

VENDING SERVICES

036.23.B6

Fact Sheet

1. A Request for Proposal (RFP) was issued and posted on the HCPSS Purchasing website and on eMaryland Marketplace Advantage as required by the State of Maryland, requesting interested firms to submit proposals to provide for healthy snacks and beverages that include Tier 1 products to HCPSS K-12 students & Tier 1 & 2 products to HCPSS staff in accordance with (IOM) Institute of Medicine.
2. Responses were received from the following firms:
 1. A Crystal Vending Service, Inc.
 2. Custom Vending LLC.
3. No funding is needed for the Vending Services contract. There is no cost to HCPSS. The Vendor will provide a 20% commission of sales to HCPSS.
4. An evaluation committee created for this purpose, reviewed the proposals based on the qualifications of the firm and the services provided.
5. Evaluation scores were based on a 100-point rubric. The final evaluation ranking is as follows, based on highest to lowest ranking:
 - A Crystal Vending, Inc.
 - Custom Vending, LLC
6. It is recommended that the contract be awarded, for a period of five year with the option to renew the contract up to five additional one-year period, to the top-ranking firm:

A Crystal Vending, Inc.

Although both firms received passing technical scores of 70 or above, A Crystal Vending proposed a 20% commission with no additional charges to HCPSS whereas, A Custom Vending proposed a cost of \$134,238 for Tier 1&2 Snacks and \$134.238 for Tier 1&2 Beverages to HCPSS. A 20% commission was offered to HCPSS in addition to the cost. The Evaluation committee determined it would not be fiscally advantageous to award a Contract to Custom Vending, LLC.