



"The Educated Way to Purchase"  
www.ed-data.com

Ms. Jean Grubb  
Black Horse Pike Regional S.D.  
580 Erial Road  
Blackwood, NJ 08012

February 05, 2015

Dear Board of Education:


Thank you for your support in making the New Jersey Cooperative Bid Maintenance Program the largest and most successful shared services program of its kind. This year participating districts received the lowest overall pricing for consumable school supplies in the state.

The licensing and maintenance fee for the 2015-2016 school year will be: **\$ 14,600.00**

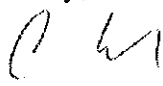
The licensing fee refers to the use of our copyrighted bid specifications and interactive software. The maintenance fee refers to the supplying of our cooperative bid prices, cross referenced awarded vendor catalogs, updated users and account codes. The above will be utilized in ordering 2016-2017 district school supplies.

**Payment Schedule**

<u>Date</u>	<u>L&amp;M</u>
07/01/2015	\$ 3,650.00
10/01/2015	\$ 3,650.00
01/01/2016	\$ 3,650.00
04/01/2016	\$ 3,650.00
	<b>\$ 14,600.00</b>

Acknowledged By: 

Date: 2/20/15

Sincerely,  
  
Alan Wohl  
Educational Data



"The Educated Way to Purchase"  
www.ed-data.com

Black Horse Pike Regional S.D.  
580 Erial Road  
Blackwood, NJ 08012

February 05, 2015

Dear Board of Education:

For the past **5 years the Educational Data Services Cooperative Bidding Management Program has produced a total district dollar savings to date of \$644,302.**

- In a **comparision** of our Cooperative Bid pricing with *National Coops, Regional Ed Svc. Commission Coops and State Coops*, Ed-Data's Cooperative Bidding efforts resulted in **savings of 41-59%.**
- In a **comparision** of our Cooperative Bid pricing with *State Contract* pricing, Ed-Data's Cooperative Bidding efforts resulted in **savings of 54-66%.**

For the **2014 - 2015 School Year** the district realized savings of **\$133,257.**  
The savings consist of the following:

- General Classroom, Office and Computer, and Copy Duplicator Supplies: **\$43,258** or **49%** below state contract, National Coop or Regional Ed Services Commission pricing.
- Other Categories where applicatable including (Science, I/A, Fine Art, Phys Ed, Health, AV, Athletic, Custodial, etc.) **\$89,999.**

Not included in the above savings are the clerical savings derived from our **online order entry procurement management system, customer service support, and customized district accounting software intergration to download, encumber and print all district purchase orders**, along with the elimination of all bid advertisements, bid mailings, bid openings and bid analysis.

**Ed-Data has also been included by NJ School Boards as part of their "Best Practices for NJ School Districts".**

Thank you for making this the most effective and **largest active district cooperative and shared services program** of its kind in the state!!

Sincerely,

A handwritten signature in black ink, appearing to read 'Alan Wohl', is written over a light blue horizontal line.

Alan Wohl  
Educational Data Services, Inc.