

Group A - Lunchroom Accounting & Point of Service Management			
	Original RFP Cost	Added Features	ACUTAL COST
Software Cost	\$ 25,470.00	\$ -	\$ 25,470.00
Hardware/Equipment Cost	\$ 143,226.00	\$ 29,615.80 *1	\$ 172,841.80
Installation and Implementation	\$ 19,522.50	\$ 8,321.89 *2	\$ 27,844.39
Maintenance and Support (Yr 1)	\$ 12,150.00	\$ -	\$ 12,150.00
Other Fees:			
Online Application Subscription	\$ 2,550.00	\$ -	\$ 2,550.00
Estimated Shipping	\$ 2,734.46	\$ 349.81	\$ 3,084.27
Subtotal Group A	\$ 205,652.96	\$ 38,287.50	\$ 243,940.46
Group B - Menus, Nutrition & Inventory Management			
Software Cost	\$ 20,912.00	\$ 6,382.00 *3	\$ 27,294.00
Installation and Implementation	\$ 25,984.00	\$ 19,660.52 *2	\$ 45,644.52
Maintenance and Support (Yr 1)	\$ 9,410.00	\$ 2,872.30 *5	\$ 12,282.30
Other Fees:			
Online TempAlert	n/a	\$ 8,956.90 *4	\$ 8,956.90
Subtotal Group B	\$ 56,306.00	\$ 37,871.72	\$ 94,177.72
Total Yr 1 Group A & B	\$ 261,958.96	\$ 76,159.22	\$ 338,118.18
Maintenance and Support (Yr 2-5)	\$ 86,240.00	\$ 11,489.20	\$ 97,729.20
TOTAL COST (Year 1 - 5)	\$ 348,198.96	\$ 87,648.42	\$ 435,847.38

***Additional Cost to Upgrade from Initial Bid Package:**

#1 Upgrade POS / key pad units and purchase additional equipment

#2 Upgrade to receive additional On Site Training

#3 Upgraded to include Production module at Central Office and 3 POD Kitchen sites

#4 Upgrade to include Online TempAlert module

#5 Price increase due to additional software modules and POS units



SALT LAKE CITY SCHOOL DISTRICT

440 E 100 S
SALT LAKE CITY, UTAH 84111-1898
(801) 578-8257

PURCHASE ORDER	
P.O. NUMBER	P132528
DATE	03/06/13
VENDOR #	V005251
BID	M1383-LS
FOB	
REQUISITION NO	R017547
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS AND CORRESPONDENCE.	

TO: HORIZON SOFTWARE INTERNATIONAL LLC
 2915 PREMIERE PARKWAY
 SUITE 300
 DULUTH, GA 30097

REQUESTED BY: GRANT, TERI L
 BUYER CODE: BUYR3
 TERMS: NET 30

FAX# (770) 554-6331

SHIP TO:
CHILD NUTRITION 995 WEST BEARDSLEY PLACE (2480 SOUTH) SALT LAKE CITY, UT 84118-1519
ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
001	NEW SCHOOL LUNCH ACCOUNTING, MENU, NUTRITION AND INVENTORY MANAGEMENT SYSTEM AS PER RFP#M1383-LS LUNCHROOM ACCOUNTING AND POINT OF SERVICE MANAGEMENT SYSTEM 1-ONESOURCE POINT OF SALE CENTRAL OFFICE PACKAGE 1-ONESOURCE FREE AND REDUCED CENTRAL OFFICE 38-ONESOURCE POINT OF SALE PACKAGE-PER SITE 60-ONESOURCE POINT OF SERVICE LINE LICENSE 1-TRAINSMTART 1-MY PAYMENTS PLUS-MEALS MODULE 1-MY PAYMENTS PLUS-GENERAL PAYMENTS MODULE 1-MY PAYMENTS PLUS-STUDENT BILLING MODULE 1-MY PAYMENTS PLUS-ADVANCED PLACEMENT 1-MY PAYMENTS PLUS-OPEN HOUSE/ORIENTATION MODULE 1-MY PAYMENTS PLUS-SUMMER SCHOOL MODULE	1	EA	25,470.00	25,470.00
002	MENUS, NUTRITION & INVENTORY MANAGEMENT SYSTEM 1-ONE SOURCE PREMIER SUITE CENTRAL OFFICE COMPLETE 38-ONE SOURCE PREMIER SUITE SCHOOL SITE ***CONTINUED***	1	EA	27,294.00	27,294.00

TOTAL

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4. Prepay shipping charges, if any, and add to invoice.

AUTHORIZED SIGNATURE

Director of Purchasing



SALT LAKE CITY SCHOOL DISTRICT

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(801) 578-8257

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P.O. NUMBER	P132528
DATE	03/06/13
VENDOR #	V005251
BID	M1383-LS
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REQUISITION NO	R017547
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ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
003	COMPLETE 11-SATELITE SITES 3-BASE KITCHENS COMPUTER HARDWARE FOR IMPLEMENTING HORIZONS POS SYSTEM AT ALL HIGH SCHOOLS AND THE SCIENCE CENTER STARTING APRIL 8, 2013 25-POS TERMINAL:23 HIGH SCHOOLS AND 2 EXTRA 35-USB SCAN PAD(PINPAD/BAR CODE COMBO) 33 HS + 2 EXTRA 23-ELECTRONIC CASH DRAWERS 23-550 VA UPS	1	EA	63,498.40	63,498.40
004	SHIPPING AND HANDLING	1	EA	1,127.25	1,127.25
005	INSTALLATION AND IMPLEMENTATION OF ONE SOURCE AND MY PAYMENT PLUS SOFTWARE 1-FOH ENGINEERING, NEW INSTALL 1-POS TRAINING 1-FREE & REDUCED PACKAGE 1-ON LINE APPS PACKAGE 5-FOH ON SITE, TRAINING-PER DAY 5-FOH ON SITE, SUPPORT-PER DAY	1	EA	11,530.00	11,530.00
006	ONE SOURCE FREE & REDUCED ONLINE APPLICATION PROCESSING MARCH 6, 2013 THRU JUNE 30, 2014 ***CONTINUED***	1	EA	2,550.00	2,550.00
				TOTAL	

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SALT LAKE CITY SCHOOL DISTRICT

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SALT LAKE CITY, UTAH 84111-1898
(801) 578-8257

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DATE	03/06/13
VENDOR #	V005251
BID	M1383-LS
FOB	
REQUISITION NO	R017547
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS AND CORRESPONDENCE.	

TO: HORIZON SOFTWARE INTERNATIONAL LLC
2915 PREMIERE PARKWAY
SUITE 300
DULUTH, GA 30097

REQUESTED BY: GRANT, TERI L
BUYER CODE: BUYR3
TERMS: NET 30

FAX# (770) 554-6331

SHIP TO:
CHILD NUTRITION 995 WEST BEARDSLEY PLACE (2480 SOUTH) SALT LAKE CITY, UT 84118-1519
ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
007	ANNUAL MAINTENANCE-POINT OF SERVICE MARCH 6, 2013 THRU JUNE 30, 2014	1	EA	12,150.00	12,150.00
008	INSTALLATION AND IMPLEMENTATION OF BACK OFFICE SOFTWARE 1-REMOTE PROCESS MANAGEMENT 1-BOH ENGINEERING 1-CENTRAL OFFICE INVENTORY PROCUREMENT TRAINING 1-BOH ON SITE, ENGINEERING-PER DAY 1-BOH ON SITE, TRAINING-PER DAY 1-MENU PLAN SERVICE:MPNA DATABASE PACKAGE	1	EA	12,694.00	12,694.00
009	ANNUAL MAINTENANCE-BACK OFFICE SOFTWARE MARCH 6, 2013 THRU JUNE 30, 2014	1	EA	12,282.30	12,282.30
010	TRAVEL REIMBURSEMENT	1	EA	12,569.00	12,569.00
	ACCT: 0070310582 0670 52,764.00 0070310582 0734 64,625.65 0070310582 0320 63,775.30				
TOTAL					181,164.95

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AUTHORIZED SIGNATURE

Director of Purchasing



SALT LAKE CITY SCHOOL DISTRICT

440 E 100 S
SALT LAKE CITY, UTAH 84111-1898
(801) 578-8257

PURCHASE ORDER	
P.O. NUMBER	P140813
DATE	02/14/14
VENDOR #	V005251
BID	M1383-LS
FOB	
REQUISITION NO	R020085
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS AND CORRESPONDENCE.	

TO: HORIZON SOFTWARE INTERNATIONAL LLC
2915 PREMIERE PARKWAY
SUITE 300
DULUTH, GA 30097

REQUESTED BY: GRANT, TERI L
BUYER CODE: BUYR3
TERMS: NET 30

FAX# (770) 554-6331

SHIP TO:
CHILD NUTRITION 995 WEST BEARDSLEY PLACE (2480 SOUTH) SALT LAKE CITY, UT 84118-1519
ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
001	TEMPALERT PRODUCTION SOFTWARE	38	EA	195.00	7,410.00
002	TEMPALERT IMPLEMENTATION & SERVICES INPUT SERVICE DESCRIPTION, TOTAL TRAINING AND IMPLEMENTATION *NUMBER OF HOURS ARE AN ESTIMATE, WILL BE INVOICED FOR ACTUAL TIME USED.	2	EA	440.00	880.00
003	MAINTENANCE-TEMPALERT PRODUCTION INTERFACE PAYMENT OF MAINTENANCE FEES IS MANDATORY. MAINTENANCE INCLUDES ALL UPGRADES, ENHANCEMENTS AND TECHNICAL SUPPORT SHIP TO: SAM QUANTZ SALT LAKE CITY SCHOOL DISTRICT INFORMATION SYSTEMS DEPARTMENT 440 EAST 100 SOUTH SALT LAKE CITY, UTAH 84111	1	EA	1,333.80	1,333.80
	ACCT: 0070310582 0670			7,410.00	
	0070310582 0320			2,213.80	
TOTAL					9,623.80

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AUTHORIZED SIGNATURE

Director of Purchasing



SALT LAKE CITY SCHOOL DISTRICT

440 E 100 S
SALT LAKE CITY, UTAH 84111-1898
(801) 578-8257

PURCHASE ORDER	
P.O. NUMBER	P140182
DATE	02/14/14
VENDOR #	V005251
BID	M1383-LS
FOB	
REQUISITION NO	R018626
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS AND CORRESPONDENCE.	

TO: HORIZON SOFTWARE INTERNATIONAL LLC
2915 PREMIERE PARKWAY
SUITE 300
DULUTH, GA 30097

REQUESTED BY: GRANT, TERI L
BUYER CODE: BUYR3
TERMS: NET 30

FAX# (770) 554-6331

SHIP TO:
CHILD NUTRITION 995 WEST BEARDSLEY PLACE (2480 SOUTH) SALT LAKE CITY, UT 84118-1519 ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
	NEW SCHOOL LUNCH ACCOUNTING, MENU, NUTRITION AND INVENTORY MANAGEMENT SYSTEM AS PER RFP#M1383-LS, PHASE 2 REFERENCE PURCHASE ORDER P132528				
001	FOH ON-SITE TRAINING PER DAY	13.5	EA	695.00	9,382.50
002	FOH ON SITE SUPPORT PER DAY	12	EA	695.00	8,340.00
003	ONESOURCE FREE AND REDUCED ONLINE APPLICATION PROCESSING	1	EA	2,550.00	2,550.00
004	ANNUAL MAINTENANCE - POINT OF SERVICE	1	EA	12,236.00	12,236.00
005	CENTRAL OFFICE BID TRAINING	1	EA	495.00	495.00
006	CENTRAL OFFICE MPNA TRAINING	1	EA	2,400.00	2,400.00
007	BASE KITCHEN POD TRAINING	1	EA	2,975.00	2,975.00
008	BOH REMOTE ADVANCED CONSULTING PACKAGE	1	EA	2,640.00	2,640.00
009	BOH ON SITE ENGINEERING PER DAY	3	EA	695.00	2,085.00
010	BOH ON SITE TRAINING PER DAY	5	EA	695.00	3,475.00
	CONTINUED				

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TOTAL	
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AUTHORIZED SIGNATURE

Director of Purchasing



SALT LAKE CITY SCHOOL DISTRICT

440 E 100 S
SALT LAKE CITY, UTAH 84111-1898
(801) 578-8257

PURCHASE ORDER	
P.O. NUMBER	P140182
DATE	02/14/14
VENDOR #	V005251
BID	M1383-LS
FOB	
REQUISITION NO	R018626
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS AND CORRESPONDENCE.	

TO: HORIZON SOFTWARE INTERNATIONAL LLC
2915 PREMIERE PARKWAY
SUITE 300
DULUTH, GA 30097

FAX# (770) 554-6331

REQUESTED BY: GRANT, TERI L
BUYER CODE: BUYR3
TERMS: NET 30

SHIP TO:
CHILD NUTRITION 995 WEST BEARDSLEY PLACE (2480 SOUTH) SALT LAKE CITY, UT 84118-1519
ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
011	BOH ON SITE SUPPORT PER DAY	29	EA	695.00	20,155.00
012	ADDITIONAL SATELITE SITE LICENSES	2	EA	476.00	952.00
013	ANNUAL MAINTENANCE- BACK OFFICE SOFTWARE	1	EA	12,282.30	12,282.30
014	POS TERMINAL	37	EA	1,895.00	70,115.00
015	USB SCAN PAD (PINPAD/BAR CODE COMBO)	85	EA	395.00	33,575.00
016	ELECTRONIC CASH DRAWERS	39	EA	250.00	9,750.00
017	550 VA UPS	37	EA	90.00	3,330.00
018	HOTEL AND AIR TRAVEL FOR TRAINERS	1	EA	18,810.00	18,810.00
019	SHIPPING AND HANDLING	1	EA	1,910.58	1,910.58
020	HARDWARE DISCOUNT	1	EA	-9,321.60	-9,321.60
ACCT: 0070310582 0320				97,825.80	
0070310582 0670				952.00	
0070310582 0734				109,358.98	
TOTAL					208,136.78

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AUTHORIZED SIGNATURE

Director of Purchasing



SALT LAKE CITY SCHOOL DISTRICT

440 E 100 S
SALT LAKE CITY, UTAH 84111-1898
(801) 578-8257

PURCHASE ORDER	
P.O. NUMBER	P141132
DATE	02/14/14
VENDOR #	V005251
BID	M1383-LS
FOB	
REQUISITION NO	R020516
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS AND CORRESPONDENCE.	

TO: HORIZON SOFTWARE INTERNATIONAL LLC
2915 PREMIERE PARKWAY
SUITE 300
DULUTH, GA 30097

REQUESTED BY: GRANT, TERI L
BUYER CODE: BUYR3
TERMS: NET 30

FAX# (770) 554-6331

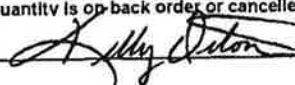
SHIP TO:
CHILD NUTRITION 995 WEST BEARDSLEY PLACE (2480 SOUTH) SALT LAKE CITY, UT 84118-1519
ATTN: KELLY ORTON (801) 974-8380

SEND INVOICE TO:
ACCOUNTING DEPARTMENT 440 EAST 100 SOUTH STE 20 SALT LAKE CITY, UT 84111

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
001	POS TERMINAL, ALL IN ONE 15" LCD PANEL MODPOS CPU	1	EA	1,895.00	1,895.00
ACCT: 0070310582 0734				1,895.00	
TOTAL					1,895.00

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AUTHORIZED SIGNATURE  Director of Purchasing

FW: Salt Lake City Price - FINAL.xlsx

Kelly Orton <Kelly.Orton@slcschools.org>

Mon 2/25/2013 3:55 PM

To: Teri Grant <Teri.Grant@slcschools.org>;

1 attachment

Salt Lake City Price Breakdown.xlsx;

Updated information for the Requisition forms:

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Kelly Orton
Sent: Monday, February 25, 2013 3:13 PM
To: Jim Staples
Cc: Matthew Hyde; Jeff Long; Greg Maynard; Venice Jensen; Diana Albiston; Laura Larsen; Teri Grant; Sam Quantz
Subject: RE: Salt Lake City Price - FINAL.xlsx

Jim,

Thank you for taking the time to revise the numbers. We will move forward and submit the our requisitions accordingly.

In summary, our goal is to train and implement your Point-of-sale system at Horizonte, West, East, Highland, Innovations and the Science Center. We will train employees how to use the new POS system in the week prior to our going live on April 8, 2013. Online requisitions will be up and running for all district students by July 1, 2013. Implementation and training on all other software (menus, production, inventory, etc.) will move forward for a complete implementation package for all schools at the start of school in August 2013.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Jim Staples [jstaples@HorizonSoftware.com]

Sent: Monday, February 25, 2013 2:43 PM

To: Kelly Orton

Cc: Matthew Hyde; Jeff Long

Subject: Salt Lake City Price - FINAL.xlsx

Final review

RE: Horizon Contact

Kelly Orton <Kelly.Orton@slcschools.org>

Mon 2/25/2013 8:35 AM

To: Sam Quantz <Sam.Quantz@slcschools.org>;

cc: Jim Staples <jstaples@HorizonSoftware.com>; Venice Jensen <Venice.Jensen@slcschools.org>; Diana Albiston <Diana.Albiston@slcschools.org>; Laura Larsen <Laura.Larsen@slcschools.org>;

1 attachment

SLCSD SITE INFORMATION.xlsx;

Sam,

FYI - Here is the Site Information Sheet that we are working with. Notice that some sites (West High, Bennion and Horizonte) have one or more outside serving sites that will operate under their school meal accounting system. We will not require POS terminals or back of the house manager software for the outside sites. For now, we will have them submit lunch rolls to their home school site at the end of each day and enter the data by hand. However, I would be interested if we can wire a POS unit at the larger sites and have the information transferred directly to the home school site database. Please let me know if this is possible.

Call me if you have questions.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Jim Staples [jstaples@HorizonSoftware.com]

Sent: Friday, February 22, 2013 3:27 PM

To: Sam Quantz

Cc: Kelly Orton

Subject: RE: Horizon Contact

Sam,

It was a pleasure talking with you today and I hope that we addressed all of your questions. If you think of anything else please feel free to contact me directly anytime. I have attached a spreadsheet that has some questions related to your network environment. If you could please complete the following and send back to me at your earliest convenience I would appreciate it.

Jim Staples | Horizon Software International | Director of K12 Sales

800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax

www.horizonsoftware.com



From: Sam Quantz [mailto:Sam.Quantz@slcschools.org]
Sent: Thursday, February 21, 2013 10:18 AM
To: Jim Staples
Subject: RE: Horizon Contact

Hello Jim:

I wasn't available yesterday afternoon, but I am available all day today.

Thanks,

Sam Quantz
Information Systems
Salt Lake City School District
801-578-8329

From: Jim Staples [mailto:jstaples@HorizonSoftware.com]
Sent: Wednesday, February 20, 2013 9:18 AM
To: Sam Quantz
Cc: Diana Albiston; Kelly Orton; Ken Ross
Subject: RE: Horizon Contact

Good Morning Sam!

I am contacting you per Kelly's request to see if we can schedule a quick call to discuss the different server options. Our software will operate in either the virtual or physical environment; I am sure you will have some more detail questions so I would like to include my CTO on the call to make sure we can address any questions you may have, as well as provide some suggestions based on other districts that use virtualization.

Are you available at 2pm MST (4pm EST) for a quick call to discuss?

Thanks!

Jim Staples | Horizon Software International | Director of K12 Sales
800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax
www.horizonsoftware.com



From: Kelly Orton [<mailto:Kelly.Orton@slcschools.org>]
Sent: Tuesday, February 19, 2013 7:21 PM
To: Jim Staples
Cc: Sam Quantz; Diana Albiston; Kelly Orton
Subject: FW: Horizon Contact

Hi Jim,

Sam Quantz is the Information Systems expert for our school district. Please answer his question regarding our need for a virtual or physical database computer server (see below).

You can contact Sam at Samuel.Quantz@slcschools.org or by phone (801)578-8329.

Thank you.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Sam Quantz
Sent: Tuesday, February 19, 2013 1:21 PM
To: Kelly Orton
Subject: Horizon Contact

Hello Kelly:

Do you have a contact that can tell us if virtualizing the central office server is supported. If we can virtualize the database server, the cost will be less. A physical server will cost \$6000 - \$7000.

Thanks,

Sam Quantz
Information Systems
Salt Lake City School District
801-578-8329

Scanned By Microsoft Forefront Online Protection for Exchange

Scanned By Microsoft Forefront Online Protection for Exchange

RE: Pilot Schools

Jim Staples <jstaples@HorizonSoftware.com>

Fri 2/22/2013 2:56 PM

To: Kelly Orton <Kelly.Orton@slcschools.org>;

1 attachment

Salt Lake City Price Breakdown 130221.xlsx; 

Hi Kelly,

Please see the attached with updates. Thanks!

Jim Staples | Horizon Software International | Director of K12 Sales
800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax
www.horizonsoftware.com



From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Friday, February 22, 2013 1:55 PM
To: Jim Staples
Cc: Venice Jensen; Diana Albiston; Laura Larsen
Subject: Pilot Schools

Hey Jim,

Sometimes my expectations are greater than they should be. After talking with you on the phone, I have pulled back some of my expectations. You're the expert. If you believe it can be done successfully, we can plan to move forward with the following pilot school sites (in order of importance):

1. West High (largest program)
2. Horizonte (most complicated program)
3. Science Center (feeds Horizonte students)
4. Highland High (feeds Horizonte students)

I know we can handle these 4 schools.

If you think it is in our best interest to also bring on East High and Innovations High (because of student mobility between high schools), we can go for it. Otherwise, I would rather pilot only the first 4 schools listed above. My expectation would be to go live **April 8th** on Point- of-Sale at each pilot school site. We would have 4 word days (April 2-5) when schools are closed to train employees. We can work in the back of the house as needed.

The other sites would not start up until August.

Please advise.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

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RE: Reschedule Phone Call

Kelly Orton <Kelly.Orton@slcschools.org>

Thu 2/21/2013 10:50 AM

To: Jim Staples <jstaples@HorizonSoftware.com>;

Cc: Corey Marcel <CMarcel@HorizonSoftware.com>;

2 attachments

SLCSD SITE INFORMATION.xlsx; Salt Lake City Price Breakdown.xlsx;

Jim,

Good News! The state office will allow us to combine the outside sites all under Horizonte.

I have revised your work sheets (see attached).

Can we talk today? I'm in my office.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Jim Staples [jstaples@HorizonSoftware.com]

Sent: Wednesday, February 20, 2013 9:36 AM

To: Kelly Orton

Cc: Corey Marcel

Subject: RE: Reschedule Phone Call

Good Morning Kelly!

I am attaching the updated spreadsheet I created to compare the Original RFP to the Revised Pricing per our recent conversations. I have also included a PDF of the hardware options with some bullet points we discussed, as well as our quote that matches the changes outlined in the spreadsheet.

On the spreadsheet, I have added notes explaining what was added/why, and the difference in price due to the changes. I have also added a summary tab to outline at a high-level which matches the summary in the RFP under Attachment "C."

Let me know when you have a moment to discuss, or any questions you might have.

On and side note.... I 'cc' you on an e-mail to Sam and will address his questions about the server once we schedule a time to talk. I will let you know once we talk.

Thanks!

Jim Staples | Horizon Software International | Director of K12 Sales
800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax
www.horizonsoftware.com



RE: Reschedule Phone Call

Kelly Orton <Kelly.Orton@slcschools.org>

Tue 2/19/2013 10:48 AM

To: Jim Staples <jstaples@HorizonSoftware.com>;

Cc: Venice Jensen <Venice.Jensen@slcschools.org>; Diana Albiston <Diana.Albiston@slcschools.org>; Laura Larsen <Laura.Larsen@slcschools.org>;

Bcc: Vance, Nicole <Nicole.Vance@schools.utah.gov>;

1 attachment

2-19-13
SLCSD SITE INFORMATION.xlsx;

Hi Jim,

See the updated site information list.

After speaking with you, we took another look at our SLCSD Site Information and decided that we will only need Tablets for 3 outside sites (Odyssey House, Centro Civico and South City). See attached file.

I am speaking with our USOE specialist about the Horizonte outside sites. Hopefully, I will have some answers soon.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Jim Staples [jstaples@HorizonSoftware.com]

Sent: Tuesday, February 19, 2013 8:27 AM

To: Kelly Orton

Subject: RE: Reschedule Phone Call

Kelly,

We will be using the following for our call today. Talk with you in a moment!

Jim Staples | Horizon Software International | Director of K12 Sales

800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax

www.horizonsoftware.com



From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Friday, February 15, 2013 11:47 AM
To: Jim Staples
Cc: Venice Jensen; Diana Albiston; Laura Larsen
Subject: RE: Reschedule Phone Call

Thank you ... 8:30am it is then.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

From: Jim Staples [jstaples@HorizonSoftware.com]
Sent: Friday, February 15, 2013 9:40 AM
To: Kelly Orton
Cc: Venice Jensen; Diana Albiston; Laura Larsen
Subject: RE: Reschedule Phone Call

I can....no problem.

Jim Staples | Horizon Software International | Director of K12 Sales
800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax
www.horizonsoftware.com



From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Friday, February 15, 2013 11:23 AM
To: Jim Staples

Cc: Venice Jensen; Diana Albiston; Laura Larsen

Subject: RE: Reschedule Phone Call

Hey Jim,

My meeting just got rescheduled to the next day. If it is okay with you, I would like to move our phone call back to 8:30 am on Tuesday. Can you do that?

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Kelly Orton
Sent: Friday, February 15, 2013 7:13 AM
To: Jim Staples
Subject: RE: Reschedule Phone Call

Thanks.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Jim Staples [jstaples@HorizonSoftware.com]
Sent: Friday, February 15, 2013 7:05 AM
To: Kelly Orton
Cc: Venice Jensen; Diana Albiston; Laura Larsen
Subject: RE: Reschedule Phone Call

That works for me. I will call your office at 11am MST (1pm EST). If you need me to setup a conference line just let me know.

Jim Staples | Horizon Software International | Director of K12 Sales
800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax
www.horizonsoftware.com



From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Friday, February 15, 2013 8:53 AM
To: Jim Staples
Cc: Venice Jensen; Diana Albiston; Laura Larsen
Subject: Reschedule Phone Call

Hi Jim,

I need to meet with my Business Administrator at 8:30 am on Tuesday, February 19.

Can we back up our scheduled phone call to 11:00 am MST on Tuesday?

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
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Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

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RE: Reschedule Phone Call

Kelly Orton <Kelly.Orton@slcschools.org>

Fri 2/15/2013 9:45 AM

To: Jim Staples <jstaples@HorizonSoftware.com>;

Cc: Venice Jensen <Venice.Jensen@slcschools.org>; Diana Albiston <Diana.Albiston@slcschools.org>; Laura Larsen <Laura.Larsen@slcschools.org>; Kelly Orton <Kelly.Orton@slcschools.org>;

We require production records for each outside serving site. We provide an "Offer vs. Serve" meal and must record the standard data (Food Prepared, Food Served, Leftovers, Time, Temperature, etc.)

Each serving site is reported to the State Office as an individual unit and we must report them as a separate program (even though the students are enrolled at multiple schools such as Horizonte and West High).

Kelly Orton, Director
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Department of Support Services
995 West Beardsley Place (2480 S)
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Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Jim Staples [jstaples@HorizonSoftware.com]
Sent: Friday, February 15, 2013 7:05 AM
To: Kelly Orton
Cc: Venice Jensen; Diana Albiston; Laura Larsen
Subject: RE: Reschedule Phone Call

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From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
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To: Jim Staples
Cc: Venice Jensen; Diana Albiston; Laura Larsen
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Can we back up our scheduled phone call to 11:00 am MST on Tuesday?

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Phone [\(801\) 974-8380](tel:(801)974-8380)

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RE: Salt Lake City and Horizon Software

Kelly Orton <Kelly.Orton@slcschools.org>

Thu 2/14/2013 11:29 AM

To: Jim Staples <jstaples@HorizonSoftware.com>; Udi Castro <Udi.Castro@slcschools.org>;

Cc: Jeff Long <jlong@HorizonSoftware.com>;

Udi, please send the cash box info to Jim.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

From: Jim Staples [jstaples@HorizonSoftware.com]
Sent: Thursday, February 14, 2013 10:30 AM
To: Kelly Orton
Cc: Jeff Long
Subject: RE: Salt Lake City and Horizon Software

Hi Kelly,

Just wanted to let you know I received the cash drawer at our office. At first glance I am a little concerned due to the RJ45 connector that the unit might be proprietary, but I am going to order a RJ45 to Serial converter and test the units that way to make sure. If that works the convertors are about \$2-\$7 each so let's keep our fingers crossed. I also noticed there are no model numbers on this box, do you have any info about the manufacturer so we can research that route as well?

Thanks!

Jim Staples | Horizon Software International | Director of K12 Sales
800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax
www.horizonsoftware.com



From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Tuesday, February 12, 2013 4:48 PM
To: Jim Staples
Cc: Randy Eckels; Greg Maynard
Subject: RE: Salt Lake City and Horizon Software

Hi Jim,

Can we talk in the morning at 8:00 am MST.

My office phone number is 801-974-8380.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

From: Jim Staples [jstaples@HorizonSoftware.com]
Sent: Tuesday, February 12, 2013 12:11 PM
To: Kelly Orton
Cc: Gary Briggs; Randy Eckels
Subject: RE: Salt Lake City and Horizon Software

Good Afternoon Kelly,

I am looking forward to working with you and your team as we move forward with our partnership! I am pretty flexible for a call this week with the exception of 10am – 2pm MST (12pm – 4pm EST) tomorrow. Please let me know what time is best for you and I will work my schedule to accommodate yours.

Looking forward to talking with you!

Regards,

Jim Staples
Horizon Software International
Director of K12 Sales
Direct: 770-554-6353 ext 210

Cell: 770-314-3505

Fax: 770-554-6331

www.HorizonSoftware.com



From: Randy Eckels
Sent: Tuesday, February 12, 2013 11:27 AM
To: Kelly Orton
Cc: Gary Briggs; Jim Staples
Subject: RE: Salt Lake City and Horizon Software

Hi Kelly,

What a great message to receive this morning. We're thrilled to hear your decision process has resulted in the selection of Horizon Software. We look forward to a long and successful partnership, starting with a first rate implementation.

Jim Staples will be your point person to coordinate our resources and help you frame the right products and services. He will reach out to you to set up a call. His contact information is:

(770) 554-6353 x210 Office

(770) 314-3505 Cell

jstaples@horizonsoftware.com

Thanks again Kelly. Looking forward to working with you.

Randy

From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Tuesday, February 12, 2013 10:05 AM
To: Randy Eckels
Cc: Gary Briggs; Kelly Orton
Subject: RE: Salt Lake City and Horizon Software

Hi Randy,

Once again, thank you for the abundance of information and helpful insight your team brought to SLC.

We are concluding our evaluation process and Horizon Software appears to be the product of choice. Therefore, I need to move forward and determine which products and services we will purchase during each fiscal

year (before and after July 1, 2013). Please put me in contact with your project coordinator to determine the level of training and resources our school district will require to implement your one source solution.

Thank you.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

From: Randy Eckels [REckels@HorizonSoftware.com]
Sent: Friday, February 08, 2013 9:58 AM
To: Kelly Orton
Subject: Salt Lake City and Horizon Software

Hi Kelly,

Thank you for inviting us to meet with your team yesterday. We appreciated the thoughtful questions and overall discussion. It's clear you've really thought through your requirements and priorities for your next generation food service platform.

We look forward to your decision and trust we left a good impression with your team. If there is anything we left unanswered, or can further clarify, please don't hesitate to let me know.

Regards,
Randy

Randy Eckels | President| Horizon Software International, LLC | 770-554-6353 ext. 260|
www.horizonsoftware.com



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RE: Salt Lake City and Horizon Software

Kelly Orton <Kelly.Orton@slcschools.org>

Thu 2/14/2013 12:30 PM

To: Jim Staples <jstaples@HorizonSoftware.com>;

Cc: Randy Eckels <REckels@HorizonSoftware.com>; Greg Maynard <Greg.Maynard@slcschools.org>;

1 attachment

SLCSD SITE INFORMATION.xlsx

2-14-13

Hi again Jim.

See attached Excel file. I hope this helps.

Please call me (801-974-8380) and I'll brief you on the information.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

From: Jim Staples [jstaples@HorizonSoftware.com]

Sent: Tuesday, February 12, 2013 4:02 PM

To: Kelly Orton

Cc: Randy Eckels; Greg Maynard

Subject: RE: Salt Lake City and Horizon Software

That works! I will call you at 8am MST. Have a good evening!

Jim Staples | Horizon Software International | Director of K12 Sales

800-741-7100 ext. 210 | 770-314-3505 Cell | 770-554-6331 Fax

www.horizonsoftware.com



From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Tuesday, February 12, 2013 4:48 PM
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Hi Jim,

Can we talk in the morning at 8:00 am MST.

My office phone number is 801-974-8380.

Kelly Orton, Director
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Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

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Sent: Tuesday, February 12, 2013 12:11 PM
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Cc: Gary Briggs; Randy Eckels
Subject: RE: Salt Lake City and Horizon Software

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Looking forward to talking with you!

Regards,

Jim Staples
Horizon Software International
Director of K12 Sales
Direct: 770-554-6353 ext 210
Cell: 770-314-3505
Fax: 770-554-6331
www.HorizonSoftware.com



From: Randy Eckels
Sent: Tuesday, February 12, 2013 11:27 AM
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Cc: Gary Briggs; Jim Staples
Subject: RE: Salt Lake City and Horizon Software

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(770) 554-6353 x210 Office
(770) 314-3505 Cell
jstaples@horizonsoftware.com

Thanks again Kelly. Looking forward to working with you.

Randy

From: Kelly Orton [mailto:Kelly.Orton@slcschools.org]
Sent: Tuesday, February 12, 2013 10:05 AM
To: Randy Eckels
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Thank you.

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Sent: Friday, February 08, 2013 9:58 AM
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We look forward to your decision and trust we left a good impression with your team. If there is anything we left unanswered, or can further clarify, please don't hesitate to let me know.

Regards,
Randy

Randy Eckels | President| Horizon Software International, LLC | 770-554-6353 ext. 260|
www.horizonsoftware.com



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Joe Bryant

From: John Tatham <jtatham@HorizonSoftware.com>
Sent: Monday, February 17, 2014 11:19 AM
To: Joe Bryant
Subject: FW: Student Lunch Accounting System RFP M1383-LS
Attachments: Horizon Confidentiality Request.doc

Hello Joe,

Jim Staples forwarded me your email.

Do you have time for a very quick call to discuss? Thanks.

Best Regards,
John

John Tatham, MBA
Horizon Software International, LLC
Director of Contract Administration
770-554-6353 ext. 403
www.horizonsoftware.com

From: Jim Staples
Sent: Saturday, February 15, 2014 7:09 AM
To: John Tatham
Subject: FW: Student Lunch Accounting System RFP M1383-LS

Please reach out to Joe...

Jim Staples
Sent from my Windows Phone

From: [Joe Bryant](#)
Sent: 2/14/2014 5:51 PM
To: [Jim Staples](#)
Subject: Student Lunch Accounting System RFP M1383-LS

Mr. Staples,
Please reference the attached letter for GRAMA Classification.

Regards,

Joe Bryant, C.P.M
Purchasing Supervisor
Salt Lake City School District
440 E 100 S
Salt Lake City, UT 84111
O-801-578-8264
C-801-558-3644

Fax 801-578-8262
Joe.bryant@slcschools.org

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Joe Bryant

From: Joe Bryant
Sent: Friday, February 14, 2014 3:51 PM
To: 'jstaples@HorizonSoftware.com'
Subject: Student Lunch Accounting System RFP M1383-LS
Attachments: Horizon Confidentiality Request.doc

Mr. Staples,
Please reference the attached letter for GRAMA Classification.

Regards,

Joe Bryant, C.P.M
Purchasing Supervisor
Salt Lake City School District
440 E 100 S
Salt Lake City, UT 84111
O-801-578-8264
C-801-558-3644
Fax 801-578-8262
Joe.bryant@slcschools.org



**SALT LAKE CITY
SCHOOL DISTRICT**
Your Best Choice

February 14, 2014

Mr. Jim Staples

Horizon Software International Account Representative

staples@HorizonSoftware.com

Subject: Student Lunch Accounting System RFP M1383-LS

The Salt Lake City School District has received a GRAMA records request for a copy of your proposal. In review of your submitted proposal you have requested that your entire proposals be considered as a protected record.

GRAMA Statute strictly prohibit blanket claims for confidentiality. As a result, if you want a section or sections to be considered a protected record you must comply with Utah Code Ann. § 63G-2-101 et seq., Ann. 2010 within one (1) business days of this notice.

Failure to comply with this request will result with your complete Proposal being classified as a "Public Record". Please note that all Blanket claims for confidentiality shall be denied.

If you have any questions or concerns please contact me directly.

Thank you for your assistance in this matter,

Joe Bryant, C.P.M

Purchasing Supervisor

Salt Lake City School District

440 E. 100 S.

Salt Lake City, UT 84111

801-578-8264

Joe.bryant@slcschools.org

PURCHASING

p 801.578.8257

f 801.578.8262

Salt Lake City School District
440 East 100 South
Salt Lake City, Utah 84111

www.slcschools.org

Joe Bryant

From: Kelly Orton
Sent: Friday, February 14, 2014 3:22 PM
To: Joe Bryant
Cc: Jim Staples
Subject: Horizon Contact Information

Hi Joe,

Our account representative for Horizon Software is Jim Staples.

Cell Phone 1-770-314-3505

Email: jstaples@HorizonSoftware.com

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:(801)974-8380)

Joe Bryant

From: Tony Field
Sent: Friday, February 14, 2014 2:24 PM
To: Joe Bryant
Cc: Allison Sisam
Subject: Horizon Software
Attachments: P.O. P132528.pdf; P.O. P140182.pdf; P.O. P140813.pdf; P.O. P141132.pdf

Joe, here are the (4) Horizon Software purchase orders we talked about.

Thanks,

Tony

Tony Field / Purchasing Dept
Salt Lake City School District
440 East 100 South
Salt Lake City, UT 84111
801-578-8257 phone
801-578-8262 fax

Payment Provider Agreement for Sub-merchant

Software Platform: MyPaymentsPlus & MyHorizonPlus



Sub-merchant Information

Corporate Name

Board of Education

Doing Business As (DBA) Name

Salt Lake City Schools

Address Line 1

440 E 100 S.

Address Line 2 (optional)

City

SLC 1

State

Utah

Zip Code

84111

Phone Number (may display on customers' statements)

(801) 578-8599

Federal Tax ID Number

87-6000515

Payment Processing Type (check all that apply):

Internet

Card-present (swipe)

Mail Order / Phone Order

Sub-merchant Contact Information

Full Name

Alan Kearsley

Phone Number

(801) 578-8307

Email Address

alan.kearsley@slcschools.org

Bank Account Information (where funds will be deposited)

Routing Number (9 digits)

124001545

Account Number

911734149

In order for this payment processing account to be activated, a copy of bank proof (voided check or signed bank letter) must be submitted to BankCard Services Worldwide.

Pricing Information

Sub-merchant agrees to pay the following pricing:

Program/Service Fee Pricing*

Discount Rate

4.29%

Transaction Fee

\$0.00

Discount Rate

%

Transaction Fee

\$

Monthly Fee

\$0.00

Setup Fee

N/A

Cancellation Fee

\$0.00

*Program/Service Fee Pricing: this indicates fees that will be paid by the account (card) holder at the point of sale.

BCSW reserves the right to modify pricing with 30 days notice to Sub-merchant in the event that 3rd party taxes (ex. sales) or fees (ex. association), beyond BCSW's control, are modified.

Payment Types

Payment Types (select the types you wish to accept; some BankCard Services Worldwide products may have limited offerings):

Visa/MasterCard/Discover

ACH (online checks)

*ACH Payments: VeriCheck, Inc., in conjunction with banks (ODFI), perform authorization and processing services for customers originating ACH transactions through the BankCard Services Worldwide systems. All settlement and deposit functions to Sub-merchant are facilitated and managed directly by BankCard Services Worldwide.

Acknowledgement

Sub-merchant represents and warrants that it has reviewed this Payment Provider Agreement and its terms and conditions, and that it acknowledges the information contained within is true, correct and complete. Sub-merchant agrees that in order to process payment transactions, it must sign and agree to the terms within this agreement as well as the MERCHANT PROCESSING AGREEMENT FOR Sub-merchants.

By signing below, Sub-merchant authorizes BankCard Services Worldwide to manage all payment-related activity for this account.

Authorized Signer for Sub-merchant (signature)

Janet M Roberts

Date

4/10/11

Authorized Signer Name (print)

Janet M Roberts

Authorized Signer Title

Business Admin

MERCHANT SERVICES AGREEMENT for SUB-MERCHANTS

In connection with Salt Lake City School District ("Sub-merchant") agreement with BankCard Services Worldwide ("Provider"), VANTIV, LLC and its designated Member Bank (collectively "Acquirer") will provide Sub-merchant with certain payment processing services ("Services") in accordance with the terms of this Merchant Services Agreement. In consideration of Sub-merchant's receipt of credit or debit card funded payments, and participation in programs affiliated with MasterCard International Inc. ("MasterCard"), VISA U.S.A. Inc. ("VISA"), Discover ("Discover"), and certain similar entities (collectively, "Associations"), Sub-merchant is required to (i) enter into a direct relationship with an entity that is a member of the Associations and (ii) agree to comply with Association rules as they pertain to applicable credit and debit card payments. By executing this Merchant Services Agreement, Sub-merchant is fulfilling the Association rule of entering into a direct relationship with a Member of the Associations; however, Acquirer understands that Sub-merchant may have contracted with Provider to obtain certain processing services and that Provider may have agreed to be responsible to Sub-merchant for all or part of Sub-merchant's obligations contained herein.

NOW, THEREFORE, in consideration of the foregoing recitals and of the mutual promises contained herein, the parties agree as follows:

1. Certain Sub-merchant Responsibilities.

Sub-merchant agrees to participate, and to cause third parties acting as Sub-merchant's agent ("Agents"), to participate, in the Associations in compliance with, and subject to, the by-laws, operating regulations and/or all other rules, policies and procedures of the Associations (collectively "Operating Regulations"). Sub-merchant also agrees to comply with all applicable state, federal, and local laws, rules, and regulations ("Laws"). Without limiting the foregoing, Sub-merchant agrees that it will fully comply with any and all confidentiality and security requirements of the USA Patriot Act (or similar law, rule or regulation), VISA, MasterCard, Discover, and/or Other Networks, including but not limited to the Payment Card Industry Data Security Standard, the VISA Cardholder Information Security Program, the MasterCard Site Data Protection Program, and any other program or requirement that may be published and/or mandated by the Associations. For purposes of this section, Agents include, but are not limited to, Sub-merchant's software providers and/or equipment providers.

If appropriately indicated in Sub-merchant's agreement with Provider, Sub-merchant may be a limited-acceptance merchant, which means that Sub-merchant has elected to accept only certain Visa and MasterCard card types (i.e., consumer credit, consumer debit, and commercial cards) and must display appropriate signage to indicate the same. Acquirer has no obligation other than those expressly provided under the Operating Regulations and applicable law as they may relate to limited acceptance. Sub-merchant, and not Acquirer, will be solely responsible for the implementation of its decision for limited acceptance, including but not limited to policing the card type(s) accepted at the point of sale.

Sub-merchant shall only complete sales transactions produced as the direct result of bona fide sales made by Sub-merchant to cardholders, and is expressly prohibited from processing, factoring, laundering, offering, and/or presenting sales transactions which are produced as a result of sales made by any person or entity other than Sub-merchant, or for purposes related to financing terrorist activities.

Sub-merchant may set a minimum transaction amount to accept a card that provides access to a credit account, under the following conditions: i) the minimum transaction amount does not differentiate between card issuers; ii) the minimum transaction amount does not differentiate between MasterCard, Visa, or any other acceptance brand; and iii) the minimum transaction amount does not exceed ten dollars (or any higher amount established by the Federal Reserve). Sub-merchant may set a maximum transaction amount to accept a card that provides access to a credit account, under the following conditions: Sub-merchant is a i) department, agency or instrumentality of the U.S. government; ii) corporation owned or controlled by the U.S. government; or iii) Sub-merchant whose primary business is reflected by one of the following MCCs: 8220, 8244, 8249 -Schools, Trade or Vocational; and the maximum transaction amount does not differentiate between MasterCard, Visa, or any other acceptance brand.

2. Sub-merchant Prohibitions.

Sub-merchant must not i) require a cardholder to complete a postcard or similar device that includes the cardholder's account number, card expiration date, signature, or any other card account data in plain view when mailed, ii) add any tax to transactions, unless applicable law expressly requires that a Sub-merchant impose a tax (any tax amount, if allowed, must be included in the transaction amount and not collected separately), iii) request or use an account number for any purpose other than as payment for its goods or services, iv) disburse funds in the form of travelers checks if the sole purpose is to allow the cardholder to make a cash purchase of goods or services from Sub-merchant, v) disburse funds in the form of cash unless Sub-merchant is dispensing funds in the form of travelers checks, TravelMoney cards, or foreign currency (in such case, the transaction amount is limited to the value of the travelers checks, TravelMoney cards, or foreign currency, plus any commission or fee charged by the Sub-merchant), or Sub-merchant is participating in a cash back service, vi) submit any transaction receipt for a transaction that was previously charged back to the acquirer and subsequently returned to Sub-merchant, irrespective of cardholder approval, vii) accept a Visa consumer credit card or commercial Visa product issued by a U.S. issuer to collect or refinance an existing debt, viii) accept a card to collect or refinance an existing debit that has been deemed uncollectable by Sub-merchant, or ix) submit a transaction that represents collection of a dishonored check. Sub-merchant further agrees that, under no circumstance, will Sub-merchant store cardholder data in violation of the Laws or the Operating Regulations including but not limited to the storage of track-2 data. Neither Sub-merchant nor its Agent shall retain or store magnetic-stripe data subsequent to the authorization of a sales transaction.

3. Settlement.

Upon receipt of Sub-merchant's sales data for card transactions through Provider Services, Acquirer will process Sub-merchant's sales data to facilitate the funds transfer between the various Associations and Sub-merchant. After Acquirer receives credit for such sales data, Acquirer will fund Sub-merchant through Provider to an account designated by Provider ("Provider Designated Account"), at Acquirer's sole option, for such card transactions. Sub-merchant agrees that the deposit of funds to the Provider Designated Account shall discharge Acquirer of its settlement obligation to Sub-merchant, and that any dispute regarding the receipt or amount of settlement shall be between Provider and Sub-merchant. Acquirer will debit the Provider Designated Account for funds owed to Acquirer as a result of the Services provided hereunder, unless a Sub-merchant-owned account is otherwise designated below.

Further, if a cardholder disputes a transaction, if a transaction is charged back for any reason, or if Acquirer reasonably believes a transaction is unauthorized or otherwise unacceptable, the amount of such transaction may be charged back and debited from Sub-merchant or Provider.

4. Term and Termination

This Merchant Services Agreement shall be binding upon Sub-merchant upon Sub-merchant's execution. The term of this Merchant Services Agreement shall begin, and the terms of the Merchant Services Agreement shall be deemed accepted and binding upon Acquirer, on the date Acquirer accepts this Merchant Services Agreement by issuing a merchant identification number, and shall be coterminous with Provider's Agreement with Sub-merchant.

Notwithstanding the foregoing, Acquirer may immediately cease providing Services and/or terminate this Merchant Services Agreement without notice if (i) Sub-merchant or Provider fails to pay any amount to Acquirer when due, (ii) in Acquirer's opinion, provision of a service to Sub-merchant or Provider may be a violation of the Operating Regulations, or any applicable state, federal, or local laws, rules, and regulations ("Laws"), (iii) Acquirer believes that Sub-merchant has violated or is likely to violate the Operating Regulations or the Laws, or iv) Acquirer is required to do so by any of the Associations.

5. Indemnification and Limits of Liability.

Sub-merchant agrees to provide Acquirer, via a communication with Provider, with written notice, specifically detailing any alleged failure, within thirty (30) days of the date on which the alleged failure or error first occurred; failure to so provide notice shall be deemed an acceptance by Sub-merchant and a waiver of any and all rights to dispute such failure or error. Acquirer shall bear no liability and have no obligations to correct any errors resulting from Sub-merchant's failure to comply with the duties and obligations of the preceding sentence.

Except to the extent prohibited by applicable law, Sub-merchant shall indemnify and hold harmless Acquirer, and its directors, officers, employees, affiliates, and agents from and against all proceedings, claims, demands, losses, liabilities, damages and expenses resulting from or otherwise arising out of (i) the Services in this Merchant Services Agreement, (ii) Sub-merchant's or Sub-merchant's employees and agents acts or omissions in connection with the Services provided pursuant to this Merchant Services Agreement, (iii) any infiltration, hack, breach, or violation of the processing system resulting from, arising out of, or in any way related to Sub-merchant's ability to use of the services provided herein including but not limited to Sub-merchant's use of an Agent or any other third party processor or system or (iv) any issue between Sub-merchant and Provider. This indemnification shall survive the termination of the Agreement. Sub-merchant's sole and exclusive remedy for any and all claims against Acquirer arising out of or in any way related to the transactions contemplated herein shall be termination of this Merchant Services Agreement. In the event that Sub-merchant has any claim arising in connection with the Services, rights, and/or obligations defined in this Agreement, Sub-merchant shall proceed against Provider and not against Acquirer, unless otherwise specifically set forth in the Operating Regulations. In no event shall Acquirer have any liability to Sub-merchant with respect to this Agreement or the Services. Sub-merchant acknowledges Acquirer is only providing this Agreement to assist in Provider's processing relationship with Sub-merchant, that Acquirer is not liable for any action or failure to act by Provider, and that Acquirer shall have no liability whatsoever in connection with any products or services provided to Sub-merchant by Provider.

6. Miscellaneous.

This Merchant Services Agreement is entered into, governed by, and construed pursuant to the laws of the State of Ohio without regard to conflicts of law provisions. This Agreement may not be assigned by Sub-merchant without the prior written consent of Acquirer. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors, transferees and assignees. This Agreement is for the benefit of, and may be enforced only by, Acquirer and Sub-merchant and is not for the benefit of, and may not be enforced by, any other party. Acquirer may amend this Merchant Services Agreement upon notice to Sub-merchant in accordance with Acquirer's standard operating procedure. If any provision of this Agreement is determined to be illegal or invalid, such illegality or invalidity of that provision will not affect any of the remaining provisions and this Merchant Services Agreement will be construed as if such provision is not contained in the Agreement "Member Bank" as used in this Merchant Services Agreement shall mean a member of VISA, MasterCard and/or Discover, as applicable, that provides sponsorship services in connection with this Merchant Services Agreement. As of the commencement of this Merchant Services Agreement, Member Bank shall be Fifth Third Bank, an Ohio Banking Corporation, located at 38 Fountain Square Plaza, Cincinnati, OH 45263. The Member Bank is a party to this Merchant Services Agreement. The Member Bank may be changed, and its rights and obligations assigned to another party by Acquirer at any time without notice to Sub-merchant.

IN WITNESS WHEREOF, this Merchant Services Agreement has been executed by Sub-merchant's authorized officer as of the date set forth below.

SUB-MERCHANT: SLC School District
By: [Signature]
Name: Janet M Roberts
Title: Business Admin
Date: 2/10/14
Address: 440 E 100 St
SLC UT 84111

Horizon Software

the GLOBAL LEADER in

FOOD SERVICE TECHNOLOGY

At Horizon, we understand the challenges facing today's food service professionals. You are not only responsible for serving safe, nutritious, and appealing meals, you must also operate as a business focusing on cost control and revenue growth.

Now, more than ever, the right food service management system is an essential part of your success.



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- About Horizon
- Mission Statement
- About Us
- Our People
- Our Partners
- Careers
- Our Technology
- News & Events
- Horizon News
- Horizon Events

Global Reach... Personal Touch

Horizon's easy-to-use solutions can help your local district or business:

- increase revenue
- reduce costs
- save time

Integrated | Scalable | Reliable

Our Technology

Horizon's Development Capabilities and Solution Tools are Excellent

With a US-based team of thirty Research & Development professionals, Horizon has the resources to support its current products and invest in new products and technology for the future. Importantly, Horizon's core senior developers average in excess of ten years' experience with Horizon, which yields intellectual capabilities for food service that are unequalled in this industry. Horizon's R&D team consists of Business Analysis, System Design, Development, Quality Assurance (QA), and Quality Control (QC), all integrated through Microsoft's Team Foundation for Agile Software Development.

Horizon Utilizes the Latest Technologies

Horizon's development teams use the most advanced development tools available. Horizon's system is written using Microsoft's integrated suite of .Net and database technologies, including the powerful Microsoft SQL Server database system. Of course, it's also important to ensure that technologies are applied in a way that will ensure efficiency and stability in our customers' environments. To help make sure this is the case, our OneSource System has earned several Windows compatibility certifications through independent testing by VeriTest, a Microsoft-authorized product testing and validation lab.



Quality Comes First

Horizon's products can be counted on for their accuracy, reliability, and high data integrity. This is because at Horizon, quality comes first every step of the way. Using Microsoft's Solution Framework for Agile Software Development, we adhere to a well-integrated process of analysis, design, development and testing. Our selection of Microsoft Visual Studio with Team Foundation Server allows us to tightly couple these development best practices with the tools themselves, providing us with metrics on the full development life cycle and efficient communications between all team members.



Enterprise Architecture

Horizon offers a true enterprise system. Its flexibility is unparalleled anywhere in the world, and scalable from a single cafeteria, multiple cafeterias with a central office, and multiple central offices (with multiple cafeterias) consolidating to an Enterprise. Architected to be a highly fault-tolerant, mission-critical application, the system was designed from the ground up to keep on running regardless of network availability. While normally this kind of high availability would introduce complex data synchronization and software update issues, Horizon employs advanced technologies in both of these areas in order to provide an extremely reliable and "invisible" solution. Data synchronization follows a model very similar to SQL Server Replication, and its design was actually reviewed by members of Microsoft's SQL Server development staff. Our

software update service works silently behind the scenes and allows customers to stage a new software update at the highest level of their enterprise and have it propagate across the entire system; this occurs even while users are working in the system, all without any user intervention or involvement. We also recognize that in some cases, customers may require access to the application for remote users. In this case, we fully support the use of Citrix or Microsoft Terminal Services to access the full range of features without any client software being installed.

A to Z Integrated Solution

Horizon's system isn't just a single software application but rather a tightly integrated suite of complimentary products and services. The main software component is a highly-modularized food service management package that encompasses everything from inventory management and procurement to nutritional analysis, menu planning, production and point of sale...and much more. In addition to those many modules, we also offer optional applications like our MealpayPlus® online pre-payment system, our Free and Reduced application scanning package, and our integrated Vending products. A host of supporting consulting services covering everything from onsite training to data setup and process guidance are also available to help ensure a successful implementation. In addition, we can be your one-stop supplier for all of your related hardware needs, which may include work stations, servers, POS terminals or a variety of specialty equipment such as PIN pads, barcode scanners and biometrics.



Horizon Software

the INNOVATIVE LEADER in
FOOD SERVICE TECHNOLOGY
and K-12 ONLINE PAYMENTS



At Horizon, we understand the challenges facing today's food service professionals. You are not only responsible for serving safe, nutritious, and appealing meals, you must also operate as a business focusing on cost control and revenue growth.

Now, more than ever, the right food service management system is an essential part of your success.



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 - Our Technology
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Global Reach... Personal Touch

Horizon's easy-to-use solutions can help your local district or business:

- Increase revenue
- reduce costs
- save time

Currently logged in as SLCSD\gm016769.

Easy to Use | Proven | Comprehensive | Scalable Technology That Works for You

Horizon's goal is to make it easier for you to manage your operation so you can focus on meeting the needs of your customers. Our Back Office, Point of Sale (POS), and other solutions not only help you operate more efficiently, they also provide significant business benefits:

Increase participation for improved revenue: For most dining operations, increasing participation is a top priority. Horizon's Front of the House solutions deliver.

Lower your food costs: With Horizon's Back Office modules, you will be able to reduce costs and save time.

Take advantage of current technology: We invest millions of dollars annually in our R&D efforts, ensuring our solutions meet federal and state regulations and that our software is running on the latest technology platforms.

To learn more about Horizon's food service management systems and how they can help your program, click on the tab at the top of the page for your industry. Or, feel free to contact us today.

- POS Systems — Online Payment and Account Management
- Reimbursable Meal and Account-Integrated Vending — Free & Reduced Meal Price Application Processing — Digital Signage — Inventory Management — Procurement
- Menu Planner/Nutrition Analysis — Production — Temperature Management
- Commodity Management — Central Kitchen — Catering — Central Warehouse
- Hardware & Peripherals — And More



Microsoft Partner

Gold Independent Software Vendor (ISV)

Items of Interest

See what our satisfied K-12 customers are saying about Horizon, and download case studies that interest you.



Horizon Advantage

What People Are Saying

Horizon News

08/30/12: Access student meal plans, pay lunch accounts online

08/20/12: Paying for Students' Lunch: There's an App for That

08/14/12: School Lunch Money Goes Mobile in Fulton

View all Horizon News

Horizon Events

K-12 | Senior Living

New Jersey SNA
August 16 | East Brunswick, NJ

Texas Educational Service Center - Region 20
September 19 | San Antonio, TX

View all Horizon Events

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SALT LAKE CITY
SCHOOL DISTRICT
Your Best Choice

NOTICE OF INTENT TO SELECT

Shelley Lorren
MCS Software
Mandeville, LA 70471

February 12, 2013

Subject: Bid #M1383-LS – Student Lunch Account System, POS & Nutrition

Ms. Lorren,

This letter is notification that it is the intent of the Salt Lake City School District to select Horizon Software International, Inc. to meet our needs for the above bid systems.

Their selection is based upon a careful comparison of the demonstrated features of the three finalist's products, along with their total costs. Horizon was the overall high point receiver of the evaluations which included the five year total cost.

On behalf of the Purchasing Department and the evaluation committee, I express my sincere appreciation for your interest in our bid and the time taken to respond.

If you have any questions, please feel free to contact me with any further concerns.

Sincerely,

Gregory Maynard, C.P.M. CPPO
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264
greg.maynard@slcschools.org

P.S. We would have found it more helpful if you had actually demonstrated your product during your presentation. We were hoping to see the product in action.

PURCHASING

p 801.578.8257
f 801.578.8262

Salt Lake City School District
440 East 100 South
Salt Lake City, UT 84111

www.slcschools.org

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**SALT LAKE CITY
SCHOOL DISTRICT**
Your Best Choice

NOTICE OF INTENT TO SELECT

Pete Belknap
Heartland School Solutions
Rochester, NY 14624

February 12, 2013

Subject: Bid #M1383-LS – Student Lunch Account System, POS & Nutrition

Mr. Belknap,

This letter is notification that it is the intent of the Salt Lake City School District to select Horizon Software International, Inc. to meet our needs for the above bid systems.

Their selection is based upon a careful comparison of the demonstrated features of the three finalist's products, along with their total costs. Horizon was the overall high point receiver of the evaluations which included the five year total cost.

On behalf of the Purchasing Department and the evaluation committee, I express my sincere appreciation for your interest in our bid and the time taken to respond.

If you have any questions, please feel free to contact me with any further concerns.

Sincerely,

Gregory Maynard, C.P.M. CPPO
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264
greg.maynard@slcschools.org

PURCHASING

p 801.578.8257
f 801.578.8262

Salt Lake City School District
440 East 100 South
Salt Lake City, UT 84111

www.slcschools.org

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Greg Maynard

From: Kelly Orton
Sent: Tuesday, February 12, 2013 9:34 AM
To: Greg Maynard
Subject: FW: Salt Lake City and Horizon Software

FYI -

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Randy Eckels [REckels@HorizonSoftware.com]
Sent: Tuesday, February 12, 2013 9:26 AM
To: Kelly Orton
Cc: Gary Briggs; Jim Staples
Subject: RE: Salt Lake City and Horizon Software

Hi Kelly,

What a great message to receive this morning. We're thrilled to hear your decision process has resulted in the selection of Horizon Software. We look forward to a long and successful partnership, starting with a first rate implementation.

Jim Staples will be your point person to coordinate our resources and help you frame the right products and services. He will reach out to you to set up a call. His contact information is:

(770) 554-6353 x210 Office
(770) 314-3505 Cell
jstaples@horizonsoftware.com

Thanks again Kelly. Looking forward to working with you.

Randy

From: Kelly Orton [<mailto:Kelly.Orton@slcschools.org>]
Sent: Tuesday, February 12, 2013 10:05 AM
To: Randy Eckels
Cc: Gary Briggs; Kelly Orton
Subject: RE: Salt Lake City and Horizon Software

Hi Randy,

Once again, thank you for the abundance of information and helpful insight your team brought to SLC.

We are concluding our evaluation process and Horizon Software appears to be the product of choice. Therefore, I need to move forward and determine which products and services we will purchase during each fiscal year (before and after

July 1, 2013). Please put me in contact with your project coordinator to determine the level of training and resources our school district will require to implement your one source solution.

Thank you.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Randy Eckels [REckels@HorizonSoftware.com]
Sent: Friday, February 08, 2013 9:58 AM
To: Kelly Orton
Subject: Salt Lake City and Horizon Software

Hi Kelly,

Thank you for inviting us to meet with your team yesterday. We appreciated the thoughtful questions and overall discussion. It's clear you've really thought through your requirements and priorities for your next generation food service platform.

We look forward to your decision and trust we left a good impression with your team. If there is anything we left unanswered, or can further clarify, please don't hesitate to let me know.

Regards,
Randy

Randy Eckels | President| Horizon Software International, LLC | 770-554-6353 ext. 260|
www.horizonsoftware.com



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Greg Maynard

Re search to see if we purchased the Hardware if it would cost less -

From: Welch William D <wdwelch@govconnection.com>
Sent: Thursday, February 14, 2013 7:59 AM
To: Greg Maynard
Subject: GCI Quotation # 23360861.01 - ELO touch monitor

Not really as we would then need to install the software that come pre-loaded from Horizon

Greg,

Here's the quote for the ELO 15" monitor that you requested. It is in stock and ready to ship.

Any questions, please give me a call.

Thanks,

Kirby

GovConnection, Inc. Quote #: 23360861.01
Account Executive: William(Kirby) Welch Date: February 14, 2013
Phone: (800) 800-0019 Valid Through: 3/16/2013
Fax: 603-683-1127 Account #: 343704
Email: wdwelch@govconnection.com

BILL TO: SHIP TO:
AB#: 343704 SALT LAKE CITY SCHOOL DISTRICT
SALT LAKE CITY SCHOOL DST Greg Maynard
ACCOUNTS PAYABLE 440 E 100 S
440 E 100 SOUTH SALT LAKE CITY, UT 84111-1802
SALT LAKE CITY, UT 84111 (801) 578-8264
(801) 578-8314

DELIVERY FOB TERMS CONTRACT ID #
1-30 Days A/R/O Destination NET 30 MA259

* Line#	Qty	Item#	Manufacturer	Price	Ext.
1	1	8035873	ELO Touch Syst...	\$434.99	\$434.99
15" 1515L AccuTouch LCD Desktop Monitor, USB / Serial, RoHS					

Manuf.Part No: E210772

Lines: 1 TOTAL MERCHANDISE: \$434.99
FEE: \$0.00

Ship Via: 486 - Small Pkg Ground Se...SHIPPING/HANDLING: \$0.00

Weight: 16.00 pounds =====
QUOTE TOTAL: \$434.99

Greg Maynard

From: Eric Tracy_foodsrv <trac091@alpinedistrict.org>
Sent: Thursday, February 14, 2013 10:13 AM
To: Greg Maynard
Subject: Re: POS equipment

Oh, and we just get the latest HP desktop model.

At this time I think it's still the QV985AV, HP Compaq Pro 6300 Small Form Factor. The computers are \$598.50 and a 17" flat screen monitor is \$112.00.

With Horizon Software, I have been just buying Horizons "Z-pad" keypads for student ID number entry. Get a quote from Horizon if you do go with them. I think they're like \$250. apiece. I tried others (whose names elude me right now, and Google is of no help Ü), but they were just too flimsy for student use.

Eric Tracy
On-Site Computer Specialist - Nutrition Services
Alpine School District
490 N. State St.
Lindon, Utah 84042

(801)-830-1182

Change your thoughts and you change your world.

On Wed, Feb 13, 2013 at 4:11 PM, Greg Maynard <Greg.Maynard@slcschools.org> wrote:

Eric, I'm working with Kelly on procuring the POS touch screen by ELO and the computer used. It was mentioned that you bid these each time. For the monitor are there local distributors? The closest I see are in AZ & CA. What computer do you use? MFG and model. Any such information will be very helpful. Thank you Greg Maynard, Purchasing Supervisor SLCSD.

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Greg Maynard

From: Welch William D <wdwelch@govconnection.com>
Sent: Wednesday, February 13, 2013 7:51 AM
To: Greg Maynard
Subject: RE: Pricing and availability

Hi Greg,

Your price \$444.99 and it is backordered...it looks like 2-3 weeks on delivery.

On another note, Epson is saying the Expression 10000XL GraphicsArts scanner we have on order has been discontinued. There is an Epson 10000XL PhotoScanner that is in stock but it is \$2496.95. I talked with Epson and the difference between the two, other than the 10000XL PhotoScanner being available, is the PhotoScanner includes a transparency unit, that allows you to scan slides and negatives. I can make the switch to this model, if you'd like.

I apologize for the inconvenience, I know you have been waiting for the 10000XL GA model for awhile.

If you have any questions, please let me know.

Thanks,

Kirby

From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Tuesday, February 12, 2013 4:59 PM
To: Welch William D
Subject: Pricing and availability

Canon scanner or replacement: DR-2580-C

Scanned By Microsoft Forefront Online Protection for Exchange

----- Forwarded message -----

From: **Kay Healey_bussrv** <khealey@alpinedistrict.org>

Date: Tue, Feb 12, 2013 at 2:46 PM

Subject: Re: Touch screen question

To: Eric Tracy_foodsrv <trac091@alpinedistrict.org>

That is a ELO 1515L touch monitor. They are about \$445.00 and I get quotes each time I purchase them.

On Tue, Feb 12, 2013 at 12:10 PM, Eric Tracy_foodsrv <trac091@alpinedistrict.org> wrote:
The Director from Salt Lake District, is probably moving to Horizon OneSource from PCS/NutriKids. He is interested in the make and model of the touch screen we purchase. I have that they are Tyco Elo 15" touch monitors at \$436.06 cost. Is this still correct? Also, do you have the model, and possibly state contract #?

Thank you,

Eric Tracy
On-Site Computer Specialist - Nutrition Services
Alpine School District
490 N. State St.
Lindon, Utah 84042

(801)-830-1182

Change your thoughts and you change your world.

--
Kay Healey
Director of Purchasing
Alpine School District
801-610-8041



Submit Query

Elo Authorized Distributors (North America)

Elo distributors provide a comprehensive range of Elo touch products to OEMs (Original Equipment Manufacturers) and resellers. By combining value-added services and substantial inventory of Elo products at highly competitive prices, Elo distributors offer OEMs and resellers a single source for hardware, technical support and management program needs.

<p>Arrow Electronics, Inc. sells touchmonitors, touchcomputers, touchscreens, components</p> <p>25 Hub Drive Melville, NY 11747 Tel: 800-777-2776 Fax: 1-516-391-8551 Web: www.arrow.com</p>	
<p>Avnet, Inc. sells touchmonitors, touchcomputers, touchscreens, components</p> <p>2211 South 47th Street Phoenix, AZ 85034 Tel: 480-643-2000 E-mail: Patricia.Ryan@Avnet.com Web: www.avnet.com</p>	
<p>BlueStar sells touchmonitors, touchcomputers</p> <p>3345 Point Pleasant Hebron, KY 41048 Tel: 1-800-354-9776 ext. 3336 Fax: 1-859-371-4425 E-mail: jhacker@bluestarinc.com Web: us.bluestarinc.com</p>	
<p>BlueStar Canada sells touchmonitors, touchcomputers</p> <p>6830 Cote de Liesse Montreal, QC H4T2A1 Tel: 1-800-317-2323 ext. 524 Fax: 1-514-344-1687 E-mail: dsebbag@bluestar.ca Web: ca.bluestarinc.com</p>	
<p>Ingram Micro Data Capture/POS Division sells touchcomputers, touchmonitors</p> <p>1600 E. St. Andrew Pl. Santa Ana, CA 92705 Tel: (800)456-8000 ext. 66384 Email: TeamElo@Ingrammicro.com Web: www.ingrammicro.com</p>	
<p>Ingram Micro Data Capture/POS Division - Canada 55 Standish Court Mississauga ON L5R 4A1 Tel: (905) 755-5000 ext. 55379 Email: Richard.Snell@ingrammicro.ca Web: www.ingrammicro.ca</p>	
<p>Jaco Electronics sells touchmonitors, touchcomputers, touchscreens, components</p> <p>145 Oser Avenue Hauppauge, NY 11788 Tel: 1-631-273-5500 Fax: 1-631-273-5506 E-mail: info@jacoelectronics.com Web: www.jacoelectronics.com</p>	
<p>Metropolitan Sales Company sells touchmonitors, touchcomputers</p> <p>238 Atlantic Ave. Lynbrook, NY 11563</p>	

<p>Tel: 800-638-3478 Fax: 1-516-599-7015 E-mail: info@met-sales.com Web: www.met-sales.com</p> <p>M-S Cash Drawer Corporation sells touchmonitors, touchcomputers</p> <p>2085 East Foothill Blvd. Pasadena, CA 91107 Tel: 800-544-1749 Fax: 1-626-792-4033 Email: sales@mscashdrawer.com Web: www.mscashdrawer.com</p>	
<p>ScanSource sells touchmonitors, touchcomputers</p> <p>6 Logue Court Greenville, SC 29615 Tel: 800-944-2432 Fax: 1-864-288-1165 E-mail: leads@scansource.com Web: www.scansource.com</p>	

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Greg Maynard

From: Kelly Orton
Sent: Wednesday, February 13, 2013 7:49 AM
To: Greg Maynard
Subject: FW: Touch screen monitors

Greg,

We want to purchase from Horizons 120 of their USB Pin Pad w/3 yr warranty for \$295 each.

E176383

However, we will purchase the same touch screen POS monitor that Alpine uses: ELO 1515L touch monitor (see below).

Even if we loose the equipment discount, that would save us over \$74,656 on start up cost alone.

Please contact Eric Tracy of Alpine and get their vendor contact information.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Eric Tracy_foodsrv [trac091@alpinedistrict.org]
Sent: Wednesday, February 13, 2013 7:31 AM
To: Kelly Orton
Cc: Jodi Vlam_foodsrv
Subject: Fwd: Touch screen monitors

Kelly,

Jodi asked that I send this on to you.

Hope it helps!

Call me if you have any other questions,

Eric Tracy
On-Site Computer Specialist - Nutrition Services
Alpine School District
490 N. State St.
Lindon, Utah 84042

(801)-830-1182

Change your thoughts and you change your world.

**QUOTATION**

Quote #: 645121964
 Customer #: 089187602
 Contract #: WN30ACA
 Customer Agreement #: MA1137
 Quote Date: 02/15/2013
 Customer Name: SALT LAKE CITY SCHOOL DISTRICT

Date: 2/15/2013

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

Sales Professional Information

SALES REP: DANA HARRIS PHONE: 1800 - 4563355
 Email Address: Dana_Harris@Dell.com Phone Ext: 80000

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: \$596.45 GROUP TOTAL: \$596.45

Description	Quantity
OptiPlex 3010 Small Form Factor Standard PSU (225-3522)	1
3rd Gen Intel Core i3-3220 Processor (Dual Core, 3.30GHz, 3MB, w/ HD2500 Graphics), Dell OptiPlex 3010 (319-0729)	1
4GB, NON-ECC, 1600MHZ DDR3,1DIMM,OPTI (319-0218)	1
Dell USB KB,ENG,OPTI (331-8142)	1
No Monitor Selected, Dell OptiPlex (320-3704)	1
Intel® Integrated Graphic w/Single HDMI/VGA, Optiplex 3010 (320-3803)	1
250GB 3.5" SATA 3.0Gb/s and 8MB Data Burst Cache,Dell OptiPlex 390/3010 (342-3283)	1
Windows 7 Home Premium,Media, 32-bit, Optiplex, English (421-5397)	1
Windows 7 Label, OptiPlex, Fixed Precision, Vostro Desktop (330-6228)	1
Dell Client System Update (Updates latest Dell Recommended BIOS, Drivers, Firmware and Apps),OptiPlex (421-5334)	1
Dell MS111 USB Optical Mouse,OptiPlex and Fixed Precision (330-9458)	1
8X DVD+/-RW,Slimline,Data Only, OptiPlex 3010 (318-2236)	1
Thank you for Choosing Dell (318-2231)	1
Heat Sink, Perf/Mstrm, SFF, OptiPlex (331-8318)	1
No Speaker, OptiPlex (313-4825)	1
OptiPlex 3010 Small Form Factor Standard Power Supply (318-2352)	1
Regulatory Label,Dell OptiPlex 3010 Small Form Factor (331-8144)	1
Enable Low Power Mode for EUP Compliance,Dell OptiPlex (330-7422)	1
Documentation,English and French,Dell OptiPlex (331-2030)	1
Power Cord,125V,2M,C13,Dell OptiPlex (330-1711)	1
No ESTAR Settings, OptiPlex (331-8325)	1
No Resource DVD for Dell Optiplex, Latitude, Precision (313-3673)	1
Chassis Intrusion Switch,Optiplex SFF (317-6625)	1
PCIe 10/100/1000 NETWORK CARD,Low Profile,OptiPlex (430-4813)	1
No Quick Reference Guide,Dell OptiPlex (310-9444)	1
Shipping Material for System,Small Form Factor,Dell OptiPlex 990 (331-1270)	1

No Productivity Software,Dell OptiPlex,Precision and Latitude (421-3872)	1
Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis 2 Year Extended (939-7288)	1
Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis Initial Year (939-6748)	1
Dell Limited Hardware Warranty Plus Service Extended Year(s) (939-6538)	1
Dell Limited Hardware Warranty Plus Service Initial Year (936-2417)	1
Dell ProSupport Service Offering Declined (991-2878)	1

*Total Purchase Price:	\$596.45
Product Subtotal:	\$596.45
Tax:	\$0.00
Shipping & Handling:	\$0.00
State Environmental Fee:	\$0.00
Shipping Method:	LTL 5 DAY OR LESS
	(* Amount denoted in \$)

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**QUOTATION**

Quote #: 645145942
 Customer #: 089187602
 Contract #: WN30ACA
 Customer Agreement #: MA1137
 Quote Date: 02/15/2013
 Customer Name: SALT LAKE CITY SCHOOL DISTRICT

Date: 2/15/2013

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

Sales Professional Information

SALES REP: DANA HARRIS PHONE: 1800 - 4563355
 Email Address: Dana_Harris@Dell.com Phone Ext: 80000

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: \$639.45 GROUP TOTAL: \$639.45

Description	Quantity
OptiPlex 7010 Small Form Factor Base (225-2812)	1
3rd Gen Intel Core i3-3220 Processor (Dual Core, 3.30GHz, 3MB, w/ HD2500 Graphics), Dell OptiPlex 7010 (319-0466)	1
4GB, NON-ECC, 1600MHZ DDR3,1DIMM,OPTI (319-0218)	1
Dell USB KB,ENG,OPTI (331-8142)	1
No Monitor Selected, Dell OptiPlex (320-3704)	1
Intel®; Integrated Graphics w/o Adapters, OptiPlex (320-3184)	1
250GB 3.5 6.0Gb/s SATA with 8MB DataBurst Cache,OptiPlex (342-3902)	1
Windows 7 Home Premium,Media, 32-bit, Optiplex, English (421-5397)	1
Windows 7 Label, OptiPlex, Fixed Precision, Vostro Desktop (330-6228)	1
Dell Client System Update (Updates latest Dell Recommended BIOS, Drivers, Firmware and Apps),OptiPlex (421-5334)	1
Software, DDPA (Dell Data Protection Access), version 2.3, OptiPlex x010 (421-8276)	1
Dell MS111 USB Optical Mouse,OptiPlex and Fixed Precision (330-9458)	1
Intel Standard Manageability, Dell OptiPlex 7010 (331-6245)	1
8X SlimLine, DVD+/-RW, Dell OptiPlex (318-0620)	1
Thank you for Choosing Dell (318-2231)	1
Heat Sink, Perf/Mstrm, SFF, OptiPlex (331-8318)	1
Internal Speaker, OPTiplex (318-0319)	1
Optiplex 7010 Small Form Factor, Standard Power Supply (331-6585)	1
Enable Low Power Mode for EUP Compliance,Dell OptiPlex (330-7422)	1
Regulatory label, Mexico, for OptiPlex 7010 Small Form Factor (331-7359)	1
Documentation,English and French,Dell OptiPlex (331-2030)	1
Power Cord,125V,2M,C13,Dell OptiPlex (330-1711)	1
No ESTAR Settings, OptiPlex (331-8325)	1
No Resource DVD for Dell Optiplex, Latitude, Precision (313-3673)	1
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No Quick Reference Guide,Dell OptiPlex (310-9444)	1
Shipping Material for System,Small Form Factor,Dell OptiPlex 990 (331-1270)	1
No Productivity Software,Dell OptiPlex,Precision and Latitude (421-3872)	1
Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis 2 Year Extended (995-1923)	1
Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis Initial Year (995-0903)	1
Dell Limited Hardware Warranty Plus Service Extended Year(s) (995-4303)	1
Dell Limited Hardware Warranty Plus Service Initial Year (995-4093)	1
Dell ProSupport Service Offering Declined (991-2878)	1
Thank you for buying Intel/Dell (466-9045)	1

*Total Purchase Price:	\$639.45
Product Subtotal:	\$639.45
Tax:	\$0.00
Shipping & Handling:	\$0.00
State Environmental Fee:	\$0.00
Shipping Method:	LTL 5 DAY OR LESS
	<i>(* Amount denoted in \$)</i>

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Heartland

REF. 1 Iron County School District
Would highly recommend

REF. 2 Park City School District
Heartland just bought out another company and wait times have been longer due to the transition

REF. 3 Provo School District
Using Heartland for accounting purposes and Nutrikids for POS
Hate the internet payment system-NSF checks show on the parent's end as a refund.
It causes confusion. The online payments do not download automatically.
The payments have to be retrieved into a spreadsheet and manually sent out to the schools.
Long waits when we call in for help

Horizon

REF. 1 Roosevelt Elementary Unified School District
Very happy with the product and service
We were assigned a client relations person to assist in solving issues
Their software has all segments of food service covered.
Interacts well with other software

REF. 2 San Francisco Unified School District
Have worked with them for 10 years and the technical service is very good
They are always upgrading their product

REF. 3 Alpine School District
Using the newest version and love the abilities
It is a pricier program, but nice to have everything under the same umbrella
Good for a large district
I asked them to make changes according to my needs and they were able to accommodate us
Have worked with them to develop their training manuals
Contracted with a rep from Horizon to come out for 6 months and teach managers in a lab
Use for Free and Reduced, Meal Accounting, Meal Planning and Inventory

MCS Software

REF. 1 Clark County School District

They catch problems before they occur and are always looking for ways to make things easier
It doesn't require a lot of resources, the built in upgrade system is awesome
Very easy to use online payment system

REF. 2 Granite School District

Not a lot of shortcuts, a lot of clicking for data entry

REF. 3 Douglas County School District

Not a large corporation, but very responsive and always accommodates my needs
Similar in price to PCS
They do use an automated system in their call center which is sometimes frustrating
The people they send out really know what they are doing

PCS

REF. 1 Granite School District

The system is really slowing down with DSMP

REF. 2 Jordan School District

Have been with them since 1993 and it is easy to use
They provide good customer support, only wait during high volume periods

REF. 3 Jordan School District

It is user friendly, but some functions don't work correctly in reporting
Switching to a district program

Ref 4 Boulder Valley SD

Primero Edge

REF. 1 Vista Unified School District

Would not recommend

REF. 2 Chula Vista Elementary School District

After a recent upgrade we have experienced problems
Service and Software has peaks and valleys
They are knowledgeable
They update without the customer knowing so you don't know to expect bugs to work out

REF. 3 Matanuska-Sustina Borough School District

Everything is great, we don't need to use nutrikids with this program
They are expanding and having some growing pains
They are low cost, but could have had more training
You can update forms on the web page, scanning is best

Greg Maynard

Send out
address
Jan 3

From: Gallo, Nancy <Nancy.Gallo@e-hps.com>
Sent: Wednesday, December 19, 2012 6:56 AM
To: Greg Maynard
Cc: Belknap, Preston
Subject: Salt Lake City RFP# M1383-LS Student Lunch Accounting System Questions

Hello Mr. Maynard,
Can you please answer the following questions for RFP# M1383-LS Student Lunch Accounting System?

- 1. Can you please provide a Word document of the RFP so the forms responses can be typewritten? *Not change*
- 2. Page 2, Section 2.02 Background, Subsection A *60 in use; 109 k pods, + 248 backups*
We are counting 38 schools with 62 cashier lines. Can you confirm this count? *every school 1 pos 1 box 2*
Are you requiring all vendors to quote wireless All in One POS workstations? If so, how many? *No plug & play wireless any from*
- 3. Page 4, Section 2.06 Inquiries and 2.07 Important Dates. Page 5, Section 2.16 Addendum to RFP
I didn't see when the answers to the vendor's question will be available on the district website.
Can you please provide the timing for the answers? *by 7*
- 4. Page 4, Section 2.07 Important Dates
You have indicated "Pilot Implementation, Testing and Training" from March 6 to May 31, 2013. You have also indicated "District Wide Implementation and Training" from June 1 to August 21, 2013. What is your definition of Pilot? Are you planning to implement a few schools at a time? What flexibility do we have to propose an alternate plan? *what is best - Fly - Judged - 75%*
- 5. What are the resources within food services for assisting with taking the schools live? Once trained, the assistance involves watching over the shoulder of the cashier to make sure there are no operational questions. How many people within the district could be available to assist with this? *2 hr. 6 sess ok before*
- 6. Page 6, Section 3.01 Scope- Online solution for processing Free and Reduced Meal Benefit applications. How many F& R applications do you process? *up 20k P T A.*
- 7. Page 7, Section 3.03 - Qualifications, you state the following: *The contractor must have a minimum of a three (3) year successful implementation and seamless integration of the revenue control system, the free or reduced lunch application processing software and nutritional management software.* Would you please define "Revenue Control System"? *rollout of money - POS input*
- 8. Page 11, Attachment B References
In the desire to show you districts in Utah as reference districts, is it acceptable to also provide additional references outside the state that may more closely match to the size of Salt Lake City School District? *western p" ref.*

*w/updates
for 2 schools
change over
FF design
2 off help
will train
add*

I appreciate your assistance.
Thank you - Nancy

 **Heartland** NANCY GALLO
Sales Administrator
585.227.6740 x-3017 direct
800.724.9853

Greg Maynard

From: Corey Marcel <CMarcel@HorizonSoftware.com>
Sent: Wednesday, January 02, 2013 8:53 AM
To: Greg Maynard
Subject: RFP M1383-LS

Hi Greg Maynard,

Thank you for the chance to respond to the Salt Lake City Schools Request for Proposal. We are excited to present the Horizon solution to your team.

We have a few questions about the RFP that will help us give a more detailed and accurate response:

- 1) Does your district utilize a central warehouse to maintain any inventory? If so, would you like us to include functionality for a Central Warehouse in our proposal? *yes partial no*
- 2) Horizon offers customizable implementation options- would your district prefer a Turn-Key approach, or a Train-the-Trainer implementation? *wil consider both opt.*
- 3) The Alana-06 and Alana-07 Point of Sale terminals mentioned in section 2.02 of the RFP appear to be proprietary hardware of PCS. Should we quote new POS terminals, or does the district intend to purchase off of state contract? *if can use yes ok but price ?*

Thank you for your help!

Best Regards,

Corey Marcel

Corey Marcel | Horizon Software International | Account Executive | 678.978.9446 Cell | 800.741.7100 ext. 456
www.horizonsoftware.com

Join us on Facebook!



To be added
to other
for addendum

Greg Maynard

From: David Smith <dsmith@pcsrcs.com>
Sent: Thursday, January 03, 2013 8:46 AM
To: Greg Maynard
Cc: Gabe Aiello
Subject: Questions for RFP #M1383-LS

Good Morning,

We would like to submit the following questions regarding your RFP #M1383-LS:

Group A:

1. How many Free and Reduced applications are processed each year? _____
2. How many sites will require Point of Sale? _____
3. How many serving lines? _____

Group B:

1. Menu Planning
 - a. Approximately how many single ingredient menu items _____
 - b. How many multiple ingredient menu items _____
 - c. How many item groupings for flavor patterns, salad bars, etc. _____
 - d. How many sites will maintain production records _____
 - e. Deplete inventory based on finished production records Y/N.
 - f. Do any sites act as a based kitchen to additional satellite kitchens _____
 - g. Is there a central kitchen - Y/N. If yes, how many sites served _____
2. HACCP
 - a. Indicate HACCP wanted
 1. Allergens – Y/N;
 2. Temperature ranges – Y/N;
 3. Point and Click corrective action text – Y/N
3. Inventory
 - a. Do you have a warehouse? If yes, how many sites order from the warehouse? _____
 - b. How many sites need to take a physical inventory? _____
 - c. How many sites need to order and receive? _____
4. Central Purchasing & Interfaces
 - a. Do any orders to outside vendors or internal suppliers (warehouse) require approval by central office personnel as part of the work flow Y/N.
 1. Vendor Y/N
 2. Warehouse Y/N
 - b. Do you want to send orders to outside vendors electronically Y/N.

1. How many vendor electronic interfaces needed? ____
- c. How many inventory/ingredient items are there?
 1. Food? ____
 2. Non-food? ____
- d. Are these items available in an easily readable electronic format or download from a vendor/supplier –
Y/N

From: Kelly Orton
Sent: Tuesday, November 06, 2012 10:10 AM
To: Greg Maynard
Subject: Interested Vendors

Interested Vendors:

1. Heartland Payment Systems School Solutions

NUTRIkids Software Package
Email: preston.belknap@e-hps.com

PRESTON "PETE" BELKNAP
National Account Manager, Western Region
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions

only NY

Implied & sales?
Help
community services

Roll over flexibility
Pre + Final Applic.
Interfaces w/ Power School
Part of Heartland & Lunch bites;
Setup - where info
duplicated?

Menu Pricing - max 1996 POS > 12
SQL Server 2008 R2
1) Serving line & Cash register > Old DB
2) Back office software
Online Payments 1.95 @ Food - 3.95% - 4.25
Touch Screen - standard system
Run local C drive - refresh data

2. Primero Edge
Email: Amy.Lynch@primeroedge.com

Amy Lynch Mark Stevenson
Account Executive | K-12 Products
CYBERSOFT
www.primeroedge.com
(281) 453-8516 | Direct
(832) 368-3590 | Cell
Join us on schoolnutritionedge.com

check this

10yr - 1yr

Enviro - .net. web base, open arch. SQL
Touch screen XT HID devices

note info to parents
HW \$1.23K - 709 \$K Annual 20K w/ Prod 23K.
Request 1.95 in 5?
95K w/w 85K w/o > invest

3. PCS Revenue Control Systems
Email: Tamarb@pcsrcs.com

Tamar Broitman
800-247-3061 ext. 1135

Dave Smith

Look KB for assign
Family names

4. Horizon Software
Email: JSutter@HorizonSoftware.com

Jill Sutter, SNS
Horizon Software International
Director of K12 Strategic Sales
800-741-7100 ext. 459
www.horizonsoftware.com

Ack
Atlanta

Jim Hedin
Jan
Stinson
918 917 0642
SQL 5.03 - 8312

Time slots for POS

Nov 12:

- ✓ 9 Nutri kid - Pete
- 10 Cybersoft - Amy Lynch
- 11 Horizon - Jim Haden
- 12 PCS
- 1
- 2

Greg Maynard

Amman...ments

From: Kelly Orton
Sent: Tuesday, November 06, 2012 10:10 AM
To: Greg Maynard
Subject: Interested Vendors

Interested Vendors:

① **Heartland Payment Systems School Solutions**

NUTRIkids Software Package
Email: preston.belknap@e-hps.com

PRESTON "PETE" BELKNAP
National Account Manager, Western Region
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions

Rollover flexibility
Pro + Final applicat.
Part of Heartland Lunch bites;
Setup - where info during Loc.

Menu Pricing - was 1996 PCS 712
SQL Server 2008 R2

1) Servicing time for Cash register > Use DB
2) Back off software

Online Payments 1.95 @ Food - Store 3.95% - 4.25
Down server - std IP system

Run local C drive - refresh data

CyberSoft: Single Mkt K-12;

Enviro - net. web base, open arch. SQL
Touch, some XT HID devices

Note info to parents
HW \$23K TNG \$K Annual 20K w/ Prod 23K.
Payment 1.95 or 5?
95k w/w 85k w/w > invest

② **Primero Edge**

Email: Amy.Lynch@primeroedge.com

Amy Lynch *Mark Stevenson*
Account Executive | K-12 Products
CYBERSOFT
www.primeroedge.com
(281) 453-8516 | Direct
(832) 368-3590 | Cell
Join us on schoolnutritionedge.com

10yr - 1yr

CyberSoft: Single Mkt K-12;

Enviro - net. web base, open arch. SQL
Touch, some XT HID devices

Note info to parents
HW \$23K TNG \$K Annual 20K w/ Prod 23K.
Payment 1.95 or 5?
95k w/w 85k w/w > invest

③ **PCS Revenue Control Systems**

Email: Tamarb@pcsrcs.com

Tamar Broitman
800-247-3061 ext. 1135

Dave Smith

Look KB for alligance
Family owned

④ **Horizon Software**

Email: JSutter@HorizonSoftware.com

Jill Sutter, SNS
Horizon Software International
Director of K12 Strategic Sales
800-741-7100 ext. 459
www.horizonsoftware.com

Jim Hedden

Jan H
Sullivan

SQL Server 8312

918 917 0642

Kelly Orton, Director

SECTION 3 – SCOPE OF WORK, REQUIREMENTS & QUALIFICATION

3.01 Scope. Replace or augment the current PCS Revenue Control Systems and Nutrikids Nutritional systems. In doing so, the contractor may provide a hosted or non-hosted solution to include the software and hardware necessary for the district to operate a lunch accounting and nutritional system capable of receiving payments in many forms, processing applications for free and reduced lunches, recording all transaction and providing necessary reporting and historical data. In addition, it will need to be USDA approved for implementing NSMP and meet SMI requirements.

3.02 Minimal Requirements

General: *clinks*

- Software must be compatible with PC Windows 7, SQL Server (Oracle OK)
- Software/hardware must interface securely with PowerSchool SIS.
- System must be able to utilize existing network and power wiring
- Hardware must be capable of being portable, i.e. not anchored to the floor
- Hardware must be able to continue operations in the event of a computer system crash
- All application software must be customizable to meet the district, state and federal
- ~~All software~~ must be easy to use with minimal training requirements by multi-lingual staff
- All software must be able to provide customizable reports
- Service support response times: General - within 1 hour, remedy within 24 hours or less (M-F); Emergency within 15 minutes or less and remedy within 3hours.

Lunch Accounting:

- Ability to track students for school to school and provide a combined history
- Ability to provide annual "rollover" of student pay status w/30 day grace period
- Ability to provide customizable reports: (Provide examples)
 - Show student day to day pay status and be able to correct if wrong w/reimbursement
 - Run reports by category, i.e. school, FC, Homeless, USDA, UFN, and others
 - Run by program, i.e. breakfast, snack, lunch, summer, free, paid, meal count, etc.
- Ability to process 30,000 applications per year for free or reduced meals
- Ability to easily view and update student information at serving station, allowing for display of student ID, Grade and picture
- Ability to verify student debt limits and notification of parents and staff
- Ability to customize pricing by meal and school
- Ability to run meal counts

Nutrition Management:

- Ability to add district's own recipes and ingredients to program database
- Ability to standardize receipts for nutrition, portion and cost control
- Ability to decrease or increase recipes sizes to meet needs
- Ability to plan and design USDA compliant daily, weekly and monthly menus
- Ability to control menu plans and cycles
- Ability to print daily and weekly menus, and nutrition information – paper and on-line
- Ability to access to USDA recipe instructions that include HACCP processes for each recipe and Critical Control Points

*2 Sides
Note*

*Tech-
Wright - Parent - Payment
Enterprise Sys Inc DB*

School Food Service Management System Vendors



dpisanick@foodserve.com

16269 Dunnings Highway
P.O. Box 337
Newry, PA 16665
FAX: 814-696-0853

David T Pisanick | VP

Food Service Solutions, Inc
Phone - (814)317-4400
Toll Free - (800)425-1425
www.foodserve.com

THE CLM GROUP, INC.
11000 SW Stratus Street, Suite 360
Beaverton, Oregon 97008
tel: (503) 646-7000
1-800-755-0904
fax: (503) 646-8848
email: support@mealtimeclm.com

Rediker Software, Inc., 2 Wilbraham Road, Hampden, MA 01036
Support: 800-882-2994 | Sales: 800-213-9860
Don Lacharite, Director of Sales
sales@rediker.com
800-213-9860 ext. 266
413-566-3463
Skype: donald.lacharite

Wordware, Inc.
P.O. Box #365
Dassel, MN 55325
sales@wordwareinc.com

Cybersoft Technologies, Inc.
4422 FM 1960 West, Suite 400
Houston, TX 77068

SL-Tech
1620 W Fountainhead Pwky Ste 501, Tempe, AZ 85282
(800) 423-2113

Star Food
4800 N.W. 15th Avenue, Suite B
Fort Lauderdale, FL 33309
1-877-857-366

Dave Smith
Document Manager
Voice - (800) 247 - 3061 ext 1151
Email: Dsmith@pcsRcs.com



PCS Revenue Control Systems, Inc.
560 Sylvan Avenue
Englewood Cliffs, NJ 07632

Comalex, Inc.
419-B Gordon Ave
Van Buren, AR, 72956

LunchTime Software, LLC.
301 Science Park Road, Suite 123
State College, PA 16803
Toll Free: 1-800-963-0780
Fax: 814-308-9861
info@lunchtimesoftware.com

Penn Center Systems
6 State Rd
Suite 101
Mechanicsburg, PA 17050
email@penncentersystems.com

Hold till Fall

Food Sys

*

Online Application Sys Sub 1
add - PCS.

37 sites ^{est} ~~257k~~ 54k sw
24k student 1595 sq
100 \$/draw
280 B-cl

3 computers - Hougous - over period
Nutra kids - History - partial
Lunchtime

Combine into one

July 1 deadline -

must interface w/ Pwr school

Ref.

Pete: "Nutra kids"

Sequential based on Server; SW on Wk station (managerial) ^{SW}

Kelly + on-site - 1.0b;

② ^{SW} Serving line - on site -

addressing - down time - off a C drive

Interface: File Transfer, Expected from schedule task - Two way
SIF 2.0

Q - Changing student status # historical

Nutra link & Rocket Sim

Rocket Scan -

8 wk install to try -

52 py manual

Staggering - Ptg Sales; Free reduced lunch

Temp - Free; role over.

Py - Provo

Touch Screen

No temp free

Card payments - 1.75 Transaction fee combined

role over - just one - wizard

check w/ Provo on P.O.

Student Lunch Accounting System RFP -M1383-LS.

Firm Name: _____
 Evaluator: _____
 Date: _____

Scores will be assigned as follows:
 0 = Failure or no response
 1 = Poor, inadequate
 2 = Fair, only partially responsive
 3 = Average, meets minimum requirements
 4 = Above Average, exceeds minimum requirements
 5 = Superior
 (Note 1: scores of 0, 1 or 5 require further explanation)
 (Note 2 – Only whole or ½ point increments allowed, i.e. 4 or 4.5)

Required Minimums – any 'no' response will disqualify vendor from further consideration.

- PC Windows 7 compatible - yes no
- SQL or Oracle Data Base - yes no
- Online payment processor PCI certified yes no
- Able to interface with Power School yes no

	<u>Score Weight</u> (0-5)	<u>Points</u>
Response Outline – Responded per outline 4.01 A-F (5 pts.)	_____ x 1 =	_____
Staff Experience – (10 pts.)	_____ x 2 =	_____
Company Stability and History of providing such products (10 pts.)	_____ x 2 =	_____
Reference Responses (10 pts.)	_____ x 2 =	_____
Implementation (15 pts.)		
General Plan	_____ x 1 =	_____
Service Support	_____ x 1 =	_____
Training	_____ x 1 =	_____
Products (45 points)		
Group A – Lunch Room Accounting/Point of Sale		
1 Ability to transfer historical student data	_____ x 1 =	_____
2. Ability to track student for school to school	_____ x 1 =	_____
3. Annual "rollover of student pay status and verify debt limits	_____ x 1 =	_____
4. Ability to update student information at serving station .	_____ x 1 =	_____
5. Ability to process up to 20,000 free & reduced meal application w/o extra cost	_____ x 1 =	_____
Group B – Menus, Nutrition & Inventory Management		
1 Ability to transfer menus, recipes, ingredient labels, etc.	_____ x 1 =	_____
2. Ability to standardize or customize recipes	_____ x 1 =	_____
3. Ability to meet USDA & HACCP requirements & design compliant menus	_____ x 1 =	_____
4. Ability to print daily, weekly & monthly menus	_____ x 1 =	_____

Summary of Evaluation Points: _____

Cost (30 pts.) Determined by Procurement w/District formula

Total _____

Total Points _____

Notes explaining points of 0,1, or 5:

Student Lunch Accounting System RFP -M1383-LS.

Firm Name: _____
 Evaluator: _____
 Date: _____

Scores will be assigned as follows:
 0 = Failure or no response
 1 = Poor, inadequate
 2 = Fair, only partially responsive
 3 = Average, meets minimum requirements
 4 = Above Average, exceeds minimum requirements
 5 = Superior
 (Note 1: scores of 0, 1 or 5 require further explanation)
 (Note 2 – Only whole or ½ point increments allowed, i.e. 4 or 4.5)

Required Minimums – any 'no' response will disqualify vendor from further consideration.

PC Windows 7 compatible - yes no
 SQL or Oracle Data Base - yes no
 Online payment processor PCI certified yes no
 Able to interface with Power School yes no

	<u>Score</u>	<u>Weight</u>	<u>Points</u>
Response Outline – Responded per outline 4.01 A-F (5 pts.)	____	x 1 =	____
Staff Experience – (10 pts.)	____	x 2 =	____
Company Stability and History of providing such products (10 pts.)	____	x 2 =	____
Reference Responses (10 pts.)	____	x 2 =	____
Implementation (15 pts.)			
General Plan	____	x 1 =	____
Service Support	____	x 1 =	____
Training	____	x 1 =	____
Products (45 points)			
Group A – Lunch Room Accounting/Point of Sale			
1 Ability to transfer historical student data	____	x 1 =	____
2. Ability to track student for school to school	____	x 1 =	____
3. Annual "rollover of student pay status and verify debt limits	____	x 1 =	____
4. Ability to update student information at serving station .	____	x 1 =	____
5. Ability to process up to 20,000 free & reduced meal application w/o extra cost	____	x 1 =	____
Group B – Menus, Nutrition & Inventory Management			
1 Ability to transfer menus, recipes, ingredient labels, etc.	____	x 1 =	____
2. Ability to standardize or customize recipes	____	x 1 =	____
3. Ability to meet USDA & HACCP requirements & design compliant menus	____	x 1 =	____
4. Ability to print daily, weekly & monthly menus	____	x 1 =	____

Summary of Evaluation Points: _____

Cost (30 pts.) Determined by Procurement w/District formula

Total _____

Total Points _____

Notes explaining points of 0,1, or 5:

#1

Meets: Fed's stringent food safety + sanitation requirements

How securely captures data, + report 24/7/365 HACCP

- ✓ Customizable - needs + reports
- ✓ Alert - how sent
- ✓ Monitoring - how + where
- ✓ Reporting - availability of data, +
- ✓ Archival of data - how long

Services provided: to meet requirements

- ✓ Training available
- ✓ Installation - time frame + cost
- ✓ Tech Support - access + cost - Ref.
- ✓ Warranty period
- ✓ Hardware + how it works ^{what} + when used

wireless interference w/radio

- ✓ Website -
- ✓ IT Requirements ^{Wifi}

On going monitoring by freezer + cooler + ability to store food prep - delivery
Data base alert - ~~etc.~~

Long term pricing - yr 1-10 min 5

✓ ease of use; HACCP

Demo - on site: final 2/3

~~Cost~~ low bid - ~~costs~~ of too high.
early Jan: Dec - 1 demo - 30 day trial.

Route not back

E-1-

1 Fung + Carl B²⁰ ^{note} 2
 Hand ~~all~~ ^{at} ~~st~~ 2 ~~HP~~ ^{HP} ~~Ben~~
 2 MS HS 4

UP grade ^{Quartz}

(SW VS EG)
(15 + TAX)

PURCHASING DEPARTMENT
440 East 100 South, Room# 118
Salt Lake City, Utah 84111
Phone: (801) 578-8269
FAX: (801) 578-8262



PROCUREMENT FINDING LETTER

by the Purchasing Supervisor
Salt Lake City School District

Requesting Department: Child Nutrition Department

Description of Need or Situation: The Child Nutrition Department approached the Purchasing Department with the desire to acquire a lunchroom accounting and nutritional planning software/hardware package in order to better manage meals payment and planning. They need a product that will enable the department to meet all regulation, easy to use and provide data, that can be organized for analysis and required reports. It is also desirable that the product interface and integrate with PowerSchool.

Finding: Because there are several factors that, in addition to cost, are highly significant in the selection of such a product, the Request for Proposal process is selected as best meeting the needs of the district.

Reference(s): Utah Administrative Rule R33-3-2; Utah Code 63G-6-408

Name: Gregory Maynard Date: October 30, 2012
Purchasing Supervisor

Greg Maynard

From: Samuel Quantz
Sent: Tuesday, November 13, 2012 8:20 AM
To: Greg Maynard
Cc: Kelly Orton
Subject: Verbage for the RFP

Hi Greg:

Here is what I would add/change,

- Client software must be compatible with Windows 7
- Central Database must either use SQL Server 2008 R2 and above or Oracle 11g
- Online Payment processor must be PCI certified
- Online Payment site must be secure
- Any transfer of student data must be secure
- It is preferred that the online payment website have the ability to process other types payments such as adult community education and student fees (which includes course level fees).
- It is preferred that the online payment website have the ability to deposit fees into separate accounts.
- Data transfer from SIS to meal management system must have the ability to be scheduled using a text file. We should also be able to schedule an export from the meal management systems to our sis using a text file. The data transfer must be able to happen securely

Sam Quantz
Information Systems
Salt Lake City School District
801-578-8329

Joe Bryant

From: Greg Maynard
Sent: Friday, August 16, 2013 1:21 PM
To: Tony Field; Tonya Hodges
Subject: FW: Urgent: Remove all links to PAYPAMS lunch payment services

Fyi should you get any calls

From: Kelly Orton
Sent: Friday, August 16, 2013 1:18 PM
To: Admsec
Cc: Andy Shaffer; Janet Clark; Bernadette Defisher; Venice Jensen; Diana Albiston; Laura Larsen; Peggy Bjornn; Jason Olsen
Subject: Urgent: Remove all links to PAYPAMS lunch payment services

Attn: School Principals

Thank you for your patience as we roll out the new Horizon Lunchroom System.


Urgent: Please check your school website and remove all information regarding "PAYPAMS" school meals payment services. All meal account balances have been transferred to our new payment system. Parents and students can no longer use this service to pay for student meals.

Instead, please direct parents to "MyPaymentsPlus" for all online meal payment services. The link to this new online payment service is www.mypaymentsplus.com and all transaction fees have been waived through August 31st.

Parents can access MyPaymentsPlus and our new Online Free/Reduced Meal Application from the Child Nutrition department website.

Once again, thank for your help in this matter.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org

Phone (801) 974-8380 

Joe Bryant

From: Greg Maynard
Sent: Thursday, July 25, 2013 12:01 PM
To: Gardner, Jared B
Subject: RE: Food Service Software RFP

We did award a lunch accounting software to Horizon Internation and are implementing it now.

From: Gardner, Jared B [mailto:jbgardner@graniteschools.org]
Sent: Thursday, July 25, 2013 11:24 AM
To: Greg Maynard
Subject: FW: Food Service Software RFP

Greg:

Did you ever award your Food Service Software RFP?

Jared

From: Hymas, Aaron
Sent: Wednesday, July 24, 2013 10:45 AM
To: Gardner, Jared B
Subject: RE: Food Service Software RFP

Do we have any idea who Salt Lake School District ended up selecting?

Thanks,

Aaron R. Hymas
Mgr, Computer Support Service
On-site Service Solutions
K-12 Schools

From: Gardner, Jared B
Sent: Tuesday, December 04, 2012 8:12 AM
To: Hymas, Aaron
Subject: FW: Food Service Software RFP

Aaron:

Good news! I found out that Salt Lake School District was just ahead of us and the timing is great. They have completed their document and will be going out for bid in the next couple of weeks. The RFP is pretty good for us, because they also have PCS software currently so their process should be a good one to follow and learn from. Take a look at the attachment.

Thanks,

Jared

From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Monday, December 03, 2012 4:14 PM
To: Gardner, Jared B
Subject: RE: Food Service Software RFP

Thanks – here is my draft final – if you see any glaring mistakes let me know. Back on Wed.

From: Gardner, Jared B [<mailto:jbgardner@graniteschools.org>]
Sent: Monday, December 03, 2012 3:27 PM
To: Greg Maynard
Subject: FW: Food Service Software RFP

From: Jack Adger [<mailto:Jack.Adger@BossierSchools.Org>]
Sent: Friday, November 30, 2012 1:40 PM
To: Gardner, Jared B
Subject: RE: Food Service Software RFP

Responded – Horizon, Food Service Solutions, and MCS Software

Heartland/Nutrikids was going to submit, but then declined.

Here is my rough list of invites.

From: Gardner, Jared B [<mailto:jbgardner@graniteschools.org>]
Sent: Friday, November 30, 2012 12:39 PM
To: Jack Adger
Subject: RE: Food Service Software RFP

Jack:

Thank you for your document. I will send ours your way when completed.

Can you share with me what companies responded to your request?

Jared Gardner
Director of Purchasing
2500 South State Street
Salt Lake City, UT 84115
Ph. 385-646-4561
jbgardner@graniteschools.org

From: Jack Adger [<mailto:Jack.Adger@BossierSchools.Org>]
Sent: Friday, November 30, 2012 6:53 AM
To: Gardner, Jared B
Subject: Food Service Software RFP

Jared,

I just received proposals yesterday.

Take what you can use.

Send me a copy of yours when you get done. I want to see how I can improve mine.

John G. "Jack" Adger, CPPO, CPPB

Supervisor of Purchasing

Bossier Parish Schools

316 Sibley Annex II

P.O. Box 2000

Benton, LA 71006-2000

v. 318-549-5039

f. 318-549-5075

jack.adger@bossierschools.org

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Scanned By Microsoft Forefront Online Protection for Exchange

Joe Bryant

From: Tarah Reed <treed@erepublic.com>
Sent: Friday, January 03, 2014 1:21 PM
To: Greg Maynard
Subject: Award Information

Hello,

Can you please send me the Award Documents for the following bids?

Name:	Bid Number:	Date:
Student Lunch Accounting System	M1383-LS	2013-01-17

Or the following award information if the documents are not available?

Awarded to:
Awarded Date:
Awarded amount:

Thank you for your time!

Sincerely,

Tarah Reed
Navigator Programs Administrator
www.navigatorgov.com
www.navigatorred.com
916-932-1340

This email was sent to: greg.maynard@sicschools.org.
[Unsubscribe](#) | [Get out of all e Republic email](#) | [Privacy Statement](#)
© e Republic. All rights reserved. 100 Blue Ravine Road, Folsom, CA 95630. Phone: 916-932-1300



Joe Bryant

From: Greg Maynard
Sent: Monday, August 26, 2013 10:41 AM
To: Tarah Reed
Subject: RE: Award Information

Check our web site please. www.sclschools.org

From: Tarah Reed [mailto:treed@erepublic.com]
Sent: Monday, August 26, 2013 8:08 AM
To: Greg Maynard
Subject: Award Information

Hello,

Can you please send me the Award Documents for the following bid?

Name: Student Lunch Accounting System
Bid Number: M1383-LS
Due Date: 2013-01-17

Or the following award information if the document is not available?

Awarded to:
Awarded Date:
Awarded amount:

Thank you for your time!

Sincerely,

Tarah Reed
Navigator Programs Administrator
www.navigatorgov.com
www.navigatorred.com
916-932-1340

This email was sent to: greg.maynard@sclschools.org.
[Unsubscribe](#) | [Opt out of all e.Republic email](#) | [Privacy Statement](#)
© e.Republic All rights reserved. 100 Blue Ravine Road, Folsom, CA 95630. Phone: 916-932-1300

Joe Bryant

From: Greg Maynard
Sent: Tuesday, April 02, 2013 1:16 PM
To: Amy Lynch
Subject: RE: GRAMA Request Notification

Horizon Software International

From: Amy Lynch [mailto:Amy.Lynch@primeroedge.com]
Sent: Tuesday, April 02, 2013 1:02 PM
To: Greg Maynard
Subject: FW: GRAMA Request Notification

I'm sorry, I wrote the wrong RFP number.

Student Lunch Accounting
System
RFP #M1383-LS

Thanks!

Amy
832-368-3590 mobile

From: Amy Lynch
Sent: Tuesday, April 02, 2013 1:56 PM
To: 'Greg Maynard'
Subject: RE: GRAMA Request Notification

Hi Greg,

Which vendor was awarded the contract for RFP C12130333? We like to track these results.

Thank you!

Amy
832-368-3590 mobile

From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Tuesday, March 05, 2013 11:18 AM
To: Amy Lynch
Subject: RE: GRAMA Request Notification

Thank you for assisting with this matter in a timely manner.

From: Amy Lynch [mailto:Amy.Lynch@primeroedge.com]
Sent: Tuesday, March 05, 2013 10:06 AM
To: Greg Maynard
Cc: Gordon Rereddy; Bhaskar Patel
Subject: RE: GRAMA Request Notification

Good morning Greg,

I've consulted with our management team and we will not be submitting a confidentiality claim. Thank you for the opportunity to respond to your request. We hope to be of service to Salt Lake City School District in the future.

Amy Lynch

Account Executive|K-12 Products



CYBERSOFT

www.primerosedge.com

(281) 453-8516|Direct

(832) 368-3590|Cell

Join us on schoolnutritionedge.com

From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]

Sent: Wednesday, February 27, 2013 2:08 PM

To: Amy Lynch

Subject: GRAMA Request Notification

Ms. Amy Lynch, I have received a GRAMA (Freedom of Information) request for copies of all "the vendor proposal documents and any other submitted information and pricing tally" related to RFP M1383-LS by one of the responding companies. In section 2.14 of the RFP, you were informed of the procedures to claim confidentiality for any materials submitted by your company in the RFP. I am unable to find such a claim. Should such not be the case, I have included the referenced form for your convenience and request that I receive your response no later than March 6, 2013 by 4 p.m. MST. Please be concise in any such claim. Also note that because your response was not among the finalist, your pricing was not opened and therefore will be excluded from this request. If I do not hear from you by then, your technical submittals will be considered subject to public review. Thank you for your assistance in the matter.

Gregory Maynard CPPO, C.P.M.
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264

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Scanned By Microsoft Forefront Online Protection for Exchange

Joe Bryant

From: Greg Maynard
Sent: Monday, March 18, 2013 9:30 AM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

We are totaling it now and should have a response soon.

From: Belknap, Preston [mailto:Pete.Belknap@e-hps.com]
Sent: Saturday, March 16, 2013 10:18 AM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Hi Greg,

Curious if you have come up with a new cost estimate to provide the documentation.

Thanks.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions.com

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From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Friday, March 01, 2013 2:24 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

Will do

From: Belknap, Preston [mailto:Pete.Belknap@e-hps.com]
Sent: Friday, March 01, 2013 3:20 PM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Well, I guess let me know what your new estimate is when you have one.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions.com

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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Friday, March 01, 2013 2:19 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

Still waiting for everyone to reply as to what is confidential in their submittal – right now the hours will exceed the \$125.

From: Belknap, Preston [<mailto:Pete.Belknap@e-hps.com>]
Sent: Friday, March 01, 2013 2:50 PM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Greg,

I was going from your initial estimate of \$112.50 and thought \$125 should cover it. Do you have a different estimate now?

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Friday, March 01, 2013 1:18 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

And if the cost is greater than that – which I suspect?

From: Belknap, Preston [<mailto:Pete.Belknap@e-hps.com>]
Sent: Friday, March 01, 2013 11:21 AM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Thank you, Greg.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions.com

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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Thursday, February 28, 2013 3:28 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

Please go to the following Form and fill it out and then return it to me. The estimated cost is 20 cents per copy, plus \$45 per hour. Estimated at \$112.50 for approximately 750 pages.
<http://www.slcschools.org/departments/purchasing/documents/GRAMA-Request-Form.pdf>

From: Belknap, Preston [<mailto:Pete.Belknap@e-hps.com>]
Sent: Thursday, February 28, 2013 3:55 PM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Hi Greg,

Thank you for the consideration, but I believe we are okay.

I would like to submit the same request, however, to have the appropriate documents sent to me.

Send to me at this address:

9632 Endsleigh Court
Granite Bay, CA 95746

Thank you in advance.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions.com

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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Wednesday, February 27, 2013 11:54 AM
To: Belknap, Preston
Subject: GRAMA Request Notification

Mr. Pete Belknap, I have received a GRAMA (Freedom of Information) request for copies of all “the vendor proposal documents and any other submitted information and pricing tally” related to RFP M1383-LS by one of the responding companies. In section 2.14 of the RFP, you were informed of the procedures to claim confidentiality for any materials submitted by your company in the RFP. I am unable to find such a claim. Should such not be the case, I have included the referenced form for your convenience and request that I receive your response no later than March 6, 2013 by 4 p.m. MST. Please be concise in any such claim. If I do not hear from you by then, your submittals will be considered subject to public review. Thank you for your assistance in the matter.

Gregory Maynard CPPO, C.P.M.
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264

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Joe Bryant

From: Greg Maynard
Sent: Monday, March 18, 2013 9:28 AM
To: Allison Sisam
Subject: FW: GRAMA Request Notification

Here you go

From: Belknap, Preston [mailto:Pete.Belknap@e-hps.com]
Sent: Saturday, March 16, 2013 10:18 AM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Hi Greg,

Curious if you have come up with a new cost estimate to provide the documentation.

Thanks.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions.com

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From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Friday, March 01, 2013 2:24 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

Will do

From: Belknap, Preston [mailto:Pete.Belknap@e-hps.com]
Sent: Friday, March 01, 2013 3:20 PM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Well, I guess let me know what your new estimate is when you have one.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Friday, March 01, 2013 2:19 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

Still waiting for everyone to reply as to what is confidential in their submittal – right now the hours will exceed the \$125.

From: Belknap, Preston [<mailto:Pete.Belknap@e-hps.com>]
Sent: Friday, March 01, 2013 2:50 PM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Greg,

I was going from your initial estimate of \$112.50 and thought \$125 should cover it. Do you have a different estimate now?

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Friday, March 01, 2013 1:18 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

And if the cost is greater than that – which I suspect?

From: Belknap, Preston [<mailto:Pete.Belknap@e-hps.com>]
Sent: Friday, March 01, 2013 11:21 AM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Thank you, Greg.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Thursday, February 28, 2013 3:28 PM
To: Belknap, Preston
Subject: RE: GRAMA Request Notification

Please go to the following Form and fill it out and then return it to me. The estimated cost is 20 cents per copy, plus \$45 per hour. Estimated at \$112.50 for approximately 750 pages.

<http://www.slcschools.org/departments/purchasing/documents/GRAMA-Request-Form.pdf>

From: Belknap, Preston [<mailto:Pete.Belknap@e-hps.com>]
Sent: Thursday, February 28, 2013 3:55 PM
To: Greg Maynard
Subject: RE: GRAMA Request Notification

Hi Greg,

Thank you for the consideration, but I believe we are okay.

I would like to submit the same request, however, to have the appropriate documents sent to me.

Send to me at this address:

9632 Endsleigh Court
Granite Bay, CA 95746

Thank you in advance.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
585.703.6099 cell
585.785.2351 e-fax
www.heartlandschoolsolutions.com

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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Wednesday, February 27, 2013 11:54 AM
To: Belknap, Preston
Subject: GRAMA Request Notification

Mr. Pete Belknap, I have received a GRAMA (Freedom of Information) request for copies of all “the vendor proposal documents and any other submitted information and pricing tally” related to RFP M1383-LS by one of the responding companies. In section 2.14 of the RFP, you were informed of the procedures to claim confidentiality for any materials submitted by your company in the RFP. I am unable to find such a claim. Should such not be the case, I have included the referenced form for your convenience and request that I receive your response no later than March 6, 2013 by 4 p.m. MST. Please be concise in any such claim. If I do not hear from you by then, your submittals will be considered subject to public review. Thank you for your assistance in the matter.

Gregory Maynard CPPO, C.P.M.
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264

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TO	SUBJECT	SENT	SI...	CATE...
Date: Older				
Tarah Reed	RE: Award Information	Mon 8/26/2013 10:41 ...	17 ...	
Tonya Hodges	Presentation	Thu 4/4/2013 4:11 PM	49 ...	
Tonya Hodges	Presentation Eval	Thu 4/4/2013 4:04 PM	78 ...	
Amy Lynch	RE: GRAMA Request Notification	Tue 4/2/2013 1:16 PM	22 ...	
Amy Lynch	RE: GRAMA Request Notification	Tue 4/2/2013 12:59 PM	20 ...	
Belknap, Pres...	RE: GRAMA Request Notification	Mon 3/18/2013 9:30 AM	49 ...	
Allison Sisam	FW: GRAMA Request Notification	Mon 3/18/2013 9:28 AM	49 ...	
Amy Lynch	RE: GRAMA Request Notification	Tue 3/5/2013 10:18 AM	17 ...	
Belknap, Pres...	RE: GRAMA Request Notification	Fri 3/1/2013 3:24 PM	40 ...	
jasonmiller@...	GRAMA Request Notification	Fri 3/1/2013 3:23 PM	70 ...	
Belknap, Pres...	RE: GRAMA Request Notification	Fri 3/1/2013 3:19 PM	34 ...	
Belknap, Pres...	RE: GRAMA Request Notification	Fri 3/1/2013 2:18 PM	28 ...	
Belknap, Pres...	RE: GRAMA Request Notification	Thu 2/28/2013 4:28 PM	19 ...	
Randy Eckels	RE: GRAMA Request Notification	Thu 2/28/2013 10:13 A...	12 ...	
Randy Eckels	RE: GRAMA Request Notification	Thu 2/28/2013 10:05 A...	12 ...	
Amy.Lynch@...	GRAMA Request Notification	Wed 2/27/2013 1:08 PM	70 ...	
david@pcsrc...	GRAMA Request Notification	Wed 2/27/2013 1:06 PM	70 ...	
pete.belknap...	GRAMA Request Notification	Wed 2/27/2013 12:54 ...	8 KB	
reckels@hori...	GRAMA Request Notification	Wed 2/27/2013 12:51 ...	8 KB	
Belknap, Pres...	RE: Notice of intent to award	Tue 2/12/2013 4:17 PM	93 ...	
Belknap, Pres...	RE: Notice of intent to award	Tue 2/12/2013 3:55 PM	83 ...	
pete.belknap...	Notice of intent to award	Tue 2/12/2013 2:49 PM	1 MB	
Shelley Lorre...	Notice of intent to award	Tue 2/12/2013 2:45 PM	1 MB	
Kelly Orton	Analysis sheets	Mon 2/11/2013 1:46 PM	78 ...	
Kelly Orton	New eval form	Mon 1/28/2013 3:59 PM	49 ...	
Amy Lynch	RE: Notice of intent to award	Mon 1/28/2013 3:44 PM	119...	
reckels@hori...	Notice of selection to present	Mon 1/28/2013 2:39 PM	1 MB	
Shelley Lorre...	Notice of Selection to Present	Mon 1/28/2013 2:36 PM	1 MB	
shelley@mcs...	Notice of selection to present	Mon 1/28/2013 2:33 PM	1 MB	
pete.belknap...	Notification to Present	Mon 1/28/2013 2:31 PM	1 MB	

Joe Bryant

From: Greg Maynard
Sent: Thursday, February 28, 2013 10:05 AM
To: Randy Eckels
Subject: RE: GRAMA Request Notification

Thank you – I will review it

From: Randy Eckels [mailto:REckels@HorizonSoftware.com]
Sent: Thursday, February 28, 2013 10:00 AM
To: Greg Maynard
Subject: FW: GRAMA Request Notification

Hi Greg,

Attached is our completed Business Confidentiality Form. Please let me know if you have any questions. Thank you for bringing this to our attention and providing an opportunity to respond.

Randy

From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Wednesday, February 27, 2013 2:51 PM
To: Randy Eckels
Subject: GRAMA Request Notification

Mr. Randy Eckels, I have received a GRAMA (Freedom of Information) request for copies of all “the vendor proposal documents and any other submitted information and pricing tally” related to RFP M1383-LS by one of the responding companies. In section 2.14 of the RFP, you were informed of the procedures to claim confidentiality for any materials submitted by your company in the RFP. I am unable to find such a claim. Should such not be the case, I have included the referenced form for your convenience and request that I receive your response no later than March 6, 2013 by 4 p.m. MST. Please be concise in any such claim. If I do not hear from you by then, your submittals will be considered subject to public review. Thank you for your assistance in the matter.

Gregory Maynard CPPO, C.P.M.
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264

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Joe Bryant

From: Greg Maynard
Sent: Wednesday, February 27, 2013 1:06 PM
To: david@pcsrcs.com
Subject: GRAMA Request Notification
Attachments: Claim of Business Confidentiality.docx

Mr. David Yaniv, I have received a GRAMA (Freedom of Information) request for copies of all “the vendor proposal documents and any other submitted information and pricing tally” related to RFP M1383-LS by one of the responding companies. In section 2.14 of the RFP, you were informed of the procedures to claim confidentiality for any materials submitted by your company in the RFP. I am unable to find such a claim. Should such not be the case, I have included the referenced form for your convenience and request that I receive your response no later than March 6, 2013 by 4 p.m. MST. Please be concise in any such claim. Also note that because your response was not among the finalist, your pricing was not opened and therefore will be excluded from this request. If I do not hear from you by then, your technical submittals will be considered subject to public review. Thank you for your assistance in the matter.

Gregory Maynard CPPO, C.P.M.
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264

Joe Bryant

From: Greg Maynard
Sent: Wednesday, February 27, 2013 12:51 PM
To: reckels@horizonsoftware.com
Subject: GRAMA Request Notification

Mr. Randy Eckels, I have received a GRAMA (Freedom of Information) request for copies of all “the vendor proposal documents and any other submitted information and pricing tally” related to RFP M1383-LS by one of the responding companies. In section 2.14 of the RFP, you were informed of the procedures to claim confidentiality for any materials submitted by your company in the RFP. I am unable to find such a claim. Should such not be the case, I have included the referenced form for your convenience and request that I receive your response no later than March 6, 2013 by 4 p.m. MST. Please be concise in any such claim. If I do not hear from you by then, your submittals will be considered subject to public review. Thank you for your assistance in the matter.

Gregory Maynard CPPO, C.P.M.
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264

Joe Bryant

From: Greg Maynard
Sent: Tuesday, February 12, 2013 4:17 PM
To: Belknap, Preston
Subject: RE: Notice of intent to award
Attachments: Bid Analysis CN SW Demo.xls

How about this.

From: Belknap, Preston [mailto:Pete.Belknap@e-hps.com]
Sent: Tuesday, February 12, 2013 4:02 PM
To: Greg Maynard
Subject: RE: Notice of intent to award

Thanks, Greg. I was hoping for something that would tell me more about the specific areas where we were deficient and did not get as many points. While these totals are fine, they really don't tell me anything specific.

Thanks again.

Regards,



PRESTON (PETE) BELKNAP
National Account Representative
800.724.9853 x3051 direct
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585.785.2351 e-fax
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From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Tuesday, February 12, 2013 2:55 PM
To: Belknap, Preston
Subject: RE: Notice of intent to award

Pete, here is the recap. Points were awarded based upon section 3 of the RFP. Is this what you are looking for?

From: Belknap, Preston [mailto:Pete.Belknap@e-hps.com]
Sent: Tuesday, February 12, 2013 3:25 PM
To: Greg Maynard
Cc: Kelly Orton
Subject: RE: Notice of intent to award

Hello Greg,

Naturally I am disappointed to hear of the decision, but I appreciate the opportunity to compete. I would appreciate receiving any evaluation charts that outlines where Heartland was deficient so we can address those issues in the future.

Thank you again.

Regards,



PRESTON (PETE) BELKNAP
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From: Greg Maynard [<mailto:Greg.Maynard@slcschools.org>]
Sent: Tuesday, February 12, 2013 1:49 PM
To: Belknap, Preston
Subject: Notice of intent to award

Please see attached

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M1383-LS - Finalist Demo/Cost Analysis

Vendor	A			B			C			D			E			F			G		
Criteria / Evaluator	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz
Presentation (5 pt.)	1.5	2	2	0.5	2	2	1.5	1.5	2	1	2	2	0.5	2	2	1	2	2.5	1.5	2	2.5
Organized, understandable, time	1.5	2	2	1	2	2	1.5	1.5	2	1.5	1.5	2	0.5	2	2	0.5	2	2.5	1.5	2	2.5
Response to questions	1.5	2	2	1	2	2	1.5	1.5	2	1.5	1.5	2	0.5	2	2	0.5	2	2.5	1.5	2	2.5
Group A - Demonstrated (40 pts)																					
Transfer of Historical data	3	3	4	4	3	4	4	3	4	3	3	4	3	4	4	1.5	2	3	3	3	4.5
Tracking students school to school	2.25	2.25	3	3	3	3	3	2.25	3	3	3	3	2.25	3	3	2.25	3	3.75	2.25	3	3.38
Provide annual rollover	2.25	2.25	3	3	3	3	3	2.25	3	3	3	3	2.25	3	3	2.25	3	3	2.63	3	3.38
Provide customized rpts																		3			
Student pay Status	2	1.5	2	2	2	2	1.5	1.5	2	2	2	2	2	1.5	2	1.5	2	2.5	2	2	2.25
Run by category	2	1.5	2	2	2	2	1.5	1.5	2	2	2	2	2	1.5	2	1.5	2.5	2	1.5	2	2.25
Run by Program	2	1.5	2	1.5	2	2	1.5	1.5	2	2	2	2	2	1.5	2	1.5	2.5	2	1.5	2	2.25
Process free/reduced lunch	2.25	2.25	3	1.5	3	3	1.65	3	3	2.25	2.25	3	3	3	3	1.5	3	3.75	2.25	3	3
View & update student info	3	3	4	2	4	4	4	3	4	3	3	4	4	4	4	3	5	5	3	4	4.5
Verify student debt limits	2.25	2.25	3	3	3	3	1.5	3	2.25	2.25	3	3	2.25	3	3	2.25	3.75	3	2.25	3	3
Customize pricing etc	2.25	2.25	3	2.25	3	3	2.25	3	3	2.25	2.25	3	2.25	3	3	2.25	3	3	2.25	3	3.38
Accurate meal counts	2.25	2.25	3	3	3	3	2.25	2.25	3	2.25	2.25	3	2.25	3	3	2.25	3	3	2.25	3	3.38
Group B - Demonstrated (40 pts)																					
Transfer menus, recipes etc	4.5	6	4.5	3	7.5	4.5	3	7.5	6	4.5	7.25	4.5	1.5	7.5	7.5	4.5	7.5	4.5	4.5	7.5	6
Able to standardized recipes, portions	2	3	3	1	4	4	2	3	4	2	4	4	1	4	4	1	4	4	3	4	4
Able to decrease/increase sizes	1	1.5	1.5	0.5	2	2	1	1.5	2	2	2	2	0.5	2	2	0.5	2	5	1.5	2	2
Use USDA plans	2.5	3.75	3.75	2.5	5	5	2.5	4.5	5	2.5	5	5	3.75	5	5	1.25	5	5	3.75	5	5
Develop & control plans & cycles	2.5	3.75	3.75	2.5	5	5	2.5	4.5	5	2.5	5	5	2.5	5	5	2.5	5	5	3.75	5	5
Print menus & nutrition info	3	3	4.5	3	3	6	3	4.5	6	3	3	6	3	3	6	3	4.5	6	4.5	4.5	6
Access USDA for HACCP instructions	2	4	3	2	4	4	2	4	4	2	4	4	2	4	4	2	4	4	3	4	4
IT Specifications																					
Demonstrated importing Utilities	4	4	4	4	3	4	4	3	4	4	3	4	4	3	4	4	3	4	4	4	4
Uses Active Directory	3	0	2	4	0	2	4	0	2	4	0	2	4	0	2	4	0	2	4	0	2
Provided Import specification Stud DB	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
	57	61	70	55.3	72	75.8	59.7	62.8	74.3	54.5	69.5	78	58.3	72.8	73	46.8	77.5	86	63.88	74	82.02

PURCHASING DEPARTMENT
 440 East 100 South, Room #118
 Salt Lake City, Utah 84111
Phone: (801) 578-8269
 FAX: (801) 578-8262



RFP SELECTION RECAP SHEET

Bid Number: M1383-LS	Due Date January 17, 2013
Location: Purchasing Department	Opening Time: 2 p.m.
Description: School Lunch Accounting System	Presentations Feb 6-7, 2013
Selection Results Horizon Software International	Date: February 12, 2013

Respondents:	Avg. Tech. Pts./95
MCS Software	65.4
PCSNOW	54.7
Heartland School Solutions	73.4
Primeroedge	58.8
Horizon Software International	69.5

Notes: Top three respondents were selected to make presentations

Considerations – Staff, References, Implementation plan, product

Presentations;	Avg. Pts./85	Cost pts./30	TOTAL/115
MCS	56.2	29.5	85.7
Heartland	70.8	30	100.8
Horizon	78.1	29.8	107.9

Considerations: Demonstrated product capability, Total Cost over 5 yrs.

Notes: 1. The low cost provider was not selected, however, the price difference is only 1% or \$2,741.
 2. The two lowest cost products were also evaluated on site at school districts that are currently using them to verify the evaluations.

Responsible Purchasing Agent

Joe Bryant

From: Greg Maynard
Sent: Tuesday, February 12, 2013 2:45 PM
To: Shelley Lorren (shelleylorren@mcssoftware.com)
Subject: Notice of intent to award
Attachments: Notice of Intent to Award.docx

Please see attached.



SALT LAKE CITY
SCHOOL DISTRICT
Your Best Choice

NOTICE OF INTENT TO SELECT

Shelley Lorren
MCS Software
Mandeville, LA 70471

February 12, 2013

Subject: Bid #M1383-LS – Student Lunch Account System, POS & Nutrition

Ms. Lorren,

This letter is notification that it is the intent of the Salt Lake City School District to select Horizon Software International, Inc. to meet our needs for the above bid systems.

Their selection is based upon a careful comparison of the demonstrated features of the three finalist's products, along with their total costs. Horizon was the overall high point receiver of the evaluations which included the five year total cost.

On behalf of the Purchasing Department and the evaluation committee, I express my sincere appreciation for your interest in our bid and the time taken to respond.

If you have any questions, please feel free to contact me with any further concerns.

Sincerely,

Gregory Maynard, C.P.M. CPPO
Purchasing Supervisor
Salt Lake City School District
(801) 578-8264
greg.maynard@slcschools.org

P.S. We would have found it more helpful if you had actually demonstrated your product during your presentation. We were hoping to see the product in action.

PURCHASING

p 801.578.8257
f 801.578.8262

Salt Lake City School District
440 East 100 South
Salt Lake City, UT 84111

www.slcschools.org

The Salt Lake City School District prohibits discrimination based on age, color, disability, gender, gender identity, national origin, pregnancy, race, religion, or sexual orientation.

Joe Bryant

From: Greg Maynard
Sent: Monday, February 11, 2013 1:46 PM
To: Kelly Orton
Subject: Analysis sheets
Attachments: Bid Analysis CN SW Demo.xls

See attached

Joe Bryant

From: Greg Maynard
Sent: Monday, January 28, 2013 3:59 PM
To: Kelly Orton
Subject: New eval form
Attachments: Bid Evaluation POS & Nutrition SW.doc

Here is the latest eval form. Please verify weights of questions.

Joe Bryant

From: Greg Maynard
Sent: Monday, January 28, 2013 3:44 PM
To: Amy Lynch
Subject: RE: Notice of intent to award
Attachments: Bid Evaluation POS & Nutrition SW.doc; Bid Analysis CN SW.xls

I have the 6th at noon and the 7th at 8 am left for presentations. You need to pick which one.

From: Amy Lynch [mailto:Amy.Lynch@primeroedge.com]
Sent: Monday, January 28, 2013 3:15 PM
To: Greg Maynard
Subject: RE: Notice of intent to award

Hi Greg,

Could you send me our score card from the RFP response? We'd like to see the areas where we need to improve.

Thanks so much!

Amy Lynch
Account Executive | K-12 Products



CYBERSOFT
www.primeroedge.com
(281) 453-8516 | Direct
(832) 368-3590 | Cell
Join us on schoolnutritionedge.com

From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Monday, January 28, 2013 10:39 AM
To: Amy Lynch
Subject: Notice of intent to award

Please see the attached letter.

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Joe Bryant

From: Greg Maynard
Sent: Monday, January 28, 2013 9:09 AM
To: Kelly Orton
Subject: Evaluation Form
Attachments: Bid Evaluation POS & Nutrition SW.doc

Importance: High

Attached is a draft of a possible presentation evaluation form. Do you want to have the training at your location or here at the DO? Possible dates: 13-14 or 19-20 Feb to make the Board meeting on Mar 5th.

Joe Bryant

From: Greg Maynard
Sent: Friday, January 25, 2013 4:34 PM
To: Kelly Orton
Subject: RE: Letter etc. sent
Attachments: Bid Evaluation POS & Nutrition SW.doc

Before I can do that we have to decide what we want them to present. Here is a draft of the evaluation form which we could share with them.

From: Kelly Orton
Sent: Friday, January 25, 2013 2:48 PM
To: Greg Maynard
Subject: RE: Letter etc. sent

Thanks Greg.

Wow ... I think the team did a great job on this one. The results were a very accurate description of each bid.

Please move forward and arrange for the top three bidders to present to us in February.

Have a great weekend.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone (801) 974-8380

From: Greg Maynard
Sent: Friday, January 25, 2013 2:36 PM
To: Kelly Orton
Subject: RE: Letter etc. sent

OK see attached Analysis

From: Kelly Orton
Sent: Friday, January 25, 2013 2:34 PM
To: Greg Maynard
Subject: RE: Letter etc. sent

Looks great! Thank you.

I'm running out of time and won't be able to do anything with our Survey form until Tuesday. Sorry.

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org

Phone [\(801\) 974-8380](tel:8019748380)

From: Greg Maynard

Sent: Friday, January 25, 2013 1:24 PM

To: Kelly Orton

Subject: Letter etc. sent

Here is the letter that was sent out.

Joe Bryant

From: Greg Maynard
Sent: Friday, January 25, 2013 2:37 PM
To: Kelly Orton
Subject: RE: Letter etc. sent
Attachments: Bid Analysis CN SW.xls

OK see attached Analysis

From: Kelly Orton
Sent: Friday, January 25, 2013 2:34 PM
To: Greg Maynard
Subject: RE: Letter etc. sent

Looks great! Thank you.

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Phone (801) 974-8380

From: Greg Maynard
Sent: Friday, January 25, 2013 1:24 PM
To: Kelly Orton
Subject: Letter etc. sent

Here is the letter that was sent out.

Joe Bryant

From: Greg Maynard
Sent: Wednesday, January 23, 2013 12:58 PM
To: Gabe Aiello
Subject: RE: PCS References-Student Lunch Accounting RFP #M1383-LS

Thank you – I will forward this information to the appropriate party.

From: Gabe Aiello [mailto:Gabe@pcsrcs.com]
Sent: Wednesday, January 23, 2013 12:31 PM
To: Greg Maynard
Cc: David Yaniv; Tamar Broitman; David Smith; Hume Miller
Subject: PCS References-Student Lunch Accounting RFP #M1383-LS

Mr. Maynard,

It has come to our attention, through our business and technology partner DBS (Database Systems of Colorado, Inc.), that SLC contacted the below named reference who was unaware DBS' business relationship with PCS Revenue Control Systems, Inc. and therefore responded to your inquiry in the negative as regards using PCS's proposed POS system.

Please contact them again, as they are now aware of the relationship and can respond in the affirmative that they use the POS system proposed.

Chuck McElwain
Accounting Services Director
Boulder Valley School District RE-2
(720) 561-5008 Phone
(720) 561-5039 Fax

If you have any questions, please contact me.

Thank you,

Gabe Aiello

PCS Revenue Control Systems, Inc.

Director, Business Development
800-247-3061 ext. 1146
Gabe@PCS-NOW.com

Joe Bryant

From: Greg Maynard
Sent: Wednesday, January 23, 2013 12:57 PM
To: Kelly Orton
Subject: FW: PCS References-Student Lunch Accounting RFP #M1383-LS

Importance: High

Fyi – Bid related

From: Gabe Aiello [mailto:Gabe@pcsracs.com]
Sent: Wednesday, January 23, 2013 12:31 PM
To: Greg Maynard
Cc: David Yaniv; Tamar Broitman; David Smith; Hume Miller
Subject: PCS References-Student Lunch Accounting RFP #M1383-LS

Mr. Maynard,

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Please contact them again, as they are now aware of the relationship and can respond in the affirmative that they use the POS system proposed.

Chuck McElwain
Accounting Services Director
Boulder Valley School District RE-2
(720) 561-5008 Phone
(720) 561-5039 Fax

If you have any questions, please contact me.

Thank you,

Gabe Aiello

PCS Revenue Control Systems, Inc.

Director, Business Development
800-247-3061 ext. 1146
Gabe@PCS-NOW.com

Joe Bryant

From: Greg Maynard
Sent: Friday, January 18, 2013 7:47 AM
To: Shelley Lorren
Subject: RE: MCS Software- RFP M1383-LS

I got it on time – sorry for any delay, our system has been up and down. I got notice this morning that my reply to you had failed.

From: Shelley Lorren [mailto:shelleylorren@mcssoftware.com]
Sent: Thursday, January 17, 2013 11:45 AM
To: Greg Maynard
Subject: MCS Software- RFP M1383-LS

Hi Greg,

I spoke with you this morning in connection with the above RFP.

I had it hand delivered to your office a few minutes ago.

Can you please send me an email acknowledging that it was received timely?

Thanks in advance!

Kind regards,

Shelley R. Lorren
Senior Sales Proposal Specialist

Office: (888) 287-6416 ext. 719
Cell: (225) 335-2304
Fax: 866-407-7309

[Click Here](#) to schedule our appointment.

Watch a 3 minute video on MCS Software:

<http://www.mcssoftware.com/impactmovie>

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Joe Bryant

From: Greg Maynard
Sent: Thursday, January 03, 2013 3:26 PM
To: Gallo, Nancy (Nancy.Gallo@e-hps.com); CMarcel@HorizonSoftware.com;
dsmith@pcsrcs.com
Subject: Addendum 1 to RFP M1383-LS
Attachments: Addendum to Bid CN.docx

Please see attached

Purchasing Department
440 E 100 S, Room 118
Salt Lake City, Utah 840111
(801) 578-8269
Fax (801) 578-8262



Addendum #1

to

Request for Proposal M1383-LS

Student Lunch Accounting System

Due: January 17, 2013, 2 p.m.

Addendum Issue Date: January 3, 2013

Response to questions marked in Red:

A.

1. Page 2, Section 2.02 Background, Subsection A
We are counting 38 schools with 62 cashier lines. Can you confirm this count? We have 60 cashier lines in use + (2 spares); 109 keypads + (11 spares)
Are you requiring all vendors to quote wireless All in One POS workstations? NO Plug and Play wireless could be an option. If so, how many? See above
2. Page 4, Section 2.07 Important Dates
You have indicated "Pilot Implementation, Testing and Training" from March 6 to May 31, 2013. You have also indicated "District Wide Implementation and Training" from ~~June 1~~ July 1 to August 21, 2013. What is your definition of Pilot? Are you planning to implement a few schools at a time? Yes, initially several schools as a "pilot" to verify that everything works, then proceed with the remainder. What flexibility do we have to propose an alternate plan? Whatever works best for you if you are selected.
3. What are the resources within food services for assisting with taking the schools live? Once trained, the assistance involves watching over the shoulder of the cashier to make sure there are no operational questions. How many people within the district could be available to assist with this? 2-4 supervisors, who would help train the staff a week before in multiple sessions.
4. Page 6, Section 3.01 Scope- Online solution for processing Free and Reduced Meal Benefit applications. How many F& R applications do you process? Base your response on 20,000.
5. Page 7, Section 3.03 – Qualifications, you state the following: *The contractor must have a minimum of a three (3) year successful implementation and seamless integration of the revenue control system, the free or reduced lunch application processing software and nutritional management software.* Would you please define "Revenue Control System"? Point of Sale management – collection of the money or voucher.

6. Page 11, Attachment B References

In the desire to show you districts in Utah as reference districts, is it acceptable to also provide additional references outside the state that may more closely match to the size of Salt Lake City School District? Yes, but states in the west are preferred.

B.

- 1) Does your district utilize a central warehouse to maintain any inventory? Yes, but only for specific items. If so, would you like us to include functionality for a Central Warehouse in our proposal? No
 - 2) We offer customizable implementation options- would your district prefer a Turn-Key approach, or a Train-the-Trainer implementation? Both options may be considered but cost is a major consideration.
 - 3) The Alana-06 and Alana-07 Point of Sale terminals mentioned in section 2.02 of the RFP appear to be proprietary hardware of PCS. Should we quote new POS terminals, or does the district intend to purchase off of state contract? Yes, if you cannot use our existing terminals. We are not aware of any Utah State Contracts for such equipment.
-

C.

Group A:

1. How many Free and Reduced applications are processed each year? 3.02 pg7 (up to 20,000)
2. How many sites will require Point of Sale? 2.02 pg2 (38 total school sites)
3. How many serving lines? (109 serving lines) When possible, we combine two serving lines into one POS station with multiple POS Data Entry Ports . There are currently 60 POS units and 109 POS Data Entry Ports in operation every day. For immediate back-up, we also own 2 additional POS units and 11 additional POS Data Entry key pad units.

Group B:

1. Menu Planning
 1. Approximately how many single ingredient menu items? 275
 2. How many multiple ingredient menu items? 29
 3. How many item groupings for flavor patterns, salad bars, etc. 10
 4. How many sites will maintain production records? (48 total) 37 school kitchens, 3 production kitchens, 8 outside sites.
 5. Deplete inventory based on finished production records Y/N. (We will consider all options) We currently do not deplete inventory on finished production records.
 6. Do any sites act as a based kitchen to additional satellite kitchens (Yes) 3 production kitchens
 7. Is there a central kitchen - Y/N. If yes, how many sites served (No)
2. HACCP
 1. Indicate HACCP wanted (We will consider all options) We currently partner with an independent vendor who provides SFSPac cleaning chemicals and SmartTemps temperature management systems to help us develop, manage and monitor our HACCP program.
 1. Allergens – Y/N; (Yes)
 2. Temperature ranges – Y/N; (Yes)
 3. Point and Click corrective action text – Y/N (Yes)

3. Inventory

1. Do you have a warehouse? If yes, how many sites order from the warehouse? (40 total) 37 school kitchens plus 3 production kitchens.
2. How many sites need to take a physical inventory? (41 total) 37 school kitchens, 3 production kitchens, 1 district warehouse.
3. How many sites need to order and receive? (40 total) 37 school kitchens plus 3 production kitchens.

4. Central Purchasing & Interfaces

1. Do any orders to outside vendors or internal suppliers (warehouse) require approval by central office personnel as part of the work flow Y/N. (Yes)
 1. Vendor Y/N (Yes) Most foods and supply items
 2. Warehouse Y/N (Yes) USDA Commodity items and some purchased items
2. Do you want to send orders to outside vendors electronically Y/N. (Yes) We will consider all options. We currently place electronic orders to multiple outside vendors.
 1. How many vendor electronic interfaces needed? (4 standard vendors with 2 or more possible)
3. How many inventory/ingredient items are there?
 1. Food? (235)
 2. Non-food? (40)
4. Are these items available in an easily readable electronic format or download from a vendor/supplier – Y/N (Yes) Menus will export into a PDF format

Joe Bryant

From: Greg Maynard
Sent: Thursday, January 03, 2013 1:43 PM
To: Kelly Orton
Subject: Addendum 1
Attachments: Addendum to Bid CN.docx

Please see attached & review. (Do you want 9 or 11 keypad spares – we originally had 9 but your last response to questions had 11 so I changed 1 to be 11.

Joe Bryant

From: Greg Maynard
Sent: Thursday, January 03, 2013 8:55 AM
To: Kelly Orton
Subject: FW: Questions for RFP #M1383-LS

Importance: High

Third request

From: David Smith [mailto:dsmith@pcsrcs.com]
Sent: Thursday, January 03, 2013 8:46 AM
To: Greg Maynard
Cc: Gabe Aiello
Subject: Questions for RFP #M1383-LS

Good Morning,

We would like to submit the following questions regarding your RFP #M1383-LS:

Group A:

1. How many Free and Reduced applications are processed each year? _____
2. How many sites will require Point of Sale? _____
3. How many serving lines? _____

Group B:

1. Menu Planning
 - a. Approximately how many single ingredient menu items _____
 - b. How many multiple ingredient menu items _____
 - c. How many item groupings for flavor patterns, salad bars, etc. _____
 - d. How many sites will maintain production records _____
 - e. Deplete inventory based on finished production records Y/N.
 - f. Do any sites act as a based kitchen to additional satellite kitchens _____
 - g. Is there a central kitchen - Y/N. If yes, how many sites served _____
2. HACCP
 - a. Indicate HACCP wanted
 1. Allergens – Y/N;
 2. Temperature ranges – Y/N;
 3. Point and Click corrective action text – Y/N
3. Inventory
 - a. Do you have a warehouse? If yes, how many sites order from the warehouse? _____
 - b. How many sites need to take a physical inventory? _____
 - c. How many sites need to order and receive? _____

4. Central Purchasing & Interfaces

- a. Do any orders to outside vendors or internal suppliers (warehouse) require approval by central office personnel as part of the work flow Y/N.
 1. Vendor Y/N
 2. Warehouse Y/N
- b. Do you want to send orders to outside vendors electronically Y/N.
 1. How many vendor electronic interfaces needed? ____
- c. How many inventory/ingredient items are there?
 1. Food? ____
 2. Non-food? ____
- d. Are these items available in an easily readable electronic format or download from a vendor/supplier – Y/N

Joe Bryant

From: Greg Maynard
Sent: Thursday, January 03, 2013 7:56 AM
To: Kelly Orton
Subject: FW: RFP M1383-LS

Importance: High

Here are three more question that need to be addressed in our addendum to be sent out today. Your input is requested. Thanks Greg.

From: Corey Marcel [mailto:CMarcel@HorizonSoftware.com]
Sent: Wednesday, January 02, 2013 8:53 AM
To: Greg Maynard
Subject: RFP M1383-LS

Hi Greg Maynard,

Thank you for the chance to respond to the Salt Lake City Schools Request for Proposal. We are excited to present the Horizon solution to your team.

We have a few questions about the RFP that will help us give a more detailed and accurate response:

- 1) Does your district utilize a central warehouse to maintain any inventory? If so, would you like us to include functionality for a Central Warehouse in our proposal?
- 2) Horizon offers customizable implementation options- would your district prefer a Turn-Key approach, or a Train-the-Trainer implementation?
- 3) The Alana-06 and Alana-07 Point of Sale terminals mentioned in section 2.02 of the RFP appear to be proprietary hardware of PCS. Should we quote new POS terminals, or does the district intend to purchase off of state contract?

Thank you for your help!

Best Regards,

Corey Marcel

Corey Marcel | Horizon Software International | Account Executive | 678.978.9446 Cell | 800.741.7100 ext. 456
www.horizonsoftware.com

Join us on Facebook!



Joe Bryant

From: Greg Maynard
Sent: Friday, December 21, 2012 10:10 AM
To: Gallo, Nancy
Subject: RE: Salt Lake City RFP# M1383-LS Student Lunch Accounting System- Questions
Attachments: RFP Lunch Accounting SW.docx

Jan 3rd I will issue all the questions via a change order.

From: Gallo, Nancy [mailto:Nancy.Gallo@e-hps.com]
Sent: Wednesday, December 19, 2012 6:56 AM
To: Greg Maynard
Cc: Belknap, Preston
Subject: Salt Lake City RFP# M1383-LS Student Lunch Accounting System- Questions

Hello Mr. Maynard,

Can you please answer the following questions for RFP# M1383-LS Student Lunch Accounting System?

1. Can you please provide a Word document of the RFP so the forms responses can be typewritten?
2. Page 2, Section 2.02 Background, Subsection A
We are counting 38 schools with 62 cashier lines. Can you confirm this count?
Are you requiring all vendors to quote wireless All in One POS workstations? If so, how many?
3. Page 4, Section 2.06 Inquiries and 2.07 Important Dates. Page 5, Section 2.16 Addendum to RFP
I didn't see when the answers to the vendor's question will be available on the district website.
Can you please provide the timing for the answers?
4. Page 4, Section 2.07 Important Dates
You have indicated "Pilot Implementation, Testing and Training" from March 6 to May 31, 2013. You have also indicated "District Wide Implementation and Training" from June 1 to August 21, 2013. What is your definition of Pilot? Are you planning to implement a few schools at a time? What flexibility do we have to propose an alternate plan?
5. What are the resources within food services for assisting with taking the schools live? Once trained, the assistance involves watching over the shoulder of the cashier to make sure there are no operational questions. How many people within the district could be available to assist with this?
6. Page 6, Section 3.01 Scope- Online solution for processing Free and Reduced Meal Benefit applications.
How many F& R applications do you process?
7. Page 7, Section 3.03 – Qualifications, you state the following: *The contractor must have a minimum of a three (3) year successful implementation and seamless integration of the revenue control system, the free or reduced lunch application processing software and nutritional management software.* Would you please define "Revenue Control System"?
8. Page 11, Attachment B References
In the desire to show you districts in Utah as reference districts, is it acceptable to also provide additional references outside the state that may more closely match to the size of Salt Lake City School District?

I appreciate your assistance.
Thank you - Nancy



Heartland
SCHOOL SOLUTIONS

NANCY GALLO

Sales Administrator

585.227.6740 x-3017 direct

800.724.9853

www.heartlandschoolsolutions.com

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Joe Bryant

From: Greg Maynard
Sent: Wednesday, December 19, 2012 12:55 PM
To: Kelly Orton
Subject: FW: Salt Lake City RFP# M1383-LS Student Lunch Accounting System- Questions

How should I respond?

From: Gallo, Nancy [mailto:Nancy.Gallo@e-hps.com]
Sent: Wednesday, December 19, 2012 6:56 AM
To: Greg Maynard
Cc: Belknap, Preston
Subject: Salt Lake City RFP# M1383-LS Student Lunch Accounting System- Questions

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Thank you - Nancy



Heartland
SCHOOL SOLUTIONS

NANCY GALLO

Sales Administrator

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Joe Bryant

From: Greg Maynard
Sent: Monday, December 10, 2012 4:30 PM
To: Kelly Orton
Subject: revised latest 4:30 pm
Attachments: RFP Lunch Accounting SW.docx

Importance: High

I needed to add a minimum requirement to address the time line issue.

Joe Bryant

From: Greg Maynard
Sent: Friday, December 07, 2012 4:15 PM
To: Gardner, Jared B
Subject: RE: Lunch accounting system
Attachments: RFP Lunch Accounting SW.docx

Here you go.

From: Gardner, Jared B [mailto:jbgardner@graniteschools.org]
Sent: Friday, December 07, 2012 4:12 PM
To: Greg Maynard
Subject: RE: Lunch accounting system

Sure. Thanks.

From: Greg Maynard [mailto:Greg.Maynard@slcschools.org]
Sent: Friday, December 07, 2012 3:42 PM
To: Gardner, Jared B
Subject: Lunch accounting system

I think I'm on the final draft now. Are you interested in a copy of this version?

Scanned By Microsoft Forefront Online Protection for Exchange

Joe Bryant

From: Greg Maynard
Sent: Friday, December 07, 2012 3:21 PM
To: Kelly Orton
Subject: Another final draft
Attachments: RFP Lunch Accounting SW.docx

Importance: High

I have made a number of small changes throughout the document.

Joe Bryant

From: Greg Maynard
Sent: Monday, December 03, 2012 4:14 PM
To: Gardner, Jared B
Subject: RE: Food Service Software RFP
Attachments: RFP Lunch Accounting SW.docx

Thanks – here is my draft final – if you see any glaring mistakes let me know. Back on Wed.

From: Gardner, Jared B [mailto:jbgardner@graniteschools.org]
Sent: Monday, December 03, 2012 3:27 PM
To: Greg Maynard
Subject: FW: Food Service Software RFP

From: Jack Adger [mailto:Jack.Adger@BossierSchools.Org]
Sent: Friday, November 30, 2012 1:40 PM
To: Gardner, Jared B
Subject: RE: Food Service Software RFP

Responded – Horizon, Food Service Solutions, and MCS Software

Heartland/Nutrikids was going to submit, but then declined.

Here is my rough list of invites.

From: Gardner, Jared B [mailto:jbgardner@graniteschools.org]
Sent: Friday, November 30, 2012 12:39 PM
To: Jack Adger
Subject: RE: Food Service Software RFP

Jack:

Thank you for your document. I will send ours your way when completed.

Can you share with me what companies responded to your request?

Jared Gardner
Director of Purchasing
2500 South State Street
Salt Lake City, UT 84115
Ph. 385-646-4561
jbgardner@graniteschools.org

From: Jack Adger [<mailto:Jack.Adger@BossierSchools.Org>]
Sent: Friday, November 30, 2012 6:53 AM
To: Gardner, Jared B
Subject: Food Service Software RFP

Jared,

I just received proposals yesterday.

Take what you can use.

Send me a copy of yours when you get done. I want to see how I can improve mine.

John G. "Jack" Adger, CPPO, CPPB
Supervisor of Purchasing
Bossier Parish Schools
316 Sibley Annex II
P.O. Box 2000
Benton, LA 71006-2000
v. 318-549-5039
f. 318-549-5075
jack.adger@bossierschools.org

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For more information please visit <http://www.symanteccloud.com>

Joe Bryant

From: Greg Maynard
Sent: Monday, December 03, 2012 4:13 PM
To: Kelly Orton
Subject: REvision of Final Draft
Attachments: RFP Lunch Accounting SW.docx

Kelly, I've made revision here and there on the document. Please review. See you Wed.

Joe Bryant

From: Greg Maynard
Sent: Monday, November 26, 2012 2:09 PM
To: Kelly Orton
Subject: RE: POS software
Attachments: RFP Lunch Accounting SW.docx

See attached

From: Kelly Orton
Sent: Monday, November 26, 2012 11:58 AM
To: Greg Maynard
Subject: POS software

Let's change our document to include this information.

This will be how we divided up awarding the bid - group A and group B

Kelly Orton, Director
Salt Lake City School District
Department of Support Services
995 West Beardsley Place (2480 S)
Salt Lake City, UT 84119-1519
Email: kelly.orton@slcschools.org
Phone [\(801\) 974-8380](tel:8019748380)

Gabe Aiello 1/23/13 12:31 pm
Boulder Valley SD
to Keely 1/23/13 12:56 pm

Resp - 1/24/13 8:34 am
found another

Bid Eval 1/24/13 1 pm

BVSD Ref 1/24/13 ~ 2 pm

Letter sent 1/28/13

David Call 1/31 ~ 11:30

J. Robinson

IF you don't ~~id~~ id

then assumed as non -
Confidential

Just take out page

Better to error on side of vendor
than requester.

MCS Request pd 3/1/13

7 Feb - 11 AM - 12:15 1/4

12:30 - 1:15 3/4

8 Feb 10 AM - 11 AM 1

2:30 - 3:30 1

7:40 - 8:10 1/2

* Heartland - 2

PC Now - 1

Primero - 1

Horizon - 1

* MCS - 2

Copies Pending
request/check confirmation
3/6/13

~~Pending~~ 3/1/13
2 Copies

PURCHASING DEPARTMENT
 440 East 100 South, Room #118
 Salt Lake City, Utah 84111
Phone: (801) 578-8269
FAX: (801) 578-8262



RFP SELECTION RECAP SHEET

Bid Number: M1383-LS
Location: Purchasing Department
Description: School Lunch Accounting System
Selection Results Horizon Software International

Due Date January 17, 2013
Opening Time: 2 p.m.
Presentations Feb 6-7, 2013
Date: February 12, 2013

Respondents: Avg. Tech. Pts./95

MCS Software	65.4
PCSNOW	54.7
Heartland School Solutions	73.4
Primeroedge	58.8
Horizon Software International	69.5

Notes: Top three respondents were selected to make presentations

Considerations – Staff, References, Implementation plan, product

Presentations;	Avg. Pts./85	Cost pts./30	TOTAL/115	Initial Total Costs
MCS	56.2	29.5	85.7	\$352,446
Heartland	70.8	30	100.8	\$345,459
Horizon	78.1	29.8	107.9	\$348,200

Considerations: Demonstrated product capability, Total Cost over 5 yrs.

- Notes:** 1. The low cost provider was not selected, the price difference is only 1% or \$2,741.
 2. The two lowest cost products were also evaluated on site at school districts that are currently using them to verify the evaluations.



 Responsible Purchasing Agent

Group A - Lunchroom Accounting & Point of Service Management

	Orig Est RFP	Revised Post RFP	Increase over RFP
Software Cost	\$ 25,470.00	\$ 25,470.00	\$ -
Hardware/Equipment Cost	\$ 143,226.00	\$ 170,696.80	\$ 27,470.80
Installation and Implementation	\$ 19,522.50	\$ 29,947.50	\$ 10,425.00
Maintenance and Support	\$ 12,150.00	\$ 12,150.00	\$ -
Other Fees:			
Online Application Subscription	\$ 2,550.00	\$ 2,550.00	\$ -
Estimated Shipping	\$ 2,734.46	\$ 3,030.24	\$ 295.78
Subtotal Group A	\$ 205,652.96	\$ 243,844.54	\$ 38,191.58

Group B - Menus, Nutrition & Inventory Management

Software Cost	\$ 20,912.00	\$ 27,294.00	\$ 6,382.00
Hardware/Equipment Cost	n/a	n/a	\$ -
Installation and Implementation	\$ 25,984.00	\$ 50,299.00	\$ 24,315.00
Maintenance and Support	\$ 9,410.00	\$ 12,282.30	\$ 2,872.30
Other Fees:			
Online Application Subscription	n/a	n/a	\$ -
Estimated Shipping	n/a	n/a	\$ -
Subtotal Group B	\$ 56,306.00	\$ 89,875.30	\$ 33,569.30
Total Yr 1 Group A & B	\$ 261,958.96	\$ 333,719.84	\$ 71,760.88

PO #1 (Object 0670)	Before July 1	July 1 and after
Software Cost	\$ 52,764.00	\$ -
Estimated Shipping	\$ -	\$ -
TOTAL AMOUNT	\$ 52,764.00	\$ -
PO #2 & #3 (Object 0734)	Before July 1	July 1 and after
Hardware/Equipment Cost	\$ 49,597.00	\$ 121,099.80
Estimated Shipping	\$ 985.00	\$ 2,045.24
TOTAL AMOUNT	\$ 50,582.00	\$ 123,145.04
PO #4 & #5 (Object 0320)	Before July 1	July 1 and after
Installation and Implementation	\$ 12,695.00	\$ 67,551.50
Hotel and Air	\$ 12,569.00	\$ 18,810.00
*Maintenance and Support (Prepay)	\$ 24,432.30	\$ 24,432.30
*Online Application Subscription (Prepay)	\$ 2,550.00	\$ 2,550.00
TOTAL AMOUNT	\$ 52,246.30	\$ 113,343.80
TOTAL COST	\$ 155,592.30	\$ 236,488.84
\$ 392,081.14	Hotel and Air Travel estimates included	

* First year Maintenance fees include Marcy 6, 2013 through June 30, 2014 (per Jim).
 Second year Maintenance fees will include July 1, 2014 through June 30, 2015.

M1383-LS - Finalist Demo/Cost Analysis

Vendor	A		B		C		D		E		F		G								
Criteria / Evaluator	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz						
Presentation (5 pt.)																					
Organized, understandable, time	1.5	2	2	0.5	2	2	1.5	1.5	2	1	2	2	0.5	2	2						
Response to questions	1.5	2	2	1	2	2	1.5	1.5	2	0.5	2	2	0.5	2	2						
Group A - Demonstrated (40 pts)																					
Transfer of Historical data	3	3	4	4	3	4	3	3	4	3	4	4	1.5	2	2.5						
Tracking students school to school	2.25	2.25	3	3	3	3	2.25	3	3	2.25	3	3	2.25	3	3.75						
Provide annual rollover	2.25	2.25	3	3	3	3	2.25	3	3	2.25	3	3	2.25	3	3						
Provide customized rpts																					
Student pay Status	2	1.5	2	2	2	2	1.5	1.5	2	2	2	1.5	1.5	2	2.25						
Run by category	2	1.5	2	2	2	2	1.5	1.5	2	2	2	1.5	1.5	2	2.25						
Run by Program	2	1.5	2	1.5	1.5	2	1.5	1.5	2	2	2	1.5	1.5	2	2.25						
Process free/reduced lunch	2.25	2.25	3	1.5	3	3	1.65	3	3	2.25	2.25	3	3	3	3						
View & update student info	3	3	4	2	4	4	4	3	4	3	4	4	3	5	3						
Verify student debt limits	2.25	2.25	3	3	3	3	1.5	3	2.25	2.25	3	3	2.25	3.75	3						
Customize pricing etc	2.25	2.25	3	2.25	3	3	2.25	3	3	2.25	3	3	2.25	3	3						
Accurate meal counts	2.25	2.25	3	3	3	3	2.25	2.25	3	2.25	3	3	3	3.75	3						
Group B - Demonstrated (40 pts)																					
Transfer menus, recipes etc	4.5	6	4.5	3	7.5	4.5	3	4.5	6	3	7.5	6	4.5	7.25	4.5						
Able to standardized recipes, portions	2	3	3	1	4	4	2	3	4	2	4	4	1	4	4						
Able to decrease/increase sizes	1	1.5	1.5	0.5	2	2	1	1.5	2	0.5	2	2	0.5	2	5						
Use USDA plans	2.5	3.75	3.75	2.5	5	5	2.5	4.5	5	3.75	5	5	1.25	5	5						
Develop & control plans & cycles	2.5	3.75	3.75	2.5	5	5	2.5	4.5	5	2.5	5	5	2.5	5	5						
Print menus & nutrition info	3	3	4.5	3	3	6	3	3	6	3	4.5	6	3	4.5	6						
Access USDA for HACCP instructions	2	4	3	2	4	4	2	4	4	2	4	4	1	4	4						
IT Specifications																					
Demonstrated importing Utilities	4	4	4	4	3	4	4	3	4	4	3	4	4	3	4						
Uses Active Directory	3	0	2	4	0	2	4	0	2	4	0	2	4	0	2						
Provided Import specification Stud DB	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4						
	57	61	70	55.3	72	75.8	59.7	62.8	74.3	54.5	69.5	78	58.3	72.8	73	46.8	77.5	86	63.88	74	82.02

M1383-LS - Finalist Demo/Cost Analysis

Vendor	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	MCS	Heart	Horiz	
Criteria / Evaluator	H			I			J			K			L						
Presentation (5 pt.)																			
Organized, understandable, time	2	2	2	1.25	2	2.25	2.25	2	2.25	2	2.25	1	2	2					
Response to questions	2	2	2	1.25	2	2.25	2.25	2	2.25	2	2.25	1.5	2	2					
Group A - Demonstrated (40 pts)																			
Transfer of Historical data	2	4	4	3	4	4.5	2.5	4	4.5	3	4	4	3	4	4				
Tracking students school to school	1.5	3	3	1.88	3	3.38	2.25	3	3.38	2.25	3	3	2.25	3	3				
Provide annual rollover	2.25	3	3	1.88	3	3.38	2.25	3	3.38	2.25	3	3	3	3	3				
Provide customized rpts																			
Student pay Status	1.5	1	2	1.25	2	2.25	1.5	2	2.25	1.5	1.5	2	1.5	1.5	2				
Run by category	1.5	1	2	1.25	2	2.25	1.25	2	2.25	1.25	2	2	2	2	2				
Run by Program	1.5	1	2	1.25	2	2.25	1	2	2.25	1.5	2	2	1.5	2	2				
Process free/reduced lunch	2.25	1.5	3	2.25	3	3.38	1.5	3	3.38	1.5	3	3	3	3	3				
View & update student info	2	3	4	3	4	4.5	3	4	4.5	3	4	4	3	4	4				
Verify student debt limits	1.5	1.5	3	2.25	3	3.38	2.25	3	3.38	2.25	3	3	2.25	3	3				
Customize pricing etc	2.25	1.5	3	2.25	3	3.38	1.88	3	3.38	1.88	3	3	2.25	3	3				
Accurate meal counts	1.5	1.5	3	1.5	3	3.38	1.5	3	3.38	1.5	3	3	3	3	3				
Group B - Demonstrated (40 pts)																			
Transfer menus, recipes etc	4.5	6	6	4.5	7.5	6	3	7.5	6	3	7.5	6	3	7.5	4.5				
Able to standardized recipes, portions	2	4	4	3	4	4	2	4	4	2	4	2	4	4	4				
Able to decrease/increase sizes	1	2	2	2	2	2	1	2	2	1	2	0.5	2	2	2				
Use USDA plans	2.5	5	5	3.75	5	5	1.5	5	5	1.5	5	5	1.25	5	5				
Develop & control plans & cycles	2.5	5	5	3.75	5	5	1.5	5	5	1.5	5	5	2.5	5	5				
Print menus & nutrition info	3	6	6	4.5	4.5	6	3	4.5	6	3	4.5	6	4.5	4.5	6				
Access USDA for HACCP instructions	3	4	4	3	4	4	2	4	4	2	4	2	5	4	4				
IT Specifications																			
Demonstrated importing Utilities	4	3	4	4	3	4	4	3	4	4	3	4	4	3	4				
Uses Active Directory	4	0	2	4	0	2	4	0	2	4	0	2	4	0	2	AVG Scores			
Provided Import specification Stud DB	4	4	4	4	3	4	4	4	4	4	4	4	4	4	4	MCS	Heart	Horiz	
	54.3	65	78	60.8	74	82.5	51.4	75	82.5	57	75.5	76.5	56.2	70.8	78.1	0	0	0	
Vendor/TCO 5 year (A & B) (30 pts.)																			
Software A & B	84,588	#		80,850	*		48,932									*Already Have B) #		Discounted 35% to get into market	
Hardware/Equipment	113,730			135,740	**		145,961	**		**					** includes Shipping				
Installation & implementation	12,650	***		10,400	***		45,507	***		***					*** Includes initial training (not trvl & log)				
Credit for Multiple Products				-14,150															
Yr 1 Maint & Support	1700			6,055			21,560												
Yr 2-5 Maint & Support	138,778			126,564			86,240												
Initial TOTAL Cost	351,446			345,459			348,200									Possible points 115	MCS	Heart	Horiz
Cost & Final Points (30 pts.)		29.5				30				29.8						Total Point w/cost	85.7	101	108
On-Site Train the Trainers - additional		575	****		650	****										**** Travel/Lodging not included			
Remote Trng - 6 hrs. (5 persons)		375	##		570	##										## unlimited Number of people			

LOC SCHOOL ADDRESS CITY, STATE ZIP CODE PHONE NO. MANAGER

Elementary Schools:

104	Backman	601 N. 1500 W.	Salt Lake City, UT	84116	(801) 578-8103	Brenda Benavidez
108	Beacon Heights	1850 S. 2500 E.	Salt Lake City, UT	84108	(801) 481-4817	Keli Burdette
204	Bennion	429 S. 800 E.	Salt Lake City, UT	84102	(801) 578-8112	Kathy Iversen
112	Bonneville	1145 S. 1900 E.	Salt Lake City, UT	84108	(801) 584-2915	Lori Wiley
124	Dilworth	1953 S. 2100 E.	Salt Lake City, UT	84108	(801) 481-4808	Carrie Fisher
132	Edison	466 S. Cheyenne	Salt Lake City, UT	84104	(801) 974-8303	Irma Gonzalez
136	Emerson	1017 E. Harrison Ave.	Salt Lake City, UT	84105	(801) 481-4821	Terry Norton
144	Ensign	775 12th Ave.	Salt Lake City, UT	84103	(801) 578-8152	Cindy Guanajuato
262	Escalante	1810 W. 900 N.	Salt Lake City, UT	84116	(801) 578-8527	Melissa Lucero
148	Franklin	1115 W. 300 S.	Salt Lake City, UT	84104	(801) 578-8160	Ruby Urbina
176	Hawthorne	1675 S. 600 E.	Salt Lake City, UT	84105	(801) 481-4826	Maurina Valdez
180	Highland Park	1738 E. 2700 S.	Salt Lake City, UT	84106	(801) 481-4836	Barbara McDonnell
184	Indian Hills	2496 St. Mary's Dr.	Salt Lake City, UT	84108	(801) 584-2911	Carrie Sackett
188	Jackson	750 W. 200 N.	Salt Lake City, UT	84116	(801) 578-8167	Rose Skuppin
196	Lincoln	1090 S. Roberta St.	Salt Lake City, UT	84111	(801) 578-8185	Maribel Gomez
216	Meadowlark	497 N. Morton Dr.	Salt Lake City, UT	84116	(801) 578-8531	Angie Spencer
160	Mountain View	1380 S. Navajo St.	Salt Lake City, UT	84104	(801) 974-8317	Judy Reppert
220	Newman	1269 N. Colorado St.	Salt Lake City, UT	84116	(801) 578-8540	Yendris Alzola
224	Nibley Park	2785 S. 800 E.	Salt Lake City, UT	84106	(801) 481-4844	Carmen Segura
140	North Star	1545 N. Morton Dr.	Salt Lake City, UT	84116	(801) 578-8438	Wendy Norton
242	Parkview	970 S. Emery St.	Salt Lake City, UT	84104	(801) 974-8308	Salvia Miramontes
244	Riley	1410 S. 800 W.	Salt Lake City, UT	84104	(801) 974-8314	Patty Cardenas
252	Rose Park	1105 W. 1000 N.	Salt Lake City, UT	84116	(801) 578-8556	Tara Skuppin
268	Uintah	1571 E. 1300 S.	Salt Lake City, UT	84105	(801) 584-2943	Shirley Canham
272	Wasatch	30 R Street	Salt Lake City, UT	84103	(801) 578-8567	Summer Anderson
276	Washington	420 N. 200 W.	Salt Lake City, UT	84103	(801) 578-8143	Wendy Contreras
288	Whittier	1600 S. 300 E.	Salt Lake City, UT	84115	(801) 487-1624	Nicole Smith

Middle Schools:

404	Bryant	40 S. 800 E.	Salt Lake City, UT	84102	(801) 578-8122	Luis Morales
408	Clayton	1470 S. 1900 E.	Salt Lake City, UT	84108	(801) 481-4813	Jerie Ortez
412	Glendale	1430 W. Andrew Ave.	Salt Lake City, UT	84104	(801) 974-8327	Maria Rodriguez
416	Hillside	1825 S. Nevada St.	Salt Lake City, UT	84108	(801) 481-4832	Gayle Milius
440	Northwest	1730 W. 1700 N.	Salt Lake City, UT	84116	(801) 578-8551	Dontaia Coffey

Handwritten notes:
 104 Backman
 108 Beacon Heights
 204 Bennion
 112 Bonneville
 124 Dilworth
 132 Edison
 136 Emerson
 144 Ensign
 262 Escalante
 148 Franklin
 176 Hawthorne
 180 Highland Park
 184 Indian Hills
 188 Jackson
 196 Lincoln
 216 Meadowlark
 160 Mountain View
 220 Newman
 224 Nibley Park
 140 North Star
 242 Parkview
 244 Riley
 252 Rose Park
 268 Uintah
 272 Wasatch
 276 Washington
 288 Whittier

LOC SCHOOL ADDRESS CITY, STATE ZIP CODE PHONE NO. MANAGER

High Schools:

300	SLCSE	1400 Goodwin Ave.	Salt Lake City, UT	84116	(801) 578-8173	Kristie Scribner
704	East High	840 S. 1300 E.	Salt Lake City, UT	84102	(801) 584-2922	Ruth Flores
708	Highland High	2166 S. 1700 E.	Salt Lake City, UT	84106	(801) 481-4883	Gwen Flores
750	Horizonte	1234 S. Main St.	Salt Lake City, UT	84101	(801) 578-8355	Cindy Fullmer
748	Innovations High	1633 Edison Ave.	Salt Lake City, UT	84115	(801) 578-8603	Bonnie Skuppin
716	West High	241 N. 300 W.	Salt Lake City, UT	84103	(801) 578-8519	Janalee Gentry

Production Kitchens (POD)

204	Bennion POD Kitchen	429 S. 800 E.	Salt Lake City, UT	84102	(801) 578-8112	Shanna Jardine
100	Odyssey House	RCCI Program: Food prepared at Bennion POD and served at Odyssey House Site				

216 Meadowlark POD 497 N. Morton Dr. Salt Lake City, UT (801) 578-8466 Diane Hoyt

Not serving any other sites currently

716	West High POD	241 N. 300 W.	Salt Lake City, UT	84103	(801) 578-8603	Bonnie Skuppin
751	Horizonte HS NWest	Horizonte Students: Food prepared & served at SLCSE				
752	Horizonte MS NWest	Horizonte Students: Food prepared & served at SLCSE				
Temp	Horizonte Highland	Horizonte Students: Food prepared & served at Highland High				
821	Columbus	Horizonte Students: Food prepared at West POD and served at Columbus Site				
986	Horizonte Matheson	Horizonte Students: Food prepared at West POD and served at Matheson Site				
987	Centro Civico	Horizonte Students: Food prepared at West POD and served at Centro Civico Site				
997	West Nursery	School Program: Food prepared & served at West High				
998	South City	Horizonte Students: Food prepared at West POD and served at South City Site				
New	Sorenson Unity	Horizonte Students: Food prepared at West POD and served at Sorenson Center Site (TBD)				

Oct 31, 2012

KEYPAD

Manager Email Address	ENROLLMENT	F/R %	GRADES	BKfast	LUNCH	SNACK	FFVP	POS	Units	Units
brenda.benavidez@slcschools.org	610	92.79%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
keli.burdette@slcschools.org	508	29.53%	PK,K-6	Yes	Yes	NO	NO	1	2	
kathy.iversen@slcschools.org	298	85.57%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
lori.wiley@slcschools.org	568	11.62%	K-6	Yes	Yes	NO	NO	1	2	
carrie.fisher@slcschools.org	617	21.39%	PK,K-6	Yes	Yes	NO	NO	1	2	
irma.gonzalez@slcschools.org	644	90.99%	PK,K-5	Yes	Yes	Yes	Yes	1	2	
terry.norton@slcschools.org	562	41.99%	K-6	Yes	Yes	NO	NO	1	2	
cindy.guanajuato@slcschools.org	397	25.44%	PK,K-6	Yes	Yes	NO	NO	1	2	
melissa.lucero@slcschools.org	527	81.78%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
ruby.urbina@slcschools.org	562	90.57%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
maurina.valdez@slcschools.org	461	37.31%	K-6	Yes	Yes	NO	NO	1	2	
barbara.pecoraro-mcdonnell@slcschools.org	647	30.91%	K-6	Yes	Yes	NO	NO	1	2	
carrie.sackett@slcschools.org	453	22.08%	K-6	Yes	Yes	NO	NO	1	2	
rose.skuppim@slcschools.org	483	85.30%	PK,K-6	Yes	Yes	Contract	Yes	1	2	
maribel.gomez@slcschools.org	581	87.95%	PK,K-6	Yes	Yes	Contract	Yes	1	2	
angela.spencer@slcschools.org	560	91.79%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
judy.reppert@slcschools.org	635	88.98%	PK,K-5	Yes	Yes	Contract	Yes	1	2	
yendris.alzola@slcschools.org	477	78.83%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
carmen.segura@slcschools.org	518	66.60%	K-8	Yes	Yes	Yes	Yes	1	2	
wendy.norton@slcschools.org	688	83.28%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
salvia.miramontes@slcschools.org	510	85.88%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
patty.cardenas@slcschools.org	425	92.47%	PK,K-5	Yes	Yes	Yes	Yes	1	2	
tara.bott@slcschools.org	495	83.64%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
shirley.canham@slcschools.org	547	13.16%	K-6	Yes	Yes	NO	NO	1	2	
summer.anderson@slcschools.org	505	27.33%	K-6	Yes	Yes	NO	NO	1	2	
wendy.contreras@slcschools.org	421	80.52%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
nicole.smith@slcschools.org	704	64.63%	PK,K-6	Yes	Yes	Yes	Yes	1	2	
luis.moralesalazar@slcschools.org	488	84.43%	7-8	Yes	Yes	NO	NO	2	4	
jerie.ortez@slcschools.org	678	37.17%	7-8	Yes	Yes	NO	NO	2	4	
maria.rodriguez@slcschools.org	762	96.98%	6-8	Yes	Yes	Contract	NO	2	4	
gayle.milius@slcschools.org	542	41.51%	7-8	Yes	Yes	NO	NO	2	4	
dontaia.coffey@slcschools.org	691	91.32%	7-8	Yes	Yes	NO	NO	2	4	

Oct 31, 2012

KEYPAD

ENROLLMENT

POS Units

Units

Manager Email Address

Manager Email Address	ENROLLMENT	F/R %	GRADES	BKfast	LUNCH	SNACK	FFVP	POS Units	KEYPAD Units
kristie.scribner@slcschools.org	348	56.90%	6-12	Yes	Yes	NO	NO	2	4
ruth.flores@slcschools.org	1954	64.43%	9-12	Yes	Yes	NO	NO	4	8
gwen.flores@slcschools.org	1756	45.73%	9-12	Yes	Yes	NO	NO	6	7
cindy.fullmer@slcschools.org	1262	66.64%	7-12+	Yes	Yes	NO	NO	3	3
bonnie.skuppinn@slcschools.org	170	49.41%	9-12	NO	Yes	NO	NO	1	1
janalee.gentry@slcschools.org	2437	63.19%	7-12	Yes	Yes	NO	NO	7	10
shanna.jardine@slcschools.org	22	90.91%	9-12	NO	Yes	NO	NO	?	0
diane.hoyt@slcschools.org									
bonnie.skuppinn@slcschools.org	96	91.67%	10-12	Yes	Yes	NO	NO	0	0
	0	0.00%	7-8	Yes	Yes	NO	NO	0	0
	37	75.68%	10-12	Yes	Yes	NO	NO	0	0
	32	87.50%	12	Yes	Yes	NO	NO	?	0
	9	100.00%	8	Yes	Yes	NO	NO	?	0
	37	91.89%	10-12	Yes	Yes	NO	NO	?	0
	17	5.88%	PK	NO	Yes	NO	NO	0	0
	62	83.87%	9-12	Yes	Yes	NO	NO	?	0
	New	New	7-8	Yes	Yes	NO	NO	?	0

POS 1

POS 2

POS 3

POS 4

POS 5

POS 6

POS 7

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

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Main Line (2)

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Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line (2)

Main Line / Pizza (2)

Main Line / Pizza (2)

Main Line / Pizza (2)

Main Line / Pizza (2)

Main Line / Pizza (2)

Grill / Grab-Go (2)

Grill / Grab-Go (2)

Grill / Grab-Go (2)

Grill / Grab-Go (2)

Grill / Grab-Go (2)

POS 1

POS 2

POS 3

POS 4

POS 5

POS 6

POS 7

Main Line / Pizza (2)
 Main line / Rice (2)
 Grill (1)
 Main Line (1)
 Main Line (1)
 Grill / Grab-Go (1)

Grill / Grab-Go (2)
 Pizza / Grill (2)
 Main Line / Rice (2)
 Grill (1)
 Main Line / Rice (2)

Main line / Elchavo (2)
 Grab-Go (1)
 Pizza / Grab-Go (1)
 Grill (1)

Pizza / Grab-Go (2)
 Elchavo (1)
 Pizza (1)

Pizza (1)

Grab-Go (1)
 Elchavo (1)
 Pizza (1)
 Grill/Grill/Grab-G

Purchasing Department
440 E 100 S, Room 118
Salt Lake City, Utah 84111
(801) 578-8269
Fax (801) 578-8262



Addendum #1

to

Request for Proposal M1383-LS

Student Lunch Accounting System

Due: January 17, 2013, 2 p.m.

Addendum Issue Date: January 3, 2013

Response to questions marked in Red:

A.

1. Page 2, Section 2.02 Background, Subsection A
We are counting 38 schools with 62 cashier lines. Can you confirm this count? We have 60 cashier lines in use + (2 spares); 109 keypads + (11 spares)
Are you requiring all vendors to quote wireless All in One POS workstations? NO Plug and Play wireless could be an option. If so, how many? See above
2. Page 4, Section 2.07 Important Dates
You have indicated "Pilot Implementation, Testing and Training" from March 6 to May 31, 2013. You have also indicated "District Wide Implementation and Training" from ~~June 1~~ July 1 to August 21, 2013. What is your definition of Pilot? Are you planning to implement a few schools at a time? Yes, initially several schools as a "pilot" to verify that everything works, then proceed with the remainder. What flexibility do we have to propose an alternate plan? Whatever works best for you if you are selected.
3. What are the resources within food services for assisting with taking the schools live? Once trained, the assistance involves watching over the shoulder of the cashier to make sure there are no operational questions. How many people within the district could be available to assist with this? 2-4 supervisors, who would help train the staff a week before in multiple sessions.
4. Page 6, Section 3.01 Scope- Online solution for processing Free and Reduced Meal Benefit applications. How many F& R applications do you process? Base your response on 20,000.
5. Page 7, Section 3.03 – Qualifications, you state the following: *The contractor must have a minimum of a three (3) year successful implementation and seamless integration of the revenue control system, the free or reduced lunch application processing software and nutritional management software.* Would you please define "Revenue Control System"? Point of Sale management – collection of the money or voucher.

3. Inventory

1. Do you have a warehouse? If yes, how many sites order from the warehouse? (40 total) 37 school kitchens plus 3 production kitchens.
2. How many sites need to take a physical inventory? (41 total) 37 school kitchens, 3 production kitchens, 1 district warehouse.
3. How many sites need to order and receive? (40 total) 37 school kitchens plus 3 production kitchens.

4. Central Purchasing & Interfaces

1. Do any orders to outside vendors or internal suppliers (warehouse) require approval by central office personnel as part of the work flow Y/N. (Yes)
 1. Vendor Y/N (Yes) Most foods and supply items
 2. Warehouse Y/N (Yes) USDA Commodity items and some purchased items
2. Do you want to send orders to outside vendors electronically Y/N. (Yes) We will consider all options. We currently place electronic orders to multiple outside vendors.
 1. How many vendor electronic interfaces needed? (4 standard vendors with 2 or more possible)
3. How many inventory/ingredient items are there?
 1. Food? (235)
 2. Non-food? (40)
4. Are these items available in an easily readable electronic format or download from a vendor/supplier – Y/N (Yes) Menus will export into a PDF format



SLCSD Purchasing Department
440 E 100 S, Room 118
Salt Lake City, Utah 840111
(801) 578-8269
Fax (801) 578-8262

Invitation for Bid:
Multi-Step
For
Student Lunch Accounting
System
IFB #M1383-LS

Due November 28, 2012, 2 p.m.

Stage I – Technical Offerings
Stage II – Oral Presentations &
Sealed Pricing

Gregory Maynard
Purchasing Supervisor

SECTION 1 - PURPOSE OF IFB

- 1.01 **Purpose.** The Salt Lake City School District (herein after referred to as "SLCSD" or the "District") is seeking to enter into a contact with a qualified and experienced company to provide a hosted solution for a lunchroom accounting system, to include the software, hardware and the processing of free and reduced meals applications either online or by scanning. It is hoped that this IFB would result in an award to a single contractor, but if necessary multiple awards may be made. Note: Provider may sub-contract as needed but they must be able to demonstrate that such action provides a seamless operation.

SECTION 2 - GENERAL INFORMATION

- 2.01 **Notice to Providers.** This IFB is a multi-step bid to be conducted in two (2) phases: **Phase I** will consist of un-priced technical offers only, and be an evaluation of:

- a) your response to the bid instructions,
- b) your assigned staff's experience,
- c) your company's financial stability, and history of providing such products,
- d) your products' match to our needs and minimum requirements,
- e) your service support and customer training provided,
- f) your reference's responses to our inquiry.

Note: If you are providing proprietary information, you must designate, specifically why, any portion if your technical offer contains trade secrets or other proprietary data which you wish to remain confidential
[Use the form provided in Attachment D to provide this information.]

Providers will be ranked based upon point total and the top three (3) or four (4) acceptable offers will be selected to present during Stage II.

Phase II will be presentations by the finalist to demonstrate their:

- 1) product(s) ease of use,
- 2) product's compatibility with our student information system,
- 3) product's actual deliverables
- 4) costs – initial and ongoing

***Cost** At the time of their presentations, the finalist will provide, in a sealed envelope, their best pricing for the products presented. Providers will be ranked based upon the above deliverables and lowest total cost of ownership.

This invitation for bids is designed to provide interested providers with sufficient basic information to submit proposals meeting minimum requirements, but is not intended to limit a proposal's content or to exclude any relevant or essential data there from. Providers are at liberty and are encouraged to expand upon the specifications to evidence their product's full capability. However, proposals should be concise and to the point, addressing the requested information as the primary focus.

2.02 Background. SLCSD is an urban district with 5 high schools, 5 middle schools, 26 elementary schools. District wide there are over 24,000 students in grades K-12, with 55% ethnic minority and 61% economically disadvantaged. There are over 100 languages and dialects spoken in the district. All schools but one charter school (Open Classroom) are connected to the Internet via GEOMAX fiber connections. The SLCSD currently uses Microsoft Active Directory. The district has over 11,000 PC's running Windows 7 and about 430 Apple computers, iPads & iPods. Approximately 2,500 computers and Apple devices are running wireless using CISCO. The district student information system is PowerSchool from Pearson Learning.

Current lunchroom hardware:

East High – 6 Point of Sale (POS) devices & 12 entry keypads (KP)

Highland High – 5 POS & 10 KP

West High - 7 POS & 14 KP

Horizonte – 3 POS & 3 KP

Innovations – 1 POS & 2 KP

All Middle schools and Center for Science Education – 2 POS & 4 KP

All Elementary schools – 1 POS & 2 KP

Spares – 3 POS & 4 KP

2.03 Issuing office and IFB Reference Number . The Purchasing Department is the issuing office this IFB and all subsequent addenda relating to it. The reference number for this IFB is **M1383-LS**. This number must be referred to on all proposals, correspondence, and documentation relating to the IFB.

2.04 Response Date. In order to be considered for selection, your proposal must be received in Purchasing Office (440 E 100 S, Salt Lake City, Utah 84111) **no later than 2 p.m. current Mountain Time on November 28, 2012**. Paper copies (one (1) original, plus three (3) copies) will be accepted. Any proposal in route, either in the mail or at other locations on the campus not be considered timely and will be returned unopened. Proposals received after this deadline will be late and ineligible for consideration. Following the deadline, the names of those responding to the IFB will be available for public inspection. With regard to confidentiality, please see section 2.13 hereof.

2.05 Pre-Proposal Conference. **No pre-proposal** conference will be held.

2.06 Inquiries . All inquiries or requests for clarification or interpretation arising subsequent to the issuance of this IFB, that could have a significant impact on the responses to the IFB, should be submitted electronically via e-mail to Greg Maynard at: greg.maynard@slcschools.org He will redirect the question to the appropriate district responder for a response. Questions and answers will be consolidated and made available via the district web site to all suppliers on record as having received this IFB. All inquiries must be received **no later than 2:00 p.m. current Mountain Time on November 12, 2010**.

2.07 Important Dates. The following are approximate dates for this IFB.

Bid Issued

October 29, 2012

Inquiry Questions Due

November 12, 2012

Proposal Response Date	November 28, 2012
First Evaluation Period	November 28-December 18, 2012
Possible Oral Presentations (if needed)	January 8, 2013
Second Evaluation Period	January 8-18, 2013
Finalist Selection	January 21, 2013
Selection & Recommendation to Board	January 22, 2013
Approval Notification/Start period	January 23, 2013
Implementation, Testing and Training	January 23, 2013 to March 29, 2013 (NLT)

- 2.08 Oral Presentation. An oral presentation by the vendor to clarify a proposal and demonstrate the product offering may be required at the sole discretion of the District. Oral presentations will be scheduled by the purchasing department. Any such presentation will be made at the vendor's expense. The tentative date will be the 8th of January. All presentation will be 1 hour and 45 minutes in duration and scheduled between 8:30 a.m. and 3:30 p.m., current Mountain Time. Note: the vendor's original proposal cannot be changed in any aspect at the oral presentation as the purpose of the presentation is to clarify portions of the proposal and evaluate the product.
- 2.09 Gratuities. By written notice to all firm(s), the School District may disqualify from consideration and subsequent contract any firm if it is found by the School District that gratuities, in the form of entertainment, gifts, or otherwise were offered or given by the firm, or any agent or representative of the firm, to any officer or employee of the School District with the intent to secure any contract or secure favorable treatment with respect to this IFB and any future purchase.
- 2.10 Award of the Contract. The Purchasing Department is the only agency authorized to award a contract for purchases above \$750. All pertinent School District policies and State of Utah purchasing codes and State procurement policies and procedures apply.
- 2.11 Contract Period. The contract period will be for three years, with subsequent years being awarded based on functional value and performance basis.
- 2.12 Price Guarantee Period. All pricing must be guaranteed for 1 year. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, be made 30 days prior to the effective date, must be supported by sufficient documentation and may not exceed the original mark up or down percentage of the original offering. Any adjustment or amendment to the contract will not be effective unless approved by the Director of Purchasing. Also, the District will be given the immediate benefit of any price decrease in the market or allowable discount.
- 2.13 Protected Information. State procurement rules as well as the Government Records Access and Management Act ("GRAMA"), Section 63-2-101 et seq., Utah Code Ann. (1953), as amended provides that information in the successful proposal(s) submitted may be open for public inspection after the contract has been awarded. If a firm desires to have certain proprietary information contained in its proposal(s) protected from such disclosure, the firm request that the School District consider such treatment by providing a "written claim of confidentiality and a concise statement of reasons supporting the claim of business confidentiality" with the proposal (GRAMA, Section 63-2-308). Pricing elements of any will not be considered protected. All material contained in and/or submitted with the proposal

becomes the property of the School District and may be returned only at the School District's option. Submit claims of confidentiality on the provided or also found at:
<http://www.slcschools.org/depts/purchasing/pdf/confidentialityclaim.pdf>

- 2.14 Notices. The firm must specify the name, title and address of the person to whom all correspondence regarding this IFB should be directed.
- 2.15 Incurring Costs. The School District will not be liable for any cost which firms may incur in the preparation or presentation of their proposals. Responses to the IFB should be concise, straightforward and prepared simply and economically. Expensive displays, bindings or promotional materials are neither desired nor required. However, there is no intent within these instructions to limit the IFB's content or to exclude any relevant or essential data there from.
- 2.16 Addendum to IFB. In the event that it becomes necessary to revise this IFB in whole or in part, an addendum will be provided to all firms on record as having received this IFB. Said addendum(s) will be posted on the school districts web site:
<http://www.slcschools.org/depts/purchasing/solic/index.html>. Respondents are responsible to check this web site for the most current information regarding this IFB.
- 2.17 Authorized Firm Representatives. The IFB proposal will list the name, title, office address, telephone number, and fax number of the person(s) authorized to represent the firm regarding this IFB. The School District reserves the right to negotiate a change in the individual assigned to represent the firm awarded any contract if the assigned representative is not supplying the needs of the School District appropriately. The right shall carry forward through the response period and during the term of any contract.
- 2.18 Remedies. The laws of the State of Utah shall apply in all disputes arising out of this IFB, without regard to choice. State of Utah law rules.
- 2.19 Compliance. The vendor hereby agrees to abide with all applicable federal, state, county and city laws, statutes and regulations and to be responsible for obtaining and/or possessing any and all permits and licenses that may be required.
- 2.20 Acceptance of Services/Products Rendered. The School District, through its designated agents and representatives, will be the sole determining judge of whether services/products rendered under the proposal satisfy the requirements as identified in the proposal.
- 2.21 State and Local Taxes. The School District is exempt from sales and excise taxes. Exemption certification information appears on all purchase orders issued by the School District and such taxes will not apply unless otherwise noted. Contact the Purchasing Department for a copy of the tax exemption certificate: TC-721G.
- 2.22 Anti-Collusion. The submittal of a proposal constitutes agreement that the firm has not divulged its proposal to firms, nor has the firm colluded with any other firms or parties to a proposal what-so-ever.
- 2.23 Indemnification. The firm shall hold harmless, defend and indemnify the Purchasing

Department, Salt Lake City School District, and its respective officers, employees, and agents from and against any and all claims, losses, causes of action, judgments, damages and expenses including, but not limited to attorney's fees because of bodily injury, sickness, or death, or injury to or destruction of tangible property or any other injury or damage resulting from or arising out of (a) performance of any contract, or (b) any act, error, or omission on the part of the firm, or its agents, employees, or subcontractors.

- 2.24 Insurance. As appropriate, the firm shall maintain, during the term of any resulting contract, comprehensive General, Contractual, Professional and Errors and Omissions (E&O) Liability Insurance and Employee Dishonesty bonding coverage or such coverage's as required by Federal, State, and local laws governing the services/product described herein. Proposers shall also maintain all employee-related insurances, in the statutory amounts, such as unemployment compensation, worker's compensation, and employer's liability, for its employees involved in performing services pursuant to any resulting underwriting contract.
- 2.25 Restrictions. IFB's must clearly set forth any restrictions or provisions deemed necessary by the firm to effectively service any proposed contract.
- 2.26 Right to Reject. The School District reserves the right to reject in whole or in part any or all IFB's and to waive any informality or technicality in any IFB in the interest of the School District. Subsequent procurement, if any, will be in accordance with Salt Lake City School District contractual action. Non-compliance with the conditions of this IFB may result in disqualification of the offending firm.

SECTION 3 – SCOPE OF WORK, REQUIREMENTS & QUALIFICATION

- 3.01 Scope. Replace or augment the current PCS Revenue Control Systems and Nutrikids nutritional systems. In doing so, the contractor will provide a hosted solution to include the software and hardware necessary for the district to operate a lunch accounting system capable of receiving payments in many forms, processing applications for free and reduced lunches, recording all transaction and providing necessary reporting and historical data.
- 3.02 Requirements
- Software must run on a PC Windows 7 or higher platform.
 - Software/hardware must interface with PowerSchool SIS.
 - System must be able to utilize existing network and power wiring
 - Hardware must be capable of being portable, i.e. not anchored to the floor
 - Hardware must be able to continue operations in the event of a computer system crash
 - The application software must be customizable to meet the district, state and federal requirements
 - The software should be easy to use with minimal training requirements
 - The software must be able to provide customizable reports
 - Service support response within 1 hour, remedy within 36 hours or less
 - Free or reduced software must be able to process 30,000 applications per school year

3.03 Qualifications.

- The contractor must have a minimum of a three (3) year successful implementation and seamless integration of both the revenue control system and the free or reduced lunch application processing software.

SECTION 4 - IFB RESPONSE OUTLINE

4.01 IFB Response Outline. IFB's must be concise and in outline format. Pertinent supplemental information should be referenced and included as attachments. All IFB's must be organized and tabbed to comply with the following sections:

- IFB Certification Form.** Completed and signed
- Executive Summary.** A one to two page executive summary briefly describing your firm's proposal. This summary should highlight the major features of the proposal. It must indicate any requirements that cannot be met by your firm. Proprietary information requests should be identified in this section for consideration. Use provided form.
- References:** Vendor must submit contract references from three (3) separate school districts that are currently using their products. One of these districts must be a Utah school. The contact person must be a person who is involved in the actual utilization of the product and cannot be a spokes-person who is unfamiliar with the details of how the software products work. Contact information should include first and last name of the contact, their phone number and email address. See provided form.
- Organization and Financial Documents:** Interested provides must submit a brief company history, and organization chart showing which persons will be assigned to implement and support your software if purchased and they must submit and "Income Statement" and "Balance Sheet" for the past three years or as a minimum a Dunn and Bradstreet rating.

SECTION 5 - PROPOSAL EVALUATION

5.01 Proposal Evaluation Criteria. The criteria to be used by the Selection Committee to evaluate the IFB:

Stage I - the specific and concise information relating to paragraphs 2.01, and Sections 3 & 4.

RESPONSE to IFB to include demonstrated understanding of the IFB and response as instructed. 10%

REFERENCES Their responses to include three comparable schools in size and environment, contact person's involvement with the product and their response to questions. 15%

FIRM's EXPERIENCE & HISTORY to include years in business, financial stability, and support organization's personnel experience. 25%

DEMONSTRATED ability to meet the scope of work. 50%

Stage II:

DEMONSTRATED TECHNICAL FEATURES to include school district system compatibility, ease of install, ease of use with minimal training, access to support and maintenance, ability to meet district requirements, types of training available, Presentation stayed on task in the time allotted, 60%.

COSTs – to include and listed separately: initial purchase, annual maintenance and training costs with estimate time required for training. 40%.

- 5.02 Evaluation. The School District reserves the right to be the sole judge as to the overall acceptability of any proposal or to judge the individual merits of specific provisions within competing offers. Upon completion of the evaluation process, all firms will be notified of the selection committee's decision.

CERTIFICATION OF PROPOSAL

We have read the Salt Lake City School District Invitation for Bids and fully understand its intent. We certify that we have adequate personnel and resources to fulfill the proposal requirements. We further understand that our ability to meet the criteria and provide the required services/product shall be judged solely by the Salt Lake City School District.

We further certify that, since the receipt of this IFB, no contact, discussion, or negotiation have been made nor will be made regarding this request with any Salt Lake City School District employee or board member other than the listed contact people in the IFB. We understand that any such contact could disqualify this proposal.

We further certify that we are properly licensed to conduct business within the scope of this IFB, in the State of Utah.

We certify that all schedules and addenda contained herein shall be considered part of the entire IFB response and that the complete document submitted shall be considered a legally binding document.

Submitted by: _____

Firm Name: _____

Authorized Signature: _____

Name and Title: _____

Telephone #: _____

Date: _____

Attachment A: Instructions & General Provisions Sheet.

1. **IFB PREPARATION:** (a) All prices and notations must be in ink or typewritten. (b) Price each item separately. Unit price shall be shown and a total price entered for each item proposal. (c) Unit price will govern if there is an error in the extension. (d) Delivery time is critical and must be adhered to as proposal. (e) Wherever in this document an item is defined by using a trade name of a manufacturer and/or model number, it is intended that the words "or approved equal" apply. "Or approved equal" means any other brand that is equal in use, quality, economy and performance to the brand listed. If the vender lists a trade name and/or catalog number in the proposal, the Department will assume the item meets the specifications unless the proposal clearly states or is an alternate, and describes specifically how it differs from the item specified. **MULTIPLE OR ALTERNATE PROPOSALS WILL NOT BE ACCEPTED UNLESS SO STATED IN THE SPECIFICATIONS.** (f) By signing the proposal, the vender certifies that all of the information provided is accurate, and that the prices proposal are correct. (g) This proposal may not be withdrawn for a period of 60 days from proposal due date.
2. **SUBMITTING THE PROPOSAL:** (a) The proposal must be signed in ink, sealed in a properly addressed envelope and either mailed or delivered to the Salt Lake City School District, Purchasing Department, Room 118, 440 East, 100 South, Salt Lake City, Utah 84111, or as otherwise directed by the "Due Date and Time." **The "Proposal Number" and "Due Date" must appear on the outside of the envelope.** (b) Proposals, modifications, or corrections received after the closing time on the "Due Date" will be considered late and handled in accordance with the Utah Procurement Rules, section R33-109. (c) Your proposal will be considered only if it is submitted on the forms provided by the Department. Facsimile transmission of proposals to the Department will not be considered except for in the case of an RFQ. (d) All prices quoted must be both F.O.B. Origin per paragraph 1.(c) and F.O.B. Destination. Additional charges including but not limited to delivery, drayage, express, parcel post, packing, cartage, insurance, license fees, permits, cost of bonds, or for any other purpose must be included in the proposal for consideration and approval by the Department. Upon award of the contract, the shipping terms will be F.O.B. Destination, Freight Prepaid with freight charges to be added to the invoice unless otherwise specified by the Department. (e) All purchases are subject to the Utah Procurement Code, Title 63G, Chapter 6 Utah Code Annotated 1953, as amended, and the Procurement Rules as adopted by the Utah State Procurement Policy Board (Utah Administrative Code Section R33), and The Salt Lake City School Board, Policy F-2.
3. **FAILURE TO RESPOND:** Failure to respond may result in the removal of your firm from the vender's list for the commodity(s) listed, unless you advise the Department in writing prior to the due date that you desire to receive future invitations to proposal on this commodity(s). Three consecutive no responses will automatically result in removal.
4. **PROPRIETARY INFORMATION:** Suppliers are required to mark any specific information contained in their proposal which is not to be disclosed to the public or used for purposes other than the evaluation of the proposal. Each request for nondisclosure must be accompanied by a specific justification explaining why the information is to be protected. Pricing and service elements of any proposal will not be considered proprietary. Proposals submitted may be reviewed and evaluated by any persons at the discretion of the School District.
5. **BONDS:** The SLCSD has the right to require a 5% proposal bond and/or a 100% payment/performance bond from the vender .
6. **SAMPLES:** Samples of item(s) specified in this proposal, when required by the Department, must be furnished free of charge to the Department. Any item not destroyed by tests may, upon request made at the time the sample is furnished, be returned at the vender's expense.
7. **WARRANTY:** The contractor/supplier agrees to warrant and assume responsibility for all products (including hardware, firmware, and/or software products) that it licenses, contracts, or sells to the District under this contract for the period of one year, unless otherwise specified and mutually agreed upon elsewhere in this contract. The contractor (seller) acknowledges that all warranties granted to the buyer by the Uniform Commercial Code of the State of Utah applies to this contract. Product liability disclaimers and/or warranty disclaimers from the seller are not applicable to this contract unless otherwise specified and mutually agreed upon elsewhere in this contract. In general, the

- contractor/supplier warrants that: (1) the product will do what the salesperson said it would do, (2) the product will live up to all specific claims that the manufacturer makes in their advertisements, (3) the product will be suitable for the ordinary purposes for which such product is used, (4) the product will be suitable for any special purposes that the School District has relied on the contractor's skill or judgment consider when it advised the School District about the product, (5) the product has been properly designed and manufactured, and (6) the product is free of significant defects or unusual problems about which the School District has not been warned. Remedies available to the School District include the following: The contractor/seller will repair or replace (at no charge to the School District) the product whose nonconformance is discovered and made known to the contractor/seller in writing. If the and/or replaced product proves to be inadequate, or fails of its essential purpose, the contractor/seller refund the full amount of any payments that have been made. Nothing in this warranty will be to limit any rights or remedies the School District may otherwise have under this contract.
8. **DEPARTMENT APPROVAL:** Purchase orders placed or contracts written by the School District, as a result of this proposal, will not be legally binding without the written approval of the director of the Purchasing Department.
 9. **AMENDMENTS:** It may be necessary to issue amendments to the original specifications or proposal documents. Venders are responsible to verify whether or not they have received the latest amendments. Also, the terms of the contract shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without the prior written approval of the Director of Purchasing.
 10. **AWARD OF CONTRACT:** (a) The contract will be awarded with reasonable promptness, by written notice, to the lowest responsible vender that meets the specifications. Consideration will be given to the quality of the product(s) to be supplied, conformity to the specifications, the purpose for which required, delivery time required, discount terms and other criteria set forth in this invitation to proposal. (b) The proposals are opened publicly in the presence of one or more witnesses. The name of each vender, and the amount of the proposal is recorded. Each proposal and the record is open to public inspection. (c) The School District may accept any item or group of items, or overall low proposal, and has the right to cancel this invitation to proposal at any time prior to the award of contract. (d) The School District can reject any and all proposals, if the School District believes it would serve the best interest of the District. (e) Before or after the award of a contract, the School District has the right to inspect the vender's premises and all business records to determine the holder's ability to meet contract requirements. (f) The School District does not guarantee to make any purchase under the awarded contract(s). Estimated quantities are for proposal purposes only, and not to be interpreted as a guarantee to purchase any amount.
 11. **PROTEST PROCEDURES:** A protest of a solicitation must be filed in writing with the Purchasing Department before the solicitation due date and time. A protest of the award shall be submitted in writing to the Purchasing Department within five working days after the aggrieved person knows or should have known of the facts giving rise thereto. The protest shall include: 1) Name, address, and phone number of the protestor; 2) The original signature of the protestor or its representative; 3) A detailed statement of the legal and factual grounds of protest including copies of any relevant documents; 4) The form of relief requested.
 12. **CANCELLATION:** Unless otherwise stated in the special terms and conditions, any contract entered into as a result of this proposal may be canceled without cause by the School District upon 60 days written notice, prior to the effective date of cancellation. Cancellation may be in whole or in part. Cancellation of the contract due to Contractor default may be immediate.
 13. **ANTI-DISCRIMINATION ACT:** The vender agrees to abide by the provisions of the Utah Anti-Discrimination Act 34 Chapter 35, U.C.A. 1953, as amended, and Title VI and Title VII of the Civil Rights Act 1964 (42 USC 2000e), which prohibit discrimination against any employee or applicant for employment, or any applicant or recipient of service, on the basis of race, religion, color, or national and further agrees to abide by Executive Order No. 11246, as amended, which prohibits discrimination the basis of sex; 45 CFR 90 which prohibits discrimination on the basis of age, and Section 504 of the Rehabilitation Act of 1973 or the Americans with Disability Act of 1990, which prohibits discrimination on the basis of disabilities. Also vender agrees to abide by Utah's Executive Order, dated March 17, 1993, which prohibits sexual harassment in the workplace. Vendor must include this provision in every

subcontract or purchase order relating to purchases by the School District to insure that the subcontractors and vendors are bound by this provision.

14. **REGULATORY COMPLIANCE:** The contractor/seller represents and warrants that the goods or services furnished hereunder (including all labels, packaging and containers for said goods) comply with all applicable standards, rules and regulations in effect under requirements of all Federal, State and local laws, rules and regulations as applicable, including the Occupational Safety and Health Act as amended, with respect to design, construction, manufacture or use for their intended purpose of said goods and services. As applicable, the contractor/seller shall furnish "Material Safety Data Sheets" in compliance to all laws.
15. **TAXES:** The Salt Lake City School District is exempt from the payment of Federal Excise Taxes and State Sales Tax: 11906942-005-STC

Attachments B: REFERENCES

Provide a list of three (3) elementary schools in Utah or intermountain states who have a minimum of two years experience with your product per the information listed below.

1. Name of School:

Address Location:

Contact Person/Title:

Phone # of Contact:

E-mail Address of Contact:

Number of Students:

Product(s) Provided:

2. Name of School:

Address Location:

Contact Person/Title:

Phone # of Contact:

E-mail Address of Contact:

Number of Students:

Product(s) Provided:

3. Name of School:

Address Location:

Contact Person/Title:

Phone # of Contact:

E-mail Address of Contact:

Number of Students:

Product(s) Provided:

Attachment C: COST PROPOSAL FOR M1383-LS

1. Provide your best pricing for an enterprise solution as described in the scope of work and proposal requirements sections for the product(s) identified in your technical offering. This price must also include installation, the first year of maintenance and support fees.

Point of Sale solution:

Software Cost \$ _____

Hardware/equipment Cost \$ _____

Installation Cost \$ _____

Maintenance and Support \$ _____

F & R Lunch Processing for up to 30,000 Applications: \$ _____

Installation Cost \$ _____

Maintenance and Support \$ _____

Provide tiered pricing for the above for a potential decrease in applications;

Decrease to 20K to 30 K \$ _____

Total Initial Proposed Solution Cost \$ _____

2. Provide pricing for maintenance and support fees for the second through fifth year of product ownership.

Year 2 Maintenance/Support Cost \$ _____

Other Fees _____ \$ _____

Year 3 Maintenance/Support Cost \$ _____

Other Fees _____ \$ _____

Year 4 Maintenance/Support Cost \$ _____

Other Fees _____ \$ _____

Year 5 Maintenance/Support Cost \$ _____

Other Fees _____ \$ _____

3. Provide a cost for employee training on using the product and any other costs.

a. On site, train the trainer session, include all associated expenses, i.e. travel, lodging and other:

\$ _____ per hour for _____ hrs. per person up to _____ persons

b. Via remote on-line training:

\$ _____ per hour for _____ hrs. per person up to _____ persons

c. Any other costs, describe:

\$ _____ for _____

\$ _____ for _____

ATTACHMENT D:



CLAIM OF BUSINESS CONFIDENTIALITY

Pursuant to Utah Code Ann., Sections 63G-2-304-305 and 308, _____ (company name)

asserts a claim of business confidentially to protect the following information submitted as part of a Request for Proposal

This claim is asserted because this information requires protection as it includes:

trade secrets as defined in Section 13-24-2 ("Trade secret" means information, including a formula, pattern, compilation, program, device, method, technique, or process, that: (a) derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use; and (b) is the subject of efforts that are reasonable under the circumstances to maintain its secrecy).

commercial information or non-individual finance information obtained from a person if: a) disclosure of the information could reasonably be expected to result in unfair competitive injury to the person submitting the information or would impair the ability of the governmental entity to obtain necessary information in the future; and (b) the person submitting the information has a greater interest in prohibiting access than the public in obtaining access.

This statement of reasons supporting the claim of business confidentiality applies to the following information in this proposal:

Page	Paragraph	Reason

Please use additional sheets if needed.

You will be notified if a record claimed to be protected herein under Utah Code Ann. § 63G-2-305 or 305 are classified public or if the governmental entity determines that the record should be released after balancing interests under Utah Code Ann. § 63G-2-201(5)(b) or Utah Code Ann. § 63G-2-401(6). See Utah Code Ann. § 63G-2-308.

Signed: _____ Date: _____

Printed Name and Title: _____

Non-Discrimination Statement: The Salt Lake City School District does not discriminate on the basis of age, color, disability, gender, gender identity, national origin, pregnancy, race, religion, or sexual orientation in its programs and activities, except where appropriate and allowed by law. The following person has been designated to handle inquiries and complaints regarding prohibited discrimination, harassment, and retaliation: Kathleen Christy, Assistant Superintendent, 440 East 100 South, Salt Lake City, UT 84111, 801-578-8251. You may also contact the Office for Civil Rights, Denver, CO, 303-844-5695.

Lunchroom Accounting & Application Software Vendors

1. PrimeroEdge

POC - Amy Lynch amy.lynch@primeroedge.com
4422 FM 1960 West, ste 400
Houston, TX 77068
(866) 442-6030 fax (281) 895-9555

2. NUTRIKIDS

POC – Preston Blknap preston.belknap@e-hps.com
Heartland School Solutions
787 Elmgrove Rd, Bldg. 1
Rochester, NY 14624
(800) 724-9853 fax (585) 227-8594

3. PCSNOW

POC – Brian Levy (800) 247-3061 ext 1134
560 Sylvan Ave.
Englewood Cliffs, NJ 07632
(800) 247-3061 ext 4

4. RocketScan

POC rocketscan@image-1.com
6206 Benjamin Rd, ste 301
Tampa, FL 33645
(800) 956-9000 x 390

5. Horizon Software International

POC – sales@horizonsoftware.com
2915 Premiere Parkway, ste 300
Duluth, Georgia 30097
(800) 741-7100 fax (770) 554-6331

6. RODLAN Administrative Software

POC – info@rodlan.com
161 East 1600 North
North Logan, UT 84321
(435) 752-8503 fax (435) 752-3983

7. LunchTime Software

POC – info@lunchtimesoftware.com
301 Science Park Rd. ste 123
State College, PA 16803
(800) 963-0780 fax (814) 308-9861

REQUEST FOR PROPOSAL
Free & Reduced Meal Application Processing Solution
Solicitation # JG12-024

PURPOSE OF REQUEST FOR PROPOSAL (RFP)

The purpose of this request for proposal is to enter into a contract with a qualified firm to provide a hosted solution to include software and hardware for the processing of free & reduced meal applications via an online tool or through scanning. It is anticipated that this RFP may result in a contract award to a single contractor.

This RFP is designed to provide interested offerors with sufficient basic information to submit proposals meeting minimum requirements, but is not intended to limit a proposal's content or exclude any relevant or essential data. Offerors are at liberty and are encouraged to expand upon the specifications to evidence service capability under any agreement.

Granite School District will not be liable for any cost's proposers may incur in the preparation or presentation of this proposal.

ISSUING OFFICE AND RFP REFERENCE NUMBER

Granite School District's Department of Purchasing is the issuing office for this document and all subsequent addenda relating to it, on behalf of Granite School District Food Services. The reference number for the transaction is Solicitation # JG12-024. This number must be referred to on all proposals, correspondence, and documentation relating to the RFP.

SUBMITTING YOUR PROPOSAL

Proposals must be received by the posted due date and time. Proposals received after the deadline will be late and ineligible for consideration.

You need to submit one electronic copy of your proposal through BidSync and three hard copies of your proposal must be received at Granite School District Purchasing Department, 2500 S. State Street, Salt Lake City, Utah 84115.

When submitting a proposal electronically through BidSync, please allow sufficient time to complete the online forms and upload documents. The solicitation will end at the closing time listed in the RFP. If you are in the middle of uploading your proposal at the closing time, the system will stop the process and your proposal will not be received by the system.

Electronic proposals may require uploading of electronic attachments. BidSync's site will accept a wide variety of document types as attachments. However, the submission of

documents containing embedded documents (zip files), mov, wmp, and mp3 files are prohibited. All documents should be attached as separate files.

LENGTH OF CONTRACT

The Contract resulting from this RFP will be for a period of one year.

The contract may be extended beyond the original contract period for four (4) one (1) year periods.

PRICE GUARANTEE PERIOD

All pricing must be guaranteed for entire term of the contract. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the contract will not be effective unless approved by the Director of Purchasing. Granite School District will be given the immediate benefit of any decrease in the market, or allowable discount.

STANDARD CONTRACT TERMS AND CONDITIONS

Any contract resulting from this RFP will include, but not be limited to, Granite School Districts standard terms and conditions.

QUESTIONS

All questions must be submitted through BIDSYNC (formerly RFP Depot.) Answers will be given via the BIDSYNC site.

DISCUSSIONS WITH OFFERORS (ORAL PRESENTATION)

An oral presentation by an offeror to clarify a proposal may be required at the sole discretion of Granite School District. However, Granite School District may award a contract based on the initial proposals received without discussion with the Offeror. If oral presentations are required, they will be scheduled after the submission of proposals. Oral presentations will be made at the offerors expense.

PROTECTED INFORMATION

The Government Records Access and Management Act (GRAMA), Utah Code Ann., Subsection 63-2-304, provides in part that:

the following records are protected if properly classified by a government entity:

(1) trade secrets as defined in Section 13-24-2 if the person submitting the trade secret has provided the governmental entity with the information specified in Section 63-2-308 (Business Confidentiality Claims);

(2) commercial information or non-individual financial information obtained from a person if:

(a) disclosure of the information could reasonably be expected to result in unfair competitive injury to the person submitting the information or would impair the ability of the governmental entity to obtain necessary information in the future;

(b) the person submitting the information has a greater interest in prohibiting access than the public in obtaining access; and

(c) the person submitting the information has provided the governmental entity with the information specified in Section 63-2-308;

** * * * **

(6) records the disclosure of which would impair governmental procurement proceedings or give an unfair advantage to any person proposing to enter into a contract or agreement with a governmental entity, except that this Subsection (6) does not restrict the right of a person to see bids submitted to or by a governmental entity after bidding has closed;

GRAMA provides that trade secrets, commercial information or non-individual financial information may be protected by submitting a Claim of Business Confidentiality.

To protect information under a Claim of Business Confidentiality, the offeror must:

1. provide a written Claim of Business Confidentiality *at the time the information (proposal) is provided to the district, and*
2. include a concise statement of reasons supporting the claim of business confidentiality (Subsection 63-2-308(1)).
3. submit an electronic "redacted" (excluding protected information) copy of your proposal response. Copy must clearly be marked "Redacted Version."

A Claim of Business Confidentiality may be appropriate for information such as client lists and non-public financial statements. Pricing and service elements may not be protected. An entire proposal may not be protected under a Claim of Business Confidentiality. The claim of business confidentiality must be submitted with your proposal on the form which may be accessed at: <http://www.purchasing.utah.gov/contract/documents/confidentialityclaimform.doc>

To ensure the information is protected, the Department of Purchasing asks the offeror to clearly identify in the Executive Summary and in the body of the proposal any specific information for which an offeror claims business confidentiality protection as "PROTECTED".

All materials submitted become the property of Granite School District. Materials may be evaluated by anyone designated by the school district as part of the proposal evaluation committee. Materials submitted may be returned only at the district's option.

DETAILED SCOPE OF WORK

The contractor is to provide the a hosted solution to include software and hardware necessary for the school district to process free & reduced application via scanning and online through the school district website.

PROPOSAL REQUIREMENTS AND COMPANY QUALIFICATIONS

The solution provided by the offeror must have been previously integrated with our current point of sale system, provided and supported by PCS Revenue Control Systems, as well as PCS's iTool component, which allows for seamless integration between our point of sale software and the offeror's application processing software.

The software will need to be able to process over 30,000 applications in a given school year.

There must be both the ability to process manual free & reduced applications through scanning as well as an online piece that allows parents to electronic submit a free & reduced application to the school district.

The offeror should demonstrate an able, willing, and experienced support staff that is able to help the school district resolve any issues that we have with the software in a timely manner.

The software should be easy to use with minimal training required.

PROPOSAL RESPONSE FORMAT

All proposals must include:

1. **RFP Form.** Granite School District's Request for Proposal form completed and signed.
2. **Executive Summary.** The one or two page executive summary is to briefly describe the offeror's proposal. This summary should highlight the major features of the proposal. It must indicate any requirements that cannot be met by the offeror. The reader should be able to determine the essence of the proposal by reading the executive summary. Protected information requests should be identified in this section.
3. **Detailed Response.** This section should constitute the major portion of the proposal and must contain at least the following information:
 - a. A complete narrative of the offeror's assessment of the work to be performed, the offeror's ability and approach, and the resources necessary to fulfill the requirements. This should demonstrate the offeror's understanding of the desired overall performance expectations. Clearly indicate any options or alternatives proposed.
 - b. A specific point-by-point response, in the order listed, to each requirement in the RFP.

4. **Cost Proposal.** Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Form.

PROPOSAL EVALUATION CRITERIA

A committee will evaluate proposals against the following weighted criteria. Each area of the evaluation criteria must be addressed in detail in proposal.

<u>WEIGHT</u>	<u>EVALUATION CRITERIA</u>
40 %	Cost
25 %	Demonstrated ability to meet the scope of work
15 %	Demonstrated technical capability (proven track record), etc.
20 %	Qualification and expertise of staff proposed for this project.

COST PROPOSAL

Bidder Name: _____

1. Provide a price for an enterprise solution as described in the scope of work and proposal requirement sections for the products identified in your technical offer. This price must also include the first year of maintenance and support fees.

Enterprise Licensing Fee for up to 30,000 applications with first year of maintenance included:

\$ _____

2. Provide tiered pricing for the licensing fee in item 1 for a potential decrease in applications and a potential increase in applications.

Decrease to 20K to 30 K

\$ _____

Increase to 30K to 40 K

\$ _____

3. Provide pricing for maintenance and support fees for the second through fifth year of product ownership.

Maintenance and Support Fees - Year 2

\$ _____

Decrease to 20K to 30 K

\$ _____

Increase to 30K to 40 K

\$ _____

Maintenance and Support Fees - Year 3

\$ _____

Decrease to 20K to 30 K

\$ _____

Increase to 30K to 40 K

\$ _____

Maintenance and Support Fees - Year 4

\$ _____

Decrease to 20K to 30 K

\$ _____

Increase to 30K to 40 K

\$ _____

Maintenance and Support Fees - Year 5

\$ _____

Decrease to 20K to 30 K

\$ _____

Increase to 30K to 40 K

\$ _____

4. Provide a training cost for training via remote protocol for any training that is recommended for employees that will be responsible for the installation and operation of the products included in this offer. Specify if the rate is hourly, daily, etc.

\$ _____

RFP EVALUATION SCORESHEET

Free and Reduced Lunch Application Scanning Solutions JG12-024

Firm Name: _____

Evaluator: _____

Date: _____

Score will be assigned as follows:

0 = Failure, no response

1 = Poor, inadequate, fails to meet requirement

2 = Fair, only partially responsive

3 = Average, meets minimum requirement

4 = Above average, exceeds minimum requirement

5 = Superior

		Score (0-5)	Weight	Points
1. Demonstrated Ability to meet scope of work (25 points possible)		----	----	----
Compatible with PCS Software	15 points possible		X 3	
Compatible with other POS software	5 points possible		X 1	
Software / Hardware capable of scanning applications	2.5 points possible		X .5	
Internet app for processing apps online	2.5 points possible		X .5	
2. Demonstrated Technical Capability (15 points possible)		----	----	----
Can customize the software to meet our needs	10 points possible		X 2	
Ease of Use	2.5 points possible		X .5	
Quick / Easy installation	2.5 points possible		X .5	
3. Qualification and Expertise of Staff (20 points possible)		----	----	----
Quick response from customer support staff	10 points possible		X 2	
Thorough knowledgebase and online help	5 points possible		X 1	
Regular training available as needed	5 points possible		X 1	
4. Cost (40 points possible)	40 points possible			* Inserted by Purchasing
TOTAL EVALUATION POINTS	(100 points possible)		Total	

* Purchasing will use the following cost formula: The points assigned to each offerors cost proposal will be based on the lowest proposal price. The offeror with the lowest Proposed Price will receive 100% of the price points. All other offerors will receive a portion of the total cost points based on what percentage higher their Proposed Price is than the Lowest Proposed Price. An offeror whose Proposed Price is more than double (200%) the Lowest Proposed Price will receive no points. The formula to compute the points is: Cost Points x (2- Proposed Price/Lowest Proposed Price).

NUTRIKIDS Point of Sale - Estimate

Date: 2/1/2011

Purchaser: Salt Lake City School District, UT

Contact: Mr. Kelly Orton

Sales Rep: Pete Belknap



THIS ESTIMATE IS PROVIDED FOR INFORMATIONAL AND/OR BUDGETARY PURPOSES ONLY. A FORMAL PROPOSAL WILL BE GENERATED UPON REQUEST.

Software Products	Qty	Price	Total	Price	Annual Support & Maintenance Notes
POS Manager - Enterprise	1	1,695	1,695	215	**First Year Included at no charge. **Yearly Maintenance includes all software enhancements and technical phone support.
Free & Reduced Software	1	1,995	1,995	215	
Cafeteria License	36	1,200	43,200	9,648	\$268 per Cafeteria
Station License	60	250	15,000		Yearly Maintenance is not applicable
MyKids (MyNutrikids.com Online Prepayments)		No-Charge			
POS Multi-Line Discount	1	(9,300)	(9,300)		
Software Total			\$52,590	\$10,078	per year

POS Hardware Products	Qty	Price	Total	Price	Extended Hardware Warranty per year
IDR2 - 14 Key Pin Pad w / optical scanner, USB	120	280	33,600	4,440	**All equipment comes with 1 year warranty. \$37 per Pin Pad per year
Hardware Total			\$33,600	\$4,440	per year

Training & Set-Up (daily charges)	Qty	Price	Total
On-Site POS Training (plus travel expenses)	3	650	1,950
On-Site POS Go Live (plus travel expenses)	5	650	3,250
Training & Set-Up Total			\$5,200

Grand Total \$91,390

GENERAL NOTES:

- 1) IMPORTANT! SHIPPING EXPENSES AND TRAVEL EXPENSES WILL BE ASSESSED FOR EVERY DAY ON-SITE, INCLUDING AIR TRAVEL, LODGING AND OTHER RELATED CHARGES.
- 2) All software and hardware is warranted for (1) year from the date received.
- 3) Sales tax will be included on your invoice unless a tax exemption certificate is provided with your order.

NOTES SPECIFIC TO NUTRIKIDS POS:

- 1) If this Estimate includes software, hardware or services for NUTRIKIDS POS, the required Terms & Conditions and Software License Agreement will be provided with the final proposal. Please contact your account manager for a proposal.

REFERENCES FOR LUNCH ACCOUNTING SYSTEM PROPOSAL #M1383-LS

HEARTLAND

PCS

MCS SOFTWARE

PRIMERO EDGE

HORIZON

QUESTIONS	REF. 1	REF. 2	REF. 3	TOTAL	REF. 1	REF. 2	REF. 3	TOTAL	REF. 1	REF. 2	REF. 3	TOTAL	REF. 1	REF. 2	REF. 3	TOTAL	REF. 1	REF. 2	REF. 3	TOTAL
1a	5	5	2	12	3	4	3	10	5	5	5	15	3	3	4	10	5	5	4	14
1b	5	5	2	12	3	4	3	10	5	5	4	14	2	3	5	10	5	5	4	14
2	5	5	3	13	3	4	3	10	5	5	5	15	2	3	5	10	4	5	3	12
3	5	5	3	13	4	4	4	12	5	5	5	15	2	4	5	11	5	5	4	14
4	5	5	3	13	3	3	3	9	5	4	5	14	3	3	5	11	3	4	4	11
5	5	5	3	13	4	4	4	12	5	5	4	14	2	2	5	9	4	5	3	12
6	5	5	2	12	4	4	3	11	4	5	5	14	3	3	4	10	4	5	3	12
TOTAL	35	35	18	88	24	27	23	74	34	34	33	101	17	21	33	71	30	34	25	89



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Licensing Information

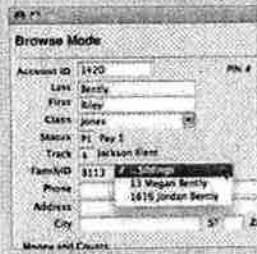
All versions of School Lunch are licensed on a per school/cafeteria basis. Each school requires a separate license whether operated as a single-school, multi-user or multi-school system. Current licensees receive the most current version of the program, maintenance updates if any throughout the year and free tech support through end of June of the licensed school year.



School Lunch 2012... Life Just Got Easier.

New This Year

When we evaluated where to begin this year's improvements, we looked at what we thought would offer time saving enhancements to the day to day operations of School Lunch 2012. Most of this year's improvements are found in the Account Manager, Family Manager, Lunchroom Window, History and Deposit Window. We are proud to introduce... School Lunch 2012.



Account Manager Overhaul

Although the information found in the Account Manager window is still the same, the way you view information is more productive. Students who are linked to families display a sibling popup menu that allows the operator to quickly select any of the other family members from the Siblings menu. Family balances show on a student account when this link is present.

New to all student and family lists is our own search field that quickly narrows the possibilities in the list. Account manager searches can be performed on either first or last names with last name being the default. When the window opens, the cursor is in the search field above the list. As each character of the last name is typed the list is shortened. Once shortened enough to see the name you desire, double-click on the name and the account will be displayed. The search may be reset and begin anew by hitting the delete key while in the search field. Once this technique is mastered, searches are easier than ever before. This popular feature is also found above all standard alphabetical list in the program.

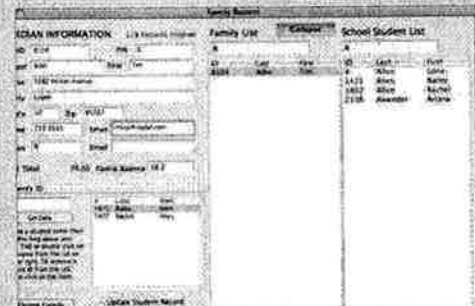
Account ID	Last	First
2222	Baker	Bill
93	Baker	Wendy
1100	Baker	Catherine
1107	Baker	Victor
1602	Baker	Kristal
1605	Baker	Joseph
2502	Baker	Charlette
2504	Baker	Carly
2114	Baker	Aubree
3210	Balls	Joseph
1628	Balls	Denise
2105	Balls	Joseph
1105	Bartlett	Abbi
1708	Bartlett	Luke
2	Bartlett	George
1405	Bartlett	Isidore



Lunchroom and Deposit Tune-up

Added to both the Lunchroom window and the Deposit window is a student list for reference when lunch cards or ID numbers are unknown. You can easily find a student by using the search field directly above the student list. Double-clicking on the name desired enters that name for either a lunch or deposit respectively. Deposit amounts are ready to enter after double-clicking the name

from the list. The Lunch entry is similar to scanning a card or entering an ID manually. Additionally the Lunchroom search list contains a popup menu to narrow the search to a single class. This allows only the class that is passing through the line to be shown at any given time. This feature might be used by elementary schools.



Family Manager Make-Over

Creating and linking family accounts is easier than ever. A new student list has been added to the right of the family list. A new family can be started by double-clicking on a student on the list. Add students to an already existing family account with a double click from the student list. If the student is already assigned a warning message appears. The Family Manager contains the new search fields above both the family list and the student list. When not in use the student list can easily be collapsed.

History Enhancements

By now you have discovered by now that we have been adding easy to search lists to each of the windows where they make sense. The History window is no exception. Search the history of a family or individual by choosing the name from the appropriate list. Also new to School Lunch 2012 is a date format change. Dates for history and all other locations through the program are formatted in SQL, which is 2012-03-19, year-month-day. At times you will also see hour-minute-second. This standardization eliminated erratic behavior on multi-user programs where operating systems might display dates differently.

Account ID	Student	Parent	Family	DOB
1100	110001	Bill Baker	Baker	11/11/11
1100	110002	Wendy Baker	Baker	11/11/11
1100	110003	Catherine Baker	Baker	11/11/11
1100	110004	Victor Baker	Baker	11/11/11
1100	110005	Kristal Baker	Baker	11/11/11
1100	110006	Joseph Baker	Baker	11/11/11
1100	110007	Charlette Baker	Baker	11/11/11
1100	110008	Carly Baker	Baker	11/11/11
1100	110009	Aubree Baker	Baker	11/11/11
1100	110010	Joseph Balls	Baker	11/11/11
1100	110011	Denise Balls	Baker	11/11/11
1100	110012	Joseph Balls	Baker	11/11/11
1100	110013	Abbi Bartlett	Baker	11/11/11
1100	110014	Luke Bartlett	Baker	11/11/11
1100	110015	George Bartlett	Baker	11/11/11
1100	110016	Isidore Bartlett	Baker	11/11/11

All in all, this year's update is probably one of the most significant in a while. New features make the day-to-day operations easier on every front. We hope you enjoy it.



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School Lunch . . . Affordable School Cafeteria Software

School Lunch keeps track of the simple accounting task while protecting free and reduced student privacy. **School Lunch 2012** is one of our best released versions ever. Both single and network systems are based on the SQLite database engine proven to be robust and reliable. Many enhancements make this school cafeteria software the best value on the market today..

[Find out more...](#)

School Lunch 2012

School Lunch is probably the easiest to use . . . most feature packed . . . affordable school cafeteria software on the market today.

[Find out more...](#)

New in 2012

This year we've reworked several areas of our school cafeteria software that are used on a daily basis to make things easier than ever before. These areas include the Account Manager, the Family Manager, Meal Transaction Window, History Manager. Added above each list box is an easy search field to get you to the account you need.

[Find out more...](#)



Web Account Viewer

Referred to as WAV, the Web Account Viewer allows you to put a link on your website where parents can easily check their child's lunch money account.

[Find out more...](#)

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North Logan, Utah 84321

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FSS® POSitive ID System III "Simple, reliable and affordable"

How 'shrink-wrap' cafeteria software, centralized database, TCP-IP technology, off the shelf hardware, and Biometric options seamlessly combine to "feed more kids"

POS Software

Food Service Solutions introduces "Shrink-wrap" Cafeteria Point of Sale software for K-12 schools and institutions.

Our TCP-IP Client-Server POS software runs even if the network goes down.

See a Demo

Request Additional POS Info:

First Name

Last Name

Email

Phone

School/District

Introducing!
myschoolaccount.com
School Payments Made Easy!

- Make Deposits
- Check Account Balances
- View Purchase History
- Preorder Meals
- Much More!

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FSS™ POSitive ID System III



Designed by Food Service Directors and Business Managers alike, our TCP-IP client-server Point-of-Sale software system is developed to meet the specific needs of a school cafeteria environment. Every feature, screen, and reporting function we incorporated into this program was done so with one thing in mind... YOU, a food service professional. Our POS system will provide you with a complete audit trail, provides total confidentiality for Free & Reduced students, eliminates cash or ticket systems, generates State & Federal reports at a touch of a button, sends account balance & transaction letters to families, plus much, much more. Designed to run over a LAN/WAN using TCP-IP (Internet based protocol) POSitive ID is perfect for

schools/businesses with multiple buildings with connectivity. Data is stored on a central server and each point of sale terminal can be controlled from a central office. Any student or employee can eat in any connected building. No more downloads, uploads, merges or data dumps on a daily basis. Data is just like your car keys. The more times you move them the more likely they are to get lost or misplaced. Lost or misplaced data is a Food Service Director's worst fear and an IT nightmare. Additionally, our POS system is fully integrated with number pads, bar code readers, biometric scanners, accounting packages, digital Photo and FSS™ F.O.R.M.S. (Free or Reduced Meal software).



"Shrink Wrap" Point of Sale Solution



The point of sale software industry has a long term history of proprietary hardware, cumbersome installation and expensive service support contracts. Many point of sale suppliers abide by "the mushroom theory". Keep the customer in the dark with an expensive, overrated support contract (get your money up front). When it comes feeding time (service call) make sure the tech doesn't give away the trade secrets so we can keep them on support (read: in the dark and knowledge starved). Food Service Solutions is a software developer first and foremost. We believe the same people who support the computer you surf the Internet on every day are more than capable of installing our POS software (point of sale in cafeterias really is quite simple). Furthermore, who do you call when your computer is on the blink.

Probably someone in your IT department. These same folks are more than capable of installing off-the-shelf hardware- emphasize nonproprietary. Many school districts have network technicians certified in Novell or Microsoft and large school districts have teams of experts. What about the hardware? School districts have GSA and other special pricing sources for standard hardware. Why pay more? Service? Your IT department is on site. If the power surges and knocks out your system a service contract won't help (lunch will probably be over)—but a good APS battery back up will. It just makes sense....point of sale is just software and support. Our job is to support your IT department and keep them in the light. We have trained professionals in networking, accounting and food cost control on staff to support you. Best of all is the money you'll save. Thousands, maybe tens of thousands of dollars.

On site support. You bet. We love to visit our customers. But we won't show up and charge big \$\$\$\$ just to feed the mushrooms.

Discover today what thousands of schools nationwide already know...



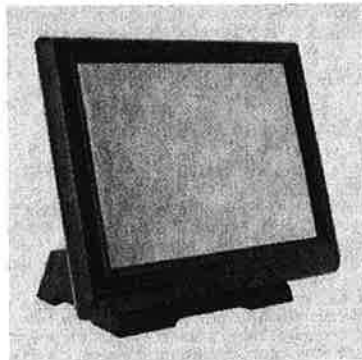
TCP-IP Client-Server application.
Centralized MS SQL Server Database using
LAN/WAN.

SQL SERVER...



"Smart Terminal Technology" POS Software runs local if server is down.
Centralized Reporting with no merging, data dumping or downloading (Real-Time)
ODBC integration to student information package.
Intuitive, easy to use Windows 32 bit application.
Prints daily deposit ticketing showing all cash and checks taken in. No need to recopy information to your banks deposit ticket.
Tracks free, reduced, snack, summer feeding or milk programs.
Prints edit check sheet for USDA School Lunch Program.
Separate school lunch and ALA carte accounts.
Customizable shortcuts and menu as per lane.
Buy your own or we supply standard PC based hardware.
Real Time integration for Free Or Reduced Meal application processing (FESS F.O.R.M.S.) POS Software..
Email letters or statements to parents.

Point of Sale Terminal...



PARAGON | All - In - One

System Requirements Point of Sale Software Terminal:

Touch Screen Monitor
(13" larger) or Mouse.
Windows 2000-XP
(stand alone).
Pentium Class III or
equivalent.
1.2 MHz or faster.
Network Interface Card.
256 MB RAM.
10 GIG or larger hard
drive.

Network Server **

Minimum Specifications For POS Software:

Pentium Class IV or Xeon Server.
1 GHz or faster.
512 MB RAM.
Windows 2000 Server.
Network Interface Card.
Network Switch Compatible With Fractional T-1.