

# OMNIA

PARTNERS



## Food Products and Distribution for K12 and Other Public Agencies (RFP #19FS1) Executive Summary

**Lead Agency:** Frederick County Public Schools

**Solicitation:** 19FS1

**RFP Issued:** October 2, 2018

**Pre-Proposal Date:** October 16, 2019 at 11:00am

**Response Due Date:** November 1, 2018 at 2:00pm

**Proposals Received:** 3

### **Awarded to:**

The Frederick County Public Schools Department of Procurement issued RFP 19FS1 on October 16, 2019, to establish a national cooperative contract for Food Products and Distribution for K12 and Other Public Agencies.

The solicitation included cooperative purchasing language in Sections 1: Solicitation Overview:

*Fredrick County Public Schools, MD (herein "Lead Public Agency") on behalf of itself and all states, local governments, school districts, higher education institutions, tribal agencies, other government agencies, nonprofit early education programs, other nonprofit organizations, and others participating in child nutrition programs in the United States of America (herein "Participating Public Agencies") is soliciting proposals from qualified suppliers (including Group Purchasing Organizations) to enter into a Master Agreement for a complete line of Food Products and Distribution Services for K-12 and Other Public Agencies (herein "Products and Services").*

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

- Frederick County Public School's website
- US Communities website
- Pamplin Media Group
- Capital City Press
- Daily Journal of Commerce

On November 1<sup>st</sup>, 2018 proposals were received from the following offerors:

- All American Poly (Piscataway, NJ)
- Premier, Inc. (Charlotte, NC)
- Seattle Gummy Company (Seattle, WA)

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Premier, Inc. and proceeding with contract award upon successful completion of negotiations. All American Poly and Seattle Gummy Company were not considered due to incomplete bid responses.

Frederick County Public Schools, OMNIA Partners, Public Sector and Premier successfully negotiated a contract, and the Frederick County Public Schools executed the agreement with a contract effective date of March 1<sup>st</sup>, 2019.

Contract includes:

- Access to Premier's exclusive child nutrition resources and professional support
- Access to Premier's comprehensive portfolio
- New Business Incentives, Direct Parent Incentives, Manufacturer Rebates

Term:

Initial two-year agreement from March 1<sup>st</sup>, 2019 through February 28<sup>th</sup>, 2021 with the option to renew for two (2) additional two-year periods through February 28<sup>th</sup>, 2025.

Pricing/Discount:

- Firm fixed fee per case

OMNIA Partners, Public Sector Web Landing Pages: