



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/794-2222 Fax: 813/794-2111

727/774-2222 TDD: 813/794-2484

352/524-2222 email: kgoodman@pasco.k12.fl.us

July 24, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG/mw*

SUBJECT: RFP 11-034-SN Elementary/Middle School Pictures
Third Year of a Three-Year Contract
Gigante Productions, InterState Studio, and Strawbridge Studios

On September 7, 2010, official action (attached) was taken to award the above-referenced RFP to Gigante Productions (Region 4), InterState Studio (Regions 1, 2, 5, 6), and Strawbridge Studios (Region 3). This RFP is a three-year contract, renewable annually at the mutual agreement of all parties. The first year of the contract expired on September 7, 2011 and the second year is set to expire on September 7, 2012.

Considering services have been satisfactory, the vendors were contacted to verify their willingness to enter into the third year of the contract. They have indicated in writing (attached) that they are willing to do so.

Therefore, it is my recommendation to enter into the third year of the contract with the vendors noted above. The contract period will be September 8, 2012 through June 30, 2013. Should you have any questions regarding this matter, please feel free to me at your earliest convenience.

KDG/sb

Attachments

Date/Time: July 17, 2012 10:43:00



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July 2, 2012

RFP RENEWAL REQUEST

TITLE: Elementary/Middle School Pictures

RFP#: 11-034-SN

✓
Yes, I agree to renew RFP 11-034-SN for Elementary/Middle School pictures Region 4 under the same terms and conditions. The third year of the contract period will begin September 8, 2012 and expire June 30, 2013.

No, I do not agree to renew 11-034-SN for Elementary/Middle School pictures Region 4.

COMPANY NAME: Gigante Productions

SIGNATURE: Paul Gigante

PRINTED NAME/TITLE: Paul Gigante - President

DATE: 7/1/12

TELEPHONE W/AREA CODE: 813-907-1078 **FAX W/AREA CODE:** 813-333-1313

By agreeing to allow this piggyback, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business with the District School Board of Pasco County who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the District's Human Resources Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link: http://laws.flrules.org/files/Ch_2005-028.pdf. This law is effective September 1, 2005.

The prospective bidder certifies, by submission and signature of this piggyback request 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 FAX BACK TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Stephanie Bunford

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2225 (PHONE)

(813) 794-2111 (FAX)

District Wide Accreditation • Southern Association of Colleges and Schools



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July 2, 2012

RFP RENEWAL REQUEST

TITLE: Elementary/Middle School Pictures

RFP#: 11-034-SN

☒ Yes, I agree to renew RFP 11-034-SN for Elementary/Middle School pictures Regions 1, 2, 5,6 under the same terms and conditions. The third year of the contract period will begin September 8, 2012 and expire June 30, 2013.

☐ No, I do not agree to renew 11-034-SN for Elementary/Middle School pictures Regions 1, 2, 5,6.

COMPANY NAME: InterState Studios

SIGNATURE: Cindy McCloskey

PRINTED NAME/TITLE: Cindy McCloskey Territory MGR **DATE:** 7/1/12

TELEPHONE W/AREA CODE: 813-469-0016 **FAX W/AREA CODE:** 813-907-2919

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July 2, 2012

RFP RENEWAL REQUEST

TITLE: Elementary/Middle School Pictures

RFP#: 11-034-SN

☒ Yes, I agree to renew RFP 11-034-SN for Elementary/Middle School pictures Region 3 under the same terms and conditions. The third year of the contract period will begin **September 8, 2012** and expire **June 30, 2013**.

☐ No, I do not agree to renew 11-034-SN for Elementary/Middle School pictures Region 3.

COMPANY NAME: Strawbridge Studios

SIGNATURE: [Signature]

PRINTED NAME/TITLE: CHUCK FROST **DATE:** 7/2/12
TERMINAL MANAGER

TELEPHONE W/AREA CODE: 813-679-9812 **FAX W/AREA CODE:** 813-926-4386

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ATTENTION: Stephanie Bunford

PURCHASING DEPARTMENT

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District School Board of Pasco County

Bid Recommendation

RFP Title	Elementary/Middle School Pictures		Number of Vendors Notified	103
RFP Number	11-034-SN		Number of Proposals Distributed	13
Date Solicited	July 12, 2010		Number of Vendors Bidding	9
Date Opened	August 6, 2010		Number of Vendors Not Proposing	0
Date Board Presentation	September 7, 2010		Funding Source	Internal Funds
Total Savings	Estimated \$29,000		Grand Total of RFP	Estimated \$230,000

Recommendation:

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

Term of Contract:

This proposal is for the student-direct purchase of photographs for Middle and Elementary Schools. This is a three-year contract, renewable annually based upon the mutual consent of both parties. The first year will commence on September 8, 2010 and continue through September 7, 2011.

Notations and Exceptions:

This RFP was awarded by Region (6 Regions). The following point totals were utilized to determine award:

Phase I-

Total Price (20), References (15), Location of Representative (20).

A maximum of up to six (6) proposers scoring the highest points for total price, references and location of representative were short-listed and moved to Phase II for each Region.

Phase II-

Each Region had a three (3) person evaluation committee composed of (1) elementary school representative, one (1) middle school representative and one (1) individual from the District Office. Sample points were assigned on a scale of one (1) to ten (10) by each evaluator and totaled by Region for a maximum of thirty (30) points assessed. Interview points were assigned on a scale of one (1) to five (5) by each evaluator and totaled by Region for a maximum of fifteen (15) points assessed.

District School Board
of Pasco County

JUL 26 2011

Board Approved

District School Board
of Pasco County

SEP 07 2010

Board Approved

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

Recommend rejection of proposals submitted by Stephen John Photography and Ritoba as they were disqualified for not supplying the required references.

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:

Region 1-Laura Hull, Crews Lake Middle, Kathy Kaburis, Mary Giella Elementary, Region 2-Cheryl Karlau, Chasco Middle, Terri Mutell; James M. Marlowe Elementary, Region 3-Laurie Alexander, Seven Springs Middle, Allsion Hoskins, Trinity Oaks Elementary, Region 4-Dave Estabrook, Charles S. Rushe Middle, Courtney Gantt, Pine View Middle, Region 5-Tracy Turner, Pasco Middle, Scott Mitchell, Watergrass Elementary, Region 6-Peggy Lewis, Double Branch Elementary, Beth Brown, John Long Middle, District Staff Member-Debbie Smith, Communications Department

Proposal Prepared By:

Stephanie Noble, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent 

**District School Board
of Pasco County**

JUL 26 2011

Board Approved

**District School Board
of Pasco County**

SEP 07 2010

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Proposal Title: Elementary/Middle School Pictures		Captured Moments by Teresa	Gigante Productions, Inc.	Herff Jones Photography Division	Inter-State Studio, Inc	Leonards Studio
DATE OF OPENING: August 6, 2010 @ 2:30pm		24704 Silversmith Drive	2818 Cypress Ridge Boulevard, S-210	2713 1st Avenue North	3500 Snyder Avenue	P O Drawer 1928
RFP#: 11-034-SN		Lutz, FL 33559	Wesley Chapel, FL 33544	St. Petersburg, FL 33713	Sedalia, MO 65301	St. Augustine, FL 32085
	School Regional Breakdown					
Region 1	Bayonet Point Middle	Region 1	Region 1	Region 1	Region 1	Region 1
Phase I	Crews Lake Middle					
A. Total Price	Fox Hollow Elementary	13.48	NB	NB	14.56	13.90
B. References	Gulf Highlands Elementary	10.00			15.00	14.80
C. Location of Area Representative	Hudson Elementary	20.00			20.00	20.00
Phase II	Hudson Middle					
D. Samples	Mary Giella Elementary	6.00			30.00	22.00
E. Interview	Moon Lake Elementary	3.00			15.00	11.00
Total for Region 1	Northwest Elementary	52.48			94.56	81.70
	Schrader Elementary					
	Shady Hills Elementary					
Region 2	Calusa Elementary	Region 2	Region 2	Region 2	Region 2	Region 2
Phase I	Chasco Elementary					
A. Total Price	Chasco Middle	13.48	NB	14.76	14.56	13.90
B. References	Cotee River Elementary	10.00		14.80	15.00	14.80
C. Location of Area Representative	Cypress Elementary	20.00		20.00	20.00	20.00
Phase II	Deer Park Elementary					
D. Samples	Gulf Middle	10.00		22.00	30.00	18.00
E. Interview	James M. Marlowe Elementary	5.00		9.00	15.00	10.00
Total for Region 2	Mitty P. Locke Elementary	58.48		80.56	94.56	76.70
	Richey Elementary					
	River Ridge Middle					
Region 3	Anclote Elementary	Region 3	Region 3	Region 3	Region 3	Region 3
Phase I	Gulf Trace Elementary					
A. Total Price	Gulfside Elementary	13.48	NB	14.76	14.56	13.90
B. References	Longleaf Elementary	10.00		14.80	15.00	14.80
C. Location of Area Representative	Odessa Elementary	20.00		20.00	20.00	20.00
Phase II	Paul R. Smith Middle					
D. Samples	Seven Springs Elementary	6.00		19.00	29.00	22.00
E. Interview	Seven Springs Middle	4.00		8.50	13.00	11.00
Total for Region 3	Sunray Elementary	53.48		77.06	91.56	81.70
	Trinity Elementary					
	Trinity Oaks Elementary					

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Proposal Title: Elementary/Middle School Pictures		Ritboa Enterprises	Stephen John Photography	Strawbridge Studios, Inc.	Woodside Photography
DATE OF OPENING: August 6, 2010 @ 2:30pm		2460 Euston Road	38501 5th Avenue	3616 Hillsborough Rd.	7088 Mariner Blvd.
RFP#: 11-034-SN		Winter Park, FL 32789	Zephyrhills, FL 33541	Durham, NC 27705	Spring Hill, FL 34609
	School Regional Breakdown				
Region 1	Bayonet Point Middle			Region 1	Region 1
Phase I	Crews Lake Middle				
A. Total Price	Fox Hollow Elementary			20.00	NB
B. References	Gulf Highlands Elementary			13.40	
C. Location of Area Representative	Hudson Elementary			20.00	
Phase II	Hudson Middle				
D. Samples	Mary Giella Elementary			17.00	
E. Interview	Moon Lake Elementary			13.00	
Total for Region 1	Northwest Elementary	Disqualified	Disqualified	83.40	
	Schrader Elementary				
	Shady Hills Elementary				
Region 2	Calusa Elementary			Region 2	Region 2
Phase I	Chasco Elementary				
A. Total Price	Chasco Middle			20.00	NB
B. References	Cotee River Elementary			13.40	
C. Location of Area Representative	Cypress Elementary			20.00	
Phase II	Deer Park Elementary				
D. Samples	Gulf Middle			15.00	
E. Interview	James M. Marlowe Elementary			9.00	
Total for Region 2	Mitty P. Locke Elementary	Disqualified	Disqualified	77.40	
	Richey Elementary				
	River Ridge Middle				
Region 3	Anclote Elementary			Region 3	Region 3
Phase I	Gulf Trace Elementary				
A. Total Price	Gulfside Elementary			20.00	13.16
B. References	Longleaf Elementary			13.40	10.55
C. Location of Area Representative	Odessa Elementary			20.00	20.00
Phase II	Paul R. Smith Middle				
D. Samples	Seven Springs Elementary			26.00	23.00
E. Interview	Seven Springs Middle			13.00	11.00
Total for Region 3	Sunray Elementary	Disqualified	Disqualified	92.40	77.71
	Trinity Elementary				
	Trinity Oaks Elementary				

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Proposal Title: Elementary/Middle School Pictures		Captured Moments by Teresa	Gigante Productions, Inc.	Herff Jones Photography Division	Inter-State Studio, Inc	Leonards Studio
DATE OF OPENING: August 6, 2010 @ 2:30pm		24704 Silversmith Drive	2818 Cypress Ridge Boulevard, S-210	2713 1st Avenue North	3500 Snyder Avenue	P O Drawer 1928
RFP#: 11-034-SN		Lutz, FL 33559	Wesley Chapel, FL 33544	St. Petersburg, FL 33713	Sedalia, MO 65301	St. Augustine, FL 32085
	School Regional Breakdown					
Region 4	Charles S. Rushe Middle	Region 4	Region 4	Region 4	Region 4	Region 4
Phase I	Connterton Elementary					
A. Total Price	Lake Myrtle Elementary	13.48	14.48	NB	14.56	13.90
B. References	Oakstead Elementary	10.00	13.20		15.00	14.80
C. Location of Area Representative	Pine View Elementary	20.00	20.00		20.00	20.00
Phase II	Pine View Middle					
D. Samples	Quail Hollow Elementary	10.00	30.00		24.00	20.00
E. Interview	Thomas E. Weightman Middle	3.00	15.00		13.00	9.00
Total for Region 4	Wesley Chapel Elementary	56.48	92.68		86.56	77.70
Region 5	Centennial Elementary	Region 5	Region 5	Region 5	Region 5	Region 5
Phase I	Centennial Middle					
A. Total Price	Denham Oaks Elementary	13.48	NB	NB	14.56	13.90
B. References	Lacoochee Elementary	10.00			15.00	14.80
C. Location of Area Representative	Pasco Elementary	20.00			20.00	20.00
Phase II	Pasco Middle					
D. Samples	Rodney B. Cox Elementary	18.00			30.00	24.00
E. Interview	San Antonio Elementary	5.00			15.00	9.00
Total for Region 5	Watergrass Elementary	66.48			94.56	81.70
	Woodland Elementary					
Region 6	Chester W. Taylor Elementary	Region 6	Region 6	Region 6	Region 6	Region 6
Phase I	Double Branch Elementary					
A. Total Price	Dr. John Long Middle	13.48	14.48	14.76	14.56	13.90
B. References	New River Elementary	10.00	13.20	14.80	15.00	14.80
C. Location of Area Representative	Raymond B. Stewart Middle	20.00	20.00	20.00	20.00	20.00
Phase II	Sand Pine Elementary					
D. Samples	Seven Oaks Elementary	6.00	30.00	16.00	30.00	16.00
E. Interview	Veterans Elementary	5.00	13.00	5.00	13.00	8.00
Total for Region 6	West Zephyrhills Elementary	54.48	90.68	70.56	92.56	72.70

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

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RFP#: 11-034-SN		Winter Park, FL 32789	Zephyrhills, FL 33541	Durham, NC 27705	Spring Hill, FL 34609
	School Regional Breakdown				
Region 4	Charles S. Rushe Middle			Region 4	Region 4
Phase I	Connterton Elementary				
A. Total Price	Lake Myrtle Elementary			20.00	NB
B. References	Oakstead Elementary			13.40	
C. Location of Area Representative	Pine View Elementary			20.00	
Phase II	Pine View Middle				
D. Samples	Quail Hollow Elementary			19.00	
E. Interview	Thomas E. Weightman Middle			11.00	
Total for Region 4	Wesley Chapel Elementary	Disqualified	Disqualified	83.40	
Region 5	Centennial Elementary			Region 5	Region 5
Phase I	Centennial Middle				
A. Total Price	Denham Oaks Elementary			20.00	NB
B. References	Lacoochee Elementary			13.40	
C. Location of Area Representative	Pasco Elementary			20.00	
Phase II	Pasco Middle				
D. Samples	Rodney B. Cox Elementary			25.00	
E. Interview	San Antonio Elementary			10.00	
Total for Region 5	Watergrass Elementary	Disqualified	Disqualified	88.40	
	Woodland Elementary				
Region 6	Chester W. Taylor Elementary			Region 6	Region 6
Phase I	Double Branch Elementary				
A. Total Price	Dr. John Long Middle			20.00	NB
B. References	New River Elementary			13.40	
C. Location of Area Representative	Raymond B. Stewart Middle			20.00	
Phase II	Sand Pine Elementary				
D. Samples	Seven Oaks Elementary			21.00	
E. Interview	Veterans Elementary			8.00	
Total for Region 6	West Zephyrhills Elementary	Disqualified	Disqualified	82.40	