SOLE SOURCE AWARD **BID # SS-0344-17**

Subject: Spoken Recording CD's and Database Subscription for the Library System

Department: Library

Description of Purchase: Recommend approval of sole source award to Recorded Books, Inc. for the purchase of spoken recording CD's, database and digital magazine subscriptions and digital audiobooks for the library system. Period of service is for one (1) year from date of award. Total not to exceed expenditure in the amount of $219,596.00.

Funding Source: PLJX011MBBS-06601 - To be encumbered by purchase order

Sole Source Award To: Recorded Books, Inc.

Price Justification: See Attached

Total Award: $219,596.00 **Requisition #:** 202096

Attachments: Sole Source Form, Vendor Letter &Vendor Quote, Previous Awards

Certification as to Sole Source: Barbara Gubbin, Director, Jacksonville Public Library

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Annette L. Burney

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-114, Revised 12/2007

SOLE SOURCE/PROPRIETARY REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

REQUESTING AGENCY (DEPT./DIVISION): Jacksonville Public Library

PROPRIETARY ☐

SOLE SOURCE ☒

FUNDING SOURCE: PLJX011MBBS 06601

BRIEF DESCRIPTION OF GOODS/SERVICES:
Recorded Books, Inc.

AMOUNT OF PROJECT (attach quote): $219,596

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
$63,096 for Unabridged Books on CD plans for newly published Recorded Books with digital produced titles; $18,234 for back list digital audio book titles; $29,000 for Transparent Language Online database; $47,266 for Zinio Digital Magazine subscription and $62,000 for OneClick Digital Adult Core and YA/Children's digital audiobook collections

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED PROPRIETARY/SOLE SOURCE PROVIDER:
Library edition audio books recorded and manufactured by Recorded Books, LLC, can only be purchased directly from their company Recorded Books replacement CDs can only be purchase from Recorded Books The Transparent Language Online database, Zinio Digital Magazine and OneClick Digital are only available for purchase from Recorded Books.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:
Library staff have researched providers of library edition spoken word CDs, replacement CD titles, Transparent Language Online, Zinio digital magazine subscription and OneClick Digital and there is no other vendor can provide these Recorded Books products

Submitted by: CHARLENE ADKINS (Name) COLLECTION MANAGER (Title)

Date: 10/17/16

Requesting Agency's Director's Signature: R. Abs. Gibbs

Procurement Division 11-7-2016 **September, 2008**

SBS

JACKSONVILLE
PUBLIC LIBRARY

Jacksonville Public Library
Support Services Department
3435 University Blvd. North
Jacksonville, Florida 32277

October 17, 2016

MEMORANDUM

TO: Gregory Pease
Chief, Procurement Division

FROM: Charlene Adkins
Library Supervisor, Collection Development and Acquisitions

SUBJ: Justification Letter for Recorded Books
General funds- PLJX011MBBS06601

The Jacksonville Public Library requests a purchase order for Recorded Books, Inc. in the amount of $219,596 to purchase audio books on CD, digital audio books and database subscriptions for the library system.

Audiobooks with Digital copies- **$63,096 physical CDs and digital copies**
$18,234 backlist digital copies

The Library requests to purchase unabridged books on CD for all library locations. Recorded Books provides plans in which a certain number of new audio book titles in various categories are published on a monthly basis. Audio book plans from Recorded Books ensure the Library receives new titles immediately upon publication without any delays at a 20% discount. Recorded Books Inc. is a sole source for the unabridged Library edition books on CD they produce. The Library will also be purchasing digital copies of these titles at a discount since we will also be purchasing them in the physical CD format.

Recorded Books unabridged audiobooks are assigned a unique ISBN number by the Library of Congress. Their audio books are professionally recorded in a studio, and come packaged in a durable, double vinyl album. Library edition audio books recorded and manufactured by Recorded Books, LLC, can only be purchased directly from their company.

In addition, the Library is able to replace damaged or lost portions of a Recorded Books spoken recording (without reordering the whole set) at minimal or no cost. Unabridged replacement books on CD from Recorded Books are sole source and only available from this vendor.

Transparent Language Database- **$29,000**

The Library requests to purchase Transparent Language Online database. It is a language learning database using a self-paced, online language-learning system for 80 plus languages. The method takes users through a series of simple steps to memorize words and phrases in a new language, including their meanings and proper pronunciation, in the shortest possible time. It is possible for customers to create an account to save and retrieve ongoing lessons.

Transparent Language Online database is only available for purchase from Recorded Books.

Zinio Digital Magazine Subscription $30,000 platform fee
$17,266 digital magazines

The Library requests to purchase Zinio, a digital magazine subscription. This subscription offers thousands of complete digital magazines with multi-user access. The magazines are viewable on any Internet-enabled device. Zinio library subscriptions are only available for purchase from Recorded Books. Recorded Book's quoted platform fee for this product is $30,000. **The remaining $17,266 will be used to pay for digital magazine purchases once the purchase order has been issued. These titles cannot be quoted due to the change in title availability.**

One Click Digital Audio- $50,000 Adult collection
$12,000 Youth collection

The Library requests to purchase One Click Digital Audio for adult digital audio titles that are exclusively available from Recorded Books on their digital platform. We will purchase the core adult digital audio collection for $50,000, the core YA and children's collection for $12,000 which is included in the yearly subscription cost.

With your approval, the Library requests to purchase Recorded Books unabridged books on CD, Transparent Language Online database, Zinio digital magazine subscription and One Click Digital audio subscription based on the qualifications outlined above. Any other vendor must meet these specific qualifications and requirements in order to be approved to provide this type of material.

October 6, 2016

To Whom It May Concern,

Thank you for your interest in OneClickdigital from Recorded Books. We are happy to provide you with the following sole source information for OneClickdigital.

Recorded Books has been recording and publishing unabridged audiobooks since 1979. Along with its subsidiaries W.F. Howes Ltd. (UK), Wavesound (AUS), Highbridge Audio and Tantor Media Inc., Recorded Books Inc. has produced, published, and holds the copyright to over 25,000 audio titles registered with the United States Copyright Office. Each unabridged audiobook produced by Recorded Books is assigned a unique ISBN number by the Library of Congress. OneClickdigital is the eAudio platform for libraries and is only available from Recorded Books. Library edition audiobooks recorded and manufactured by Recorded Books Inc. can only be purchased directly from our company, which makes OneClickdigital the sole source for Recorded Books titles.

Included in this exclusive list of content are the Modern Scholar lecture series, The Great Courses, Evergreen Audiobooks, Pimsleur Language Programs for Libraries, NY Times bestselling authors, and a variety of specialized imprints, covering a range of genres.

In addition to the thousands of exclusive eAudio titles, OneClickdigital offers the only platform where a library can get content from all publishers in one place. This includes over 240,000 eBook titles from the major publishers and hundreds of others, and over 30,000 eAudio titles from other major publishers.

We also offer the OneClickdigital app for iOS, Android, and Kindle Fire devices. This unique app allows users to checkout, download, and read/listen to content with no additional 3rd party requirements (AdobeID, etc.). Only libraries that subscribe to OneClickdigital have access to this powerful app.

Please call us if you need additional information.

Sincerely,

Jim Schmidt
Senior Vice President
Sales & Marketing

Recorded Books • 270 Skipjack Road • Prince Frederick, MD 20678
1-877-828-2833 • www.recordedbooks.com

Recorded Books

October 6, 2016

To Whom It May Concern,

Thank you for your interest in Recorded Books. We are happy to provide you with the following sole source information on our products.

Recorded Books has been recording and publishing unabridged audiobooks since 1979. We currently hold over 25,000 products, all of them copyrighted by Recorded Books, Inc. and registered with the United States Copyright Office. Each unabridged audiobook (ReadAlong Homework pack, SmartReader, SteadyReader, Spanish titles, eAudio, etc.) produced by Recorded Books is assigned a unique ISBN number and come packaged in a durable, double vinyl album. Library edition audiobooks recorded and manufactured by Recorded Books can only be purchased directly from our company, which makes us the sole source for Recorded Books products.

We are also the sole source for libraries for the Great Courses eAudio lecture series and Evergreen Audiobooks.. Recorded Books is the only provider to libraries of the following online services: OneClickdigital, RB Test Prep, Atomic Training, Transparent Language Online, Signing Savvy, LawDepot for Libraries, Universal Class, Zinio for Libraries, IndieFlix, ArtistWorks, ComicsPlus, OnePlay and Qello Concerts for Libraries.

Please call us if you need additional information.

Sincerely,

James A. Schmidt
Senior Vice President
Sales & Marketing

Recorded Books • 270 Skipjack Road • Prince Frederick, MD 20678
1-877-732-2898 • www.recordedbooks.com

Recorded Books

October 6, 2016

Jill Haile
Jacksonville Public Library
3435 University Blvd. N
Jacksonville, FL 32277

RE: Digital Services Subscription Renewals FY2017

Dear Jill:

This letter is to serve as a quote for the *digital service subscription* renewals for Jacksonville Public Library.

Zinio for Libraries Subscription	$30,000.00
Zinio content (based on library selections)	$17,266.00
Period of Performance 6/1/17 – 5/31/18	
OneClickdigital Adult Subscription	$50,000.00
OneClickdigital CH/YA Subscription	$12,000.00
Period of Performance 7/1/17 – 6/30/18	
Transparent Language Online	$29,000.00
Period of Performance 8/1/17 – 7/31/18	

Thank you for being a Recorded Books customer.

Best regards,

Brad Doss
National Accounts Manager
bdoss@recordedbooks.com
404-317-1271

Recorded Books

October 6, 2016

Dear customer,

Thank you for your interest in Recorded Books and our Zinio for Libraries service. In September of 2011, Recorded Books signed an exclusive agreement with Zinio to distribute the Zinio for Libraries online digital magazine service to public libraries in the United States, Canada, United Kingdom and Australia.

Zinio for Libraries enables readers to experience popular publications in engaging digital formats. The Zinio for Libraries platform uses cutting edge technology to bring published content to life with video, audio, flash, links, highlighting, search and other interactivity directly to screens around the world through applications for iPad, iPhone, Android and Kindle Fire tablets.

- Readers have the unique ability to personalize their experience through:
- Readers stream content across desktop and mobile secure proprietary online reading portal and through a download mobile app.
- Readers access the newest and backlist content – no reader with no access expiration dates. Readers personalize the interface; opt in to a variety of new content notifications reminders, and multiple advanced search filters.
- Readers store and read full magazines offline, manage and sync libraries across multiple devices and search digital magazine archives through a proprietary article search database.
- Library administrators manage authentication, reader announcements, collection marketing, display experiences, and statistical reporting through a secure proprietary administrative site.
- Library administrators curate customized collections across more than 3000 publications sourced from 30 countries in 13 languages in 37 shelving categories/genres.
- Over 3000 library systems and over 1.5 million global readers regularly use Zinio for Libraries.
- Zinio for Libraries is currently the only digital magazine platform that allows patrons to keep a copy of their checked out magazines as long as a subscribing library maintains their subscription.

Zinio for Libraries is hosted exclusively on Recorded Books proprietary "Gateway" platform that allows libraries to authenticate and manage patron accounts, manage their collections and create numerous usage reports to gauge activity.

Recorded Books is the sole source supplier for this service to public libraries in these territories and they are only available from Recorded Books.

Sincerely,

James A. Schmidt

James A. Schmidt
Senior Vice President of Sales and Marketing

270 Skipjack Road, Prince Frederick, Maryland 20678 - www.recordedbooks.com 800-638-1304

SOLE SOURCE AWARD **BID # SS-0329-16**

Subject: Recorded Books and Database Subscription for Public Library System

Department: Jacksonville Public Library

Description of Purchase:
Recommend approval of Sole Source award to Recorded Books LLC for the purchase of recorded books and database subscription for the Jacksonville Public Library. Period of service is from date of award through September 30, 2016, with an estimated annual expenditure not to exceed $200,596.00.

Funding for this award will be encumbered by account PLJX011MBBS-06601 to be executed by Purchase Order.

Sole Source Award To: Recorded Books, LLC

Price Justification: See Attached

Total Award: $200,596.00 **Requisition #** 178749

Attachments: Sole Source Form; Agency Memo; Vendor's Quote; Vendor's Letter; Requisition

Certification as to Sole Source: Barbara Gubbin, Library Director

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Chelsey Renfroe

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

Teresa R. Eichar 10-22-15

CHAIRMAN ***DATE***

James R. McCain Jr.

ACTION OF AWARDING AUTHORITY

DATE: 10/22/15

APPROVED ✓ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION Sam E. Mousa

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05

FORM GB-114, Revised 12/2007

SOLE SOURCE AWARD **BID # SS-0328-15**

Subject: Spoken Recording CD s and Database Subscription for the Library System

Department: Library

Description of Purchase: Recommend approval of sole source award to Recorded Books, Inc. for the purchase of spoken recording CD s,database and digital magazine subscriptions and digital audiobooks for the library system. Period of service is for one (1) year from date of award. Total estimated expenditure in the amount of $209,728.00.

Funding Source: PLJX011MBBS- 06601- To be encumbered by purchase order

Sole Source Award To: Recorded Books, Inc.

Price Justification: See Attached

Total Award: $209,728.00 **Requisition #:** 160571

Attachments: Sole Source Form, Vendor Letter &Vendor Quote, Previous Award

Certification as to Sole Source: Barbara Gubbin, Director, Jacksonville Public Library

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Annette L. Burney

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

DATE 11/13/14

ACTION OF AWARDING AUTHORITY DATE: 11/13/14

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-114, Revised 12/2007

Kenny Dickinson
Chief Administrative Officer
For the Mayor
Under Authority of
Executive Order No. 2012-06