

<b>Board Meeting Date:</b>	<b>September 18, 2017</b>
<b>Solicitation No.:</b>	<b>RFP 17-067KB</b>
<b>Description:</b>	<p><b>Pianos and Related Items:</b></p> <p><b><u>Recommendation</u></b></p> <p>The Administration is seeking Board approval for the procurement of pianos and related items, and authorization for the Superintendent to negotiate and execute the initial one-year contract. Subsequent renewals would be subject to Board approval.</p> <p><b><u>Summary</u></b></p> <p>RFP 17-067KB requested pricing, as well as a related items discount, for acoustic pianos. The original information we had was that average lifespan of a piano used in a public school music program is 10-15 years, and 92 percent of the pianos owned by the District are more than 10 years old. However, because of the superior quality of Steinway pianos, the depreciation of their upright models is approximately 25 years and the depreciation of the Steinway grand pianos is 50 years, provided the instruments are maintained properly. This is a significant difference from the depreciation of our current pianos (10-15 years). The Steinway pianos will require yearly tuning (which we currently do). Around 5 years of age, the piano’s action needs to be cleaned and regulated at a cost of approximately \$250 per piano. At 15 years, the hammers need to be replaced and the instrument regulated; the cost is approximately \$1500. These scheduled maintenance repairs will extend the life of the pianos significantly. Currently, funds are budgeted for piano tuning and repairs, so these additional amounts could be incorporated into the Fine Arts budget and a maintenance rotation created.</p> <p>In an attempt to be more proactive in managing the District’s piano inventory, an outside company assessed all 258 District-owned pianos in May 2017. Fifty-one pianos in the District’s current inventory (20 percent) were assessed as in “Good” or “Excellent” condition by the auditors; however, 146 pianos (56 percent) were considered in “Poor” condition. The assessment results recommend the purchase of 214 new instruments to replace pianos in poor/average condition and to add to existing inventory due to program growth.</p> <p>This is the first time the District has conducted a comprehensive piano review to assess the condition of its piano inventory. Past practice has been to buy new pianos for new campuses only, and manage the rest of the inventory with</p>

a “fix on failure” approach.

The estimated cost to replace all 214 pianos is \$2.1 million.

At this time, we are requesting purchasing authorization that would enable us to begin an appropriate replacement cycle for District pianos. We expect to fund replacement through the General Fund (Maintenance Committed Funds), 2007 Bond Contingency Funds, and 2018 Bond Program Funds.

As estimated by the Fine Arts Department, we could need as much as \$200,000 this school year to purchase pianos for Thornton Middle School, to replace the pianos that are in the worst condition, to replace pianos at Willowridge High School, and to replace other pianos recently water-damaged by the storm. It is important to note that the bulk of the cost is projected to come from Bond 2018, with purchases made *after the bond election*. The requested board authorization for the next five years is in the table below:

Year	Not to Exceed	Source
2017-18	\$200,000	General Fund, Bond 2007, Bond 2007 Contingency
2018-19	\$2,100,000	General Fund, Bond 2018
2019-20	\$200,000	General Fund, Bond 2018
2020-21	\$200,000	General Fund, Bond 2018
2021-22	\$200,000	General Fund, Bond 2018
<b>Total</b>		<b>\$2,900,000</b>

If the District spent only \$100,000 annually for a piano replacement plan, we could replace approximately 16-17 pianos each year. Without using 2018 Bond funds, it would take approximately 13-14 years to replace all pianos. This is not practical given the condition of the current inventory.

There is a significant financial advantage to replacing most of our piano inventory according to the proposed plan. Steinway Pianos will guarantee their current piano price discounts, provide delivery and installation, include piano dollies, covers, and storage cages, remove all old pianos at no cost to the District, relocate our good pianos at elementary schools at no cost, and pay for the four tunings required for new pianos in the first year.

	<p>If we spread out the purchases over many years, without a significant commitment to the vendor, we will be charged the year's current price (which is scheduled to increase each year) and the District will have to pay for delivery, installation, dollies, piano covers, storage cages, piano moving and removal, as well as tuning. This would be a significant cost increase. For example, it costs \$350 just to move one piano. Four tunings cost \$400. At a minimum, this would be an additional cost of \$750 for each new piano, in addition to any price increase. By bringing this item to the board now, we can request that all incentives be applied to purchases for 2017-18, as well as the full-scale replacement after the Bond 2018 election.</p>
<b>Requested By:</b>	<p>Joe Rodriguez, Chief of Schools Steven Bassett, Chief Finance Officer</p>
<b>Vendor:</b>	<p>The Clavier Group, Inc. dba Steinway Hall - Dallas and Steinway Piano Gallery - Houston Fort Bend Music Center</p>
<b>Budget Sources:</b>	<p>General Funds (Maintenance Committed Funds), Bond 2018, Bond 2007 Contingency</p>
<b>Amount:</b>	<p>Not to exceed \$2.1 million</p>
<b>Other Supporting Information</b>	
<b>Sole Source:</b>	<p>No</p>
<b>Number of vendors contacted by Purchasing:</b>	<p>0</p>
<b>Number of vendors contacted by FBISD Notification System:</b>	<p>501</p>
<b>Number of vendors downloaded the solicitation:</b>	<p>133</p>
<b>Number of responses received:</b>	<p>5</p>
<b>Number of "no bid" responses received:</b>	<p>4</p>
<b>Length of commitment:</b>	<p>Annual contract with four (4) renewal options</p>
<b>Last solicitation date:</b>	<p>N/A</p>
<b>Supporting documents:</b>	<p>Tabulation and Rubric</p>
<b>Disclosure under Board Policy CH, CV, or DBD (Local):</b>	<p>None</p>

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
<b>The Clavier Group, Inc. dba Steinway Hall- Dallas and Steinway Piano Gallery- Houston</b>	5	5	15	35	1	10	5	5	10	91	1
<b>Fort Bend Music Center</b>	10	5	9	17	5	5	5	5	10	71	2
Alamo Music Center	10	1	3	4	1	2	5	5	10	40	3
Universal Melody Services dba H & H Music	5	4	1	1	5	1	5	5	10	37	4
Suzuki Music USA, LLC	5	1	1	1	1	1	1	5	10	26	5

**RFP 17-067KB**  
**Pianos 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	<b>Extent to Which the Vendor Agrees to our Standard Form of Agreement</b> 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>