

CEDAR HILL ISD
Bid Tabulation
Food Service Management Company - RFP # 19-20-03

		Aramark	Chartwells	SFE (Southwest Foodservice Excellence)	Sodexo	Taher
1	Cost & Financial Proposal	Total Annual Fees: \$209,760 Guaranteed Return: \$278,409 Investment: \$105,000	Total Annual Fees: \$237,859 Guaranteed Return: \$120,963 Investment: \$1,000,000	Total Annual Fees: \$145,266 Guaranteed Return: \$58,437 Investment: \$1,000,000	Total Annual Fees: \$289,960 Guaranteed Return: \$146,121 Investment: \$48,985	Total Annual Fees: \$167,034.85 Guaranteed Return: \$691,042.83 Investment: \$1,000,000
2	Service Capability Plan (Identifies proposed food service team such as food service director and demonstrates FSMC's ability to provide services as stated in the RFP/Contract)	Increasing meal participation, Menus that matter, Technology Resources	Associates that are empowered to create happy cafes, Food that kids love to eat, Inspiring Environment, Engaging and fun programs, Listen-First approach	Highly qualified support team, Healthy choices, Fun programs, Innovative Ideas, Specialize only in K-12 Child Nutrition Services	Improved operational performance, Increased student participation and satisfaction, Shared vision for short and long term success	Experienced staff, Corporate Chef visits, Communication, Proactive transition plan
3	Experience, References	K-12 Education division focuses solely on schools	More than 660 school district partners, Serving 33 school districts in Texas	Serve 60 districts in Texas	Serve 28 districts in Texas, In business for 50+ years, 450 districts in America	Nearly 40 years experience, 300+ clients across public and private schools across 18 states
4	Doing business with like school systems and familiarity with regulations pertaining to such operations/ References	Over 25 Texas districts, Most have been with Aramark 10+ years	323 district partnerships for 10 years or more	Practices in place for food safety, Student and Staff Surveys, Menu planning, Increased participation	80% of customers stay with Sodexo 5+ years, Many local school districts currently contract with Sodexo	300+ clients across public and private schools across 18 states, No Texas ISD customers
5	Financial Condition/Stability, Business Practices	More than 60 years experience, Provided 2019 annual report	Parent company, Compass Group, is \$32.2 billion strong	Managed volume over \$448 million; Many examples of proven success; Importance in waste reduction; menus based on sales data and surveys	\$173 million in managed revenue, TDA compliance, EEO & Affirmative action plan, Board of health codes	Not filed for organization protection from creditors, or dissolution under the bankruptcy statutes, not subject of any litigation
6	Accounting and Reporting Systems	Data driven accounting system, Effective procedures, Dedicated and knowledgeable team, Provided financial statements	Accounting Controls, Transparency, Quarterly Forecasts, Internal control reviews	Measure performance; Meals reporting; Child nutrition department audits	Evaluating performance; Opportunity assessment and meal assessment reports	Accounting controls, Monitoring costs, Transparency
7	Personnel Management	Engage and Enable: reduces employee turnover rate, increases customer satisfaction and boosts revenue growth	Associate Training, Meet and greet, Accelerated Manager Program, 75% frontline employee retention, Employee benefits	Safety protocols, Employee training, Employee recognition, Employee benefits	Reduced turnover, focus on customer service, Training calendar, Employee motivation & recognition	Family owned, Follows Professional standards, Train and certify staff, High employee retention
8	Innovation	Menus that matter, Menu flexibility, Educating on healthy solutions, Use social media	School Gardens, Source local produce, Sustainability education, Mobile Ordering	Digital marketing, Innovative programs such as local harvest, salad bars, and animal welfare	Increased use of technology, On-trend dining options, 5 year plan	Innovative programs such as Chef Council and Harvest of the Month, Food 4 Life, Fresh Grab & Go selections
9	Promotion of the School Food Service Program	Create favorable dining experiences, Customizable options, Incorporate school spirit	Research driven programs and options, Promotional Calendars, Fun and engaging programs	Signage and colorful displays in Café, SFE nutrition TV, Monthly menus on school's website, Chef Manny Panda, Nutritional education	The Clubhouse, FoodIE, Taste4, District marketing plan Salad bars, Future Chefs program, District catering options	Chef education classes, Kids in the Kitchen program, Chef on display, Newsletters from the Menu Committee
10	Involvement of Students, Staff, and Patrons	Communication is key, Promoting and advertising materials, Use technology to inform and drive efficiency	Family fun night, Parent advisory committee, Principal Scorecard, Client Survey, Use of social media	Roving Chef program, Grade specific nutritional education, Student chef program, Community BBQs	Improve communication, Reports and surveys, Taste testing and student focus groups, Informative website	Complimentary taste testing, Chef mentoring, Surveys, Participation in fundraisers, Social media communication
	Cumulative score from all five evaluating members	<u>452</u>	<u>470</u>	<u>397</u>	<u>411</u>	<u>394</u>