



June 4, 2018

FROM: Dr. Peter H. Gray  
Director of Finance

TO: Natick School Committee

SUBJECT: Food Service Management Company Recommendation – FY19

### Recommendation

The Food Service Management Contract between Aramark and the Natick Public Schools (NPS) will expire on June 30, 2018. The public procurement process for a successor contract began on April 23<sup>rd</sup>, when a Request for Proposal (RFP) was made available to interested parties and properly advertised in compliance with M.G.L. chapter 30B. Multiple vendors picked up the RFP, and a sole proposal was received from Aramark. After an extensive review of Aramark's non-price and price proposal, I confidently recommend that Aramark be awarded the contract to be the Natick Public Schools' Food Services Management Company effective July 1, 2019.

### I. Evaluation of Non-Price Proposals

An Evaluation Committee consisting of Peter Gray, Director of Finance, Doug Dias, Assistant Director of Finance, and Stephen Phalen, Business Office Intern was formed to review the non-price proposals. Each member reviewed the proposals based on the response to five minimum criteria questions. The scoring was very consistent among the evaluators, and we concluded that Aramark is a highly qualified provider of school nutrition programs.

### II. Evaluation of Price Proposals

The next step was to evaluate the price proposal submitted by Aramark, which consisted of a Profit and Loss projection for the 2018-2019 school year based on a set of assumptions provided by NPS, including serving days, labor hours and rates, percentage of free and reduced students, and lunch prices. Aramark provided a favorable profit projection of \$164,188 and will guarantee this profit to the district.

### III. Recommendation

While the sole respondent, we deem Aramark to be a highly qualified bidder with a favorable profit guarantee. This vendor is the incumbent contract holder, and has met all of our goals over the past nine years. Therefore, I confidently recommend that you award the Food Service Management Contract to Aramark for the 2018-2019 school year. This is a one-year contract with an option to renew for two additional years.

---

*Natick Public Schools does not discriminate on the basis of race, color, sex, gender identity, religion, national origin, sexual orientation or disability.*