



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #112917
Entitled
FOOD PRODUCTS AND DISTRIBUTION WITH RELATED EQUIPMENT, SUPPLIES, AND SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on October 13, 2017, in Utah's *The Salt Lake Tribune* on October 12, 2017, in *USA Today* on October 12, 2017, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, Biddingo, and the New York State Contract Reporter:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national and/or regional contract solution(s) for the procurement of #112917 FOOD PRODUCTS AND DISTRIBUTION WITH RELATED EQUIPMENT, SUPPLIES, AND SERVICES. Details of this RFP are available beginning October 12, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until November 29, 2017 at 4:30 p.m. Central Time at the above address and opened November 30, 2017 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

1World Digital	Maid-Rite Specialty Foods, LLC
AFFLINK	Majestic International Spice
All American Poly Corp.	McCain Foods
Ambrosia Caterers	Multi-Unit Group
American Pride Paper and Plastic	Nardone Bros.
Atlantic Beverage Company	North America Procurement Council, Inc. PBC
Bassey Health Care	Northern Pharmacy
Capital Seaboard	Notables
CenterPoint Strategic Business Services	Nutramerica
Chester River Clam Company, Inc.	NutriStudents K-12
DAS	Ohio Dept of Administrative Services
Daxwell	Onvia, Inc.
Deltek	Performance Safety Group
Department of General Services	Prime Vendor Inc.
Dori Foods	Pueblo Hotel Supply
E.A.T. w/ Culinary Professionals Inc.	Regal Greetings & Gifts Co.

Education Intelligence, Inc.	Schmidt Baking Company, Inc.
Educational Biometric Technology	Schwan's Food Service, Inc.
ES Foods	Schwebel Baking Company
Evgeniya Salous	SevenOutsource.com
Feeser's	Stainless Fabrication, Inc.
Food & Beverage Consulting Group	State Procurement Office
Food Service Contracting LLC	Sunrise Foods
Foodco USA	Superior Equipment & Supply
FoodPRO	Sysco Corp.
Global Food Industries LLC	TH Foods, Inc.
Gold Star Foods	The Education Cooperative
Good Source Solutions Inc.	The Journey Group
Gordon Food Service	Toscana Deli and Catering
HCONE International IMPEX LLC	TriMark Strategic
Indianhead Foodservice Distributor	Tyson Foods
Interboro Packaging Corp.	Upper Lakes Foods, Inc.
Interflex	US Foods
James McDowell	Van Houtte Coffee Services Inc.
Jay Bee Distributors Inc	VendCentral
Karetas Foods	Wholesale Food Equipment
Keefe Group	Wm R Hill Co.
KJ Electric	Yolato
Lift and Store, LLC	Zanduco Restaurant Equipment & Supplies

On November 16, 2017, NJPA issued Addendum Two to the Request for Proposal that extended the proposal submission deadline until December 7, 2017 at 4:30 p.m. CT. A copy of Addendum Two was emailed to all who requested the RFP.

Proposals were opened on December 8, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Indianhead Foodservice Distributor
The Multi-Unit Group
US Foods, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager
James Voelker, CFCM, NJPA Lead Analyst
Kim Austin, NJPA Procurement Analyst III
Carol Jackson, NJPA Procurement Analyst III
Brandon Town, NJPA Procurement Analyst II

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One Responsiveness. The Proposal Evaluation Committee determined that all

responses were Level-Two Responsive, but that multiple references in the response of US Foods, Inc., to a "Fixed Fee Per Case" pricing schedule (as requested in Section 5.4.2.1 of the RFP), were unclear as to the location of the schedule within the response. NJPA issued a request for clarification to US Foods pursuant to RFP Section 6.13. US Foods, Inc., provided the requested clarification and indicated that the referenced "Fixed Fee Per Case" pricing schedule had been omitted from the proposal enclosures. Accordingly, NJPA issued a request for modification to US Foods, Inc., pursuant to RFP Section 4.24.4, to modify the response and include the referenced Fixed Fee Per Case pricing schedule. US Foods, Inc., provided the modification as requested and the Proposal Evaluation Committee thereafter evaluated all of the responses.

The Multi-Unit Group distributes a wide array of grocery items, fresh and frozen meats, seafood and poultry, dairy products, produce, and beverages. In addition, they carry paper products and disposables, small wares, and chemical and janitorial products. Multi-Unit Group consists of a network of 15 independent distributors, with over 1100 inside and outside sales representatives, to serve Members in 49 states while providing a 98.9% fill rate. The Multi-Unit Group has also partnered with NutriStudents K-12 as part of their offering to simplify menu planning, staff training, purchasing and support for USDA Administrative Reviews for Members. The Multi-Unit Group offers a solid and easy to use fixed-fee per case schedule for K-12 customers.

US Foods provides approximately 400,000 fresh, frozen and dry food stock-keeping units (SKUs) along with non-food items sourced from over 5,000 suppliers. US Foods provides service to Members in the contiguous United States through 60 distribution facilities. US Foods offers additional value to Members through their Food Fanatics program and Culinary Equipment & Supplies offerings. In addition to offering a fixed-fee per case schedule for K-12 Members, US Foods also offers rebates and incentives for prompt pay, annual volumes, average delivery sizes, IMPACT Standardization and new members.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #112917 to:

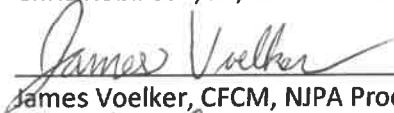
The Multi-Unit Group
US Foods, Inc.

#112917-MUG
#112917-USF

The preceding recommendations were approved on January 16, 2018:



Chris Robinson, JD, NJPA Procurement Manager



James Voelker, CFCM, NJPA Procurement Lead Analyst



Kim Austin, NJPA Procurement Analyst III



Carol Jackson, NJPA Procurement Analyst III



Brandon Town, NJPA Procurement Analyst II