

CYPRESS  **FAIRBANKS**
INDEPENDENT SCHOOL DISTRICT
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To: Matt Morgan
Assistant Superintendent of Support Services

From: Kristine Johnston
Director of Purchasing

Date: November 4, 2016

Re: Point of Sale (POS) System
Annual Contract #16-10-5029RFP

The following bids were received and opened at 3:00 p.m., Wednesday, October 26, 2016 as advertised and specified in documents concerning **Annual Contract #16-10-5029RFP Point of Sale (POS) System**. The bids received are located on page 2.

Recommendation: Appetize Technologies, Inc.

Funding: Bond Funds, M & O Funds

Estimated Expenditure: \$72,050.75

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Evaluation	Points	<u>Appetize</u>	Bypass Mobile	Heartland Payment	Revel Systems, Inc.
		<u>Technologies, Inc.</u>		Solutions, LLC, dba Heartland School	
Qualifications of the vendor	5	5	5	5	5
Reputation of the vendor and of the vendor's goods and services	5	5	5	3	5
Quality of the vendor's goods and services					
• Ability to meet all technical and operational specifications		Y	Y	N	Y
• Perceived ease of use and training of the system		Y	Y	N	Y
• Project Management methodology		Y	Y	N	Y
• Timeline for installation		Y	Y	Y	Y
	20	<u>20</u>	20	5	20
The extent to which the vendor's goods and services meet the needs of the District					
• Ability to use existing iPads (preferred) or other mobile devices		Y	Y	Y	Y
• Ability to use iPads or other devices at multiple locations		Y	Y	Y	Y
• Presentations (if needed)		N/A	N/A	N/A	N/A
	15	<u>15</u>	15	15	15
Pricing					
• Total 1st year's cost		<u>\$72,050.75</u>	\$106,994.00	\$61,130.00	\$87,720.00
	30	<u>25</u>	17	30	21
Long-term cost to the District to acquire the vendor's goods and services					
• Total annual cost per year (year 2 to 5)		<u>\$15,850.00</u>	\$18,000.00	\$12,000.00	\$35,748.00
	20	<u>15</u>	13	20	6
The vendor's past relationship with the District	5	0	0	0	0
Totals:	100	<u>85</u>	75	78	72