

OHLONE COMMUNITY COLLEGE DISTRICT

MEMORANDUM

TO: Board of Trustees

FROM: Gari Browning

DATE: March 11, 2009

SUBJECT: Approve Purchase of Sole Source POS System for Bookstore

Consent Agenda item

The current point of sale (POS) computer system in the Ohlone College Bookstore must be replaced. The Bookstore operates as a separate self-sufficient enterprise and has the funds to make the purchase from retained operating revenues.

A POS system is the main computer hardware and software system for retail stores. It keeps the general ledger, purchase order system, textbook order history, and inventory. It also operates the cash registers and tracks daily sales. POS systems are typically designed to operate for five to seven years. The current system from Missouri Book Services (MBS) is over ten years old. It has corrupted data, an outdated server, broken cash registers, and a web interface that requires manual intervention for each transaction.

The Bookstore has done extensive research over the past couple of years in an attempt to identify the most appropriate replacement system. However, the Bookstore has been able to find only one system, manufactured by Nebraska Book Company (NBC), which is able to meet all the identified needs. Specifically, it is the only system that offers a complete web interface, has fully tested updates, automatically charges credit cards for on-line purchases and is a complete “turn-key” system designed for community colleges. Public Contract Code Section 3400 allows exceptions to competitive bidding “. . . where it has appeared that competitive bidding would be incongruous or would not result in any advantage to the public entity in efforts to contract for the greatest public benefit. . .” Please see the attached Bookstore Sole Source Statement.

While comparing product selection, the Bookstore also obtained competitive quotes on POS systems from the four companies that offer this product. The NBC offering is competitively priced and well within the amount budgeted for this procurement.

RECOMMENDATION

The President/Superintendent recommends that the Board of Trustees find that competitive bidding for a POS system for the Ohlone College Bookstore would yield no benefit or advantage to the district and approve the issuance of a Bookstore purchase order for hardware and software for a POS system and related services to Nebraska Book Company in an amount not to exceed \$165,000.00.