



2555 Meridian Blvd., Suite 300, Franklin, TN 37067

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE

October 26, 2016

Mr. Jim Burnett
Executive Vice President
ServiceWear Apparel, Inc.
7135 Charlotte Pike, Suite 100
Nashville, Tennessee 37209

Re: Award of Contract # R160801

Dear Mr. Burnett:

Per official action taken by the Board of Directors of Region 4 Education Service Center, on October 25, 2016, National IPA is pleased to announce that ServiceWear Apparel, Inc. has been awarded an annual contract for the following, based on the sealed proposal (RFP# 16-08) submitted on July 19, 2016:

Commodity/Service

Contractor

Apparel, Uniforms, Accessories, Products
and Services

ServiceWear Apparel, Inc.

This contract is effective November 1, 2016 and will expire on October 31, 2019. As indicated above, your Contract # is R160801. This contract may be renewed annually for an additional two (2) years if mutually agreed by Region 4 ESC/National IPA and ServiceWear Apparel, Inc.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Christine Dorantes, Contract Manager assigned to your contract at 615.431.8182 or christine.dorantes@nationalipa.org

Sincerely,

Deborah Bushnell, CTSBO
Contract Manager



To: Robert Zingelmann
Chief Financial Officer

From: Jason Wickel
Purchasing Cooperative Coordinator

Date: October 3, 2016

Re: Single Award Justification

The evaluation committee has reviewed the responses and recommend that the following company be awarded:

- ***ServiceWear Apparel, Inc.***

The recommended vendor submitted an offer that the evaluation committee determined to demonstrate the ability to provide and perform the services requested in the proposal. ServiceWear Apparel and VF Imagewear as a “Seamless Partnership” have engaged a proposal to fit the need of school districts, universities, public agencies and non-profits. Their detailed response is favorable in all aspects and pricing. Offering many product and service lines, a dedicated customer service team specific to Region 4 & Natl. IPA/TCPN participants, offering a 42.50% discount (USC is 38.889%) with the ability for deeper discounts in volume, supply chain management concepts, added services (hemming @ no charge), ability to purchase specialty goods, offers an additional 2% discount on Net 30day accounts. We found their proposal to be aggressive and offered participants a variety of product and service options. Their proposal was by far responsive in providing detail on each level of the evaluation process.

ServiceWear is well established with a long history in the business. They have national capabilities and a proven track record of service and quality to participating agencies. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

Please let me know if you have any questions.