Opportunity
At the start of the 2017 school year, UCSB Dining Services (FDSN) added a new dining commons, this to service a dramatic increase in Student Housing numbers on campus. Knowing there would be increased volume at all of their dining locations this year, Dining Services decided to go out to market to find a supplier capable of handling such an increase without an interruption in supply or customer service levels.

Approach
On behalf of FDSN, the UCSB Procurement team conducted a full RFP for this commodity, doing research on current local and statewide providers and sending out bid invitations to six different suppliers. While several competing offers were eventually submitted, the incumbent Challenge Dairy won by not only offering steady service but actual savings from prior years, even with the anticipated increase in annual usage.

Client Quote
From Danielle Kemp, Dining Services Lead: “Jason and the Procurement team are very skilled in the competitive bid process. They not only anticipate our needs as a client and business partner, but consistently arrive at beneficial outcomes for both the campus and supplier awardee.”

Results
• Overall cost reduction of $3,031.02/year
• Consolidation of sku’s contributes to volume savings
• 2% Negotiated Patronage Rebate Incentive (Supplier has agreed to this term for all UCSB contracts)
• Pricing locked in for two years of contract, with three (3) one year extensions available
• This is the fourth Dining Services agreement in the last two years conducted by UCSB Procurement

Total Benefit ($15,155.10), projected over 5 years