

<b>Board Meeting Date:</b>	<b>July 17, 2017</b>
<b>Solicitation No.:</b>	<b>RFP 17-057KB</b>
<b>Description:</b>	<p><b>Band and Orchestra Instruments, Equipment, and Related Items:</b></p> <p><b><u>Recommendation</u></b></p> <p>The Administration is seeking Board approval for band and orchestra instruments, equipment, and related items, and authorization for the Superintendent to negotiate and execute the contract.</p> <p><b><u>Summary</u></b></p> <p>This proposal requested pricing, as well as a related items discount for band and orchestra instruments and equipment. The items are needed for growth in music programs and replacement of instruments that will be older than 15 years during the anticipated term of the agreement as the average lifespan for an instrument used in a public school music program is approximately 12-15 years. All instruments requiring immediate replacement, as well as instruments requiring replacement within the next five years, were identified for inclusion in this request. The District purchases larger instruments with a cost that is prohibitive for students/parents to afford (greater than \$3,000), high school marching band instruments (sousaphones, mellophones, etc.), as well as a small inventory of instruments which are loaned to students who cannot afford to rent/purchase one.</p> <p><b><u>Background</u></b></p> <p>The 2016-17 year-to-date expenditures are \$542,299.</p> <p>Annual expenditures will not exceed \$600,000 and will be included as part of the annual Fine Arts department budget. The Fine Arts Department staff participated in the evaluation process of the proposals received and a multiple vendor award is recommended.</p>
<b>Requested By:</b>	<b>Joe Rodriguez, Chief of Schools</b>
<b>Vendor:</b>	<p><b>Cascio Interstate Music dba Interstate Music</b></p> <p><b>Fishburn Violin Shop</b></p> <p><b>Fort Bend Music Center</b></p> <p><b>Katy Violin Shop</b></p> <p><b>Lisle Violin Shop</b></p> <p><b>Lone Star Percussion</b></p>

	<b>Lyon &amp; Healy Harps  Melody Productions, Inc.  Midwest Musical Imports  Music &amp; Arts Center  Nick Rail Music  Quantum Bass Center, Inc.  Steve Weiss Music  Taylor Music, Inc.  The String and Horn Shop  Universal Melody Services  Washington Music Center</b>
<b>Budget Sources:</b>	<b>General Funds</b>
<b>Amount:</b>	<b>\$600,000</b>
<b>Other Supporting Information</b>	
<b>Number of vendors contacted by Purchasing:</b>	<b>19</b>
<b>Number of vendors contacted by FBISD Notification System:</b>	<b>489</b>
<b>Number of vendors downloaded the solicitation:</b>	<b>173, 80 Addendum #1</b>
<b>Number of responses received:</b>	<b>26</b>
<b>Number of "no bid" responses received:</b>	<b>6</b>
<b>Length of commitment:</b>	<b>Annual contract with four (4) renewal options</b>
<b>Last solicitation date:</b>	<b>September 28, 2015</b>
<b>Supporting documents:</b>	<b>Tabulation and Rubric</b>
<b>Disclosure under Board Policy CH, CV, or DBD (Local):</b>	<b>None</b>

Vendor	Purchase Price (10 pts. Max)	Reputation of Vendor's Goods and Services (5 pts. Max)	Quality of Vendors Goods and Services (15 pts. Max)	Extent to which the Goods and Services Meet the Needs of the District (35 pts. Max)	Vendors Past Relationship with the District (5 pts. Max)	Long Term Cost to the District (10 pts. Max)	Vendor's Principal Place of Business is in the State of Texas or Employs 500 People in State of Texas (5 pts. Max)	Ability to Service District with Staff and Insurance (5 pts. Max)	Standard Form of Agreement (10 pts. Max)	Proposer's Total Score (100 pts. Max)	Proposer's Ranking
Lone Star Percussion	5.00	5.00	15.00	30.00	5.00	8.00	5.00	5.00	10.00	88.00	1
Lisle Violin Shop	5.00	3.00	14.00	31.00	5.00	9.00	5.00	5.00	10.00	87.00	2
Quantum Bass Center, Inc.	5.00	3.00	13.00	30.00	5.00	8.00	5.00	5.00	10.00	84.00	3
Steve Weiss Music	5.00	3.00	15.00	30.00	5.00	9.00	1.00	5.00	10.00	83.00	4
Fishburn Violin Shop	5.00	3.00	12.00	30.00	5.00	8.00	5.00	5.00	10.00	83.00	4
Lyon & Healy Harps	5.00	1.00	15.00	30.00	5.00	9.00	1.00	5.00	10.00	81.00	5
Music & Arts Center	5.00	5.00	12.67	28.00	5.00	9.33	1.00	5.00	10.00	81.00	5
Melody Productions, Inc.	5.00	1.00	13.00	30.00	1.00	9.00	5.00	5.00	10.00	79.00	6
Fort Bend Music Center	5.00	1.00	12.00	24.67	5.00	4.33	5.00	5.00	10.00	72.00	7
Universal Melody Services	5.00	5.00	9.33	20.67	5.00	5.67	5.00	5.00	10.00	70.67	8
Washington Music Center	5.00	3.00	12.00	20.00	5.00	9.00	1.00	5.00	10.00	70.00	9
Cascio Interstate Music dba Interstate Music	5.00	3.00	11.00	20.00	5.00	9.33	1.00	5.00	10.00	69.33	10
Taylor Music, Inc.	5.00	1.00	11.00	20.00	5.00	9.33	1.00	5.00	10.00	67.33	11
The String and Horn Shop	5.00	3.00	8.67	18.33	5.00	5.00	5.00	5.00	10.00	65.00	12
Nick Rail Music	5.00	1.00	11.33	19.67	1.00	7.67	1.00	5.00	10.00	61.67	13
Katy Violin Shop	5.00	1.00	9.00	17.83	1.00	5.00	5.00	5.00	10.00	58.83	14
Midwest Musical Imports	5.00	4.00	10.67	14.00	1.00	7.33	1.00	5.00	10.00	58.00	15
Percussion Center	5.00	1.00	5.33	8.33	5.00	3.67	5.00	5.00	10.00	48.33	16
Shar Products Company	5.00	1.00	7.00	10.00	5.00	2.00	1.00	5.00	10.00	46.00	17
Fleming Instrument Repair	5.00	3.00	2.00	2.00	5.00	5.00	1.00	5.00	10.00	38.00	18
K & S Music	5.00	1.00	5.00	8.00	1.00	2.00	1.00	5.00	10.00	38.00	18
Moe-Bleichner Music Distribution	10.00	3.00	2.00	2.00	1.00	2.00	1.00	5.00	10.00	36.00	19
J.W. Pepper & Son, Inc.	1.00	5.00	0.00	0.00	5.00	0.00	5.00	5.00	10.00	31.00	20
Tote Unlimited	1.00	1.00	0.00	0.00	5.00	0.00	5.00	5.00	10.00	27.00	21
Wenger Corporation	1.00	3.00	0.00	0.00	5.00	0.00	1.00	5.00	10.00	25.00	22
Peripole, Inc.	1.00	5.00	0.00	0.00	1.00	0.00	1.00	5.00	10.00	23.00	23

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**Band and Orchestra Instruments, Equipment, and Related Items**

**Evaluation criteria:** Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District's needs such as per section, groups, or all.

	<b>Evaluation Criteria</b>	<b>Point System</b>
1	<b>Purchase price</b> Offer a fair, reasonable price for items to be procured by Fort Bend ISD.	10 points
2	<b>Reputation of the vendor and of the vendor's goods or services</b> Proposer should have a solid reputation with other ISD's, Government or Collegiate entities that shows a high level of customer service and a high level of quality of good or services. References will be contacted via e-mail.	5 points
3	<b>Quality of the vendor's goods or services</b> Vendor's products should be new and be of the highest quality with an option to substitute.	15 points
4	<b>Extent to which the goods or services meet the District's needs or specifications</b>	35 points
5	<b>Vendor's past relationship with the District</b>	5 points
6	<b>The long-term cost to the District to acquire the vendor's goods or services</b>	10 points
7	<b>Vendor's principal place of business is in the state of Texas or employs 500 people in the state of Texas</b>	5 points
8	<b>Ability to service our accounts with proper staff and insurance requirements</b> Each vendor should identify their process for returns, exchanges, and provide more information about local or account representative.	5 points
9	Extent to which the vendor agrees to our Standard Form of Agreement embedded herein as Appendix A. By signing the Agreement, you assent to the Terms and Conditions of Fort Bend ISD. (10 pts.)	10 points
10	The impact on the ability of the District to comply with laws and rules relating to historically underutilized businesses.	0 points
	<b>TOTAL</b>	<b>100 points</b>