

Off-Campus Merchant Program (P0073)		Blackboard Student Services	Off-Campus Solutions by Sodexo
	POINTS		
Demonstrated Experience	20	20	15
		125 Off-Campus Programs	60 Off-Campus Programs
Stages of work, types and amounts of resources and other elements required to implement the proposed solution.	10	10	10
Review of solutions as provided in RFP for requirements as listed in the SOW.	10	10	5
	RFP Requirements	Targeted all questions in RFP	Created own questions/answers did not address all areas of the RFP
Projected timeline to perform all facets of the implementation and continued technical support.	15	15	5
	Launch Timeline	6-10 weeks	Time period is not specified however they do outline their launch process
Proposed staffing for implementation and and continued technical support.	10	5	5
	Transaction royalty revenue	University receives royalties monthly	University receives transaction revenue quarterly.
	Marketing	Outreach excluded in S&S Option/add cost for printing material	Outreach included/add cost for printing material
Software Support, Maintenance, Enhancements and Warranty	15	15	10
	Warranty on POS system	2 Years	Merchant can purchase an optional maintenance agreement
Price	20	10	20
		One option with BB requires a \$2,650 management fee for a 50/50 split	No set-up fee or management fee. 40/60 split graduating to 50/50 over 5 years
		\$3000.00 one time set-up fee	Transaction fee and Commission Negotiable
		No management fee for the 30/70 royalty split option.	Projected income unrealistic at an average of 8.5% commission.
		Settlement and Support option waves annual management fee with a 50/50 split.	
Total Points	100	85	70

PROPOSAL SUBMISSION FROM JSA TECHNOLOGIES WAS DISQUALIFIED DUE TO IT COMING IN AFTER PROPOSAL SUBMISSION DEADLINE.

7/10/12 - PROPOSAL IS AWARDED TO BLACKBOARD STUDENT SERVICES FOR OFF-CAMPUS MERCHANT PROGRAM BASED OFF OF AWARD CRITERIA.

DATE	BUYER
7/10/2012	KDH