



Food Products and Distribution for School Food Authorities with Related Supplies, Technology, and Services  
Executive Summary

**Lead Agency:** Minnesota Public Agency (Sourcewell)

**Solicitation:** 111621

**RFP Issued:** September 28<sup>th</sup>, 2021

**Pre-Proposal Date:** October 26<sup>th</sup>, 2021 @ 10:00 a.m.

**Response Due Date:** November 16<sup>th</sup>, 2021

**Proposals Received:** # 7

**Awarded to:**

The Minnesota Public Agency (Sourcewell) issued RFP 111621 on September 9<sup>th</sup>, 2021, to establish a national cooperative contract for Food Products and Distribution for School Food Authorities with Related Supplies, Technology, and Services.

The solicitation included cooperative purchasing language in Sections I, subsection A. and subsection B:

**A. SOURCEWELL**

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process for the benefit of eligible participating entities across the United States. Sourcewell's solicitation process complies with State of Minnesota law and policies, and results in cooperative purchasing solutions from which Sourcewell's eligible Participating Entities procure equipment, products, and services.

Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and contract expanding the reach of contracted suppliers' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

## B. USE OF RESULTING CONTRACTS

For purposes of this solicitation and resulting contracts, a Participating Entity is a School Food Authority (SFA) as defined in 7 C.F.R. §210.2. More generally, this solicitation and resulting contracts are for use by SFAs operating a child nutrition program authorized by the United States Congress and regulated by the United States Department of Agriculture (USDA).

For a listing of current United States Participating Entities visit Sourcewell's website: <https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator>.

Participating Entities typically access contracted equipment, products, or services through a purchase order issued directly to the contracted supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, Sourcewell broadly publishes public notice of all solicitation opportunities, including this RFP. In the United States each state-level procurement department receives notice for possible re-posting.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Minnesota Public Agency (Sourcewell) website
- The New York State Contract Reporter
- The Oklahoman
- The State - Columbia
- USA Today, nationwide
- Daily Journal of Commerce, OR

On November 16<sup>th</sup>, 2021 proposals were received from the following offerors:

- Gold Star Foods
- SimplyMeats Traceable Distribution Inc.
- Sysco Corporation
- US Foods, Inc.
- BB17, LLC dba Simply Clean BB17, INC
- HBM Group, Inc.
- Lapine, Inc. dba Lapine Gatorade

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with US Foods, Inc. and proceeding with contract award upon successful completion of negotiations.

OMNIA Partners partnered with Minnesota Public Agency (Sourcewell) to offer the program nationally.

Term:

Initial term from February 9<sup>th</sup>, 2022, through February 1<sup>st</sup>, 2026, with the option to renew for three (3) additional one-year periods through February 1<sup>st</sup>, 2029.

Pricing/Discount:

This Prime Vendor Lead Agency Award offers off-invoice rebates for program utilization and performance. The agreement offers access to over 50,000 contracted food and supply products with more than 310 manufacturers through the US Foods relationship with Vizient. These agreements yield strong savings which help to insulate you from the market and inflation swings. Firm pricing on many contracts for the school year and choice in product selection provides you with unparalleled value. This program provides this value to customers that are able to commit approximately 80% of food purchases to US Foods, and in return receive preferred customer service and support.

US Foods stocks and promotes deeply discounted manufacturer agreements negotiated by Vizient. Besides providing discounted pricing, focus is also placed on well-planned and executed price protection strategies to ensure optimal long-term savings.

The Value of Vizient manufacturer agreements is provided to participating agencies at the time of invoice, so there is no delay in the redemption of the discounts available through the contract. There is no need to provide purchase history reporting to be eligible for these pre-loaded off invoice savings.

A US Foods representative will work with you to identify your specific requirements and review the options available to meet your goals and priorities.

Upon request, US Foods will provide a **competitive analysis** of your particular requirements for both service and pricing. This analysis would be based on the agency's current purchasing method compared with the structured and measurable pricing available.

US Foods Contact Information:

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OMNIA Partners Web Landing Pages:

<https://www.omniapartners.com/publicsector/suppliers/us-foods/overview>