



DATE: February 25, 2015
TO: THE DISTRICT BOARD OF TRUSTEES
of Valencia College
FROM: SANFORD C. SHUGART
President
RE: ITN 2015-05, FOOD SERVICES, DINING AND CATERING, COLLEGE WIDE,
APPROVAL OF SHORT LIST

On December 18, 2014, the College issued an Invitation to Negotiate, ITN 2015-015, for Food Services, Dining and Catering, College Wide. The Invitation to Negotiate (ITN) method was selected, rather than a traditional Request for Proposals process, to permit a collaborative and negotiated approach to create and sustain a mutual win-win operational and financial best value model. Four (4) firms submitted replies for retail food services and all but one firm submitted for vending services:

1. Canteen
2. FSI, Inc. (Retail food services only)
3. Ovations Food Services, LP
4. The Vending Station

Evaluation committee meetings were held on February 16, 2015, to review qualifications and programmatic objectives based on the evaluation criteria and to shortlist the respondents deemed to be the most responsive and responsible to enter the second phase of the ITN process, negotiations. The following respondents were selected for negotiations:

Retail Food Services:

1. FSI, Inc.
2. Ovations Food Services, LP

Vending Services:

1. The Vending Station
2. Canteen

Upon approval, the College's negotiation team will commence negotiations with the short-listed respondents. This may include additional discussions relating to capabilities and plans for enhancing the dining services program, revisions to the approach, analysis and feedback from outside consultants and best and final offers.

RECOMMENDATION:

The President recommends that the Board of Trustees of Valencia College approve the evaluation committee's recommendation for short list of respondents and simultaneously authorize commencement of negotiations. The focus of the negotiations will be on achieving the solution that provides the best value to the College.



President