



Playground Systems, Installation, Service and Related Items
Executive Summary

Lead Agency: Region 4 Education Service Center
(ESC)

Solicitation: 17-03

RFP Issued: February 1, 2017

Pre-Proposal Date: N/A

Response Due Date: March 15, 2017

Proposals Received: 12

Awarded to: Landscape Structures, Inc

Region 4 Education Service Center (ESC) issued RFP #17-03 on February 1, 2017, to establish a national cooperative contract for Playground Systems, Installation, Service and Related Items.

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 March 15, 2017 proposals were received from the following offerors:

- Charles J Becker and Bro, Inc DBA Beckers School Supplies
- Adventure Playground Systems, Inc
- BCI Burke Company, LLC
- Exofit Outdoor Fitness
- Icon Shelter Systems, Inc
- Landscape Structures, Inc
- Parkitect, LLC
- Play and Park Structures
- Playcraft Systems
- Playworld Systems, Inc
- Spohn Ranch, Inc
- Superior International Industries, Inc DBA Superior Recreational Products

The proposals were evaluated using the evaluation criteria established in the RFP. Region 4 Education Service Center (ESC) elected to award to BCI Burke Company, LLC, Landscape Structures, Inc., Play and Park Structures, Playcraft Systems and Spohn Ranch, Inc.

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

Contract includes:

- Playground Equipment
- Outdoor Fitness Equipment
- Safety Surfacing
- Skateparks
- Waterplay Surfacing

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: 6% off MSRP. 2% additional discount for orders over \$80,000.

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