



COUNTY OF PLACER, AUBURN, CA
BID TABULATION & NOTICE OF INTENT TO AWARD

Bid No. 20176
Title: Employee Service Awards
Due Date: 4/22/2021 @ 3:30:00 PM (Pacific)

Buyer Name/Phone: April Pay
 530-889-4253
 (Intended award is highlighted)

Name of Firm City/State			MTM Recognition Corp. Oklahoma City, OK		Nitsom Promotional Mfg. North York, Ontario		Award Concepts St. Charles, IL		CASCO International Shelby, NC		
Contact Person Telephone Email			Molly Martin 877-686-7464 mmartin@mtmrecognition.com		Chruthy K 416-850-7860 chruthy@nitsompromos.com		Megan White 630-513-7801 mwhite@awardconcepts.net		Craig Ainsworth 800-535-5690 cainsworth@cashort.com		
LVP Certified? ⁽¹⁾			No		No		No		No		
Invoice Terms ⁽²⁾			Net 30		Net 30		Net 30		Net 30		
(1) A 5% Local Vendor Preference is granted to those firms who file an LVP Affidavit with Procurement prior to the close of the bid.											
(2) Invoice Terms of less than 10 days cannot be considered in bid evaluations.											
BID PRICING:											
Item No.	Service Award Year	Years of Service	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1	2021	10 (2011)	42	58.45	2,454.90	63.80	2,679.60	76.89	3,229.38	81.35	3,416.70
2	2021	15 (2006)	167	82.87	13,839.29	93.80	15,664.60	116.90	19,522.30	119.60	19,973.20
3	2021	20 (2001)	72	91.79	6,608.88	118.80	8,553.60	142.53	10,262.16	151.47	10,905.84
4	2021	25 (1996)	21	121.09	2,542.89	170.00	3,570.00	192.01	4,032.21	216.75	4,551.75
5	2021	30 (1991)	3	147.39	442.17	206.00	618.00	254.85	764.55	262.65	787.95
6	2021	35 (1986)	0	161.92	0.00	237.20	0.00	292.81	0.00	302.43	0.00
7	2021	40 (1981)	0	192.25	0.00	278.00	0.00	292.81	0.00	354.45	0.00
8	2022	10 (2012)	142	58.45	8,299.90	63.80	9,059.60	76.89	10,918.38	81.35	11,551.70
9	2022	15 (2007)	132	82.87	10,938.84	93.80	12,381.60	116.90	15,430.80	119.60	15,787.20
10	2022	20 (2002)	57	91.79	5,232.03	118.80	6,771.60	142.53	8,124.21	151.47	8,633.79
11	2022	25 (1997)	40	121.09	4,843.60	170.00	6,800.00	192.01	7,680.40	216.75	8,670.00
12	2022	30 (1992)	12	147.39	1,768.68	206.00	2,472.00	254.85	3,058.20	262.65	3,151.80
13	2022	35 (1987)	2	161.92	323.84	237.20	474.40	292.81	585.62	302.43	604.86
14	2022	40 (1982)	0	192.25	0.00	278.00	0.00	292.81	0.00	354.45	0.00
15	2023	10 (2013)	162	58.45	9,468.90	63.80	10,335.60	76.89	12,456.18	81.35	13,178.70
16	2023	15 (2008)	20	82.87	1,657.40	93.80	1,876.00	116.90	2,338.00	119.60	2,392.00
17	2023	20 (2003)	51	91.79	4,681.29	118.80	6,058.80	142.53	7,269.03	151.47	7,724.97
18	2023	25 (1998)	67	121.09	8,113.03	170.00	11,390.00	192.01	12,864.67	216.75	14,522.25
19	2023	30 (1993)	13	147.39	1,916.07	206.00	2,678.00	254.85	3,313.05	262.65	3,414.45
20	2023	35 (1988)	0	161.92	0.00	237.20	0.00	292.81	0.00	302.43	0.00
21	2023	40 (1983)	0	192.25	0.00	278.00	0.00	292.81	0.00	354.45	0.00
22	2024	10 (2014)	159	58.45	9,293.55	63.80	10,144.20	76.89	12,225.51	81.35	12,934.65
23	2024	15 (2009)	16	82.87	1,325.92	93.80	1,500.80	116.90	1,870.40	119.60	1,913.60
24	2024	20 (2004)	47	91.79	4,314.13	118.80	5,583.60	142.53	6,698.91	151.47	7,119.09
25	2024	25 (1999)	75	121.09	9,081.75	170.00	12,750.00	192.01	14,400.75	216.75	16,256.25
26	2024	30 (1994)	17	147.39	2,505.63	206.00	3,502.00	254.85	4,332.45	262.65	4,465.05
27	2024	35 (1989)	3	161.92	485.76	237.20	711.60	292.81	878.43	302.43	907.29
28	2024	40 (1984)	1	192.25	192.25	278.00	278.00	292.81	292.81	354.45	354.45
Subtotal				110,330.70		Subtotal	135,853.60	Subtotal	162,548.40	Subtotal	173,217.54
7.25% Sales Tax				7,998.98		7.25% Sales Tax	9,849.39	7.25% Sales Tax	11,784.76	7.25% Sales Tax	12,558.27
REF. TOTAL				\$118,329.68		REF. TOTAL	\$145,702.99	REF. TOTAL	\$174,333.16	REF. TOTAL	\$185,775.81

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BID EVALUATION:

BID SEC.	DESCRIPTION	SCORING METHOD	MAX PTS	MTM Recognition Corp.		Nitsom Promotional Mfg.		Award Concepts		CASCO International	
				RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE
4.1	Cost	Lowest bid receives max. points, other bids receive proportionate amount	55	\$118,329.68	55	\$145,702.99	45	\$174,333.16	37	\$185,775.81	28
4.2.1	Online web-based ordering system for employees	No = 1 point Yes = 5 points	5	Yes	5	Yes	5	Yes	5	Yes	5
4.2.2	System tracks order progress	No = 1 point Yes = 3 points	3	Yes	3	Yes No see comments	1	Yes	3	Yes	3
4.2.3	System secures employees' personal information	No = 1 point Yes = 3 points	3	Yes	3	Yes No see comments	1	Yes	3	Yes	3
4.2.4	Bidder provides designated account manager or customer service rep	No = 1 point Yes = 3 points	3	Yes	3	Yes	3	Yes	3	Yes	3
4.2.5	Bidder outsources portion of services to offshore facility	No = 3 points Yes = 1 point	3	No	3	No	3	No	3	No	3
4.2.6	Bidder has current Quality Assurance program	No = 1 point Yes = 3 points	3	Yes	3	Yes	3	Yes	3	Yes	3
4.2.7	Submitted catalog with proposed service awards for each service level category	No = 1 point Yes = 5 points	5	Yes	5	Yes No see comments	1	Yes	5	Yes	5
4.2.8	Optional Service - Charitable donation option in lieu of service award	No = 0 point Yes = 1 point	1	Yes	1	Yes	1	Yes	1	Yes	1
4.2.9	Optional Service - Bidder's system can track/trace missing packages	No = 0 point Yes = 1 point	1	Yes	1	Yes No see comments	0	Yes	1	Yes	1
4.2.10	Optional Service - Bidder's system can publish virtual Hall/Wall of Fame for emp's with 25+ yrs of service	No = 0 point Yes = 1 point	1	Yes	1	Yes	1	No	0	Yes	1
4.2.11	Optional Service - Bidder can provide digital brochures and catalogs	No = 0 point Yes = 1 point	1	Yes	1	Yes see Comments	1	Yes	1	Yes	1
4.2.12	Optional Service - Bidder can incorporate Placer Co. logo on all service awards for all service levels	No = 0 point Yes = 1 point	1	Yes	1	Yes	1	Yes	1	Yes	1

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				MTM Recognition Corp.		Nitsom Promotional Mfg.		Award Concepts		CASCO International	
4.3.1	Number of years experience providing service awards	5 yrs or less = 1 Point 6-15 years = 2 Points 16-25 years = 3.5 Points 26 or more years = 5 Points	5	50 years	5	25 years	3.5	36	5	84 years	5
4.3.2	Number of suits, claims, disputes in past 3 years	7 or more = 1 Point 4-6 = 2 Points 1-3 = 3.5 Points 0 = 5 Points	5	Zero	5	0	5	Zero	5	None	5
4.3.3	Number of current public sector clients	4 or less = 1 Point 5-10 = 2 Points 11-20 = 3.5 Points 21 or more = 5 Points	5	400+	5	50	5	75	5	165	5
4.3.4	Number of professional organizations bidder is member	0-1 = 1 Point 2-3 = 2 Points 4-5 = 3.5 Points 6 or more = 5 Points	5	10+	5	1	1	2	2	3	2
4.3.5	Number of ownership or management changes in past 4 years	No changes = 5 Points 1-2 = 3.5 Points 3-4 = 2 Points 5 or more = 1 Point	5	Zero	5	0	5	Zero	5	3	2
TOTAL SCORE:			110		110		85.5		88		77

EVALUATION COMMENTS:

4.2.2 - Bidder answered Yes, but did not provide the required screen shots. Bidder uses DHL delivery service to track orders.

4.2.3 - Bidder answered Yes, but did not provide the required screen shots. Bidder uses QuickBooks to manage orders.

4.2.7 - Bidder answered Yes, but did not provide the required catalog, just a reference to their main website.

4.2.9 - Bidder answered Yes, but did not provide the required screen shots. Bidder uses DHL delivery service to track orders.

4.2.11 - Bidder answered Yes, but only referenced their main website. However, since the element did not require documentation or ther proof, this item was scored as "Yes".