



Food Products and Distribution with Related Equipment, Supplies, and Services  
Executive Summary

**Lead Agency:** Minnesota Public Agency NJPA

**Solicitation:** #112917

**RFP Issued:** October 12, 2017

**Pre-Proposal Date:** November 9, 2017

**Response Due Date:** November 30, 2017

**Proposals Received:** 3

**Awarded to: US Foods**

The Minnesota Public Agency NJPA(NJPA) issued RFP #112917 on October 12, 2017, to establish a national cooperative contract for Food Products and Distribution with Related Equipment, Supplies, and Services.

The solicitation included cooperative purchasing language in Sections 3.6:

**Joint Exercise of Powers Laws**

NJPA cooperatively shares those contracts with its Members nationwide through various Joint Exercise of Powers Laws or Cooperative Purchasing Statutes established in Minnesota, other states and Canadian provinces. The Minnesota Joint Exercise of Powers Law is Minnesota Statute §471.59 which states “Two or more governmental units...may jointly or cooperatively exercise any power common to the contracting parties...” This Minnesota Statute allows NJPA to serve Member agencies located in all other states. 5 Municipal agencies nationally can participate in cooperative purchasing activities under their own state law. These laws can be found on our website at <http://www.njpacoop.org/national-cooperative-contractsolutions/legal-authority/>.

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

- NJPA website
- Daily Journal of Commerce – Oregon
- New Your State Contract Reporter – New York
- The State – South Carolina
- The Salt Lake Tribune- Utah
- Biddingo – Ontario, Canada
- MERX- Canada
- Public Purchase website

On November 30, 2017 proposals were received from the following offerors:

- US Foods
- The Multi-Unit Group
- Indianhead Foodservice Distributor

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee recommended a contract award to US Foods effective January 22, 2018.

National IPA partnered with Minnesota Public Agency NJPA to offer the program nationally pursuant to Section 3.6 Joint Exercise of Powers Laws effective January 22, 2018.

Contract includes:

- food service distribution
- food service equipment
- discounted product agreements
- online nutrition information
- cost management solutions

Term:

Initial four-year agreement from January 22, 2018 through January 21, 2022 with the option to renew for one (1) additional year through January 21, 2023.

Pricing/Discount:

This Prime Vendor Lead Agency Award offers off invoice and rebates for program utilization and performance. The agreement offers access to 19,400 contracted food and supply products with more than 240 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.

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 are 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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National IPA Web Landing Pages:  
<http://www.nationalipa.org/Vendors/Pages/USFoods.aspx#tabs-contract>