



Barnes & Noble Booksellers, Inc.
response to:
Iowa IMPACS
005-RFB-2511-2026
State Library Materials - Books,
Audio Books, DVDs, and Music

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Contact Us
Corporate Office | 33 East 17th Street, New York, NY 10003 | Business Development Department
Tele: (212) 633-3300 | Email: businessdevelopmentbids@bn.com

BARNES & NOBLE



March 9, 2026

VIA E-Submission to:
Iowa IMPACS

To whom it may concern,

Thank you for extending the opportunity to submit a proposal for State Library Materials - Books, Audio Books, DVDs, and Music. Your dedicated Barnes & Noble Representative, Anne Sciorrotta-Schmitz (crm2921@bn.com) and The Shoppes at Three Fountains in West Des Moines, will be supporting you with your purchases and will work with the library to curate book lists for Adult, Teen and Young Reader patrons.

Anne will also introduce your administrators to our new procurement portal, &CLASSWORK, where availability of books can be viewed in real-time, quotes can be built and requested, and purchase orders processed.

Barnes & Noble Offer – See Product Overview for Additional Details

Barnes & Noble Additional Offer

- Access to our online ordering portal &CLASSWORK
- Ability to integrate our PunchOut Catalog
- 20% discount on orders up to \$999.99
- Bulk Order Discounts: 30% discount on orders \$1,000.00-\$4,999.99; and 35% discount on orders over \$5,000.00
- Tiered discounting excludes textbooks, reference, technical books, eBooks & all non-book items; please partner with your Business Development Manager to inquire what discounting these items may be eligible for.

We look forward to continuing to work with you and hope to hear from you soon.

Thank you,

Business Development Team

(O): (212) 414-6004

(F): (832) 442-3035

Bids & Proposals

bdevelopmentbids@bn.com

Barnes & Noble, Inc.

33 East 17th Street, New York, NY 10003

<https://www.barnesandnoble.com/>

<https://classwork.barnesandnoble.com/>

BARNES & NOBLE  & CLASSWORK
BY BARNES & NOBLE

BARNES & NOBLE



About Us

Executive Summary

Barnes & Noble, Inc., one of the nation's largest booksellers, operates over 600 bookstores in 50 states, and maintains an eCommerce site, develops digital reading products, and operates NOOK, one of the largest digital bookstores.

Barnes & Noble's principal business is the sale of trade books (generally, hardcover, and paperback titles), mass market paperbacks (such as mystery, romance, science fiction and other popular fiction), children's books, eBooks and other digital content, NOOK® and related accessories, bargain books, magazines, gifts, café products and services, educational toys & games, music, and movies direct to customers through our bookstores or on www.barnesandnoble.com. Barnes & Noble employs approximately 22,000 employees.

Barnes & Noble has dual distribution centers. The larger of the two air-conditioned facilities is a 1.4 million-square-foot facility located in Monroe, NJ. The second is on the West Coast in Reno, Nevada.

In August of 2019, Barnes & Noble was acquired by Elliott Advisors (UK) Limited ("Elliott") and taken private. Elliott's acquisition of Barnes & Noble followed its June 2018 acquisition of Waterstones, the largest retail bookseller in the United Kingdom. James Daunt, Managing Director of Waterstones, was appointed CEO of Barnes & Noble, Inc. and its subsidiaries.

Service Proposal Snapshot

Products Offered: Books (children's books, board books, library books, instructional materials, professional development, large print books), eBooks, Audio Books, Music & Movies, Educational Toys & Games, STEM & STEAM Products, magazines.

Order Processing: For books, purchase orders may be processed using our procurement portal, &CLASSWORK. Availability and discounting may be viewed in real time. Administrators and teachers may create baskets and request quotes seamlessly. Your representative will also be available to review quotes and purchase orders and follow up with requestors to confirm receipt and delivery. For orders in all other departments, work directly with your representative or store location for availability, discounting, and ordering logistics.

Qualifications: Barnes & Noble currently works with numerous K-12 school districts, public libraries, literacy nonprofits and corporations to fulfill their book needs. We have several State and City contracts furnishing published products. Please feel free to reach out to our listed references for past and present project details.

Supplemental Services Offered: Your Business Development Manager, and local store can support special handling of orders to be sorted and shipped to multiple locations if you are purchasing for more than one branch. They will also work with you to curate lists of popular and age-appropriate inclusive and diverse titles.



Dedicated Barnes & Noble Team

Your dedicated Barnes & Noble Team includes your local Business Development Manager, Anne Sciorrotta-Schmitz and local store team at The Shoppes at Three Fountains in West Des Moines.

Anne will serve as your local, key, and single point of contact to help with quotes, purchase orders, to support your needs and streamline response times.

Our corporate Business Development Department in New York City is also available to assist with future RFPs, contracts, and renewals.

Business Development Manager

Anne Sciorrotta-Schmitz

Email: asciorrotta-schmitz@bn.com

Phone: (515) 443-2469

Local Store Team

B&N Shoppes at Three Fountains
4550 University Ave
West Des Moines, IA 50266

Email: crm2921@bn.com

Phone: (515) 221-9171

Regional Manager

Melissa Willits

Email: mwillits@bn.com

Phone: (917) 593-9392

Regional Assistant, Midwest

Tracey Sayler

Email: tsayler@bn.com

Phone: (212) 414-6005

B&N Bids Department

Brian Shapuras

Email: bdevelopmentbids@bn.com

Phone: (212) 414-6004

New Accounts Department

Rosiland Murphy

Email: rmurphy@bn.com

Phone: (732) 656-7256

Accounts Receivable

Melanie Williams

Email: mwilliams@bn.com

Phone: (732) 656-7265

Remittance Address

Barnes & Noble, Inc A/R
PO Box 930455
Atlanta, GA 31193-0455

Corporate Office

33 East 17th Street
Business Development Department
New York, NY 10003



Added Value Services

- **&CLASSWORK** is our secure procurement portal where authorized user(s) will have the opportunity to place orders, approve orders, view pricing, discounting, and availability in real time. We accept electronically transmitted orders with payment via purchase order, credit card or p-card.
- **PunchOut Catalog** (web-based catalog) – Our new PunchOut system allows you to access our website from your school/organization's own procurement application.

Products & Order Processing



- Audiobooks
- CDs
- DVDs
- eBooks
- Educational Toys & Games
- Gift Products and Gift Cards
- NOOK eReaders & Tablets
- Published Books (paperback and hardcover)

- **Backorder Notification Procedure:** Notification of backordered titles will be communicated to you by the Business Development Manager via email and/or phone.
- **Delivery:** Orders can be received within seven (7) business days after receipt of order contingent upon availability at our distribution centers. Items out of stock in our warehouse can be sourced from a publisher or third party and delivery timeframe will vary.
- **Complaint Resolution:** If there is an issue with your order or quality of customer service, please contact the Regional Development Manager.
- **Invoicing and Payments:** Invoices are sent at time of delivery of goods. 0% Net 30 Days – no additional discount for early payments. Payments can be received by credit card, P-Card, EFT, and checks.
- **Returns:** Purchases are non-returnable. However, should your product arrive damaged or defective, please reach out to your local Business Development Manager. Whenever possible, we will issue refunds back to the method of payment used at the time of order placement.



Approved Vendor, State Contracts



State of Florida

- ACS #55000000-23-NY-ACS Books & Non-Print Library Materials
- Serves all state, city and local entities including schools, libraries, and government entities
- Term: renewed through August 31, 2027
- Value: \$3M annual spending
- Contract Manager: Thomas Bower, T: 850-488-6904 | E: thomas.bower@dms.fl.gov

State of Louisiana

- 4400022089 Library Materials & Services
- Serves State Libraries of Louisiana and all eligible libraries, all State, city, and local entities
- Term: 6/1/2021-5/31/2026
- Contract Manager: Kathleen Doring, T: 225-342-5522 | E: Kathleen.doring@la.gov

State of Michigan - The Library Network

- Michigan Statewide Contracts and Approved Vendor List for Provision of Library Materials
- Serves all state, city, and local libraries
- Term: 10/1/2021-9/30/2027
- Contract Manager: Jim Flury, T: 248-536-3100 x. 133 | E: jflury@tln.lib.mi.us

Association of Educational Purchasing Agencies (AEPA)

- 024-C Digital Resources and Instructional Materials
- Terms : March 1, 2024 – February 28, 2026
- Contract Manager: Cara Hart chart@crec.org | www.crec.org/coop T: (860) 52442021

State of New Mexico

- 90-000-19-00032 Library Materials Statewide Agreement
- Serves all state, city, and local entities
- Term: 8/5/2019-7/31/2025
- Contract Manager: Yuliastuti Walundari, T: 505-827-0485 | E: Yuliastuti.Wulandari@state.nm.us



Approved Vendor, State Contracts



State of New York

- PC66998 Books & Non-Print Library Materials & Related Ancillary Services
- Serves all state, city & local entities including the largest school system in the US, NYC DOE
- Term: entered in 2015 and renewed through August 21, 2027
- Value: \$5M annual spending
- Contract Manager: Christa Lee, T: 518-473-7227 | E: christa.lee@ogs.ny.gov

New York City Department of Education

- B3464 Choral & Instrumental Sheet Music
- Serves all NYC Department of Education schools
- Term: July 1, 2022-June 30, 2027
- Value: \$31,250.00
- Contract Manager: Steven Ladolcetta, T: 718-935-3761 | E: sladolc@schools.nyc.gov

State of Oklahoma

- SW0012 Books, Periodicals, Multi-Media, and Other Publications
- Serves all state agencies, cities, counties, school districts and other municipalities
- Term: 9/1/2021-8/31/2026
- Contract Manager: Cini Zacharia, (405) 522-9078, E: cini.zacharia@omes.ok.gov

Pasco County Schools

- 21-159-B-HD Books & Non-Print Library Materials & Related Ancillary Services
- Term : December 15, 2023 – December 15, 2025
- Contact: Jacob Harding jharding@pasco.k12.fl.us T: (813) 794-2258



Cooperative Contracts



Customers should contact the Cooperative contract managers to become members and take advantage of the vast offerings and discounts.

BuyBoard Cooperative, National

- 702-23 Library Books, Used Textbooks and Other Books –
- Term: June 2021-May 2026
- 609-20 Library Books, Used Books, and other Books
- Term : June 1, 2020-May 31, 2022
- Contract Manager: Gina Montoya, T: 800-695-2919 | E: gina.montoya@tasb.org

Connecticut Library Consortium, Connecticut Libraries

- S103 Library Supplies, Archival Supplies, Maker & STEAM Equipment and Materials
- Term: January 1, 2021-December 31, 2026
- Contact: Jacqueline Cashin, T: (860) 740-3046 | E: jcashin@ctlibrarians.org

Maricopa County

- 220302-C Educational Materials
- Term :October 1, 2022 – September 30, 2026
- Contact: Elizabeth Kuttner elizabeth.kuttner@maricopa.gov T: (602) 506-0099

Delaware Chenango Madison Otsego Cooperative – Board of Cooperative Education (DCMO BOCES), New York

- Cooperative provides services to 16 local school districts
- 2021-106 Textbooks & Library Books
- Term: April 1, 2025 – March 31, 2026
- Contact: Beth Heinlein, T: (607)-335-1262 | E: Beth.Heinlein@dcmoboces.com

ESC 19 Allied Cooperative

- 19-7335 Classroom Curriculum, Supplies, Equipment and Related
- Term: November 1, 2022-October 31, 2025
- Contact: Sherri Fitzpatrick, T: (361) 561-8481 | E: sherri.fitzpatrick@esc2.us



Cooperative Contracts



ESC 8 The Interlocal Purchasing System (TIPS), Texas

- 230904 Books and Library and Educational Materials
- Term : December 10, 2020 – November 30, 2026
- 210902 Classroom & Teaching Aids Goods & Services
- Term : November 19/2021 – October 31, 2025

Eastern Suffolk BOCES New York

- 24-31-001 New Textbooks and Other Learning Sources April 1, 2025 – May 31, 2026
- Fort Worth ISD
- 23-088 Teacher Instructional Classroom Supplies, Services, Equipment & Repair October 30, 2019 December 31, 2028
- 22-005 Publisher Catalog Discount October 4, 2021 – August 31, 2026

ESC 20 2013 Purchasing Cooperative, Texas

- 21030 / 21030B / 21030C Instructional Supplies, Term: November 1, 2019-October 31, 2025
- Contact: James Metzger, T: (210) 370-5204

Lancaster-Lebanon Intermediate Unit 13 (IU13) Cooperative, Pennsylvania

- Books & Textbooks
- Contact: Andrew Will, T: (717) 606-1615 | E: Andrew_will@IU13.org

Mohave, Arizona Cooperative Purchasing

- 20L-B&N2-0206 Library Books & Related Materials, eReaders, Periodicals, and Database Subscriptions
- Serves all state, city and local entities including schools, libraries and government
- Term: May 18, 2018-April 30, 2026
- Contract Manager: Aracely Rivas, T: 928-718-3226 | E: aracely@mesc.org



References

Organization Name	Contract Manager	Contract Name
Atlantic County Government	Palma Conover, T: (609) 343-2268 E: Conover_Palma@aclink.org 1333 Atlantic Avenue, Atlantic City, NJ 08401	AC02406 Furnishing and Delivery Library Goods & Services – Value: \$700,000.00, Term: 3/1/2021-2/28/2022
Clear Creek ISD	Stephanie Dujanovic, T: (281) 284-0213 E: sdujanov@ccisd.net 2425 East Main Street, League City, TX 77573	2019-601 Instructional Materials & Teaching Supplies – Value: \$6.3M Term: 9/1/2020-8/31/2020
Collier County Public Schools	T: (239) 377-0047 E: purchasing@collierschools.com 5775 Osceola Trail, Naples, FL 34109	20-054 Classroom Supplies & Equipment Catalog Discount – Value: \$11,250,000, Term: 7/1/20-6/30/22
Connecticut Library Consortium	Jacqueline Cashin, T: 860.740.3046 E: jcashin@ctl librarians.org 234 Court St, Middletown, CT 06457	S103 Library Supplies, Archival Supplies, Maker and Steam Equipment and Materials, Term: 1/1/2021-12/31/2023
Cypress Fairbanks ISD	Severin Castro, Dir. of Purch. T: (281) 897-4100 10300 Jones Road, Houston, TX 77065	18-05-4420 Instructional Materials, Textbooks, eBooks – Value: \$8M, Term: 5/1/18-4/30/19
Davis School District	Joan Tuttle, Sr. Buyer T: 804.402.5261 E: jtuttle@dsdmail.net 45 E. State St, PO Box 588 Farmington, UT 84025-0588	Library Books, Magazines, Audiobooks, Classroom books, Classroom Libraries Term: 4/1/18-3/31/23 – Value: \$100,000
Harmony Public Schools	Dr. Mehmet Bayar, T: (713) 343-3333 x 2581 9321 W Sam Houston Pkwy S Houston, TX 77099 E: purchasing@harmonytx.org	Classroom Library sets for K-12 Largest charter management organization in Texas with 48 campuses, enrolling 40,000+ students
Lafayette Parish School System	Lee Francis, T: (337) 521-7329 E: slfrancis@lpssonline.com PO Drawer 2158, Lafayette, LA 70502	55-18 Elementary and Middle School Robotics – Value: \$231,609.40, Term: 2/18/18-6/30/18
Newark Public Schools	Chantal Scott, T: 973-733-7333 E: c3scott@nps.k12.nj.us 765 Broad Street, Newark, NJ 07102	#5119 Reading & Instructional Materials Value: \$360,000.00; on-going purchases as of March 1, 2020
Omaha Public Schools	Yvonne Schuster, T: (531) 299-9840 E: Yvonne.schuster@ops.com 3215 Cuming Street, Omaha, NE 68131	20-045 Supplemental Books/Classroom Library Collection – Value: \$2.7M one-time purchase
The Fayette County Board of Education (Kentucky)	Matthew Moore, T: 859-381-3885 E: matthew.moore@fayette.kyschools.us 1126 Russell Cave Road, Lexington, KY 40505	03-20 Books Non-Library Catalog Discount, Term: 3/1/2020-2/ 28/2021
Warren Township HS District 121	Dr. Michael Engel, T: (847) 548-7055 E: mengel@wth.net 34090 N. Almond Road, Gurnee, IL 60031	Paperback Books Estimated contract value: \$97,256.06



References

Organization Name	Contract Manager	Contract Name
Arizona Department of Ed.	Kellie J Banas, Procurement Specialist T: (602) 542-4235, E: Kellie.Banas@azed.gov 1535 W Jefferson St, Phoenix, AZ 85007	CTR054559 Books, Textbooks and Other Publications, Term: April 1, 2021 Contract Value: 100,000.00
Gwinnett County Public Schools	Stephanie Maddox, Buyer E: Stephanie_maddox@gwinnett.k12.ga.us T: (678) 301-6298 437 Old Peachtree Rd. NW, Suwanee, GA 30024	B-2109AG Instructional Materials Catalog Discount, Term: January 1, 2021-December 31, 2021 Contract Value: \$500,000.00
Hamilton County Department of Education	Denise Ellison T: (423) 498-7030 Hamilton County Department of Education 3074 Hickory Valley Road Chattanooga, TN 37421	22-01 Yearly Contract for Instructional, Library Materials & Supplies for 2021-22SY, Term: July 1, 2021-June 30, 2022 Contract Value: on-going purchases
Lynchburg City Schools	Matt Marsteller, Contract Specialist 900 Church Street, Lynchburg, VA 24504 T: 434-455-4233 E: matthew.marsteller@lynchburgva.gov	Term: June 1, 2021-June 30, 2022 Initial Contract Value: \$6,000.00 Contract Value: on-going purchases
Orange County Sheriff's Dept.	Desiree Lopez, T: 714-834-2360 E: djlopez@ocsd.org 350 N Flower Street, Santa Ana, CA 92703	Law Enforcement Books for Training Term: 9/18/19-8/31/24 – Value: \$86,349.00
Massachusetts State Police	Dianne Miller, Program Coordinator III T: (508) 820-2143, E: dianne.miller@state.ma.us Massachusetts State Police 470 Worcester Road, Framingham, MA 01702	SP21-BOOKS-T66 Providing law enforcement reference and training materials – Value: on-going purchases Term: March 1, 2021-March 31, 2023
Ouachita Parish Schools	Robert Jones, Purchasing Agent T: 318-432-5000 E: rbjones@opsb.net 1600 North 7th Street West Monroe, LA 71291	27-21 Classroom Books , Term: as needed basis, Contract Value: \$215,000.00
Palm Beach County, Children's Services Council	Jay Ackerman, Contract & Records Administrator T: 561-374-7544 2300 High Ridge Rd, Boynton Beach, FL 33426	21-002 Books Purchase and Distribution Term: May 1, 2021 Contract Value: \$300,000.00
Spokane Public Schools	James Johnson, Instr. Materials Resource Specialist T: (509) 354-7189 E: jamesj@spokaneschools.org 2815 E Garland, Spokane WA 99207	Equity Books for Elementary Libraries Term: June 23, 2021 – On-going purchases; Contract Value: \$50,000.00
University of Texas, Health & Science Houston	Chevonne Thornton, Buyer II T: (713) 500-4472 E: chevonne.e.thornton@uth.tmc.edu 1851 Crosspoint Avenue, Houston, TX 77054	PS-2021-CLI-0633 Library Materials Term: June 1, 2021-August 31, 2025 Contract Value: \$600,000.00

BARNES & NOBLE



Form W-9 (Rev. March 2024) Department of the Treasury Internal Revenue Service		Request for Taxpayer Identification Number and Certification Go to www.irs.gov/FormW9 for instructions and the latest information.		Give form to the requester. Do not send to the IRS.																																													
Before you begin. For guidance related to the purpose of Form W-9, see <i>Purpose of Form</i> , below.																																																	
1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)																																																	
Barnes & Noble Booksellers, Inc																																																	
2 Business name/disregarded entity name, if different from above.																																																	
Print or type. See Specific Instructions on page 3.	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. ☐ Individual/sole proprietor ☒ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate ☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. ☐ Other (see instructions)			4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ (Applies to accounts maintained outside the United States.)																																													
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions. ☐																																																
	5 Address (number, street, and apt. or suite no.). See instructions. 33 E 17th Street			Requester's name and address (optional)																																													
	6 City, state, and ZIP code New York, NY 10003																																																
7 List account number(s) here (optional)																																																	
Part I Taxpayer Identification Number (TIN)																																																	
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i> , later. Note: If the account is in more than one name, see the instructions for line 1. See also <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.																																																	
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Part II Certification																																																	
Under penalties of perjury, I certify that:																																																	
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and																																																	
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and																																																	
3. I am a U.S. citizen or other U.S. person (defined below); and																																																	
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.																																																	
Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.																																																	
Sign Here	Signature of U.S. person <i>Miguel Cebal</i>			Date <i>1/5/2024</i>																																													
General Instructions																																																	
Section references are to the Internal Revenue Code unless otherwise noted.																																																	
Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9 .																																																	
What's New																																																	
Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.																																																	
New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).																																																	
Purpose of Form																																																	
An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they																																																	

Cat. No. 10231X

Form **W-9** (Rev. 3-2024)