

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Water Delivery, Filtration, Purification, Drinking Systems & Related – ESC Region 19 Allied States Cooperative

RFP NUMBER: 15-7164

RFP OPENING DATE: October 29, 2015

CONTRACT TERM: Date of award until December 31, 2016 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor
(Extended by Region 19 until December 31, 2017)
(Extended by Region 19 until December 31, 2018)
(Extended by Region 19 until December 31, 2019)
(Extended by Region 19 until December 31, 2020)

FUNDING SOURCE: Various

RFP's ISSUED: 79

RESPONSES: 2

ADVERTISEMENT DATES: The Washington Post – October 5th & 12th, 2015
The El Paso Times – October 2nd & 9th, 2015

BOARD MEETING DATE: December 17, 2015

RECOMMENDED FOR AWARD [REDACTED] –(Added to contract as of February 23, 2016)(removed as of March 2016)
Water King Water

TOTAL (estimated) **\$500,000.00/ year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and Region 19 to purchase bottled water, purification services, and filtered drinking systems when required during the contract term. As per the terms of a proposals, DS Services was contacted first and could not provide private label bottled water as a value added service. In contacting Water King after working with DS Services first, they had already submitted private label bottled water as a value added service and in negotiating with them, they provided revised pricing across the full spectrum of goods and/or services including coverage across the United States, with Water King providing all invoicing through their corporate office. In all instances, Water King was lower than DS Services, therefore recommended for award. Both vendors had above average references.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Rena Lawrence
ESC Region 19 Allied States Cooperative

Deborah Jeffry
ESC Region 19 Allied States Cooperative

DS Services of America, Inc. removed from contract as of March 16, 2016 by Administration

Awarded Vendors



Water King Water

1003 Omar

Anthony, TX 79821

915-886-4979

Fx- 915-886-4689

www.waterkingwater.com / water-king@att.net / angel@waterkingwater.com

States Served- All States

Lot 1 Updated on 11/5/2019

Lot 2 Updated on 8/30/2017

SPECIAL CONDITIONS:

1. Awarded contractors agree to take Purchase Orders and perform monthly invoicing with payment expected in 30 days or less.
2. Vendors agree to make deliveries within 48 hours upon receipt of an approved Purchase order from any of the ordering entities
3. Current members of the Region 19 Allied States Cooperative and numerous other government agencies across Texas and other states as well.
4. Delivery charges will be included with pricing submitted.
5. Region 19 Allied States Cooperative reserves the option to award each lot individually or "all or none" whichever is determined to be in the best interest of the Region 19 Allied States Cooperative members.
6. **Lot 1** (Bottled Water) vendors will provide a written statement on the method used for bottled drinking water purification which will minimally include reverse osmosis and 1-micron absolute filtration for elimination of parasites such as cryptosporidium which can be hazardous to young children. Additionally, the sanitization process for bottles must also be included with the response.
7. **Lot 1** (Bottled Water) vendors will also include the process of maintenance for both room temperature dispensers and R-134A refrigerant water cooler dispensers.
8. **Lot 2** (Water Filtration Systems) vendors will include delivery and installation with pricing submitted for both cooling units and under-the-sink units (commercial or industrial units only).
9. All specification sheets **must be included** in proposal for dispensing units submitted.
10. Notification of award will be sent to all responding vendors, whether awarded or not and the award summary will be posted on the Region 19 Allied States Cooperative Web Site, however, it will be the responsibility of awarded vendors to contact each coop member to advise on goods and services awarded.
11. If water and service pricing for a national vendor is different by location, vendors should provide a matrix for the states and/or locations they wish to provide service.

PROPOSAL RESPONSE FORM:

Water King

Lot 1- Bottled Water

5-gallon water with electric cooler included:	\$ 3.00 \$3.50 *updated 11/15/2019
5-gallon water with standard water dispenser included:	\$ 3.00 \$3.50
5-gallon water with customer owned dispenser:	\$ 3.00 \$3.50

Times per year dispensers are serviced for sanitization and operation: As Needed

Electric cooler Dispenser (Purchase Price)	\$ 100.00
Standard water Dispenser (Purchase Price)	\$ 100.00
Electric Cooler dispenser (cost for monthly rental)	\$ -0- / month
Standard water Dispenser (cost for monthly rental)	\$ -0- / month
Electric cooler Dispenser (leased option)	\$ - 0-
Standard water Dispenser (leased option)	\$ - 0-

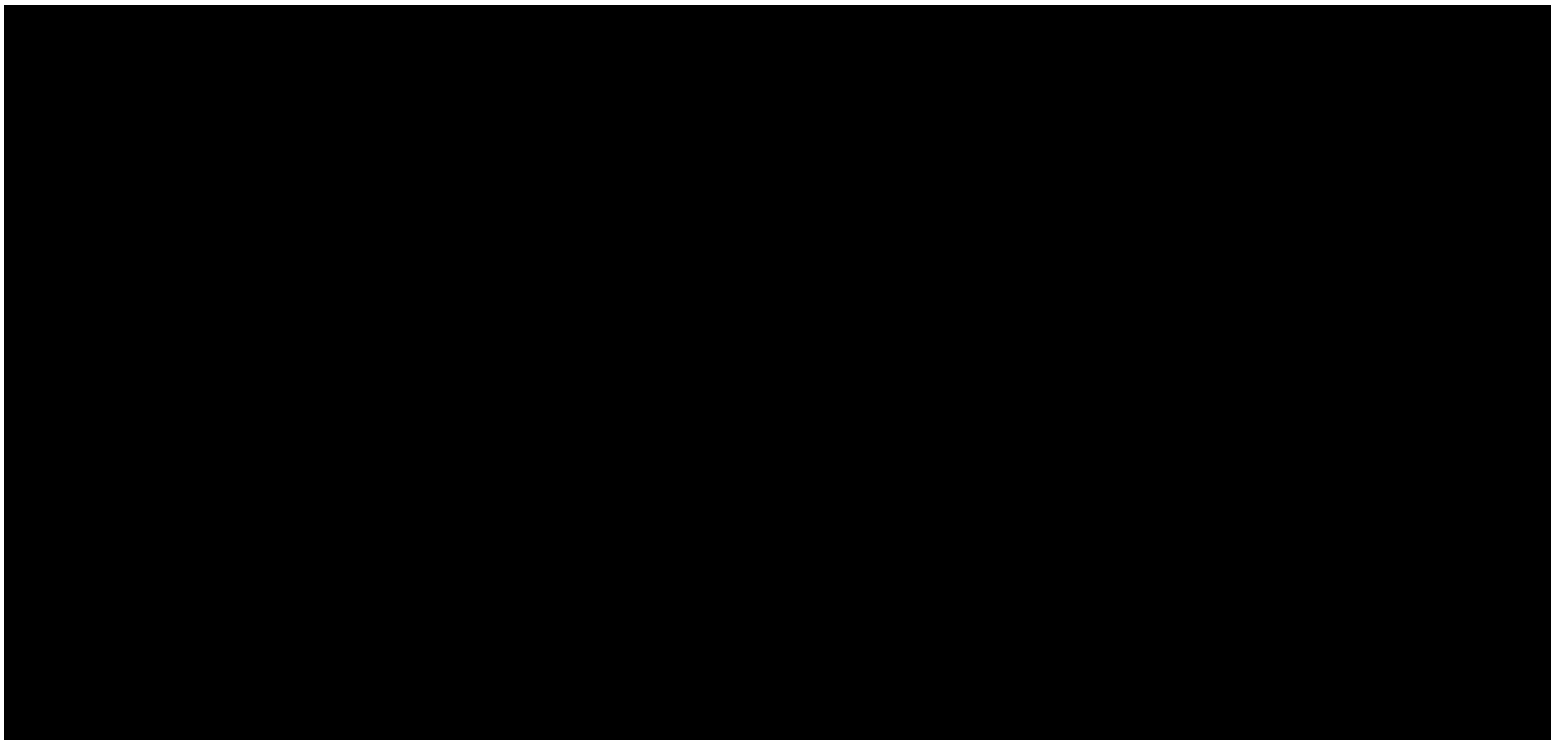
Specs must be provided for all water dispensers being provided by vendor. Details for leased, purchasing or rental of equipment to be provided below.

On file-contact ESC Region 19 Allied States Cooperative or vendor

24/24 oz. bottled water	\$ 4.98
24/16 oz. bottled water	\$ 4.99

Use this space to include any processes or endorsements:

Provide a written statement on the method used for bottled drinking water purification which will minimally include reverse osmosis and 1-micron absolute filtration for elimination of parasites such as cryptosporidium which can be hazardous to young children. Additionally, the sanitization process for bottles must also be included with the response.



Use this space to include any processes or endorsements:

Provide a written statement on the method used for bottled drinking water purification which will minimally include reverse osmosis and 1-micron absolute filtration for elimination of parasites such as cryptosporidium which can be hazardous to young children. Additionally, the sanitization process for bottles must also be included with the response.

PROPOSAL RESPONSE FORM:

Water King

Lot 2- Water Filtration Drinking Dispenser Units

List the following specifications for dispenser units; model type, water capacity, height, width, depth and commercial or industrial.

Clover Hot & Cold Point of Use Dispenser

Micro-line 5 stage Reverse Osmosis

**Water Capacity capable of making 50 gallons per day with 5-gallon storage tank
Commercial & Industrial use**

Cost per month including all filter changes and maintenance:	\$ 15.00
Purchase price of Water Filtration Systems including installation and delivery	\$ 475.00
Rental price of Water Filtration Systems including installation and delivery	\$ 15.00
Lease price of Water Filtration Systems including installation and delivery	\$ 15.00

Micro-line 5 stage Reverse Osmosis (Updated 8/30/2017)

**Water Capacity capable of making 50 gallons per day with 10-gallon storage tank
Commercial & Industrial use**

Cost per month including all filter changes and maintenance:	\$ 27.50
Purchase price of Water Filtration Systems including installation and delivery	\$ 525.00
Rental price of Water Filtration Systems including installation and delivery	\$ 27.50

Warranty: 1-year

List all required supplies for safe regular operation of purchased units, rental or leased units, including pricing and yields:

Copper lines are additional cost. If purchased, water filtration system there is no charge for the basic installation and filters are free for the 1st year.

Provide information on all water purification systems for drinking water:

Reverse Osmosis Technology information sheet on file

Safety Features on units:

Automatic/manual lock switch

Safety switch on hot spigot (faucet) to avoid injury

Included maintenance for units;

Filter change every 10-12 months

Dispenser has sealed cap to keep dirt and small insects from reservoir for safe clean water

Standard features on water purification systems for drinking water:

Reverse Osmosis unit

Sub-micron filter: which filters out parasites such as cryptosporium

Additional options cost on water purification systems for drinking water?

Leak Alarm- \$20/ unit

Larger Storage Capacity- \$100 when purchased

Personalized Dispenser Upgrade-\$75 when purchased

PROPOSAL RESPONSE FORM:

Does vendor provide service, repairs and parts for units? Include costs;

Water King provides service, repairs, and parts for all water purification systems at no charge on any rental unit. Average cost per year on customer owned equipment is approximately \$75

What is the maintenance schedule, procedure or process for water purification systems for drinking water (filter changes, cleaning, and servicing of water dispensing units)?

Filter Change is conducted annually at no cost if rented from Water King.

Cleaning and service on dispenser unit is done as required by customer’s request at no extra cost on rental units.

List any additional water purification systems for drinking water not mentioned or other services vendor can provide, including cost / price list;

100 cup sleeve at \$2.99 per sleeve - We offer flat cup and cone cup 5 oz. cups. (added as of August 2016)

Ultra Violet- \$1500

Nano Filtration- \$1800

Deionization Unit- \$4500

Distillation- \$2500

5 lb. roasted coffee with no machine- \$27.89

5lb. roasted coffee with machine- \$30.69

Exclusive Breakfast Blend 42/1.5 oz- \$26.50

100% Columbian 42/1.5 oz.-29.25

100% Arabica Breakfast Blend 1/1 lb. bag- \$5.40

100% Arabica Breakfast Blend 42/ 1.5 oz- \$26.10

100% Arabica Breakfast Blend 42/ 1.75 oz- \$28.00

Private label bottle water for all 50 states with 1 -time setup fee of \$25 for label. S & H may apply to certain parts of the United States. 15 case minimum per order on private label waters.

12 oz (35 bottles per case) \$10.31/ case

.5 liter (24 bottles per case) \$ 7.07/ case

1 liter (12 bottles per case) \$ 7.69/ case

Water Softener Sales & Products (available in all 50 states)

80 lb. Salt Crystals-\$9.00/ bag

80 lb. Pellets- \$10.23/ bag

40 lb. Potassium Chloride-\$26.95/ bag

Parts & Service

Water Softener Assembly Kit- \$75

Resin (5 year life) \$125/ cubic foot

Contact vendor for parts quotes with Model number, grain capacity, and timer or automatic

Labor rate for service/repair \$95/ hour

Contact vendor for all list of information needed on installation of commercial water softeners such as water usage, water hardness, grain capacity, etc. All new installations required by a licensed plumber.

DS Services of America, Inc.

Lot 2- Water Filtration/Drinking Dispenser Units

List the following specifications for dispenser units: model type, water capacity, height, width, depth and commercial or industrial.

Cooler/Dispenser for the 5 gallon bottled water

Cost per month including all filter changes and maintenance	\$-18.40
Purchase price of Water Filtration Systems including installation and delivery	\$-N/A
Rental price of Water Filtration Systems including installation and delivery	\$-18.40
Lease price of Water Filtration Systems including installation and delivery	\$-N/A

Warranty: Included — Lifetime when rented

List all required supplies for safe regular operation of purchased units, rental or leased units, including pricing and yields.

Copper lines are additional. Prices can be quoted based on need.

Provide information on all water purification systems for drinking water.

In addition to ISWA, many of our bottling facilities, currently 13 in total producing retail products (1-gal and 2.5-gal), are also SQF Level—3 certified. DS Services Quality Assurance Program is centered on Continuous Improvement and is designed to ensure all products consistently meet or exceed all Industry, Regulatory and Internal Standards from the water source to our customer.

Safety Features on units

The DS Services GMP and HACCP programs are a proactive approach to bottled water production, focusing on prevention rather than reaction and are the cornerstone of DS Services Quality Assurance and Continuous Improvement programs.

Included maintenance for units:

Annual filter change

Standard features on water purification systems for drinking water

In addition to ISWA, many of our bottling facilities, currently 13 in total producing retail products (1-gal and 2.5-gal), are also SQF Level—3 certified. DS Services Quality Assurance Program is centered on Continuous Improvement and is designed to ensure all products consistently meet or exceed all Industry, Regulatory and Internal Standards from the water source to our customer.

Additional options cost on water purification systems for drinking water?

N/A

Does vendor provide service, repairs and parts for units? Include costs:

Yes, all service and repairs included with monthly rental fee.

What is the maintenance schedule/procedure/process for water purification systems for drinking water?
(filter changes, cleaning and servicing of water dispensing units)?
Filter changes are completed annually. Additional service/cleaning available upon request.

DS Services of America, Inc. removed from contract as of March 16, 2016 by Administration

Approved by: _____
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(November 17, 2015)
(November 3, 2016)

(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

(October 6, 2017)
(October 24, 2018)