



To: Darin Crawford
Assistant Superintendent for Support Services

From: James Briscoe
Director of Procurement Services

Date: June 8, 2023

Re: Pictures and Photography Services
Annual Contract #23-07-8700R-RFP

The following proposals were received and opened at 10:00 a.m., Thursday, May 18, 2023, as advertised and specified in documents concerning **Annual Contract #23-07-8700R-RFP Pictures and Photography Services**. The proposals received and the final evaluation summary are located on pages 2-3.

Award contracts to selected vendors per line item as noted.

^a Overall best value to the District based on the committee evaluation.

Recommendation: Cady Studios, LLC
JOSTENS, Inc.
Photo Texas Photography (Texas School Photography, LLC)
Shutterfly Lifetouch, LLC

Funding: Multiple Funds

Estimated Expenditure: \$2,000,000.00

Contract Term: July 1, 2023 - June 30, 2024

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Line 1 Minimum percentage discount off of any item or service for Senior Portraits and Individual Pictures.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
<u>Cady Studios, LLC</u>	1	Percent Discount	<u>0.0%</u> ^a
Flemographics	1	Percent Discount	0.0%
<u>JOSTENS, Inc.</u>	1	Percent Discount	<u>67.0%</u> ^a
Legacy Studios (Nationwide Studios, Inc)	1	Percent Discount	10.0%
MP Productionz, LLC	1	Percent Discount	0.0%
<u>Photo Texas Photography (Texas School Photography, LLC)</u>	1	Percent Discount	<u>0.0%</u> ^a
<u>Shutterfly Lifetouch, LLC</u>	1	Percent Discount	<u>0.0%</u> ^a
Strawbridge Studios, Inc	1	Percent Discount	0.0%

Line 2 Minimum percentage discount off of any item or service for Grade K-11 Photographs.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT OFF</u>
Cady Studios, LLC	1	Percent Discount	15.0%
Flemographics	1	Percent Discount	0.0%
JOSTENS, Inc.	1	Percent Discount	67.0%
Legacy Studios (Nationwide Studios, Inc)	1	Percent Discount	10.0%
MP Productionz, LLC	1	Percent Discount	0.0%
Photo Texas Photography (Texas School Photography, LLC)	1	Percent Discount	0.0%
<u>Shutterfly Lifetouch, LLC</u>	1	Percent Discount	<u>0.0%</u> ^a
Strawbridge Studios, Inc	1	Percent Discount	0.0%

Line 3 Maximum rate of commission to give to the school.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT</u>
<u>Cady Studios, LLC</u>	1	Percent	<u>40.0%</u> ^a
Flash Photography (Flash Photography, Inc.)	1	Percent	100.0%
Flemographics	1	Percent	35.0%
<u>JOSTENS, Inc.</u>	1	Percent	<u>40.0%</u> ^a
Legacy Studios (Nationwide Studios, Inc)	1	Percent	15.0%
<u>Photo Texas Photography (Texas School Photography, LLC)</u>	1	Percent	<u>40.0%</u> ^a
<u>Shutterfly Lifetouch, LLC</u>	1	Percent	<u>0.0%</u> ^a
Strawbridge Studios, Inc	1	Percent	30.0%

23-07-8700R-RFP Pictures and Photography Services

TEAM SCORE SUMMARY

Company/Vendor Name	Evaluator 1	Evaluator 2	Evaluator 3	Average Score	Ranking
Abbey Rea Photography	0.00	0.00	0.00	0.00	10.00
Cady Studios, LLC	80.00	52.20	84.50	72.23	3.00
Flash Photography (Flash Photography, Inc.)	67.00	42.40	25.00	44.80	6.00
Flemographics	45.00	51.00	31.00	42.33	7.00
JOSTENS, Inc.	70.00	70.50	88.00	76.17	2.00
Legacy Studios (Nationwide Studios, Inc)	57.00	0.00	37.00	31.33	8.00
MP Productionz, LLC	31.00	10.00	31.00	24.00	9.00
Photo Texas Photography (Texas School Photography, LLC)	65.00	54.00	71.00	63.33	4.00
Shutterfly Lifetouch, LLC	89.00	70.50	91.00	83.50	1.00
Strawbridge Studios, Inc	44.00	61.00	36.00	47.00	5.00