



Scoreboards and Electronic Signs, Installation and Related Products and Services
Executive Summary

Lead Agency: Region 4 Education Service Center
(ESC)

Solicitation: 17-01

RFP Issued: January 13, 2017

Pre-Proposal Date: N/A

Response Due Date: February 23, 2017

Proposals Received: 3

Awarded to: Daktronics, Inc

Region 4 Education Service Center (ESC) issued RFP #17-01 on January 13, 2017, to establish a national cooperative contract for Scoreboards and Electronic Signs, Installation and Related Products and Services.

The solicitation included cooperative purchasing language in Section A. Introduction:

I. Background on Region 4 Education Service Center

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 government agencies and non-profit organizations (herein “Participating Agencies”) solicits proposals 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 as a means 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:

- Region 4 Education Service Center (ESC) website
- National IPA website
- USA Today, nationwide

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On February 23, 2017 proposals were received from the following offerors:

- Daktronics, Inc
- Electro-Mech
- Nickerson Corp

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to award to Daktronics, Inc.

Region 4 Education Service Center (ESC) executed a contract with effective date of May 1, 2017.

Contract includes:

- Electronic Signs
- Scoreboards, Software & Service
- Stadium Sound/Audio Systems
- Message Display
- Video Display
- Digital Billboards
- Campus Communication

Term:

Initial three year agreement from May 1, 2017 through April 30, 2020 with the option to renew for two (2) additional one-year periods through April 30, 2022.

Pricing/Discount: 10% discount on standard catalog scoreboards, electronic signs, accessories and audio products

National IPA Web Landing Pages: www.nationalipa.org/Vendors/Pages/Daktronics.aspx