

RFP 21MISC14
PRINTING SERVICES FOR FREDERICK COUNTY PUBLIC SCHOOLS
FACT SHEET

A. **Overview:** This recommendation is to establish a contract with firms for printing, bindery, pre-press and related printing and graphic services as specified by FCPS. This contract shall include all labor, materials and equipment, and delivery required to complete printing projects. Proposals were received May 6, 2021.

1. **Bid participation:**

16 proposal downloads
8 proposals submitted

2. **Bids were received from:**

FORMost Graphic Communications, Inc, (Gaithersburg, MD)

Graphic Visions Associates, (Gaithersburg, MD)

Graphics Universal, Inc, (Greencastle, PA)

Indiana Printing and Publishing Company, Inc, (Indiana, PA)

KM Printing, LLC dba Strategic Factory (Owings Mills, MD)

E John Schmitz and Sons, Inc dba Schmitz Press (Sparks, MD)

Sydar of DC, LLC (Washington, DC)

Valley Graphic Services, Inc (Frederick, MD)

3. **Other Facts:**

- The contract term will be effective from June 1, 2021 through May 31, 2024, with one additional two-year renewal option available.
- Printing work covered by this contract will be quoted by the Document Production Specialist with the approved printing vendors, per job specific specifications and requirements.
- This is an open requirement type contract. FCPS is not obligated to purchase any specific quantity or dollar amount from any of the awarded vendors.
- Selection was based on a total score of each vendor's technical and cost proposals. Cost scores were based on a market basket of previous printing jobs.
- Progress Printing Plus and Revelae Group submitted "no-bid" responses to the RFP.
- This contract will be administered by Brandon Oland, Communications Manager, Public Affairs.

4. **Source of Funding:** FY21 Approved Operating Budget and contingent upon Board approval of FY22, FY23, and FY24 Operating Budgets.

B. **Recommendation:** Staff recommends that RFP 21MISC14 Printing Services for Frederick County Public Schools, be awarded to FORMost Graphic Communications, Inc, of Gaithersburg, MD, Graphics Universal, Inc, of Greencastle, PA, KM Printing, LLC dba Strategic Factory, Owings Mills, MD, and Valley Graphic Services, Inc, of Frederick, MD.

C. **Action taken by the Board (Purchasing use only):**

SG__ Approved	_____ Denied	_____ Deferred	_____ Other	BM/sg
5/26/21 Date	_____ Date	_____ Date	_____ Date	BOE Meeting: 05.26.21

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Schools Scoring Summary

NO	VENDOR	Average Technical Score (70)	Cost Score (30)	Total Score (100)
1	KM Printing	63	22.7	85
2	FORMost Graphic Communications	58	25.6	84
3	Graphics Universal	64	19.6	84
4	Valley Graphic Service	60	20.6	81
5	Graphic Visions	64	13.7	77
6	SyDar of DC	52	14.8	66
7	Schmitz Press	54	4.4	58
8	Indiana Printing and Publishing	37	0.6	38
9	Progress Printing Plus	0	-	
10	Revelae Group	0	-	

RFP 21MISC14 Printing Services for Frederick County Public Schools
Bid Tabulation

ITEM	PRINT JOB DESCRIPTION	Vendor Name		Vendor Name		Vendor Name		Vendor Name		Vendor Name		Vendor Name		Vendor Name			
		FORMost Graphic Communications, Inc	Graphic Vision Associates	Graphics Universal, Inc	Indiana Printing and Publishing Company, Inc	KM Printing, LLC	Schnitz Press	SyDar of DC, LLC	Valley Graphic Service, Inc								
16	Poster (Large) Size: 24 x 36 Ink Color: 4 C/P or digital, front only Stock: Poster stock Finishing: Please also list the cost for optional lamination.	Price for 10	\$ 264.86	Price for 10	\$ 410.00	Price for 10	\$ 164.00	Price for 10	No Bid	Price for 10	\$ 225.00	Price for 10	No Bid	Price for 10	\$ 252.00	Price for 10	NO Bid
		Price for 10 (laminated)	\$ 375.22	Price for 10 (laminated)	\$ 800.00	Price for 10 (laminated)	\$ 208.00	Price for 10 (laminated)	No Bid	Price for 10 (laminated)	\$ 278.00	Price for 10 (laminated)	No Bid	Price for 10 (laminated)	\$ 378.00	Price for 10 (laminated)	NO Bid
		Price for 25	\$ 662.16	Price for 25	\$ 900.00	Price for 25	\$ 322.00	Price for 25	No Bid	Price for 25	\$ 295.00	Price for 25	No Bid	Price for 25	\$ 630.00	Price for 25	NO Bid
		Price for 25 (laminated)	\$ 938.05	Price for 25 (laminated)	\$ 1,500.00	Price for 25 (laminated)	\$ 308.00	Price for 25 (laminated)	No Bid	Price for 25 (laminated)	\$ 494.00	Price for 25 (laminated)	No Bid	Price for 25 (laminated)	\$ 945.00	Price for 25 (laminated)	NO Bid
		Price for 50	\$ 1,103.59	Price for 50	\$ 1,700.00	Price for 50	\$ 586.00	Price for 50	No Bid	Price for 50	\$ 544.00	Price for 50	No Bid	Price for 50	\$ 1,260.00	Price for 50	NO Bid
		Price for 50 (laminated)	\$ 2,317.55	Price for 50 (laminated)	\$ 2,750.00	Price for 50 (laminated)	\$ 742.00	Price for 50 (laminated)	No Bid	Price for 50 (laminated)	\$ 694.00	Price for 50 (laminated)	No Bid	Price for 50 (laminated)	\$ 1,890.00	Price for 50 (laminated)	NO Bid

² These are sample proposals and the price quoted will be used as comparable pricing for future like jobs, please maintain current printing industry standards for comparative purposes.