

**Agendum  
Oakland University  
Board of Trustees Formal Session  
February 6, 2023**

**APPROVAL OF AGREEMENT TO PROVIDE BOOKSTORE SERVICES  
Recommendation**

1. **Division and Department:** Student Affairs & Diversity
2. **Introduction:** In 2016, Oakland University (the University) entered into an agreement with Barnes & Noble to lease the University Bookstore for a five-year period with five year-to-year extension options. With the expiration of the initial term and an additional two years extension of the current agreement, the University distributed a Request for Proposals for potential vendors. Ambassador Education Solutions, Barnes & Noble College, eCampus.com, Follett Higher Education Group, Slingshot, and University Gear Shop submitted proposals to operate the bookstore and/or retail operation of the campus store.

The University formed a committee to discuss and review the proposals, analyze the operational and financial aspects, and observe and ask questions during individual formal vendor presentations. Committee members included:

Amy Banes-Berceli PhD, Associate Provost for Operations  
Nicole Boelk, Director Financial Aid & Scholarships  
Polly Boruff-Jones, Professor and Dean of University Libraries  
Joyce Cline, Associate Controller Finance and Administration  
Anita Hicks Ed.D., Associate Director Oakland Center  
Marisa Jurczak, Buyer Purchasing Department  
Bhavani Koneru, Chief Information Officer  
Christopher Reed, Director Oakland Center  
Andrew Romano, Student & President of Oakland University Student  
Congress  
Linda Switzer, Director Student Business Services

It is recommended that the University enter into an agreement to provide online bookstore services with eCampus.com and campus store operations with University Gear Shop. Primary factors leading to the committee recommendation include a strategic partnership combining expertise in online bookstore operations and campus store operations to provide a full-service and fully integrated single solution, the right technology and integration for the University with a strategic partner with Ellucian Banner, an innovative approach to affordable course materials via a full-service online bookstore, a dynamic, modern, and on-trend merchandise fulfillment partner, and a competitive financial return to the University.

**Approval of Agreement to Provide Bookstore Services  
Oakland University  
Board of Trustees Formal Session  
February 6, 2023  
Page 2**

- 3. **Previous Board Action:** The current agreement for bookstore services was approved by the Board of Trustees on December 2, 2015.
- 4. **Budget Implications:** eCampus.com and University Gear Shop have offered a financial proposal that represents a competitive economic proposal. The estimated five-year value to the University through a partnership with eCampus.com and University Gear Shop totals \$1,547,000.

	Barnes & Noble	Follett	eCampus / UGS
Total five-year financial impact	\$1,229,000	\$1,497,000	\$1,547,000

- 5. **Educational Implications:** None.
- 6. **Personnel Implications:** None.
- 7. **University Reviews/Approvals:** This recommendation was formulated by the Director of the Oakland Center and reviewed by the Senior Vice President for Student Affairs & Chief Diversity Officer and Vice President for Finance and Administration.
- 8. **Recommendation:**

RESOLVED, that the Senior Vice President for Student Affairs & Chief Diversity Officer be authorized to negotiate and execute an online bookstore agreement with eCampus.com and a campus store agreement with University Gear Shop for a five-year period beginning June 1, 2023 through May 31, 2028, with an option for the University to extend on a year-to-year basis for an additional five years; and, be it further

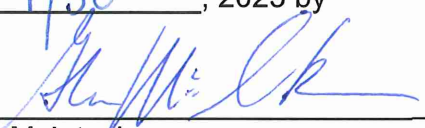
RESOLVED, that the Board of Trustees authorizes the Senior Vice President for Student Affairs & Chief Diversity Officer, and their respective designees, to perform all acts and deeds and to execute and deliver all contracts, instruments and documents required by this resolution that are necessary, expedient and proper; and, be it further

**Approval of Agreement to Provide Bookstore Services  
Oakland University  
Board of Trustees Formal Session  
February 6, 2023  
Page 3**

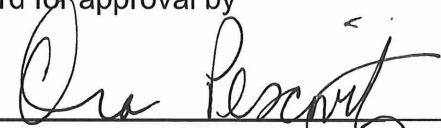
RESOLVED, that the agreement be reviewed and approved by the Vice President for Legal Affairs and General Counsel prior to execution, and be in compliance with the law and with University policies and regulations, and conform to legal standards and policies of the Vice President for Legal Affairs and General Counsel.

9. **Attachments:** None.

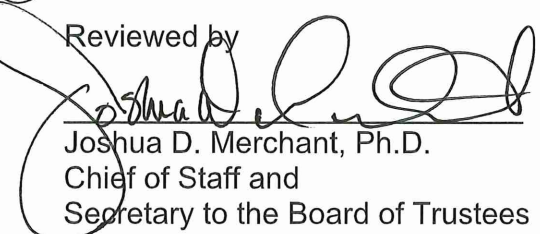
Submitted to the University President  
on 1/30, 2023 by

  
\_\_\_\_\_  
Glenn McIntosh  
Senior Vice President for Student Affairs  
and Chief Diversity Officer

Recommended on 1/31, 2023  
to the Board for approval by

  
\_\_\_\_\_  
Ora Hirsch Pescovitz, M.D.  
President

Reviewed by

  
\_\_\_\_\_  
Joshua D. Merchant, Ph.D.  
Chief of Staff and  
Secretary to the Board of Trustees