

Public School Services

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Welcome new PSS Affiliate Members!

East Side Union HSD

Merced City School District

Washoe County School District



New award for San Jose USD's piggyback digital copier contract

This past July, San Jose Unified School District awarded a piggybackable contract for digital copiers to Stringer Business Systems for its line of Panasonic machines.

The purpose of the bid, beyond providing a competitively-bid contract for San Jose, was to give access to school districts throughout the state to aggressive pricing while providing maximum flexibility in payment options and machine capability.

A few weeks into the contract term, Stringer was acquired by Toshiba Business Solutions and determined it would no longer be able to meet the pricing it had submitted for the bid. Stringer respectfully requested termination of the contract shortly thereafter.

San Jose USD analyzed the submissions from the remaining bidders and made a new award to the next-lowest responsive and responsible bidder, Imagistics. The contract was approved by the San Jose USD board at its August 18 meeting.

"We are confident that Imagistics will be a good partner," remarked Patrick Day, Director of Purchasing for San Jose USD. "I think the pricing that came back really reflected the benefit of leveraging school districts' purchasing power."

Imagistics uses a unique "best of class" approach to pick and choose the absolute best products from multiple manufacturers. Imagistics selects, tests and enhances the highest quality of multifunction products to cost-

effectively meet customers' specific needs. In other words, the product research has already been done for you.

On September 16, 2005, Imagistics was acquired by Océ N.V., a leading worldwide supplier of digital document and delivery technology. The Océ portfolio of hardware and software complements the current Imagistics product line.

The terms and conditions of the bid have not changed. Districts can choose the best payment options to meet their needs: purchase, 5-year lease, 5-year lease with \$1 buyout, and cost-per-copy. The pricing includes delivery as well as all maintenance, service and supplies (excluding paper and staples).

In addition to the five machines specified in the bid, other models and

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It pays to save with OfficeMax!

OfficeMax recently presented San Jose USD with a rebate check for nearly \$11,000. The rebate is based on the district's total annual spend for office, classroom, health and PE supplies.

Additionally, the district and its employees were able to save over \$23,000 through the OfficeMax Retail Connect program. This program allows district employees to purchase items in the retail stores at the district's contract prices. Shoppers are automatically given the lower of the in-store or contract price.

Districts utilizing the San Diego USD

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Interschola turns unwanted portable into unexpected windfall for El Dorado

Submitted by Jeff Greenholtz, Vice President - Sales, InterSchola

From its inception, Interschola has worked with PSS to share the benefits of its services with school districts.



“We had no idea that the portable would sell for anything near this amount. Interschola did a great job with a very complex sale.”

Steve Luhrs, Assistant Superintendent of Business, El Dorado Union HSD

Last spring, business administrators at the El Dorado Union High School District faced a dilemma. The district had been trying to get rid of a 60x60 modular classroom building for over a year. A deadline was fast approaching, as the district was slated to start construction on a permanent structure exactly where the portable rested.

“We would have given it away for free,” said Assistant Superintendent of Business, Steve Luhrs. “The problem was the cost of moving it - it was going to cost us \$18,000 to have it demolished and removed. I could not find a local party interested in paying the costs of dismantling and transporting such a large item.”

Then Luhrs learned about Interschola (www.InterSchola.com), a company that provides onsite auction services exclusively to education institutions.

Interschola uses eBay to satisfy California Education Code requirements that surplus items be made available for sale in a public auction environment. The company sells every type of school district item, including school buses and vehicles, shop equipment, food service items, and musical instruments.

Interschola handles everything, including taking payment and coordinating transfer of items - eliminating a large headache for resource-constrained districts.

When Luhrs learned that Interschola’s business model includes no upfront costs and therefore no risk to the district, he figured he had nothing to lose.

An Interschola Field Auction Manager assessed the portable unit, taking digital photographs and conducting research to determine the optimal starting price for the portable. Next, the company created a Public Notice

document for posting in the district (an Ed Code requirement).

Before the auction, Interschola marketed the portable to a significant database of interested parties. The bidding for the 10-day eBay auction event began at \$500. On the 10th day, a bidding war ensued between two very determined buyers.

Sitting in front of his computer, Luhrs watched eBay intently, thrilled as bidding in the auction’s final hour jumped to \$10,000. The winning bid came from a Southern California business owner, who purchased the portable in lieu of building an addition to his storefront. The buyer agreed to pay the additional costs of dismantling, lifting and transporting the portable. Final eBay price: \$45,100!

“We had no idea that the portable would sell for anything near this amount,” said Luhrs. “Interschola did a great job with a very complex sale. At the end of the day, we received a significant chunk of funds that were not in our budget.”

The district is using the unforeseen proceeds to refurbish an existing portable unit for use as a Technology Center.

For more information about Interschola, call toll-free (888) 653-7360 or email info@interschola.com. Read more about Interschola in our July 2004 newsletter, available at www.psservices.org. ■

San Jose copier contract

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options are available at a negotiated percent discount from list price.

For more information, contact Jeff Ladra toll-free at (800) 217-2942 or Jeff.Ladra@lmagistics.com. Contract documents and pricing may also be downloaded from www.psservices.org. ■

Joint meeting addresses procurement



With the goal of sharing best practices and developing ways to create savings, Public School Services began holding quarterly meetings for the Chief Business Officials of our member districts in 2002. We later started holding similar meetings for the Purchasing Directors of our group in 2003.

As a result of a member's suggestion, this past August marked the first time PSS held a joint meeting with both the CBO's and Purchasing Directors from our member districts.

Recognizing the need for these key players from each district to interact and dialogue with their counterparts at other districts and also with each other, the meeting focused on the role of the purchasing department and the use of metrics and benchmarking to measure performance.

As a follow-up from an earlier discussion regarding the use of technology in purchasing, representatives from DemandStar (www.demandstar.com) gave an overview of their web-based bid and RFP service.

Through DemadStar's BidWire and QuoteWire products, school districts can, free of charge, develop and electronically distribute quotes, formal bids and RFP's. At no cost, suppliers can register to receive these

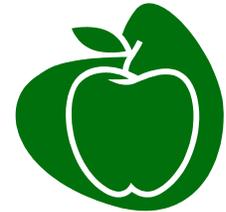
solicitations or may choose to pay for additional information services.

There are multiple benefits for both buyers and sellers by utilizing this method. Buying agencies save time and resources involved with copying and mailing bids and amendments and expand their supplier pool to the entire DemandStar network. Suppliers stay up to date with sales opportunities by region and commodity.

Also presenting at the meeting were representatives from Lawson, a provider of ERP technology, and its strategic partner The Hackett Group, a leader in benchmarking and best practices consulting.

As a tie-in with our group's own efforts to employ data and benchmarking to assess performance, the Hackett Group offered details regarding characteristics of world-class organizations:

- Top performers with respect to efficiency AND effectiveness
- Focus on higher-value activities like decision support, risk management and strategic sourcing rather than task-oriented activities
- Higher proportion of professional versus clerical employees
- Effective utilization of technology to its fullest capacity
- Alignment of procurement to overall business goals ■



World class organizations are top performers in their industries with respect to efficiency AND effectiveness.



OfficeMax

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contract for office, classroom, PE and health supplies are eligible to earn annual volume rebates on the anniversary of their first order. The contract also includes a 2% prompt pay discount to help your district save even more.

For more information about the OfficeMax contract, contact Kevin Mallery at (858) 551-2305 or kmallery@psservices.org. Contract documents may be downloaded from our web site www.psservices.org. ■

Enter to win a \$25 gift card!

Share the benefits of Public School Services with your colleagues and enter the **PSS Affiliate Membership Contest!** Becoming a PSS Affiliate entitles you to a subscription to our print and electronic newsletters and access to our online Piggyback Contract Database and Message Board—all at no cost!

Simply direct your friends at districts *that are not already Affiliate Members* (see current list at www.psservices.org/affiliate.htm) to our web site www.psservices.org and have them submit the 1-page membership form including your name as the referrer. If your district is not already an Affiliate, you can submit your own membership form without a referral. One entry will be selected at random on December 15, 2005 to **win a \$25 gift card from OfficeMax.**



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PSS Member Districts

Bakersfield City	Long Beach USD	San Francisco USD
Compton USD	Montebello USD	San Jose USD
Elk Grove USD	Oakland USD	San Juan USD
Fontana USD	Riverside USD	Santa Ana USD
Fresno USD	Sacramento City USD	Sweetwater Union HSD
Garden Grove USD	San Bernardino City USD	West Contra Costa USD
Glendale USD	San Diego USD	

About Public School Services...

In 2000 Sol Price, founder of the Price Club, assembled a group of school superintendents from across the state with the purpose of creating an ongoing dialogue to uncover issues common among large urban districts. A product of one of the Urban Education Dialogue Group's discussions was the topic of how they procure supplies. A team was put together, and after further research and discussion the concept of Public School Services (PSS) was born.

Registered as a 501(c)(3) non-profit organization, PSS began operations in June 2001 with a mission to reduce the cost of goods and services to California public schools. It is being funded through the generosity of the Price Family Charitable Fund.

Founder

Sol Price

Officers

Rene Townsend,
President

Kathy Hillan, Vice
President and CFO

Murray Galinson,
Secretary

Board of Directors

Arturo Delgado

Murray Galinson

Gloria Johnston

Charles Milligan

Laura Schwalm

Randolph Ward



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