



Follett School Solutions, Inc.
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April 24, 2017

Gina Bell
Erie 1 BOCES
1 Larkin Center
Yonkers, NY 10701

RE: Sole Source Documentation

Dear Gina,

Thank you for your inquiry regarding Follett School Solutions ("FSS") products and services. FSS is the sole source of the Destiny® and TetraData® suite of products, all of which are supported by FSS's advanced proprietary technology. We offer customers unique functionality and proprietary components in our products, coupled with superior maintenance and supporting services. Upon your decision and confirmation to us of this sole source offering, we will provide you with our standard licensing terms and additional information necessary to convert your system to the Destiny or TetraData platform.

Software: Additional OPAC for Windows™ or Macintosh®
Catalog Plus®
Catalog Plus for Macintosh
Catalog Plus for Windows™
Circulation Plus®
Circulation Plus for Macintosh
Circulation Plus for Windows™
Destiny Asset Manager™
Destiny Library Manager™
Destiny Media Manager™
Destiny Textbook Manager™
Destiny Quest®
FollettShelf Classroom Connections™
FollettShelf District Manager™
Sagebrush Athena™
Sagebrush InfoCentre™
Sagebrush Spectrum™
Test Connect™
TetraData Analyzer™
TetraData DASH™
TetraData Analysis Suite™
TetraData *Insights*™
TetraData Warehouse and Central Data Store™
TextLink®
Union Catalog Plus™

Union Catalog Data Exchange
WebCollection Plus® for Windows™ or Macintosh®
WebCollection Plus™ for English/Spanish or English/French
WebCollection Plus™ for Union Catalog
Z39.50 Server (Z-Force Server™)

**Digital Content
Subscriptions:**

Alliance A/V™ MARC Database Online subscription*
Alliance Plus® for Windows™
Alliance Plus™ MARC Database Semi-Annual CD-ROM
subscription
Alliance Plus™ Online
EnrichMARC
MARC Source
One Search™
Reading Program Service - Accelerated Reader®
Reading Program Service - Reading Counts!®
Reading Program Service - Lexiles®
Reading Program Service Subscription - Fountas & Pinnell
Standards
TitlePeek™
WebMARC
WebPath Express™

**Annual Licensing and
Maintenance:**

Destiny Asset Manager™
Destiny Library Manager™
Destiny Media Manager™
Destiny Textbook Manager™
Alliance A/V™ MARC Database Online subscription*
One Search™
Reading Program Service - Accelerated Reader®
Reading Program Service - Reading Counts!®
Reading Program Service - Lexiles®
Reading Program Service Subscription - Fountas & Pinnell
Standards
TitlePeek™
WebPath Express™

Follett Services:

Library Manager MARC Enhancement
Follett Hosted Service
Destiny Resource Management Professional Learning
Destiny Resource Management Data Conversions
Destiny Resource Management Implementation Services
Reading Program Service Data Service for Accelerated
ReaderO
Reading Program Service Data Service for Reading Counts!
Reading Program Service Data Service for Lexiles
Destiny Resource Management Technical Support Services

TetraData Customer Support
TetraData Data Services (Data Design, Data Engineering, QA Engineering)
TetraData Professional Learning
TetraData Project Management
TetraData Technical Services (Security Engineering, Custom Reports Engineering)
WebPath Express Recon Service

Labels: Accelerated Reader Book Labels (based upon customer data)
Data Entry Laser-Print Labels (based upon customer data)
Data Entry Spine Labels (based upon customer data)
Lexile Book Labels-Spine (based upon customer data)
Polythermal Labels-Data Entry-B&W-Sheet (based upon customer data)
Polythermal Labels-Data Entry-Color-Sheet (based upon customer data)
Reading Counts Book Labels (based upon customer data)

Hardware: Follett Corded Scanner 5100
Follett Corded Scanner 5300
Follett Cordless Scanner 6100
Follett Cordless Scanner 6102
Follett Cordless Scanner 6300
Follett Wireless Scanner 7100™
Follett Transaction Tracker Receipt Printer
Follett Infigo™ Thermal Receipt Printer

Miscellaneous: MARC Authority Format Guide
MARC Bibliographic Format Guide
Pathways to Knowledge: Information Skills Model
Teaching Electronic Information Skills Guides (K-12)

Thank you for your interest in Follett School Solutions. Please do not hesitate to contact your Sales Executive, Katrina Conte, for further information or assistance.

Sincerely,



Tom Schenck
President & COO
Follett School Solutions, Inc.