

CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT

June 15, 2010

Agenda Item: 5.12

Subject: Approval of Premier Partnership Agreement - Missouri Book Services (MBS), Chabot College

Background: Chabot College Bookstore has a long-standing business relationship with MBS as a preferred supplier and wholesaler of used textbooks. In addition, MBS is a leading source of integrated retail college bookstore hardware and software systems. Chabot Bookstore has used the MBS textbook management system for twenty years and added software modules for accounting, receiving, general merchandise, physical inventory, website, point-of-sale cash registers, textbook rentals, and financial aid.

Chabot Bookstore uses an IBM AS400 server that is over six years old and requires an expense of \$4K annually in IBM maintenance fees. The replacement cost for the next IBM AS400 will be approximately \$32K.

MBS is now offering the same software service with secure on-line internet access and storage eliminating the need for IBM AS400 local servers. This enhancement allows MBS to streamline their retail services while providing innovative solutions for the rapidly changing college store market. MBS will convert the data stored in the IBM AS400 and provide training at no charge. The financial benefit to the Chabot Bookstore will be a savings of the annual IBM maintenance fees and elimination of the need to upgrade or replace the IBM AS400 server.

MBS is offering the Premier Partnership Agreement to the Chabot Bookstore for three years. This marketing agreement will provide additional revenue to the Chabot Bookstore via rebates, increased commissions, marketing allowances, freight allowances, and additional discounts on book purchases. In return, Chabot Bookstore will allow MBS first access to textbook order fulfillment and allow MBS to conduct the student buy back of used textbooks during the first and last week of school.

Recommended Action: That the Board of Trustees approves the proposed Premier Partnership Agreement with MBS and the Chabot Bookstore. It is further recommended that the Board authorizes the Vice Chancellor, Business Services, to execute the agreement and any future augmentations or amendments to the agreement on behalf of the District.

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Approved: Joel L. Kinnamon/Date

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_____ DISAPPROVED

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