



Sport Surfaces, Installation, and Related Material
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: RFP # 16-22

RFP Issued: January 3, 2017

Pre-Proposal Date: February 1, 2017

Response Due Date: February 14, 2017

Proposals Received: 6

Awarded to: AstroTurf Corporation #R162201

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 16-22 for Sports Surfaces, Installation, and Related Material on January 3, 2017, to establish a national cooperative contract for Sport Surfaces, Installation, and Related Material.

National Cooperative language was included in the RFP: Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

“Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein “Participating Agencies”) solicits proposal from qualified Offerors to enter into a Vendor Contract (“Contract”) for the goods or services solicited in this proposal.”

“Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable.”

“Region 4 ESC’s purchasing cooperative was established in 1997 to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.”

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star - Advertiser, HI
- The Herald New-Will County, IL
- The Advocate-New Orleans, LA
- USA Today
- The New Jersey Herald, NJ
- Times Union, NY
- Daily Journal Commerce, OR
- The State, SC
- Deseret News, Utah
- Richmond Times, VA
- Seattle Daily Journal Commerce, WA
- Region 4 ESC Website
- National IPA Website

On February 14, 2017 proposals were received from the following offerors:

- AstroTurf Corporation
- Brock USA LLC

- Dynamic Sports Construction, Inc.
- FieldTurf USA, Inc.
- Sport Surface Specialties, LLC
- Stout Hardware Floor Company, Inc.

The proposals were evaluated by an evaluation committee using the evaluation criteria established in the RFP. The committee elected to recommend an award to AstroTurf Corporation who submitted competitive pricing and product ranges.

On Tuesday, April 25, 2017 the Board of Directors of Region 4 Education Service Center (ESC) approved the Sport Surfaces, Installation, and Related Material.

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of June 1, 2017.

Contract Highlights:

- Owned by SportGroup, founded in 1969, a global leader in artificial turf systems and running tracks.
- National capabilities with 21 direct sales representatives throughout the United States.
- AstroTurf has its own in-house testing and turf research facility.
- \$60 million bonding capacity.
- 3rd party Warranty Insurance Policy.
- Extensive product information is available at www.astroturf.com

Pricing/Discount:

Discount percentage off list 3%

Term:

Initial three (3) year agreement effective June 1, 2017 through May 31, 2020 with the option to renew for two (2) additional one-year periods through May 31, 2022.

National IPA Web Landing Page:

<http://www.nationalipa.org/Pages/Contracts-search.aspx?k=astroturf>