



VIRGINIA BEACH CITY PUBLIC SCHOOLS

CHARTING THE COURSE

OFFICE OF PURCHASING SERVICES
2512 GEORGE MASON DRIVE
VIRGINIA BEACH, VA 23456
(757) 263-1175

PUBLIC NOTICE SOLE SOURCE PROCUREMENT

Date:	9/20/2019
Vendor/Contractor:	Vend-ucation
Contract Amount:	\$95,800.00
Description of Services:	Nutritional vending machine meals for lunches.
Sole Source Determination:	Vend-ucaton is the only company that sells vending machines that interface with the PrimeroEdge School Lunch POS software.
Date of Award:	TBD

J. Kevin Beardsley
Director of Purchasing
9/20/2019 1:03 PM



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Department of School Division Services
Office of Food Services

MEMORANDUM

TO: J. Kevin Beardsley, Director, Office of Purchasing Services

FROM: Jack Freeman, Chief Operations Officer
John Smith, Ed.D., Director

**SUBJECT: SOLE SOURCE JUSTIFICATION FOR VEND-UCATION VENDING
MACHINE PURCHASE AGREEMENT**

DATE: September 18, 2019

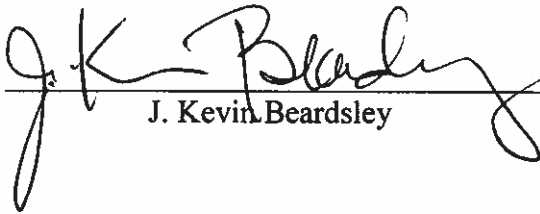
We are requesting approval to enter into a sole source contract with Vend-ucation for Virginia Beach City Public Schools cafeterias vending machine equipment purchases. During SY18-19 VBCPS has implemented a One Lunch period, which has presented numerous challenges for the Office of Food Services. One of the main challenges is having adequate serving lines open to accommodate the increased number of students being served at once. Launching a vending machine option as an additional serving line for cold items would diminish the bottleneck created at the Point of Service (POS) cafeteria cashiering areas and, therefore, increase efficiency.

Additionally, VBCPS Office of Food Services intends to utilize the vending machines as part of the Scratch Cooking initiative to offer homemade meals prepared by VBCPS District Chef Poole and the Culinary Development team.

Vend-ucation provides unique school Food Service vending machines that are designed to incorporate VBCPS Office of Food Services utilized PrimeroEdge School Lunch POS software program into the machines. Dr. Smith has contacted Cybersoft, the developer of PrimeroEdge software, and was informed that Vend-ucation is the sole provider of PrimeroEdge software integration with vending machines. Also, Vend-ucation does not sell through distributors. Therefore, Vend-ucation is the sole source provider for the Office of Food Services for Primero Edge software-integrated vending machine needs.

- Initial Purchase/Pilot Estimated Amount: \$95,800.00 (8 machines total @ \$11,975/each; 4 each to be installed at 2 high schools)

- Subsequent Purchases Total Estimated Amount Over Time if Pilot is Successful: \$479,000.00 (40 machines total @ \$11,975/each to be installed 4 each at the remaining 10 high schools)

Approved:  Date: 9/20/19
J. Kevin Beardsley