



Athletic and Physical Education Supplies and Team Uniforms
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: RFP# 16-07

RFP Issued: May 25, 2016

Pre-Proposal Date: June 2, 2016

Response Due Date: June 27, 2016

Proposals Received: 13

Awarded to: BSN Sports # R160701

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 16-07 for Athletic and Physical Education Supplies and Team Uniforms on May 25, 2016, to establish a national cooperative contract for athletic and physical education supplies and team uniforms.

National Cooperative language was included the RFP, 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."

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

- Region 4 Education Service Center website
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star - Advertiser, HI
- The Herald News – Will County, IL
- The Advocate - New Orleans, LA
- USA Today
- The New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times, VA
- The Olympian, WA
- Houston Community Newspapers (Cy Creek Mirror), TX

On June 27, 2016 proposals were received from the following offerors:

- Mansion Athletics
- Sign Champ, Inc.
- Sign Solutions, Inc.
- Medco Sports Medicine
- SteelLocker Sports, Inc.
- Richey Athletics
- NASCO
- Samson Equipment, Inc.
- BSN Sports, LLC
- Ares Sportwear
- School Specialty, Inc.
- Barcelona Sporting Goods
- Beast Up Gear LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend awards to BSN Sports, LLC and Samson Equipment. Both vendors submitted comparable proposals with comparably competitive pricing and product ranges.

On Tuesday, August 23, 2016 the Board of Directors of Region 4 Education Service Center (ESC) approved the dual award for athletic and physical education supplies and team uniforms.

The Board of Directors of Region 4 Education Service Center and The Cooperative Purchasing Network (TCPN) executed the agreement with a contract effective date of October 1, 2016.

Term: Initial three (3) year agreement effective October 1, 2016 through September 30, 2019 with the option to renew for two (2) additional one-year periods through September 30, 2021.

Pricing/Discount:



BSN SPORTS & US Games National IPA Contract Pricing

- In-Stock Athletic Equipment Products – 18% off current catalog price
- In-Stock Physical Education Products – 22% off current catalog price
- In-Stock Fitness Products – 15% off current catalog price
- Select In-Stock Apparel Products – 30% off current catalog price
 - * Does not include custom uniforms or decoration
- Select In-Stock Footwear Products – 20% off current catalog price
- Drop Ship (DS) Products – 8% off current catalog price
 - * Yellow highlighted items are In-Stock items, all other items are drop ship.
- FREE Shipping, no minimum order required
 - * Free Shipping available in the contiguous United States. 15% flat rate for AK and HI. Some exclusions apply visit BSNSPORTS.com/NIPAFreeFreightExclusions.
- Eligible participants must reference "National IPA/TCPN contract number or bid ID"

