

November 22, 2019

**Subject: Award of RFP #19-100AB – Cold Beverage Vending and Concessions**

I am pleased to notify you that the Board of Trustees has awarded a contract to the companies listed on the attached document for **Cold Beverage Vending and Concessions**.

We appreciate the time and effort involved in your submission and thank you for your continued interest in doing business with Fort Bend ISD.

If you have any questions, please contact our office at (281) 634-1802.

Best Regards,



Adrian Bolden

Buyer

enc. Board Agenda Document

<b>BOT Meeting:</b>	<b>November 18, 2019</b>
<b>Solicitation No.:</b>	<b>RFP 19-100AB</b>
<b>References:</b>	<b>Board Policy Scalable Systems</b>
<b>Description:</b>	<p><b>Cold Beverage Vending Machines and Concessions</b></p> <p><b><u>Recommendation</u></b></p> <p>Consideration and possible approval of the continued service of cold beverage vending machines and concessions from Coca Cola Southwest Beverages in the amount of \$1,100,000 over a five-year period, and authorization for the Superintendent to negotiate and execute the agreement and subsequent renewals through 2024.</p> <p><b><u>Summary</u></b></p> <p>On August 5, 2019, Fort Bend ISD issued RFP 19-100AB soliciting cold beverage vending services and concessions for the District. The purpose of the proposal was to provide vending machines, soft drinks and other beverages to all campuses, administrative buildings, and concessions at the District athletic facilities.</p> <p>A District-wide committee was formed representing Child Nutrition, Business and Finance, Enterprise Funds, Health and Wellness, and the Athletics Department. The committee reviewed the proposal from Coca-Cola Southwest Beverages. It was the consensus of the committee that Coca-Cola Southwest Beverages should continue to provide these services for the District. Coca-Cola Southwest Beverages offered acceptable products as well as incentives such as product donations, annual student scholarships totaling \$15,000, vending rebates, and Powerade Kits for the District Athletic Department.</p> <p><b><u>Background</u></b></p> <p>Expenditures in 2018-19 were \$170,244 from the Child Nutrition Fund. Expenditures in 2019-20 are \$14,672 year to date. Costs are offset by revenues from sales in the cafeteria and the Catering and Concessions division. The requested spend authorization includes an amount for purchases made by the new middle and high school campuses.</p>
<b>Requested By:</b>	<b>Bryan Guinn, Chief Financial Officer</b>
<b>Vendors:</b>	<b>Coca Cola Southwest Beverages</b>
<b>Budget Sources:</b>	<b>Child Nutrition Fund, General Fund, Activity Funds, Enterprise Funds</b>
<b>Amount:</b>	<b>\$1,100,000 through 2024</b>
<b>Other Supporting Information</b>	
<b>Sole Source:</b>	<b>No</b>
<b>Number of vendors contacted by Purchasing:</b>	<b>3</b>
<b>Number of vendors contacted by FBISD Notification System:</b>	<b>216</b>
<b>Number of vendors downloaded the solicitation:</b>	<b>70</b>

Number of responses received:	1
Number of "no bid" responses received:	0
Length of commitment:	Through 2024
Last solicitation date:	N/A
Supporting documents:	Evaluation Summary and Criteria
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Evaluation Summary  
RFP 19-100AB  
Cold Beverage Vending and Concessions  
November 18, 2019

Vendor	Purchase Price. Offer Fair & Reasonable Price for Items or Services Procured by FBISD (20 pts. max)	Reputation of the Vendor and of the Vendor's Goods or Services. Experience: Use & Success of Product(s) and/or Services in School Districts or Similar Entities (10 pts. max)	Quality of the Vendor's Goods or Services. Relevant Experience With School Curriculum/Content Knowledge as it Pertains to Bid Specifications (25 pts. Max)	Extent to Which the Goods or Services Meet the District's Priorities as Specified in Bid Requirements (25 pts. Max)	Vendor's Past Relationship with the District or District of Similar Size (5 pts. Max)	Strategic Partnership (5 pts. Max)	Extent to Which Vendor Agrees to our Standard Form of Agreement, By signing the Agreement. (5 pts. Max)	Insurance Requirements: A copy of the Certificate of Liability included in your proposal (5 pts. Max)	Proposer's Total Score (100 pts. Max)
Coca Cola Southwest Beverages	20.00	6.47	19.50	19.25	4.25	3.75	1.00	5.00	79.22