overhauls website with selection tools, customer and vendor specific sections, and moves web management to Ingham ISD. Computer and Network Electronics Bid adds tablet PCs, thin clients, voice over IP, wireless networking, KVM switches, console servers, network storage, network racks and enclosures. Digital cameras were added to the bid process "Face-Off" evaluation event. Since 1996, the Project realizes more than \$308 million in savings for Michigan schools.



(Left to Right) Terri Drooger, Bonnie Christopher, and Kathy Hall of REMC 7 in attendance at the 2006 MACUL Conference in Grand Rapids.

REMC Bid Project "A Year in Review"



REMC Project Staff Erik Drake conducting REMC Multimedia Projector evaluation.

FACE-OFF 2007

Digital Cameras & Multimedia Projectors

REMC Bid Project's Face-Off was held on November 11, 2006, at the Lansing Center in downtown Lansing. This event conducts, as part of the bid evaluation process, a "hands on" product evaluation where educators from around the state have the opportunity to put proposed products to test. The categories for evaluation were digital cameras and multimedia projectors.

In 2006, the REMC Bid Project released an Invitation to Bid (ITB) to approximately 60 pre-qualified vendors. The Fall ITB typically consists of more than 100 product categories. For select categories (digital cameras and multimedia projectors), the

evaluation process includes an additional component to provide REMC end-users an opportunity to be involved in the selection process for products that meet school educational needs. Educators, school technology directors, REMC committee members, and the Michigan Department of Education (MDE) staff are invited to participate as evaluators to assist in determining the best value product for the next contract year.

REMC BID PRODUCT ADDITIONS

Computer & Network Electronics

The REMC Computer and Network Electronics Bid continued to grow with the addition of many new products in 2006. A new two-year contract began on July 1. New product categories included tablet PCs, thin clients, voice over IP, wireless networking, KVM switches, console servers, network storage, network racks and enclosures.

Also new was a catalog discount for the full line of APC uninterruptible power supplies. The new products supplemented the full line of desktop and notebook computers bundles, file servers, routers, switches and hubs that have been part of the REMC bid for several years.

Computer Bundles

Computer bundles save schools time and money by offering deep discounts on popular configurations of CPU and monitor packages. Bundles are refreshed quarterly so that schools always receive the latest technology with no increase in prices. Major brands available through the REMC Computer and Network Electronics bid include Gateway, Hewlett-Packard, Lenovo, 3Com, Cisco, Foundry Networks, Raritan and APC. In conjunction with the REMC Software and Computer Peripherals bids, Michigan schools are able to develop comprehensive computer networks.

Because all REMC products, including catalog discounts, are competitively bid in accordance with State of Michigan bidding law and standards, schools can purchase complete solutions without further bidding, saving time and money.



REMC Project Staff Laura Hischke conducting REMC Bid Contact Meeting at Oakland Schools

REMC Bid Project Presentations

In 2006, the REMC Bid Project Staff conducted meetings for local REMC staff who are the bid contacts for local schools. These meetings, in addition to other presentations at conferences, school business officials, and advisory council meetings, were conducted throughout the state and served as an opportunity to inform, educate, train, and disseminate Project-related information. The sessions were conducted and customized to fit the needs of the groups. Topics included:



REMC Project Staff Erik Drake conducting REMC Bid Contact Meeting, Oakland Schools

- REMC Bid Project
- Bid / Solicitation Process
- Website Tour / Web Enhancement Updates
- REMC Product Searching / Online Catalog
- REMC Vendor Profiles & Online Resources
- Product Buying Guides & Selection Tools
- Sales Usage Reporting Capabilities
- Product Recommendation Process
- REMC Feedback Link / Customer Service & Support
- REMC Value-Added Services & Benefits
- Continuous Improvement Process & Collaboration

REMC Bid Project At Work for Michigan Schools

MACUL Annual Conference, Grand Rapids (E,S)
MAME Annual Conference, Grand Rapids (E)
MEMSPA Conference, Detroit (E)
MIEM Technology Conference, Kalamazoo (E)
MIEM Support Conference, Grand Rapids (E)
MSBO Annual Conference, Grand Rapids (E)
State Tech Directors Meeting (C)

(C=Conference, E=Exhibit, S=Sponsorship)

MSBO Purchasing & Technology Committees
REMC Vendor Contact Meetings
REMC Spring Planning Meeting
Fall Bid Specification & Planning Meeting
REMC Meetings
REMC Fall Bid Face-Off Evaluation Event
REMC Public Bid Openings
Bid Contact Meetings (Clare-Gladwin ISD, Genesee ISD, Kent ISD, Oakland Schools, Ottawa ISD, Shiawassee RESD, Washtenaw ISD)
REMC 6 Advisory Council
REMC 13 Advisory Committee Meeting

REMC Bid Project Website

In July 2006, REMC Bid launched a new website and moved website management to Ingham ISD. REMCBid.org features many new enhancements from overall layout, online cataloging, advanced product searching, selection tools and buying guides. The new website also has a REMC Customer Center and Vendor Center and includes a redesigned Home Page with changing Project News.

REMC Bid Project Staffing

In June 2006, Frank Bommarito, Project Director and pivotal leader in the Bid Project retired. Nancy Corner, formerly the managing director for the Project, is the successor. Nancy has been instrumental in Project management since 2001 and formerly lead the Purchasing Department at Ingham ISD since 1989. Project management staff includes Erik Drake who joined the Project in 2004 from Livingston ESA as Media Specialist and Laura Hischke joined the Project in July 2006 from the State of Michigan, Department of Management & Budget, as a Buyer in Purchasing Operations.

Visit us on the web at <http://remcbid.org>

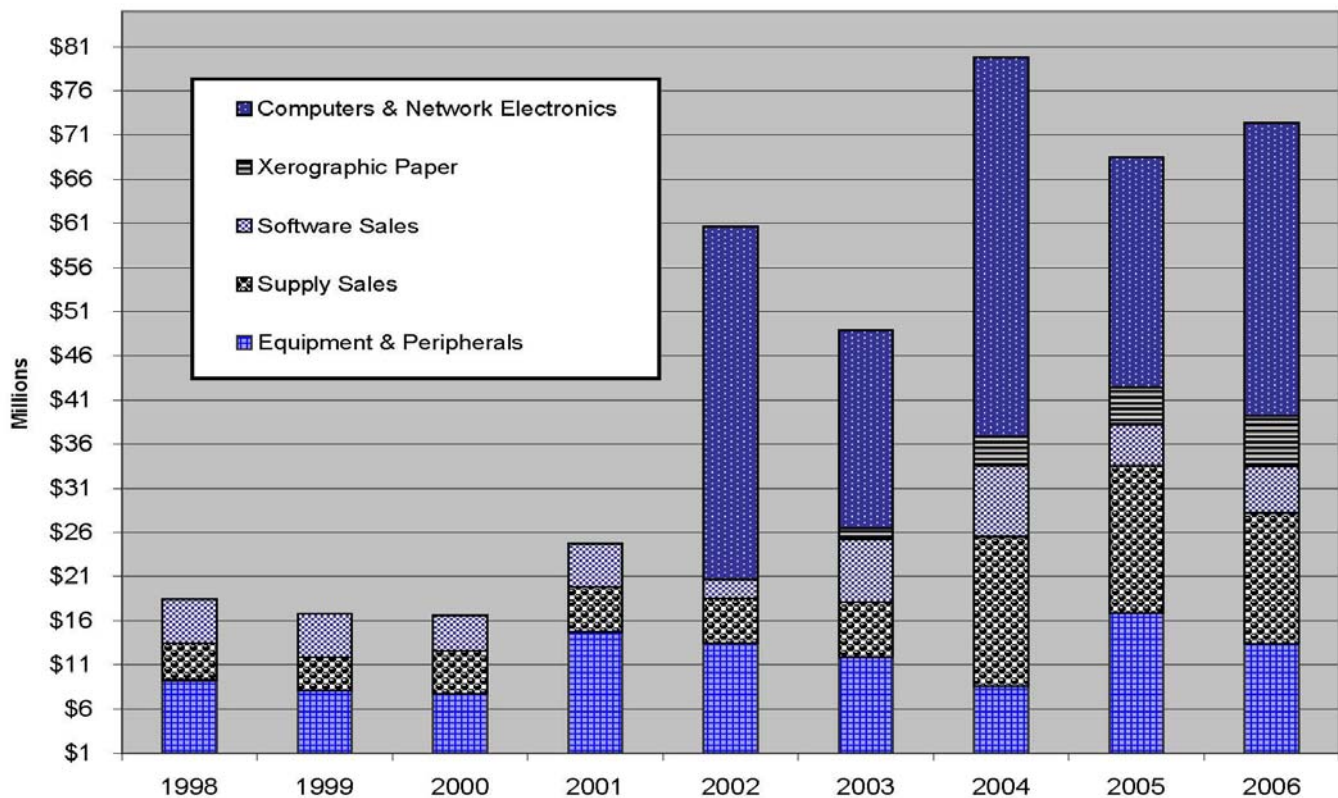
*As a result of this Project,
Michigan schools have saved
more than \$308 million
since 1990.*



REMC
Project
Director
Nancy
Corner
demonstrates
product at
the MEIM
Tech
Conference,
Kalamazoo

10-YEAR REMC BID SALES BY PRODUCT CATEGORY

The following table represents summary data for the major bid groups consisting of more than 100 bid categories and more than 3,000 products on REMC Bid for 2006.



REMC Statewide \$AVE Bid Project 2006 Savings

How REMC Calculates Savings

Beginning in 2006, the basis for REMC savings became educational list price. Educational list price is the price typically extended to an educational entity without and aggregated contract.

$$\frac{\text{Educational List Price} - \text{REMC Bid Price}}{\text{Educational List Price}} = \text{REMC Savings Percentage}$$

REMC Bid Groups Summary Totals

The following table represents summary data for the major bid groups consisting of more than 100 bid categories and about 3,000 products on the REMC Bid for 2006.

	<i>Quantity Sold</i>	<i>Total Sales Educational List Price</i>	<i>Total Sales REMC \$AVE Bid Price</i>	<i>Total REMC Bid Savings</i>	<i>Percent Savings</i>
Computer & Network Electronics	419,840	\$35,447,642.04	\$33,168,283.10	\$ 2,279,358.94	6.43%
Equipment & Peripherals	58,010	\$18,802,610.43	\$13,414,942.19	\$ 5,387,668.24	28.65%
Paper	243,720	\$ 7,683,870.20	\$ 5,684,862.34	\$ 1,999,007.86	26.02%
Software	253,854	\$ 6,691,482.25	\$ 5,330,093.77	\$ 1,361,388.48	20.35%
Supplies	4,853,089	\$29,389,246.86	\$14,760,593.00	\$14,628,653.86	49.78%
TOTALS	5,828,513	\$98,014,851.78	\$72,358,774.40	\$25,656,077.38	26%

REMC Statewide \$AVE Bid Project 2006 Top 10 Categorical Stats

Top 10 Product Categories by REMC Percent Savings

The following percent savings chart by category demonstrates greatest savings achieved on contract products and demonstrates the range of items on REMC Bid. Large discounts are achieved in a range of categories from supply items to technology and software.

Product Category	Quantity Sold	REMC Savings	Percent Savings
Laminating Film	15,110	\$3,713,858.07	90.29%
Binder Indexes	27,554	\$55,497.21	89.90%
Sheet Protectors	2,534	\$18,061.55	84.77%
Lamps, AV and Multimedia Projector	67,397	\$2,502,848.02	84.35%
Spiral Binding Supplies	8,161	\$106,169.45	81.61%
Webroot Software Inc.	10,205	\$110,834.60	76.20%
Transparency Film	18,352	\$372,939.44	74.80%
Crayons	270,239	\$304,099.83	74.57%
Overhead Projectors	2,354	\$760,472.92	74.34%
Media Storage Supplies	9,377	\$10,594.69	74.21%

How REMC Meets State School Code Bid Requirements

Michigan Compiled Laws Act 451 Section 380.671 and State Board of Education rules enable REMCs to bid on behalf of local school districts and provide local school districts with the authority to use REMC bids. The REMC catalog items and providers were accepted as a result of comprehensive bid distributed by the REMC Project fiscal agent, Ingham Intermediate School District (ISD).

REMC meets all state bidding requirements, meaning that your district may purchase from REMC without further bidding. More than 60 vendors were included on the 2006 bid list. Local, state, and national criteria have been utilized to develop specifications and evaluate all proposals.

Top 10 Product Categories by Quantity Sold

Top 10 Product Volume chart by category is a direct reflection of REMC's primary focus to aggregate volume for Michigan K-12 schools. REMC core customer base of schools utilize REMC Bid to purchase the traditional instruction staples essential to operation.

Product Category	Quantity Sold
Catalog Discount*	1,871,210
Construction Paper	406,028
Crayons	270,239
Adhesives	269,508
Markers	268,559
Computer Catalog Discount	232,256
Xerographic Paper, 8.5x11, White	198,962
Pencils, Erasers and Sharpeners	190,015
Computers, Hewlett-Packard	133,477
Clips and Fasteners	132,828

**Includes percentage discounts for products that are part of the REMC Bid but not individually listed in the catalog.*

Top 10 REMC Savings by Product Category

The following table shows the categories with the greatest savings in dollars

Product Category	Quantity Sold	Total Sales Educational List Price	Total Sales REMC \$AVE Bid Price	REMC Savings
Laminating Film	15,110	\$4,113,289.01	\$399,430.94	\$3,713,858.07
Catalog Discount	1,871,210	\$10,143,607.53	\$7,385,129.88	\$2,758,477.65
Lamps, AV and Multimedia Projector	67,397	\$2,967,106.13	\$464,258.11	\$2,502,848.02
Multimedia Projectors	4,452	\$5,335,727.99	\$3,355,931.03	\$1,979,796.96
Xerographic Paper, 8.5x11, White	198,962	\$5,844,492.80	\$4,436,159.32	\$1,408,333.48
Overhead Projectors	2,354	\$1,022,925.04	\$262,452.12	\$760,472.92
Laser Printers	4,124	\$3,670,805.88	\$2,924,521.75	\$746,284.13
Microsoft	127,778	\$3,949,754.15	\$3,218,316.78	\$731,437.37
Computer Catalog Discount	232,256	\$16,707,528.11	\$16,034,191.31	\$673,336.80
Construction Paper	406,028	\$1,002,344.31	\$398,977.19	\$603,367.12

Visit us on the web at <http://remcbid.org>

REMC Center Listing

REMC 1 (906) 482-3907
Copper Country ISD
Gogebic-Ontonagon ISD

REMC 2 (231) 922-6217
REMC 2 North (231) 582-8063
REMC 2 South (231) 876-2317
Charlevoix-Emmet ISD
Manistee ISD
Mason-Lake ISD
Mecosta-Osceola ISD
Traverse Bay Area ISD
Wexford-Missaukee ISD

REMC 3 (989) 767-7228
A.M.A. ESD
C.O.O.R. ISD
C.O.P. ESD

REMC 4 (231) 767-7728
Muskegon Area ISD
Newaygo County RESA
Oceana ISD

REMC 5 (989) 875-5101
REMC 5 North (989) 386-3851
Clare-Gladwin RESD
Gratiot-Isabella RESD

REMC 6 (989) 667-3221
Bay-Arenac ISD
Iosco RESA

REMC 7 (877) 702-8600, ext. 4075
Allegan Area ESA
Ottawa Area ISD

REMC 8 (616) 365-2235
Ionia County ISD
Kent ISD
Montcalm Area ISD

REMC 9 (989) 249-8724 and (800) 292-7160
Midland County ESA
Saginaw ISD

REMC 10 (989) 872-4212
Huron ISD
Sanilac ISD
Tuscola ISD

REMC 11 (269) 471-7725, ext. 124
Berrien County ISD
Lewis Cass ISD
Van Buren ISD



REMC 12 West (269) 388-9825
REMC 12 East (269) 789-2490
Barry ISD
Branch ISD
Calhoun ISD
Kalamazoo RESA
St. Joseph ISD

REMC 13 (517) 244-1473
Clinton County RESA
Eaton ISD
Ingham ISD (Project Fiscal Agent)

REMC 14 (810) 591-4435
REMC 14 West (989) 743-3471, ext. 242
Genesee ISD
Lapeer ISD
Shiawassee RESD

REMC 15 (517) 768-5201
Hillsdale ISD
Jackson ISD

REMC 16 (734) 994-8100, ext. 1260
Livingston ESA
Washtenaw ISD

REMC 17 (248) 209-2287
Oakland Schools

REMC 18 (586) 228-3411
REMC 18 North (810) 364-8990
Macomb ISD
St. Clair RESA

REMC 19 (517) 265-1693
REMC 19 East (734) 242-5799, ext. 3110
Lenawee ISD
Monroe County ISD

REMC 20 (734) 334-1302
Wayne RESA

REMC 21 (906) 226-5131
Delta-Schoolcraft ISD
Dickinson-Iron ISD
Marquette-Alger RESA
Menominee County ISD

REMC 22 (906) 632-3373
Eastern Upper-Peninsula ISD

2006 REMC Statewide Project Management

The REMC Statewide Cooperative Acquisitions Project is a REMC Association of Michigan project directed by the REMC Association Statewide Cooperative Acquisitions Committee. The Project is managed through a fiscal agent agreement with REMC 13/Ingham ISD. Staff at Ingham ISD manages bid policies and procedures to comply with all Michigan school code requirements, allowing local school districts to purchase from these bids without further bidding.

2006 REMC Statewide Cooperative Acquisitions Committee Membership:

Mike Richardson, REMC 1	Steve Wyckoff, REMC 2	Cliff DuPuy, REMC 18N	Andy Mann, REMC 7
Dan Finnegan, REMC 9	Tim von Hoff, REMC 10	Dennis Lundgren, REMC 11	Mike Oswald, REMC12E
Susan Schwartz, REMC 13	David Schulte, REMC 14W	Naomi Norman, REMC 16	Mike Souden, REMC 17
Jon McDuffie, REMC 20	Steve Schmunk, REMC 21	Thomas Juett, REMC 18 / Chair	Ricki Chowning, Executive Director

REMC Bid Project Staff:

Nancy Corner, Bid Project Director	Erik Drake, Bid Project Staff	Laura Hischke, Bid Project Staff
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