

SFS SANITATION SERVICES AND CLEANING SUPPLY PROGRAM RFP AWARD
July 1, 2019 – June 30, 2020

BACKGROUND:

On behalf of the Child Nutrition Services in the participating OVEC member districts, OVEC solicited request for proposals to contract with a single qualified offeror for the purpose of providing a complete Food Service Safety/Sanitation Services and Cleaning Supply Program. The program is to be designed to assist districts with OSHA, HACCP, ServSafe, USDA and local health department compliance.

Any member school district of OVEC is eligible to utilize the awarded contract(s). However, this does not mean that all members will participate. This statement of intent does not obligate any district to utilize this bid.

RESPONSES:

The RFP were opened on Tuesday, April 30th at 10:00 a.m. We received two responses to the RFP from the following companies:

- SMART Systems
- Sanitech

EVALUATION:

The following matrix was applied when evaluating the proposal response:

EVALUATION CRITERIA	POINTS AVAILABLE	SANITECH	SMART SYSTEMS
Cost of Program: to include samples of invoicing and reporting	40	40	35
Compliance with terms and conditions of RFP	10	10	10
Background/Experience relevant to RFP/School Child Nutrition	10	10	10
Quality/Selection of Products and Services being offered	20	20	20
Ability to train, monitor, and supply products as requested	20	20	20
TOTAL POINTS	100	100	95

RECOMMENDATION:

Award contracts for the OVEC School Food Service Safety/Sanitation Services and Cleaning Supply Program to Sanitech. This award is based on the highest ranked, responsive, and responsible offeror whose offer is determined to be the most advantageous to OVEC member districts.

SFS SANITATION SERVICES AND CLEANING SUPPLY PROGRAM

RFP COST ANALYSIS - 2019-2020

District	Sites	Program	SMART Systems			Sanitech			Difference
			Monthly Site Cost	Monthly Cost	Yearly Cost	Monthly Site Cost	Monthly Cost	Yearly Cost	
Anchorage	1	Manual Sites	\$181.00	\$181.00	\$1,810.00	\$135.00	\$135.00	\$1,350.00	\$460.00
	1	Warewash Sites	\$124.00	\$124.00	\$1,240.00	\$120.00	\$120.00	\$1,200.00	\$40.00
	1	Enzyme Sites	\$50.00	\$50.00	\$500.00	\$43.00	\$43.00	\$430.00	\$70.00
		TOTAL	\$355.00	\$355.00	\$3,550.00	\$298.00	\$298.00	\$2,980.00	\$570.00
Bullitt	23	Manual Sites	\$181.00	\$4,163.00	\$41,630.00	\$135.00	\$3,105.00	\$31,050.00	\$10,580.00
	23	Warewash Sites	\$124.00	\$2,852.00	\$28,520.00	\$120.00	\$2,760.00	\$27,600.00	\$920.00
	23	Enzyme Sites	\$50.00	\$1,150.00	\$11,500.00	\$43.00	\$989.00	\$9,890.00	\$1,610.00
		TOTAL	\$355.00	\$8,165.00	\$81,650.00	\$298.00	\$6,854.00	\$68,540.00	\$13,110.00
Carroll	4	Manual Sites	\$181.00	\$724.00	\$7,240.00	\$135.00	\$540.00	\$5,400.00	\$1,840.00
	4	Warewash Sites	\$124.00	\$496.00	\$4,960.00	\$120.00	\$480.00	\$4,800.00	\$160.00
	4	Enzyme Sites	\$50.00	\$200.00	\$2,000.00	\$43.00	\$172.00	\$1,720.00	\$280.00
		TOTAL	\$355.00	\$1,420.00	\$14,200.00	\$298.00	\$1,192.00	\$11,920.00	\$2,280.00
*Eminence	1	Manual Sites	\$169.80	\$169.80	\$1,698.00	\$135.00	\$135.00	\$1,350.00	\$348.00
	1	Warewash Sites	\$125.00	\$125.00	\$1,250.00	\$120.00	\$120.00	\$1,200.00	\$50.00
		TOTAL	\$294.80	\$294.80	\$2,948.00	\$255.00	\$255.00	\$2,550.00	\$398.00
*Erlanger	6	Manual Sites	\$151.60	\$909.60	\$9,096.00	\$135.00	\$810.00	\$8,100.00	\$996.00
	6	Warewash Sites	\$123.35	\$740.10	\$7,401.00	\$120.00	\$720.00	\$7,200.00	\$201.00
		TOTAL	\$274.95	\$1,649.70	\$16,497.00	\$255.00	\$1,530.00	\$15,300.00	\$1,197.00

*Current SMART Systems Customer

			SMART Systems			Sanitech			
District	Sites	Program	Monthly Site Cost	Monthly Cost	Yearly Cost	Monthly Site Cost	Monthly Cost	Yearly Cost	Difference
*Frankfort Ind	2	Manual Sites	\$181.00	\$362.00	\$3,620.00	\$135.00	\$270.00	\$2,700.00	\$920.00
	2	Warewash Sites	\$124.00	\$248.00	\$2,480.00	\$120.00	\$240.00	\$2,400.00	\$80.00
	2	Enzyme Sites	\$50.00	\$100.00	\$1,000.00	\$43.00	\$86.00	\$860.00	\$140.00
		TOTAL	\$355.00	\$710.00	\$7,100.00	\$298.00	\$596.00	\$5,960.00	\$1,140.00
Franklin Co.	11	Manual Sites	\$181.00	\$1,991.00	\$19,910.00	\$135.00	\$1,485.00	\$14,850.00	\$5,060.00
	11	Warewash Sites	\$124.00	\$1,364.00	\$13,640.00	\$120.00	\$1,320.00	\$13,200.00	\$440.00
	11	Enzyme Sites	\$50.00	\$550.00	\$5,500.00	\$43.00	\$473.00	\$4,730.00	\$770.00
		TOTAL	\$355.00	\$3,905.00	\$39,050.00	\$298.00	\$3,278.00	\$32,780.00	\$6,270.00
*Gallatin Co.	3	Manual Sites	\$154.90	\$464.70	\$4,647.00	\$135.00	\$405.00	\$4,050.00	\$597.00
	3	Warewash Sites	\$125.00	\$375.00	\$3,750.00	\$120.00	\$360.00	\$3,600.00	\$150.00
	3	Enzyme Sites	\$50.00	\$150.00	\$1,500.00	\$43.00	\$129.00	\$1,290.00	\$210.00
		TOTAL	\$329.90	\$989.70	\$9,897.00	\$298.00	\$894.00	\$8,940.00	\$957.00
*Grant Co.	6	Manual Sites	\$175.00	\$1,050.00	\$10,500.00	\$135.00	\$810.00	\$8,100.00	\$2,400.00
	6	Warewash Sites	\$120.00	\$720.00	\$7,200.00	\$120.00	\$720.00	\$7,200.00	\$0.00
		TOTAL	\$295.00	\$1,770.00	\$17,700.00	\$255.00	\$1,530.00	\$15,300.00	\$2,400.00
*Henry Co.	5	Manual Sites	\$181.00	\$905.00	\$9,050.00	\$135.00	\$675.00	\$6,750.00	\$2,300.00
	4	Warewash Sites	\$124.00	\$496.00	\$4,960.00	\$120.00	\$480.00	\$4,800.00	\$160.00
	5	Enzyme Sites	\$50.00	\$250.00	\$2,500.00	\$43.00	\$215.00	\$2,150.00	\$350.00
		TOTAL	\$355.00	\$1,651.00	\$16,510.00	\$298.00	\$1,370.00	\$13,700.00	\$2,810.00
*Oldham Co.	17	Manual Sites	\$181.00	\$3,077.00	\$30,770.00	\$135.00	\$2,295.00	\$22,950.00	\$7,820.00
	17	Warewash Sites	\$124.00	\$2,108.00	\$21,080.00	\$120.00	\$2,040.00	\$20,400.00	\$680.00
	17	Enzyme Sites	\$50.00	\$850.00	\$8,500.00	\$43.00	\$731.00	\$7,310.00	\$1,190.00
		TOTAL	\$355.00	\$6,035.00	\$60,350.00	\$298.00	\$5,066.00	\$50,660.00	\$9,690.00

*Current SMART Systems Customer

			SMART Systems			Sanitech			
District	Sites	Program	Monthly Site Cost	Monthly Cost	Yearly Cost	Monthly Site Cost	Monthly Cost	Yearly Cost	Difference
*Owen Co.	4	Manual Sites	\$150.00	\$600.00	\$6,000.00	\$135.00	\$540.00	\$5,400.00	\$600.00
	4	Warewash Sites	\$120.00	\$480.00	\$4,800.00	\$120.00	\$480.00	\$4,800.00	\$0.00
		TOTAL	\$270.00	\$1,080.00	\$10,800.00	\$255.00	\$1,020.00	\$10,200.00	\$600.00
*Shelby Co.	11	Manual Sites	\$168.90	\$1,857.90	\$18,579.00	\$135.00	\$1,485.00	\$14,850.00	\$3,729.00
	9	Warewash Sites	\$95.76	\$861.84	\$8,618.40	\$120.00	\$1,080.00	\$10,800.00	-\$2,181.60
	2	Enzyme Sites	\$30.10	\$60.20	\$602.00	\$43.00	\$86.00	\$860.00	-\$258.00
		TOTAL	\$294.76	\$2,779.94	\$27,799.40	\$298.00	\$2,651.00	\$26,510.00	\$1,289.40
Spencer Co.	4	Manual Sites	\$181.00	\$724.00	\$7,240.00	\$135.00	\$540.00	\$5,400.00	\$1,840.00
	4	Warewash Sites	\$124.00	\$496.00	\$4,960.00	\$120.00	\$480.00	\$4,800.00	\$160.00
	4	Enzyme Sites	\$50.00	\$200.00	\$2,000.00	\$43.00	\$172.00	\$1,720.00	\$280.00
		TOTAL	\$355.00	\$1,420.00	\$14,200.00	\$298.00	\$1,192.00	\$11,920.00	\$2,280.00
*Trimble Co.	3	Manual Sites	\$152.00	\$456.00	\$4,560.00	\$135.00	\$405.00	\$4,050.00	\$510.00
	3	Warewash Sites	\$120.00	\$360.00	\$3,600.00	\$120.00	\$360.00	\$3,600.00	\$0.00
	3	Enzyme Sites	\$50.00	\$150.00	\$1,500.00	\$43.00	\$129.00	\$1,290.00	\$210.00
		TOTAL	\$322.00	\$966.00	\$9,660.00	\$298.00	\$894.00	\$8,940.00	\$720.00

SMART Systems Notes:

The above pricing is an estimate since not all schools may use warewash or enzymes.

Actual billing per district will be based on the number of programs that are provided to each district. All schools must participate in the Manual Sanitation system in order to purchase the other systems, which are optional.

OVEC members not currently working with SMART Systems, may add the proposed Sanitation program(s) at the proposed amounts above. After 3-4 months of using the program(s) SMART Systems will review the partnership, and if possible, will adjust their pricing down according to their needs.

There is no guarantee that a price reduction will be possible, but the price will not exceed the OVEC RFP pricing unless agreed to by both the OVEC member and SMART Systems.

Sanitech Notes:

Estimated pricing due to not all schools may use warewash or enzymes.

*Current SMART Systems Customer