



Memorandum of Recommendation

March 21, 2022

TO: Dr. Robert Shaner, Superintendent

FROM: Dana Taylor, Deputy Superintendent for Business Affairs

RE: **Recommendation for Approval of Grand Pianos**

On January 6, 2022 the district advertised an Invitation for Bids for Grand Pianos in the local publication, the Rochester Post, and posted RFP documents on the Purchasing pages of the district's website, Sigma, and BidNet Direct. The district received three (3) responses from two (2) vendors on the due date. Bids were published on January 20, 2022 upon bid closing. Additionally, RCS music department educators and an accompanist visited showrooms of the bidders to participate in a product demonstration and were able to play the models for evaluation purposes on Tuesday, February 1, 2022.

Bids and product demonstrations were reviewed and evaluated by:

- Erin Holden, RCS Music Department Chair and Music Teacher at West MS
- Catherine Lykins, Choir Teacher at Rochester HS
- Brandon Ulrich, Choir Teacher at Stoney Creek HS
- Patrick Kuhl, Stoney Creek HS Accompanist

All of the accepted bids were analyzed for compliance of required submittals according to bid specifications, including alternates, by Jennifer Fickel, Purchasing Supervisor. The bid documents are on file in the Purchasing Department. The bid summary sheet is attached.

It is recommended that the District purchase grand pianos as detailed below and in the attached documents.

The source of funding is the 2015 Bond.

Based on this information, we recommend THAT **the Board of Education approve the purchase of three (3) Shigeru Kawai SK6 Pianos in the amount of \$209,373.00.00 from Evola Music Centers.**



Category No. :	N/A
Project:	22.10 Grand Pianos
Bid Category/Description:	N/A

	Date:	Time:
Bids Due:	1/20/2022	2:00pm
Bids Opened:	1/20/2022	2:00pm

Company	Base Bid (Total Project Cost)	Year 1 Cost Breakdown	Year 2 Cost Breakdown	Year 3 Cost Breakdown	Manufacturer	Model	Delivery Terms	Iran Economic Sanction	Familial Disclosure	Bid Bond	Comments
Evola Music Centers SK6	\$209,373.00	\$ 69,791.00	\$ 69,791.00	\$ 69,791.00	Shigeru Kawai	SK-6	May-June	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Evola Music Centers SK7	\$239,628.00	\$ 79,876.00	\$ 79,876.00	\$ 79,876.00	Shigeru Kawai	SK-7	May-June	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Steinway Piano Gallery	\$352,346.00	\$ 111,396.00	\$ 116,966.00	\$ 123,984.00	Steinway & Sons	B	45 Days	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
								<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Apparent Low Bidder:	\$ 209,373.00							<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Company Name: Evola Music Centers

Decision Matrix

Created by

Date

Summary of Decision

Per RFB evaluation criteria, vendor responses were scored and ranked below.

Weights →	CRITERIA							Results			
	22.5	21.25	16.25	16.25	13.75	10			RAW SCORE	WEIGHTED SCORE	RANK
	Craftsmanship	Service	Value	Delivery Terms	Manufacturer Reputation	Pricing					
OPTIONS											
Evola Music - Shigeru Kawai SK-6	9.3	8.8	9	9.7	9.3	10			56.1	928	1
Evola Music - Shigeru Kawai SK-7	9	8.8	8.5	9.7	9.3	8.3			53.6	896.125	2
Steinway Piano Gallery - Steinway B	9.5	10	9.5	7	9.8	5.3			51.1	882.125	3

Evaluation Team Members:

Erin Holden, West MS Music Teacher and RCS Music Dept. Chair

Catherine Lykins, RHS Choir Teacher

Brandon Ulrich, SCHS Choir Teacher

Patrick Kuhl, SCHS Accompanist