

Bookstore Proposal Evaluation Criteria		Follett	Barnes & Noble
	Points		
Financial Considerations	40	40	39
Financial Return Percentage/Financial Return of Net Income to University from Bookstore			
Minimum Annual Guarantee			
Other Financial Considerations			
Services	40	30	35
Marketing Strategies/Advertising/Promotional Plans			
Contractors Pricing and Refund Policies			
Personnel Aspects of Contractor's Proposal			
Operation Improvement Strategy/Training			
Corporate/Regional/Local Support			
Other Service Considerations			
Benefits Proposed	20	15	15
Capital Investment Opportunities			
Property Improvement Recommendations			
TOTAL	100	85	89
<p>Proposal awarded to Barnes & Noble. The proposal from Off Campus College Bookstore was rejected, as they did not meet the minimum contractor qualifications.</p>			

