



Madison-Oneida

Board of Cooperative Educational Services

Lead•Partner•Innovate•Excel

March 8, 2022

To: Vendors for Cold Beverage Services IFB 22-01-002

RE: Bid Results

The following bid analysis sheets show the prices that were bid for Cold Beverage Services for Madison-Oneida BOCES and its participating districts. This bid was awarded on a total award basis as highlighted in green. Items in red have been disqualified.

This bid was approved by the Madison-Oneida BOCES Board of Education at their monthly meeting on March 3, 2022.

This letter does not constitute an order. Receipt of a valid school district purchase order will be notification of an order.

Thank you for your continued support and participation in our bidding program.

Sincerely,

Madison-Oneida BOCES
Cooperative Bidding Service

**Bids Were Received From The Following Vendors For
Cold Beverage Services IFB 22-01-002:**

Servomation Refreshments Inc.

Contact: Brian Bruno

7098 Mount Pleasant Drive

Canastota, NY 13032

Phone: 315-875-5265

Fax: 315-875-5266

Email: bbruno@servomation.com

Comments: Please reference Madison-Oneida BOCES IFB 22-01-002 on Purchase Order

Cold Beverage Services IFB 22-01-002
Opens February 17, 2022 at 3:00 PM
Summary
Contract Effective April 1, 2022 - March 31, 2024

Servomation Refreshments Inc.

Proposed Vend Rates	20 oz Bottles Soda - \$2.50 Juices - \$2.50 Bottled Water - \$2.00 12 oz Cans Soda - \$1.50 Others: Tea - \$3.00 Powerade - \$2.50
Commission Rate, Non-Exclusive Vending Program	32.00%
Commission Payment Schedule	Quarterly
Annual Estimated Value	\$156,480.00 Per Year Total Commission Revenue on Beverage Sales Estimated At 4,075 Cases Per Year With Product Sales Mix Of 50% Carbonated, 50% Non-Carbonated Over The Contract Term \$0.00 Per Year Marketing Strategies/Product Offerings
Other	By utilizing our loyalty & rewards card on purchases, students, faculty, & staff will save 5% on all purchases by accumulating points that can then be redeemed for value onto their account. By utilizing our loyalty & rewards card on purchases, students, faculty, & staff can have 1.5% of all of their purchases donated to MO BOCES as a charitable donation - \$7,335 value at 100% utilization. Servomation is able to integrate the Hello Goodness program which provides a robust portfolio of healthy beverage selections.