

**RFP #8259 - Inmate and Detention Supplies, Solutions and Services
Request for Proposal - Process and Evaluation Summary**

1. Published the Request for Proposal (RFP) on Public Purchase on Feb 3, 2016;
2. Issued 204 notifications including 67 Local/MCBE/SBE/SDBE vendors;
3. Accessed by 138 vendors;
4. Posted Addendum #1 on Feb 5, 2016 (added online meeting option) and Addendum #2 on Mar 8, 2016 (changed RFP end date to Apr 19, 2016);
5. Answered 42 questions on or before Mar 11, 2016;
6. Received eight responses on Apr 19, 2016:
 - a. Cornerstone Detention Inc. (Cornerstone)
 - b. Paradise Pillow Inc. (Paradise)
 - c. Acme Supply Co., Ltd (ACME)
 - d. Charm-Tex (Charm)
 - e. Uniforms Manufacturing, Inc. (Uniforms)
 - f. Bob Barker Company, Inc. (Bob Barker)
 - g. Victory Supply LLC (Victory)
 - h. Pacific Business Group Inc. (Pacific)
7. Completed proposal evaluation and selection:
 - a. 1st Round – Reviewed completeness of proposals, compared pricing and eliminated proposals that are not qualified and not recommended;
 - b. 2nd Round – Requested samples from shortlisted proposers, tested samples, reported findings on samples and eliminated proposals that are not recommended;
 - c. 3rd Round – Identified potential proposals.
8. Called customer references and the County of Sacramento (County) user feedback for the shortlisted proposers;
9. Scored on all the proposals - Phrase I (Based on RFP work plan, price proposal, qualifications and experience);
10. Conducted on-site and phone interviews with the shortlisted proposers with a detailed agenda:
 - a. Bob Barker – on-site interview
 - b. Victory – on-site interview
 - c. Pacific – phone interview
11. Requested Best and Final Offer (BAFO)
 - a. Bob Barker
 - b. Victory
 - c. Pacific
12. Scored on shortlisted proposals - Phrase II (Based on oral interviews and Best and Final Offer)
13. Recommended for the County contract award:
 - a. Bob Barker, for a total of \$322,710.19, for the following groups:
 - Group 1 Clothing (Partial);
 - Group 3 Footwear;
 - Group 4 Bedding and Linen (Partial);
 - Group 5 Mattress;
 - Group 7 Personal Hygiene Product (Partial).
 - b. Victory, for a total of \$228,747.84 and a 2.5% discount (\$5,057.18), for the following groups:
 - Group 1 Clothing (Partial);
 - Group 2 Sports Bra;
 - Group 4 Bedding and Linen (Partial).
 - c. Pacific, for a total of \$48,622.45, for the following groups:
 - Group 4 Bedding and Linen (Partial);
 - Group 7 Personal Hygiene Product (Partial).

**RFP #8259 - Inmate and Detention Supplies, Solutions and Services
Request for Proposal - Process and Evaluation Summary**

14. Group One Ply Toilet Paper
Only one offer was received from Pacific. Pricing is not as competitive as the current County contract. Therefore, it is not recommended for award.
15. Recommended for national contract award:
In the business for over 40 years, Bob Barker offers a broad product line of detention supplies, solutions and services. They sell to government agencies and have a national client base across the United States. Their average annual sales volume for the past three years is approximately \$110,000,000.00. In addition, Bob Barker is a well-structured organization consisting of 222 employees, and is operating in two company-owned locations with warehouses in the United States. A project team with a primary contact, a secondary contact and a designated custom service team is associated to this contract. They demonstrate their proven experience, qualifications and capability in handling a national contract. Therefore, the County, partnered with National IPA, recommended Bob Barker for national contract award for Inmate and Detention Supplies, Solutions and Services.
16. Group 6 One Ply Toilet Paper
Only one offer was received from Pacific. Pricing is not as competitive as the current County contract. Therefore, it is not recommended for award.
17. Price Summary and Recommendation is enclosed.
Pricing offered by all proposers, including the BAFO pricing updates, is tabulated on the spreadsheet.
18. Scoring Summary is enclosed.
Scoring of all proposers on their work plan, price proposal, qualifications and experience, is tabulated on the spreadsheet.
19. Proposal Evaluation and Selection and Recommendation for Award:

1st Round - Proposal Evaluation and Selection:

Name of Proposer	Proposal findings	Decision on Proposal	Remarks
Cornerstone	Appendix I – Pricing Workbook not in Public Purchase	Not qualified	NA
Paradise	Group 4 Bedding and Linen 5 items offered; 2 items canceled by the County; 3 items not price-competitive.	Eliminated	Group 4 Bedding and Linen Offered one group and not price-competitive; Not requested for samples; Eliminated for award.
ACME	Group 1 Clothing 15 items offered; 3 items canceled by the County; 2 items (stenciled orange unisex pants and stenciled navy blue unisex pants) with price at the 2 nd lowest*; 1 item (white ankle sock) with price at the 3 rd lowest*; 9 items not price-competitive.	Eliminated	Group 1 Clothing Offered one group; *The total cost of these 3 items is \$4,380.66 lower than the recommended offers. However, the administration cost of establishing a contract and the subsequent orderings (typical 3 years) for just three items out weights the cost difference. Not requested for samples; Eliminated for award.

**RFP #8259 - Inmate and Detention Supplies, Solutions and Services
Request for Proposal - Process and Evaluation Summary**

2nd Round - Proposal Evaluation and Selection:

Name of Proposer	Proposal findings	Decision on Proposal	Remarks
Charm	<p>Group 1 Clothing 18 items offered; 3 items canceled by the County 1 item (white ankle sock) with price at the 2nd lowest*; 14 items not price-competitive.</p> <p>Group 4 Bedding and Linen 10 items offered; 4 items canceled by the County; 1 item (non-stenciled isolation / suicide cell smock) with price at the 1st lowest**; 1 item (non-stenciled isolation / suicide cell blanket) with price at the 2nd lowest**; 4 items not price-competitive.</p> <p>Group 2 Sports Bra Not price-competitive.</p> <p>Group 3 Footwear 10 items offered. 6 items canceled by the County. 1 item with price the tie 1st lowest; 3 items not price-competitive.</p> <p>Group 5 Mattress Price not-competitive.</p> <p>Group 7 Personal Hygiene Product 4 items offered; 1 item canceled by the County; 3 items not price-competitive.</p>	Not recommended	<p>Group 1 Clothing *The price of this item is \$2,891.00 lower than the recommended offer.</p> <p>Group 4 Bedding and Linen **The total cost of these 2 items is \$838.25 lower than the recommended offer.</p> <p>However, the administration cost of establishing a contract and the subsequent orderings (typical 3 years) for just three items out weights the cost difference. Not requested for samples; Not recommended for award.</p> <p>Group 2 Sports Bra Pricing not competitive; Not requested for samples; Not recommended for award.</p> <p>Group 3 Footwear Pricing tie and not competitive; Requested for samples; Not recommended for award.</p> <p>Group 5 Mattress Pricing not competitive; Requested for samples; Not recommended for award.</p> <p>Group 7 Personal Hygiene Product Pricing not competitive; Not requested for samples; Not recommended for award.</p>
Uniforms	<p>Group 1 Clothing 19 items offered; 3 items canceled by the County; 1 item (non-stenciled navy or dark colors paper jumpsuit) with price at the 1st lowest*; 8 items sample rejected due to stencil worn, non-compliance to specifications and shrinkage; 7 items not price-competitive.</p> <p>Group 2 Sports Bra With price the tie 1st lowest & sample rejected due to shrinkage.</p>	Not recommended	<p>Group 1 Clothing *The total cost of this item is \$1,280.00 lower than the recommended offer. However, the administration cost of establishing a contract and subsequent orderings (typical 3 years) for just one item out weights the cost difference. 8 items sample rejected due to stencil worn, non-compliance to specifications and shrinkage; 7 items not price-competitive. Requested for samples; Not recommended for award.</p> <p>Group 2 Sports Bra Requested for samples; Sample rejected; Not recommended for award.</p>

**RFP #8259 - Inmate and Detention Supplies, Solutions and Services
Request for Proposal - Process and Evaluation Summary**

3rd Round – Proposal Evaluation, Selection and Recommendation for Award:

a. Recommended for County Contract Award:

Name of Proposer	Proposal findings	Decision on Proposal	Remarks
Bob Barker	<p>Group 1 Clothing 18 items offered; 3 items canceled by the County; 3 items sample rejected due to lower quality and shrinkage; 2 items not price-competitive; 10 items recommended for award.</p> <p>Group 2 Sports Bra With price the tie 1st lowest & sample rejected due to shrinkage.</p> <p>Group 3 Footwear 10 items offered; 6 items canceled by the County; 4 items recommended for award.</p> <p>Group 4 Bedding and Linen 8 items offered; 2 items canceled by the County; 1 item sample rejected due to shrinkage; 2 items not price-competitive; 3 items recommended for award.</p> <p>Group 5 Mattress Recommended for award.</p> <p>Group 7 Personal Hygiene Product 14 items offered; 3 items canceled by the County; 1 item sample rejected; 1 item not price-competitive; 9 items recommended for award.</p>	Recommended	<p>Samples requested for all offered groups;</p> <p>All recommended items are price and samples accepted;</p> <p>Recommended for County contract award groups: Group 1 Clothing (Partial); Group 3 Footwear; Group 4 Bedding and Linen (Partial); Group 5 Mattress; Group 7 Personal Hygiene Product (Partial).</p>

**RFP #8259 - Inmate and Detention Supplies, Solutions and Services
Request for Proposal - Process and Evaluation Summary**

Victory	<p>Group 1 Clothing 19 items offered; 3 items canceled by the County; 1 item sample rejected; 9 items not price-competitive; 6 items recommended for award.</p> <p>Group 2 Sports Bra Recommended for award</p> <p>Group 3 Footwear 7 items offered; 4 items canceled by the County; 3 items not price-competitive.</p> <p>Group 4 Bedding and Linen 6 items offered; 2 items canceled by the County; 1 item sample rejected; 1 item not price-competitive; 2 items recommended for award.</p> <p>Group 5 Mattress Price not-competitive.</p>	Recommended	<p>Requested samples for all offered groups;</p> <p>All recommended items are price and samples accepted;</p> <p>Recommended for County contract award groups: Group 1 Clothing (Partial); Group 2 Sports Bra.</p>
---------	---	-------------	--

Name of Proposer	Proposal findings	Decision on Proposal	Remarks
Pacific	<p>Group 4 Bedding and Linen 7 items offered; 3 items canceled by the County; 2 items sample rejected due to non-compliance to the requirement and specifications; 1 item not price-competitive; 1 item recommended for award.</p> <p>Group 7 Personal Hygiene Product 15 items offered; 4 item canceled by the County; 8 items not price-competitive; 3 items recommended for award.</p>	Recommended	<p>Requested samples for all offered groups;</p> <p>All recommended items are price and samples accepted;</p> <p>Recommended for County contract award groups: Group 4 Bedding and Linen (Partial); Only the samples of cloth aprons from Pacific are acceptable and the price is very competitive.</p> <p>Group 7 Personal Hygiene Product (Partial) Samples of bar soap are acceptable and with price at the 1st lowest.</p>

b. Recommended for National IPA Contract Award:

Name of Proposer	Proposal findings	Decision on Proposal	Remarks
Bob Barker	<p>1. Willing to establish a national contract; 2. Proven experience, qualifications and capability in handling a national contract.</p>	Recommended	<p>The County, partnered with National IPA, recommended Bob Barker for national contract award for the inmate and detention supplies, solutions and services.</p>

Enclosures:

1. Price Summary and Recommendation
2. Scoring Summary

Reported By: Vivian Poon
Reported Date: September 9, 2016