

BHM SCHOOLS PRIMARY VENDOR PROPOSAL ANALYSIS - APRIL 2013

| PRIMARY VENDOR PROPOSAL -- EVALUATION | | | | | | |
|---|--|--|--|--|--------------------------------------|---|
| Submitted By: | FOOD SERVICES OF AMERICA | INDIANHEAD FOODSERVICE | PERFORMANCE FOOD GROUP ROMA | REINHART FOODS | UPPER LAKES FOODS | US FOOD SERVICE |
| 1. Completed Product List/Market Basket | YES | YES | YES | | YES | YES |
| 2. Company description | YES | YES | YES | YES | YES | YES |
| 3. Financial stability/supplier credit reference | YES | YES | YES | provided upon acceptance of bid | YES | YES |
| 4. MN School References | YES (1 MN/2 ND) | YES | YES (1) | YES | YES | YES |
| 5. Cost Savings | YES | YES | YES | Noted: there are no areas of RFP that they cannot accomplish | YES | YES |
| 6. Portion of RFP unable to deliver | NONE | NONE | NONE | NONE | NONE | NONE |
| 7. Ancillary Service | YES | YES | YES | Noted: there are no areas of RFP that they cannot accomplish | YES | YES |
| 8. Cover Sheet/Signed | signed by bid coordinator & school bid specialist* | signed by Contract Manager & Nutrition Services Manager* | Signed by President* | signed by General Manager & Director of Sales* | Signed by bid department manager* | Signed by president & School Account Executive* |
| 9. Fee Proposal/Signed | * | * | * | * | * | * |
| 10. commodity Proposal/Signed | * | * | * | * | * | * |
| Original & 1 copy Submitted | NO | YES | YES | NO | YES | YES |
| Fixed Fee Per Case | \$0.99 | \$0.98 | \$0.93 | \$0.79 | \$0.68 | \$0.85 |
| Variable Fee Per Case | \$0.95 | \$0.98 | NONE | NONE | \$0.61 | NONE |
| Fuel Surcharge Formula | YES | YES | NONE | | YES | |
| Commodity Fixed Fee | \$1.80 | \$1.80 | \$1.67 | \$0.79 | \$1.82 | \$1.95 |
| Commodity Variable Fee | NONE | | NONE | NONE | 1.75 | NONE |
| Fuel Surcharge Formula | | | | | YES | |
| Commodity Storage Fee | \$1.50/case over 30 days | \$1.00/case over 60 days | ? | ? | ? | ? |
| Special Delivery Charge | | | | | | Yes |

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|--|-------------------------------------|-----------------------------------|--|---------------------------|------------------------------|-----------------------------|
| Submitted By: | 15 non-commodity items | | 15 per drop | ? | ? | ? |
| Minimum Delivery | | | | | | |
| Fill Rate | 99.40% | 99.72% | ? | ? | 98.00% | 98-99% |
| Payment discount | 0.5%/7 days | NET 30, NO DISCOUNT | NET 45, NO CREDIT CARD | ? | Net 30, NO CREDIT CARD | NET 30 DAYS, NO DISCOUNT |
| Accept ACH | YES | | | ? | Yes | ? |
| Review Adjust Pricing Annually For Extensions | YES | | | ? | | ? |
| 2013-14 Allowance Used | YES | | YES | NO | YES | Yes |
| Specifies Date Price Valid Through | NO, Market | Yes, varies | 23-Mar-13 | 1-Apr-13 | yes , varies | Yes & Market |

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| <u>Marketbasket Evaluation</u> | <u>Fixed Fee</u> | |
|------------------------------------|------------------|--|
| FSA | \$ 136,377.07 | Correct total. Checked manually. |
| Indianhead (corrected) | \$ 134,565.21 | Corrected. Incorrect formula used by IHF for cost extension. |
| Performance/Roma | \$ 143,351.61 | Correct total. Checked manually. |
| Reinhart | \$ 145,438.13 | Total not provided. Calculated manually. |
| ULF (as written) | \$ 126,054.73 | Total not provided. Calculated manually. |
| ULF (w/approved alternates) | \$ 123,831.22 | Total not provided. Calculated manually. |
| USFoods | \$ 50,614.91 | Incorrect formulas used by USF. INVALID |
| USFoods (corrected) | \$ 132,340.90 | Corrected |

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|---|-----------------------------|----------------------------------|-----------------------------------|-------------------|-----------------------------|----------------------------------|
| Market Basket Total | \$ 136,377.07 | \$ 1,367.69 | \$ 143,351.61 | \$ 145,438.13 | \$ 126,054.73 | \$ 50,614.91 |
| | | Submitted using wrong formula | | | As written | Submitted using wrong formula |
| | (correct) | \$ 134,565.21 | (correct) | (correct) | \$ 123,831.22 | \$ 132,340.90 |
| | | Corrected | | | With approved alternates | Corrected |
| EVALUATION CRITERIA | | | | | | |
| Price (55 points)** | 45 | 46 | 39 | 38 | 55 | 48 |
| Electronic Data Processing, Support, Ordering (15) | 5 | 15 | 5 | 5 | 15 | 5 |
| Distributor References & Experience (10) | 5 | 8 | 2 | 2 | 10 | 5 |
| Completeness of Product Line (5) | 3 | 4 | 3 | 3 | 5 | 3 |
| Operational Plan & Procedures (5) | 3 | 4 | 2 | 1 | 5 | 3 |
| Ability to Meet District Service Requirements (5) | 3 | 3 | 2 | 2 | 5 | 3 |
| Fill Rates | 5 | 5 | 0 | 0 | 5 | 5 |
| TOTAL | 69 | 85 | 53 | 51 | 100 | 72 |
| **One point deduction for each percentage point above low quote marketbasket. | | | | | | |
| | 110% | 109% | 116% | 117% | | 107% |