

# OMNIA<sup>®</sup>

PARTNERS



## Food Products and Distribution (other than School Food Authorities) with Related Supplies, Technology, and Services Executive Summary

**Lead Agency:** Minnesota Public Agency (Sourcewell)      **Solicitation:** 040522

**RFP Issued:** February 15, 2022      **Pre-Proposal Date:** March 16, 2022 @10:00 am CST

**Response Due Date:** April 5<sup>th</sup>, 2022 @4:30pm CST      **Proposals Received:** # 5

### **Awarded to:**

The Minnesota Public Agency (Sourcewell) issued RFP 040522 on February 15<sup>th</sup>, 2022, to establish a national cooperative contract for Food Products and Distribution (for other than 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

In the United States, Sourcewell's contracts are available for use by:

- Federal and state government entities;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country): <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 April 5<sup>th</sup>, 2022 proposals were received from the following offerors:

- BB17, LLC
- Ben E. Keith Company
- HBM Group, Inc.
- Sysco Corporation
- US Foods, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Sysco Corporation 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 June 28<sup>th</sup>, 2022, through June 3<sup>rd</sup>, 2026, with the option to renew for one (1) additional one-year periods through June 3<sup>rd</sup>, 2027.

Pricing/Discount:

Pricing is available upon request.