

REQUEST FOR PROPOSAL EVALUATION REPORT MODB2402

Description of RFP

This RFP was issued to invite proposals from local individuals, organizations, or businesses interested in operating the canteen at the Sandy Wickens Memorial Arena for a period of 2 years.

Details of Invitation

RFP invitation method: Open tender posted on the Nova Scotia Procurement website.

RFP invitation date: July 9, 2024

RFP closing date: August 1, 2024

Proposals Received

Number of Proposals Received: 2

Proponents	Total Fees excluding HST (lowest first)
Twisted Sisters Sou'West Grub N Grill	N/A
Shawn Landry	N/A

Compliance with Tender Specifications

Proponent	Compliance with RFP specifications	Details of any non-compliance
Twisted Sisters Sou'West Grub N Grill	Yes	N/A
Shawn Landry	Yes	N/A

Budget Implications

N/A

Recommendation

After careful evaluation of the proposals submitted for the canteen services at the arena, it is clear that both proponents possess significant experience in food preparation and would be capable of meeting the needs of the arena. Each proposal demonstrates a solid understanding of the requirements and offers solutions that align well with the operational demands of the arena.

Both proponents offer menus that vary slightly, yet their price points are very similar, making cost less of a differentiating factor. Both also had some gaps in the details provided concerning staffing arrangements and hours of operation.

Shawn's proposal did not include the necessary insurance documentation and food certificates. These would need to be provided if the decision were to move forward with him as the selected vendor.

Currently, Twisted Sisters pays \$115.00 per month for the use of the canteen space. They have acknowledged that this amount could be subject to an increase. In contrast, Shawn has proposed a higher rent of \$200 per month or a percentage of sales, which could offer a greater financial benefit to the arena.

Given these factors, the decision hinges not on the capability of the proponents and their proposals but rather on a strategic choice between continuing with the current provider or exploring a new partnership with a different vendor.

Remaining with the current provider offers the advantage of continuity, both administratively and operationally. The existing provider is already familiar with our processes, customer preferences, and specific capabilities and needs of the arena, reducing the learning curve and potential disruptions.

The current provider has a history of meeting expectations and delivering consistent service. This established relationship provides a level of reliability and predictability that is often reassuring in ongoing partnerships.

While the current provider has performed well, the new proponent presents an opportunity to bring in fresh perspectives and possibly new innovations that could enhance the canteen experience for patrons. Opting for a new provider could also introduce a healthy competitive spirit that might drive improvements in service quality, menu variety, and overall customer satisfaction.

So, from an administrative standpoint, it is easier and less disruptive to continue with the current provider. However, the alternative proponent also presents a strong case, and there is a reasonable argument for considering a change to explore new ideas and approaches. Both options are viable, and the decision ultimately depends on whether the preference is for continuity or for the potential benefits that might come with trying something new.