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Region One Education Service Center

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TO: Region One Purchasing Cooperative Members

FROM: Lori Atwood Ramos, Purchasing Coordinator

**SUBJECT: Region One Purchasing Cooperative Promotional Bottled Water
RFP 21-AGENCY-000085**

DATE: September 22, 2020

This request for proposal (RFP) allows Region One Purchasing Cooperative (ROPC) members the opportunity to contract with a qualified vendor to provide non-carbonated bottled spring water with a customized logo label, and other goods and/or services within the scope of this RFP. Item descriptions, specifications and/or technical requirements and estimated quantities and pricing, and/or price lists and/or catalogs have been provided by each vendor enclosed. ROPC members are required to conduct a cost or price analysis for the procurement of goods and/or services not listed in the items tab, and within the scope of services offered with this bid solicitation. Cooperative members are responsible for the selection of goods and/or services available to meet their needs.

On September 2, 2020 the Region One ESC Purchasing Department received five (5) responses to ROPC Promotional Bottled Water RFP 21-AGENCY-000085.

On September 22, 2020 the Region One ESC Board of Directors met to review and approve the recommendations of the ROPC, acting on behalf of its members, for award of Promotional Bottled Water RFP 21-AGENCY-000085. Proposals were evaluated to select the best qualified vendor based on the established criteria. One (1) vendor was recommended for award. Vendor recommended for awarded had complete request for proposal submissions with the highest evaluation score. The following vendor was awarded for ROPC Promotional Bottled Water RFP 21-AGENCY-000085 based on the proposals received, including pricing and services that best meet the needs of the cooperative members; effective September 22, 2020 through August 31, 2021 with the option to extend up to three (3) additional one-year periods if all parties are in agreement:

- ***Labatt Institutional Supply Company dba Labatt Food Service, LLC – San Antonio, Texas.***

For your convenience, the order guide has been revised on posted on the Region One Purchasing Cooperative webpage at www.escl.net/ROPC, Awarded Bids & Proposals.

For additional information or questions, please contact the Region One Purchasing Cooperative at eBuyOne@escl.net:

- Lori Atwood Ramos, Purchasing Coordinator, Phone: 956.984.6123
- Kristina Carrizales, Purchasing Cooperative Specialist, Phone: 956.984.6012
- America Retana, Purchasing Cooperative Specialist, Phone: 956.984.6217

Region One Education Service Center
Region One Purchasing Cooperative
Promotional Bottled Water RFP 21-AGENCY-000085
Upon Board Approval - August 31, 2021 with 3 one-year extension options
Tabulation

Awarded vendor and items are highlighted in yellow below

Bid Item #	Item Description	Estimated Quantity	UOM	Vendor Name	City	State	Alt Description	Payment Terms	Unit Cost	Freight Amount	Discount Percent	Discount Dollars	Extended Amount	No Bid Flag
1	Water: Non-carbonated, unflavored, spring; "eco-friendly" plastic bottle (ECOWise or equal); 12 fl. oz minimum; packed 24 count/case; with customized label* *Customized label to include Region One ESC logo on white background with red, blue and black imprint. Sample of water can be picked up at the Business Office/Purchasing Department. Copy of logo is available through email request. Pricing to include all set up for logo print and delivery to: Region One ESC, 1900 W. Schunior, Edinburg, Texas 78541. Region One ESC has a loading dock for receiving pallet deliveries. Cooperative member purchases per district specifications. Quantity is based on historical average and purchases will be made on an as needed basis.													
		100,000	EA	Labatt Food Service	San Antonio	TX	Labatt Item # 1130014 , Essence, Vend. Item # Region 1 H2O, Pk/SZ 24/12 oz, Sell Price \$5.69	Net 30	\$0.2371	\$0.00	0.00	\$0.00	\$23,710.00	
		100,000	EA	Brothers Produce of Austin	Austin	TX	Alexa Springs Water	Net 30	\$0.3900	\$0.00	0.00	\$0.00	\$39,000.00	
		100,000	EA	Ecoimprint LLC	Aledo	TX	See Attachment C for minimum order pricing	Net 30	\$0.4190	\$0.00	0.00	\$0.00	\$41,900.00	
		100,000	EA	4imprint, Inc.	Oshkosh	WI	Please see attached proposal	Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		100,000	EA	Safeguard Business System	SPRING	TX		Net 30	\$0.8600	\$20,830.00	0.00	\$0.00	\$106,830.00	
2	Water: Non-carbonated, unflavored, spring; "eco-friendly" plastic bottle (ECOWise or equal); 12 fl. oz minimum; packed 24 count/case; no customized label. Quantity is based on historical average and purchases will be made on an as needed basis.													
		50,000	EA	Labatt Food Service	San Antonio	TX	Labatt Item # N/A, Label Essence, Pk/SZ 24/12 OZ, Sell Price \$5.53 (No Custom Label)	Net 30	\$0.2304	\$0.00	0.00	\$0.00	\$11,520.00	
		50,000	EA	Brothers Produce of Austin	Austin	TX	Alexa Springs Water	Net 30	\$0.3500	\$0.00	0.00	\$0.00	\$17,500.00	
		50,000	EA	Ecoimprint LLC	Aledo	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		50,000	EA	4imprint, Inc.	Oshkosh	WI		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		50,000	EA	Safeguard Business System	SPRING	TX		Net 30	\$0.8600	\$10,416.00	0.00	\$0.00	\$53,416.00	

Bid Item #	Item Description	Estimated Quantity	UOM	Vendor Name	City	State	Alt Description	Payment Terms	Unit Cost	Freight Amount	Discount Percent	Discount Dollars	Extended Amount	No Bid Flag
3	Rolling ice "barrels" for water vending. Quantity is based on historical average and purchases will be made on an as needed basis.													
		8	EA	Labatt Food Service	San Antonio	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		8	EA	Brothers Produce of Austin	Austin	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		8	EA	Ecoimprint LLC	Aledo	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		8	EA	4imprint, Inc.	Oshkosh	WI		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		8	EA	Safeguard Business System	SPRING	TX		Net 30	\$50.0000	\$100.00	0.00	\$0.00	\$500.00	
4	Alternate Product/Service Price List Catalog for Promotional Bottled Water that includes, but will not be limited to non-carbonated bottled spring water with a customized logo label, and other goods and/or services within the scope of this RFP. ONLY alternate items and product price lists/catalogs that meet the scope and intent of this bid solicitation will be accepted for consideration. ROPC MEMBERS MAY REQUIRE PRICE QUOTES AND/OR PRICE COMPARISON/ANALYSIS WHEN PURCHASING ITEMS LISTED UNDER THIS CATEGORY.													
		1	EA	Labatt Food Service	San Antonio	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		1	EA	Brothers Produce of Austin	Austin	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	No Bid
		1	EA	Ecoimprint LLC	Aledo	TX	Minimum order pricing	Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	
		1	EA	4imprint, Inc.	Oshkosh	WI	Please see attached proposal	Net 30	\$0.0000	\$0.00	10.00	\$0.00	\$0.00	
		1	EA	Safeguard Business System	SPRING	TX		Net 30	\$0.0000	\$0.00	0.00	\$0.00	\$0.00	

Region One Education Service Center
Region One Purchasing Cooperative
Promotional Bottled Water RFP 21-AGENCY-000085
Evaluation Criteria and Scoring

Criteria	Notes	Maximum Points	4imprint, Inc.	Brothers Produce of Austin	Ecoimprint LLC	Labatt Food Service	Safeguard Business System
(1) Cost to Region One ESC and Coop Members	Lowest proposed cost/vendor's cost x 60%	60	14	36	34	60	
(2) Reputation of the vendor and the vendor's goods and services	Reference Form (Questions #1,3-5)	8	8.00	4.33	8.00	8.00	
(3) Quality of the vendor's service(s)/good(s)	Reference Form (Question #2)	8	8.00	4.00	8.00	8.00	
(4) The extent to which the goods or services meet Region One ESC and coop member's needs	Applicability, compliance with specifications, regulations, etc.	5	5	5	5	5	
(5) The vendor's past relationship with Region One ESC and/or its cooperative members, if any		3	3	3	3	3	
(6) The impact on Region One ESC and its member's ability to comply with laws and rules relating to historically underutilized businesses		1	0	0	1	0	
(7) The total long-term cost to Region One ESC and its cooperative members to acquire the vendor's service(s)/good(s);		5	4	5	5	5	
(8) For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor's ultimate parent company or majority owner (a) has its principal place of business in this State, or (b) employs at least 500 persons in this State*		0	0	0	0	0	
(9) Any other relevant factor that Region One ESC or its members would consider in selecting a vendor, including:	a) submission of line item quotes/pricing points - 5 points b) Product Marketing - 1 point c) minimum order/delivery requirements - 1 point d) product guarantees - 1 point e) health and safety certificates/licenses as applicable - 1 point f) evidence of financial health and stability; audited financial statement or most recent filed tax return, credit report, etc. - 1 point	10	2 1 1 1 0 0	3 1 1 1 0 0	3 1 1 1 0 0	3 1 1 1 1 1	
TOTAL:		100	47.10	63.81	69.95	97.00	INCOMPLETE

*(NOTE: As a general rule, Region One ESC, and its cooperative members, may not apply geographic preference for procurements involving Federal funds. See 2 C.F.R. § 200.319. However, Region One ESC may apply an optional geographic preference in the procurement of unprocessed locally grown or locally raised agricultural products for use in a Child Nutrition Program. See 2 C.F.R. §§ 210 (National School Lunch Program), 215 (Special Milk Program for Children), 220 (School Breakfast Program), 225 (Summer Food Service Program), 226 (Child and Adult Care Food Program).

Evaluated by: Marc David Garcia, Region One ESC; Lori Atwood Ramos, Region One ESC; Jacob Martinez, Region One ESC. Form CIS will be posted to the webpage if a conflict exists.

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Promotional Bottled Water RFP 21-AGENCY-000085
Questions and Answers

Question/Answer	4imprint, Inc.	Brothers Produce of Austin	Ecoimprint LLC	Labatt Food Service	Safeguard Business System
#1: What is the full legal name of the firm?	4imprint, Inc	Brothers Produce LLC	Ecoimprint LLC	Labatt Food Service LLC	Safeguard Business System
#2: List all owners of the firm.	Publicly held corporation	Barry Erenwert James Boss	Breezie Smades Soward Jeremy Soward	Blair Labatt Al Silva Tony Canty	Public Traded Company
#3: Where is the firm located?	Oshkosh, WI	Texas, multiple locations.	Aledo, Texas	San Antonio, Texas	Dallas, TX
#4: DUNS #.	122071905	58781073	060168830	046275301	123250051
#5: Company Website.	www.4imprint.com	www.brothersproduce.com	www.ecoimprint.com	www.labattfood.com	www.gosafeguard.com
#6: Bidder Contact Information (Name, Number and Email).	Kristin Engh/ 877-446-7746/ bids@4imprint.com	Buddy Michna 512-595-6220 buddy@brothersproduceaustin.com	Breezie Smades, 817-737-2236, breezie@ecoimprint.com	Josh Horn jhorn@labattfood.com 210-661-4216	Justin Wagner 404-402-1109 justin@txpsg.com
#7: Sales / Customer Service Contact Information (Name, Number and Email).	Government Team/ 877-446-7746/ govrequests@4imprint.com	Rosemary Zuniga 512-928-0050 rzuniga@brothersproduceaustin.com	Donna Munn, 817-737-2236, donna@ecoimprint.com	Jessica Sanchez jsanchez@labattfood.com 956-428-0722	Justin Wagner 404-402-1109 justin@txpsg.com
#8: Number of years the Firm has been in business under the above full legal name?	25	40 plus years	9 years	110 years	56
#9: Is the firm free of claims, judgments, arbitration, proceedings, or suits pending or outstanding against the Firm, its officers, employees or agents, including bankruptcy? If no, please elaborate.	Yes	yes	yes	Yes	Yes
#10: Did you upload in the Attachments tab the firm's entire RFP Response?	Yes	Yes	Yes	Yes	Yes - (NOT included with RFP submission - LAR)
#11: Did you upload in the Attachments tab the firm's References?	Yes	Yes	Yes	Yes	Yes - (NOT included with RFP submission - LAR)
#12: Did you upload in the Attachments tab the firm's Form W-9?	Yes	Yes	Yes	Yes	Yes
#13: Did you upload in the Attachments tab the firm's Affidavits and Certifications?	Yes	Yes	Yes	Yes	Yes - (NOT included with RFP submission - LAR)
#14: Did you upload in the Attachments tab the firm's Form CIQ?	Yes - no conflicts noted	Yes - no conflicts noted	Yes - incomplete - LAR	Yes - no conflicts noted	Yes - (NOT included with RFP submission - LAR)
#15: Did you upload in the Attachments tab the firm's Form 1295?	Yes - Acknowledged by LAR 9/11/2020	Yes - Acknowledged by SV 9/10/2020	Yes - Acknowledged by LAR 9/11/2020	Yes - Acknowledged by LAR 9/11/2020	Yes - (NOT included with RFP submission - LAR)
#16: Did you upload in the Attachments tab the firm's Deviations and Exceptions Form?	Yes - Deviation noted: 4imprint does not currently have a formal MWBE plan	Yes - no deviations noted	Yes - Deviations noted: pricing submitted allows for minimum order quantity. If location does not have dock, an additional charge per pallet to utilize trucks with lift aate.	Yes - no deviations noted	Yes - (NOT included with RFP submission - LAR)
#17: Did you upload in the Attachments tab the firm's Attachment C - Alternate Items / Price List - Product Catalog?	Yes	Yes	Yes	Yes - (Form not included with RFP submission - LAR)	Yes - (NOT included with RFP submission - LAR)
#18: Did you upload in the Attachments tab the firm's Proof of Insurance?	Yes - Expires 12/31/2020	Yes - Expires 6/1/2021	No	Yes - Expires 1/1/2021	Yes - (NOT included with RFP submission - LAR)
#19: you upload in the Attachments tab the firm's Evidence of Financial Health and Stability?	Yes - (NOT included with RFP submission - LAR)	Yes - (NOT included with RFP submission - LAR)	No	Yes	Yes - (NOT included with RFP submission - LAR)
#20: Did you upload in the Attachments tab the firm's Supplement Contract?	No	Yes - (NOT included with RFP submission - LAR)	No	No	Yes - (NOT included with RFP submission - LAR)
#21: Did you upload in the Attachments tab the firm's MWBE, HUB, SBE, LSA Certifications?	No	Yes - (Certificate NOT includes with RFP submission - LAR)	Yes - HUB Certificate	No	Yes - (NOT included with RFP submission - LAR)
#22: Did you upload in the Attachments tab the firm's Certificates/Licenses? Specify	Yes - (NO other certificates or licenses provided except insurance cert - LAR)	Yes - (NO other certificates or licenses provided except insurance cert - LAR)	n/a	Yes - Department of Health Food Wholesaler License	n/a
#23: Did you upload in the Attachments tab the firm's Product Recall Procedures? Specify.	Please see our 360 degree guarantee	Yes - Product Traceability, Recall, and Withdrawl Procedure	n/a	Yes	n/a
#24: Does the firm agree to include the following on each invoice: Purchase order number, name of district, name of campus/department (if available), itemization of products ordered. Name of person ordering. RFP #?	Yes	Yes	Yes	Yes	Yes
#25: Does the firm agree to provide the ROPC with the following sales information on a quarterly basis-Vendor Name, RFP number, District Name, district purchase order number, invoice date, product/SKU number, item description, item quantity, item actual price.	Yes	Yes	Yes	Yes	Yes
#26: Question 25 continued... item extended price (quantity X price), total savings (\$) or discount applied(%) in an electronic format? e.g. Excel file, CSV file (comma delimited).	Yes	Yes	Yes	Yes	Yes
#27: Are deliveries made via company owned and operated delivery trucks? Specify.	Delivery will be made by best method available	All deliveries are made in Brothers Produce owned or leased trucks	No - 3rd party freight	Yes company owned and operated	No, most likely by UPS
#28: DELIVERY LOCATIONS: Is the firm able to deliver to all ROPC member locations as specified on Attachment A - ROPC Member List?	Yes	Yes	Yes	Yes	Yes
#29: SPECIFY DELIVERY/SERVICE LOCATIONS.	We will need delivery addresses provided with quantity and a spreadsheet will be provided should there be multiple addresses	n/a	All within Region One of Texas	All Region 1 member locations	All
#30: LEAD-TIME: Specify the required lead-time requirements for orders.	Approx 20 business days ARO/PO/Art Approval can vary based on quantity	14 day lead time	14 days	4 week leadtime	7-10 business days
#31: SHIPPING: Specify how product is shipped, i.e. common carrier, company truck, etc.	Best method available, UPS or Freight service depending on quantity	Company truck	3rd Party - common carriers	Company Truck	Truck
#32: EQUIPMENT REQUIREMENTS: specify any equipment requirements here.	N/A	n/a	n/a	None	none
#33: PAYMENT DISCOUNT: Specify any payment discounts offered.	N/A	none	n/a	.25% on 7 day ACH electronic payment	none
#34: Is delivery, assembly, installation and clean-up included with pricing? Specify.	N/A	yes	Delivery is included in price. No assembly, installation or clean-up needed	Delivery only	None
#35: ADDITIONAL FEES: Specify shipping, handling, fuel surcharges and/or any other additional charges or fees.	N/A	n/a	ONLY at sites without dock capabilities, there will be a \$65/pallet fee on deliveries utilizing trucks with liftgates	None	None
#36: WARRANTY: Specify warranty on all equipment, installation, parts and service.	Please see 360 degree guarantee	n/a	n/a	Manufacturer guarantee	None
#37: CANCELLATION/RETURN POLICY: Specify your return policy here.	Please see 360 degree guarantee	24 hour return policy	Damaged goods to be reported within 3 days of delivery via email	PRODUCE must be returned on delivery. Inspect all produce before accepting delivery. PERISHABLE must be returned on delivery FROZEN Will not be accepted for return after 15 days DRY GROCERY Will not be accepted for return after 30 days. No returns accepted with school markings on the case. Product returned must be in the original case.	None
#38: CREDIT APPLICATION: Is a credit application required? Specify.	No	no	no	Yes if a new customer	No
SAM Search Verification	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020
TX Comptroller Divestment Statute Lists Verification	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020	YES - LAR completed 9/15/2020

Region One Education Service Center
Region One Purchasing Cooperative
ROPC Promotional Bottled Water RFP 21-AGENCY-000085
Reference Questionnaire Responses

Vendor:	Average Total Score (Max 20 points):	Reference:	1. Satisfaction:	2. Quality:	3. Customer service:	4. Professionalism:	5. Recommend:	Comments (optional):	Timestamp		
4imprint, Inc.	20	Pasadena ISD	Tanya Morgan	tmorgan1@pasadenaisd.org	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Great customer service and products offered.	9/11/2020 8:04:15
4imprint, Inc.		HCDE	Bill Monroe	bmonroe@hcde-texas.org	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Excellent service, no problems	9/14/2020 10:34:05
4imprint, Inc.		Weatherford College	Toni Martin	accountspayable@wc.edu	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Awesome company, always comes through even when we have a rush deadline. Items are replaced immediately when an error is made. First rate, top notch company. Have used them since 2009	9/16/2020 9:43:08
Brothers Produce	10.66	McAllen ISD	Sonia Esquivel	Sonia.esquivel@mcallenisd.net	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Great customer service. Fast response if every any problems.	9/16/2020 9:37:31
Brothers Produce		HCISD	Denise Young	denise.young@hcisd.org	2 Average Performance	2 Average Performance	3 Above Average Performance	3 Above Average Performance	2 Likely	The vendor does their best to keep in contact with us when any unexpected changes occur.	9/15/2020 20:00:29
Brothers Produce		Mission CISD	No response		0	0	0	0	0		
Ecoimprint LLC	20	State Fair of Texas	Susan Brosin	sbrosin@bigtex.com	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend		9/11/2020 5:52:00
Ecoimprint LLC		Blue Zones Project	carol murray	carolmurray@texashealth.org	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	top notch service, always reliable	9/11/2020 8:21:00
Ecoimprint LLC		City of Fort Worth	Brandi Kelp	brandi.kelp@fortworthtexas.gov	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Excellent company, it is the first one we go to.	9/16/2020 9:24:42
Labatt Food Service	20	Edinburg CISD	Juan Trevino	juan.trevino@ecisd.us	4 Excellent Performance	3 Above Average Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Great customer service. Always willing to help and provide solutions to food shortages.	9/11/2020 9:29:53
Labatt Food Service		La Joya ISD	Galina Reyes	g.ojedadereyes@lajoyaisd.net	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend	Highly Recommended	9/16/2020 11:54:38
Labatt Food Service		United ISD	Raul Ramirez	rramirez@uisd.net	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Excellent Performance	4 Will Recommend		9/17/2020 10:54:27