



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools


7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Purchasing
Michael J. Woodall, CPPO, Purchasing Agent
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 email: mwoodall@pasco.k12.fl.us

May 7, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent 

SUBJECT: RFP 12-002-SB High School Yearbooks –
Gulf, Hudson, J.W. Mitchell, Land O Lakes, Pasco and Ridgewood High Schools
Third Year of a Three-Year Contract
Lifetouch

On May 3, 2011, official action (attached) was taken to award RFP 12-002-SB High School Pictures to Lifetouch for Land O Lakes and Ridgewood High School and Bryant's Photography for Gulf, Hudson, J.W. Mitchell and Pasco High Schools. This RFP is a three-year contract, renewable annually based upon mutual consent of the parties. The second year term was renewed by the Board on May 1, 2012 that included a rescind from Bryant's Photography and re-award to Lifetouch for Gulf, Hudson, JW Mitchell and Pasco High Schools. RFP 12-002-SB is set to expire on June 21, 2013.

Considering services have been satisfactory, Brian Hubler, Lifetouch Representative, was contacted to determine his willingness to enter into the third year of the agreement for the period of June 22, 2013 through June 21, 2014. As such, he has agreed in writing (attached) to do so.

It is my recommendation to enter into the third year of the contract with Lifetouch. The anticipated contract amount for the third year term is \$300,000 paid out of internal funds. Should you have any questions regarding this matter, please feel free to contact me at your earliest convenience.

MJW/sb
Attachments

Date/Time: May 1, 2013 08:36:00



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent

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RFP RENEWAL REQUEST

RFP 12-002-SB

RFP Title: High School Pictures for Gulf, Hudson, J.W. Mitchell, Land O Lakes, Pasco, and Ridgewood High Schools

Yes, I agree to renew RFP 12-002-SB High School Pictures under the same terms and conditions as the existing contract. The third year period shall be from **June 22, 2013 through June 21, 2014.**

No, I do not agree to renew RFP 12-002-SB.

COMPANY NAME: Lifetouch

SIGNATURE: 

TYPED NAME AND TITLE: Brian Hubler

TELEPHONE (WITH AREA CODE): 813-402-3482

FAX NUMBER (WITH AREA CODE): 813-402-3580

E-MAIL: 1BRIANH@lifetouch.com

DATE: 4/4/2013

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: sbunford@pasco.k12.fl.us

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Stephanie Bunford

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2225 (PHONE)

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District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

May 1, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KD Goodman*

RE: 12-002-SB Renewal of contracts with Lifetouch for LOLHS and RHS
12-002-SB Rescind from Bryant's Photography and re-award to Lifetouch for
GHS, HHS, JWMHS, PHS,

On May 3, 2011 official action (attached) was taken to award RFP 12-002-SB High School Pictures to Bryant's Photography for Gulf, Hudson, JW Mitchell, and Pasco High Schools and Lifetouch Photography for Land O' Lakes and Ridgewood High Schools. This is a three year bid awarded by school and renewable annually at the mutual agreement of the parties. The first year of the agreement will expire on June 21, 2012.

During the past year, Bryant's Photography has had numerous performance issues. The performance complaint forms are on file in the Purchasing Department. As a result, Gulf, Hudson, JW Mitchell, and Pasco High Schools have chosen not to renew their contracts with Bryant's Photography. At the request of the schools listed above, the Purchasing Department contacted the vendor with the second highest points, Lifetouch, and they have agreed in writing (attached) to honor their original proposal. Considering services have been satisfactory for Land O' Lakes and Ridgewood High Schools, Lifetouch was contacted to verify their willingness to enter into the second year of the contracts. They have indicated in writing (attached) that they are willing to do so.

Therefore, it is my recommendation to enter into the second year of the contracts for Land O' Lakes and Ridgewood High Schools with Lifetouch. It is also my recommendation to rescind Gulf, Hudson, JW Mitchell, and Pasco High Schools from Bryant's Photography and re-award the contract to Lifetouch. The second year of the contract will be June 22, 2012 through June 21, 2013.

If you have any questions, please feel free to contact me at your earliest convenience.

KDG/sb

District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: April 25, 2012 07:57:00

District School Board
of Pasco County

MAY 01 2012

Board Approved

District School Board of Pasco County

Bid Recommendation

RFP Title	High School Pictures (GHS, HHS, JWMHS, LOLHS, PHS, RHS)		Number of Vendors Notified	178
RFP Number	12-002-SB		Number of Proposals Distributed	18
Date Solicited	February 9, 2011		Number of Vendors Bidding	4
Date Opened	March 24, 2011		Number of Vendors Not Proposing	0
Date Board Presentation	May 3, 2011		Funding Source	Internal Funds
Total Savings	Estimated \$27,000		Grand Total of RFP	Estimated \$300,000

Recommendation:

Recommend acceptance of proposals as noted on the attached tabulation sheet as the best, responsive, responsible proposals receiving the highest points by school.

Term of Contract:

This proposal is for the student-direct purchase of photographs for Gulf, Hudson, J.W. Mitchell, Land O' Lakes, Pasco and Ridgewood High Schools. This is a three-year contract, renewable annually based upon the mutual consent of both parties. First year contract periods:

- Gulf High School- 7/1/2011 through 6/21/2012
- Hudson High School- 7/1/2011 through 6/21/2012
- J.W. Mitchell High School- 6/22/2011-6/21/2012
- Land O' Lakes High School- 6/22/2011-6/21/2012
- Pasco High School- 7/1/2011-6/21/2012
- Ridgewood High School- 7/1/2011-6/21/2012

Notations and Exceptions:

This RFP was awarded by high school. The following point totals were utilized to determine award:

Total Price (20), References (15), Location of Representative (10), Evaluation of Samples (30)

Recommend rejection of proposal submitted by Leonards Photography as the vendor made contact with the evaluation committee during the solicitation period. The RFP states that vendors are prohibited from making contact with the evaluation committee. If contact is made during the process, the vendor will be automatically disqualified.

District School Board
of Pasco County

MAY 01 2012

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MAY 03 2011

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The estimated savings of the RFP were calculated by subtracting the awarded vendor's average package price by school from the overall average price of all submittals. The difference was multiplied by the estimated number of students that will be purchasing pictures.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Proposals Evaluated By:

One (1) administrator from each school, one (1) faculty member for each school, one (1) parent for each school and four (4) students from each school.

Proposal Prepared By:

Stephanie Bunford, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent



District School Board
of Pasco County

MAY 01 2012

Board Approved

District School Board
of Pasco County

MAY 03 2011

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Proposal Title: High School Pictures (GHS, HHS, JWMHS, LOLHS, PHS, RHS)	Bryants Photography	Herff Jones Photography	Leonards	Lifetouch
DATE OF OPENING: March 24, 2011 @ 2:30pm	4216 W Gulf to Lake Hwy	2713 1st Ave N	147 San Marco Blvd	5908 Hampton Oaks Parkway, Suite N
RFP#: 12-002-SB	Lecanto, FL 34461	St. Petersburg, FL 33713	St. Augustine, FL 32085	Tampa, FL 33610
Board Meeting May 3, 2011				
Gulf High School				
A. Total Price	20.00	17.20		18.00
B. References	14.60	4.40		13.40
C. Location of Area Representative	10.00	10.00	Disqualified	10.00
D. Samples	23.95	22.17		24.43
Total for Gulf High School	68.55	53.77		65.83
Hudson High School				
A. Total Price	20.00	17.20		18.00
B. References	14.60	4.40		13.40
C. Location of Area Representative	10.00	10.00	Disqualified	10.00
D. Samples	24.24	22.43		17.57
Total for Hudson High School	68.84	54.03		58.97
J W Mitchell High School				
A. Total Price	20.00	17.20		18.00
B. References	14.60	4.40		13.40
C. Location of Area Representative	10.00	10.00	Disqualified	10.00
D. Samples	22.86	21.09		24.24
Total for J W Mitchell High School	67.46	52.69		65.64

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RFP#: 12-002-SB	Lecanto, FL 34461	St. Petersburg, FL 33713	St. Augustine, FL 32085	Tampa, FL 33610
Board Meeting May 3, 2011				
Land O' Lakes High School				
A. Total Price	20.00	17.20		18.00
B. References	14.60	4.40		13.40
C. Location of Area Representative	10.00	10.00	Disqualified	10.00
D. Samples	17.86	18.48		27.33
Total for Land O' Lakes High School	62.46	50.08		68.73
Pasco High School				
A. Total Price	20.00	17.20		18.00
B. References	14.60	4.40		13.40
C. Location of Area Representative	10.00	10.00	Disqualified	10.00
D. Samples	22.90	23.81		22.67
Total for Pasco High School	67.50	55.41		64.07
Ridgewood High School				
A. Total Price	20.00	17.20		18.00
B. References	14.60	4.40		13.40
C. Location of Area Representative	10.00	10.00	Disqualified	10.00
D. Samples	19.52	16.67		24.48
Total for Ridgewood High School	64.12	48.27		65.88