



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #063022
Entitled

Commercial Kitchen Equipment with Related Supplies and Services

The following advertisement was placed May 12, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Bidding, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, May 13, 2022 in Oregon's *Daily Journal of Commerce*, and on May 12 and May 19, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Commercial Kitchen Equipment with Related Supplies and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than June 30, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

11400, Inc.	HBM Group, Inc.
ABC Company	Indoff, Inc.
ACE PROCESS EQUIPMENT PRIVATE, LIMITED	INTERBORO PACKAGING CORPORATION
Advantage Restaurant Supply	Nella Cutlery Toronto, Inc.
Aladdin Temp-Rite, LLC	Oliver Packaging & Equipment Company
Bargreen Ellingson Canada	PARTS AND SERVICE SOLUTIONS
Boelter, LLC	Parts Town, LLC
CDR Global Solutions	Pasco Brokerage, Inc.
CODY CONSULTING, LLC	Prime Vendor, Inc.
Commercial Surety Consulting Corp.	PWXPress
CONTINENTAL HARDWARE, INC.	Russell Food Equipment, Limited
Cook's Direct, Inc.	Sam Tell and Son, Inc.
Custer Flats Enterprises, LLC	Stafford Smith, Inc.

Denson Commercial Food Equipment	Strategic Equipment, LLC
Disposable Packaging, LLC	The PlanIT Room
Douglas Food Stores, Inc.	Totemic Business Solutions, LLC
East Bay Restaurant Supply, Inc.	US Foods Culinary Equipment and Supplies
Foundry Commercial Kitchens	Zanduco Restaurant Equipment & Supplies

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on June 30, 2022, at 4:30:47 pm CT. Proposals were received from the following:

Bargreen Ellingson Foodservice Supply and Design Ltd.
 Boelter, LLC
 Cook's Direct Inc.
 Custer Flats Enterprises, LLC, dba Capital City Restaurant Supply
 Douglas Food Stores, Inc.
 HBM Group, Inc., by its subsidiary, American Surgline, LLC
 Pasco Brokerage, Inc.
 Stafford Smith Inc.
 Strategic Equipment, LLC (TriMark)
 US Foods Culinary Equipment and Supplies

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
 Brandon Town, CPSM, CPSD, Procurement Analyst
 Craig West, Procurement Analyst
 Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products offered in the proposal response from HBM Group, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Bargreen Ellingson Foodservice Supply and Design Ltd. provides a turn-key solution throughout Canada. They are an authorized dealer for a full line of commercial kitchen and foodservice equipment and appliances and complementary products and services, from a variety of manufacturers. The Bargreen Ellingson e-commerce platform allows users to conveniently view real time inventory, order history, invoices, and order status. Sourcewell participating entities are offered a range of percentage discounts off manufacturer list price by category and brand.

Cook's Direct Inc. provides commercial kitchen equipment, kitchen supplies, and products for the storage and transport of inventory in foodservice operations. They are an authorized dealer for over 100 kitchen equipment and smallware manufacturers, in addition to manufacturing the 'Cook's Brand' line of products. Cook's Direct is able to supply and deliver to Sourcewell participating entities in the United States. They are offering a solid discount off manufacturer suggested list pricing.

Pasco Brokerage, Inc., offers a full line of foodservice equipment, supplies, design, and installation services. Their sales staff will work throughout the United States to serve Sourcewell participating entities. Pasco is a certified as a woman-owned small business and is also a certified Historically Underutilized Business (HUB) through the State of Texas. Their pricing reflects significant discounts off list price.

Stafford Smith Inc. distributes a full complement of kitchen equipment, with value-added services including design, budget planning, menu review, engineering and onsite project management. Stafford Smith's sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. They are offering Sourcewell participating entities pricing rates based on standard factory discounts with a stated markup percentage.

Strategic Equipment, LLC, (Trimark) offers a comprehensive product line of commercial kitchen and foodservice equipment, appliances, and complementary products and services. They also bring full-service design, installation, repair, and preventative maintenance programs. Trimark is able to sell and service Sourcewell participating entities across the United States with pricing that represents a range of competitive discounts from manufacturer list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #063022 to:

Bargreen Ellingson Foodservice Supply and Design Ltd.	#063022-BRG
Cook's Direct Inc.	#063022-COK
Pasco Brokerage, Inc.	#063022-PAS
Stafford Smith Inc.	#063022-STF
Strategic Equipment, LLC	#063022-SES

The preceding recommendations were approved on July 29, 2022.

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Kim Austin

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Brandon Town

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Craig West

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Craig West, Procurement Analyst

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Nick Scholer

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Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #063022 for Commercial Kitchen Equipment with Related Supplies and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer