

RFP17-074 CAMPUS FOOD SERVICES

The University requested proposals from food service vendors for complete operation of dining services at Missouri Western State University. The University advertised in two newspapers for two days and received three responses. An initial review committee was appointed to review the responses received. The committee met and based their attention on the guidelines and scope of services stated in the Request for Proposal. The three firms who submitted proposals were:

- Aramark, Headquarters in Philadelphia, PA
- A'viands, Headquarters in Roseville, MN
- Sodexo, Headquarters in Berwyn, IL

The selection committee invited the three firms to campus to present an hour presentation followed by a 30 minute Question and Answer session. The committee members, along with an average of 22 university constituents, were included in the presentations. Comments were collected from all the attendees at the presentations as to the pros and cons of each firm as they saw them. After reviewing the reference checks, and input from those attending the presentations, the selection committee felt that A'viands did not meet specifications as outlined in the proposal.

	Sodexo	Aramark	A'viands
Investment	\$ 4,703,723	\$ 6,235,070	DID NOT MEET
Sales Commission	<u>362,552</u>	<u>366,460</u>	SPECIFICATIONS
Total Invest/Commission Increase	\$ 5,066,275	\$ 6,601,530	

The list was narrowed down to two vendors, Aramark and Sodexo. Committee members visited neighboring Universities to observe presentation and layout as well as sample the food. Neither vendor was aware ahead of time that Missouri Western State University was observing.

As a result of the final presentations and after reviewing the proposals, Aramark was chosen based on a culmination of their presentations, scope of services offered, areas of expertise, experience with similar institutions, key processes, total investment, expected deliverables, and overall fit with our University.

Based upon the above information, the **Administration recommends the selection of Aramark to provide the campus food service for the term of this contract**, May 26, 2017 to May 25, 2024 (7 years) with an option to renew for one (1) additional three (3) year period.