



Kenton County School District | It's about ALL kids.

# Issue Paper

**DATE:**

1/26/2022

**AGENDA ITEM (ACTION ITEM):**

Consider/Approve awarding the Autonomous Floor Scrubber Bid to All Pro Supply for the purchase of one unit, as indicated on the attached bid tabulation in the amount of \$44,900.00. The district will reserve the right to purchase software upgrades in years 4 & 5 if the unit test is successful and still functioning.

**APPLICABLE BOARD POLICY:**

Fiscal Management 04.32 AP.1

**HISTORY/BACKGROUND:**

An advertisement to accept sealed bids for an autonomous floor scrubber was posted on the district website on January 14, 2022. Bids were publicly opened on January 20, 2022 at 10:00AM EST. The district had on-site demonstrations of the Minuteman 20 and Tennant T3, both being acceptable units. Evaluations included a 5-year NPV of the purchase price and software maintenance with a 2% discount rate. The 5-year NPV pricing is \$52,801.57, (purchase price = \$44,900.00 + years 4 & 5 software agreement = \$4,800.00/year). The district will test one unit and if successful may choose to purchase additional units, within budget constraints. This unit is forecasted to save 4 hours/day for approximately 180 days/year in labor costs. The 5-year NPV of one unit factoring in the unit cost, software and labor equals \$23,010.35. See attached purchase analysis.

**FISCAL/BUDGETARY IMPACT:**

\$44,900.00 out of the General Fund Custodial Budget.

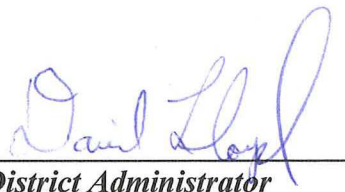
**RECOMMENDATION:**


Approval to award the Autonomous Floor Scrubber Bid to All Pro Supply for the purchase of one unit, as indicated on the attached bid tabulation in the amount of \$44,900.00. The district will reserve the right to purchase software upgrades in years 4 & 5 if the unit test is successful and still functioning.

**CONTACT PERSON:**

Jennifer Weis-Smith

  
Principal/Administrator

  
District Administrator

  
Superintendent

Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda. Principal –complete, print, sign and send to your Director. Director –if approved, sign and put in the Superintendent’s mailbox.

**KENTON COUNTY SCHOOL DISTRICT  
AUTONOMOUS FLOOR SCRUBBER BID TABULATION**

<b>Bidder</b>	<b>Manufacturer</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>5-Year NPV</b>	<b>Pricing Score</b>
<b>Single Unit</b>								
<b>All Pro</b>	Minuteman 20							
	Purchase Price	44,900.00						
	Hardware Maintenance	0.00	0.00	0.00	0.00	0.00		
	Software maintenance	0.00	0.00	0.00	4,800.00	4,800.00		
	<b>Total</b>	<b>44,900.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,800.00</b>	<b>4,800.00</b>	<b>52,801.57</b>	<b>85.00</b>
<b>Hillside Supply</b>								
	Tennant T3 - 20"							
	Purchase Price	48,762.00						
	Hardware Maintenance	4,082.00	4,082.00	4,082.00	4,082.00	4,082.00		
	Software Maintenance	4,800.00	4,800.00	4,800.00	4,800.00	4,800.00		
	<b>Total</b>	<b>53,562.00</b>	<b>4,800.00</b>	<b>4,800.00</b>	<b>4,800.00</b>	<b>4,800.00</b>	<b>70,430.49</b>	<b>56.62</b>
<b>Hillside Supply</b>								
	Tennant T7 - 26"							
	Purchase Price	49,530.00						
	Hardware Maintenance	4,082.00	4,082.00	4,082.00	4,082.00	4,082.00		
	Software Maintenance	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00		
	<b>Total</b>	<b>55,530.00</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>76,839.58</b>	<b>46.30</b>
<b>Multi-Unit Discounts</b>								
		<b>All Pro</b>	<b>Hillside T3</b>	<b>Hillside T7</b>				
	<b>Quantity</b>	<b>Unit Price</b>	<b>Unit Price</b>	<b>Unit Price</b>				
	2-5	43,900.00	46,352.00	47,053.00				
	6-10	42,900.00	43,682.00	44,700.00				
<b>Additional Replacement Parts</b>								
		<b>All-Pro</b>	<b>Hillside T3</b>	<b>Hillside T7</b>				
	Squeegee Replacement	28.37/39.29	31.30	29.50				
	Hoses	33.39	124.20	124.20				
	Filters	N/A	N/A	N/A				

- Recommended as the best evaluated proposal.

*Note: The hardware maintenance on the Tennant units is optional and not factored into the NPV for scoring purposes.  
References were not contacted because the pricing scores were greater than the total amount of the reference score in calculating the recommendation.*

**THE KENTON COUNTY SCHOOL DISTRICT  
20" ROBOTIC FLOOR SCRUBBER PURCHASE ANALYSIS**

<b>Estimated Labor Savings</b>	4	hours/day
<b># of Units</b>	1	
<b>Hour Wage</b>	16.63	/hour - 10 Years on Salary Schedule
<b>Benefits Match</b>	34.33%	

<b>Cash-Flow Analysis</b>	<b>All Pro</b>	<b>Hillside Supply</b>
Manufacturer	(Minuteman)	(Tennant)
Price (estimates)	44,900.00	53,562.00
Year 1 Total Cost	(28,815.86)	(42,277.86)
Year 2 Cost	16,084.14	11,284.14
Year 3 Cost	16,084.14	11,284.14
Year 4 Cost	11,284.14	11,284.14
Year 5 Cost	11,284.14	11,284.14
<b>5-Year NPV *</b>	<b>23,010.35</b>	<b>675.56</b>

\* - NPV Assumes a discount rate of 2.00%