

Vendor Name	Product/Service	Posting Start Date	Posting End Date	Buyer's Initials
Heartlands Payment Systems LLC	<p>Please be advised that Heartland School Solutions (HSS) is the sole source supplier of the family of products for MCS software on premise, software as a service, maintenance, support, updates & training, including but not limited to products listed below. HSS does not have authorized resellers.</p> <ul style="list-style-type: none"> • MCS Newton Point of Sale and Financials Software • MCS Edison Menus & Inventory & Warehouse Software • MCS Franklin Free and Reduced Application Processing & Scanning Software MySchoolApps Online Applications Software and Scanning • MCS VendNovation Level 2 Vending Interface, only available with machines purchased through VendNovation • POS Credit Card Payments with Verifone T650c/p credit card device • MealViewer Digital Signage and Suite Mobile App • Heartland Meal Orders • MySchoolBucks Meals and Store products including but not limited to MSBAnywhere, Activities, Accounting, Greenlight, Invoicing, Tickets, • MCS HSS Pin Pad/Optical Scanner and Extended Warranty • Any and all Updates related to the MCS Product line • Any and all Training (remote, onsite and webinar) for the MCS Product line <p>The MCS POS Serving Line Installer comes preloaded on the following POS units when ordered from HSS: UTC 2690, UTC T6150, UTC 2400, TD Pulse Ultra, UTC T6150 Tablet and Flex Tablet. The HSS Pin Pad/ Optical Scanner & Datalogic QD2220 Handheld Scanners come pre-programmed to work with MCS POS software. The terminals, pin pad and scanner are not available through other sources with the MCS POS Serving Line Installer or pre-programmed to work with MCS POS software. The APG Ario Electronic Cash Drawer 485 USBProlite is the only</p>	05/21/2025	05/31/2025	GC

	<p>electronic cash drawer programmed, tested and approved to work with MCS POS software. The MCS POS integration with credit card transactions is available only with Verifone T650c/p devices ordered from HSS. MealViewer is the only digital signage and suite system that directly connects with MCS Edison.</p> <p>The MCS software platform has been tested and approved to work with the following POS Units and Input Devices when ordered from HSS: UTC 2690, UTC T6150, UTC 2400, TD Pulse Ultra, UTC T6150 Tablet, Flex Tablet, HSS Pin Pad/Optical Scanner and Datalogic QD2220 Handheld Scanners. The following have been tested and approved to work with the MCS software platforms: Zebra LI4278 Wireless Scanner (Newton & Edison); Honeywell 1202g Wireless Scanner & Omni Directional Scanner (Newton); ScanPal EDA51/52 Scanner, & Honeywell CK65 Mobile Freezer Scanner (Edison).</p>			
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THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA
PURCHASING
REQUEST FOR SOLE SOURCE APPROVAL

The School District of Osceola County is bound by School Board policy to an open and competitive bidding process. To enforce this, the use of proprietary specifications and/or Sole Source purchases are normally not allowed. However, in some circumstances they may be justified, but there are a number of tests that must be passed first.

This is a Sole Source request for [list product or service]: MCS Software Licenses (Edison, Newton, Franklin)
Menu Planning, Meal Viewer, My School Apps and EZ Meal App.

Supplier: Heartland Payment Systems
Supplier's full address: 765 Jefferson Road Suite 400 Rochester, NY 14623
Supplier's contact person: Shelley Lorren, Senior Sales Operation Specialist
Supplier's phone #: 1 800 724 9853 ext. 83894

In order to consider any request for Sole Source status, the following must be completed and submitted with the request:

1. Sole Source Letter from the supplier.
2. Cut Sheets and Specifications.
3. Written justification, to include responses to the following questions:
 - a. Is there truly only one vendor who is able to furnish the product or service? Does the supplier possess exclusive capabilities? What are they? Provide verifiable information.
 - b. Is there a lack of responsive competition for the product or service? Why? How have you verified this?
 - c. Is the product or service vital to the District? Why/How?
 - d. Is the product or service unique and easily established as one-of-a-kind? Why/How?
 - e. Can requirements be modified so that competitive products or services be used?
 - f. What would the user agency do if the product or service were discontinued?
 - g. Are there patented or proprietary rights that fully demonstrate:
 - i. A feature providing a superior utility not obtainable from similar products.
 - ii. Product availability from only one prime source and not merchandised through wholesalers, jobbers or retailers where competition could be encouraged?

The Purchasing Department will review the request and all the supporting information and make a determination. Sole Source requests, if accepted and approved, which have a dollar value exceeding the formal bid threshold may be submitted to the School Board for review and final, formal approval.

STATEMENT OF NEED: As requester, my recommendation for Sole Source is based upon an objective review of the product/service being required and appears to be in the best interest of the District. I know of no conflict of interest on my part or involved in any way with this request. No gratuities or favors have been accepted or have had any influence on my request to Sole Source this purchase.

Signature of Requester/Supervisor: _____

Date 5/20/25

Signature of Principal/Director: _____

☐ Approved ☐ Not approved

Purchasing Dept. Signature: _____

Date _____

THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

School Nutrition Services

2320 New Beginnings Road • Kissimmee • Florida 34744

Phone: (407) 870-4678 • Fax: (407) 870-4628 • www.osceolaschools.net



May 20, 2025

Request for Sole Source Approval, Statement of Need

Vendor: Heartland School Solutions

Service: MCS Software Licenses, Menu Planning App, Meal Viewer App, My School App and EZ Meals App.

Heartland School Solutions is the developers and sole owners of MCS, as well as other essential applications for the implementation and management of our National School Lunch program, such as the Menu Planning App, Meal Viewer App, My School App, and EZ Meals App.

State regulations mandate that, as an NSLP sponsor, we can only use approved software for the National School Lunch Program, meal applications, and other program requirements. In case that Heartland School Solutions discontinued MCS, we will have to look for a new approved software and it will imply significant changes to the administration of the NSLP and it will also affect all students who use My School Bucks.

MCS is instrumental in processing students' meal applications and determining eligibility according to NSLP guidelines. Additionally, it is vital in the Meal Count and Claims process, enhancing internal controls and compliance with NSLP regulations. Implemented last year, this software required extensive setup but has greatly improved the services provided to our students.

School Nutrition Services

Judith Gordon, Director

May 1, 2025

To Whom It May Concern:

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- MCS Edison Menus & Inventory & Warehouse Software
- MCS Franklin Free and Reduced Application Processing & Scanning Software
- MySchoolApps Online Applications Software and Scanning
- MCS VendNovation Level 2 Vending Interface, only available with machines purchased through VendNovation
- POS Credit Card Payments with Verifone T650c/p credit card device
- MealViewer Digital Signage and Suite Mobile App
- Heartland Meal Orders
- MySchoolBucks Meals and Store products including but not limited to MSBAnywhere, Activities, Accounting, Greenlight, Invoicing, Tickets,
- MCS HSS Pin Pad/Optical Scanner and Extended Warranty
- Any and all Updates related to the MCS Product line
- Any and all Training (remote, onsite and webinar) for the MCS Product line

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Regards,



Susan Brady/Director, Sales Operations
Heartland Schools Solutions