



## Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

BSN SPORTS, LLC hereby provides notice of the following update to  
(Vendor Name)

Contract number: R201101 for Athletic, Physical Education Supplies and Team Uniforms on this date 5/1/2020.  
Contract Title

**Instructions:** Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

**Authorized Distributors/Dealers**  
\_\_\_\_ Addition  
\_\_\_\_ Deletion  
\_\_\_\_ Supporting Documentation

**Price Update**  
 Supporting Documentation

**Products/Services**  
\_\_\_\_ New Addition  
\_\_\_\_ Update Only  
\_\_\_\_ Supporting Documentation

**Discontinued Products/Services**  
\_\_\_\_ Supporting Documentation

**States/Territories**  
\_\_\_\_ Supporting Documentation

**Other** \_\_\_\_\_  
\_\_\_\_ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary). Request to update to Current BSN SPORTS and US Games Catalogs. As noted in the response, BSN SPORTS updates catalogs in the Spring and Fall of each year. This catalog is effective February 2021. The discounts schedules remain the same throughout the catalog offering.

Submitted By: John Crain

Title: Sales Operations Manager

Contact Number: 972 884-7216

Email Address: jcrain@bsnsports.com

**Approved Date** 5/1/2020 6/1/2021 | 12:26 PM PDT

**Denied Date** \_\_\_\_\_

DocuSigned by:  
Robert Eigelmann  
Region 4 ESC: \_\_\_\_\_  
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May 1, 2021

Robert Zingelmann  
Chief Financial Officer  
Region 4 Education Service Center  
7145 West Tidwell Road  
Houston, TX 77092

It has been a great year working with Region IV and its members partaking in the Region 4 Education Service Center Contract R201101.

We are excited that our new Spring 2021 BSN SPORTS and US Games catalogs have arrived and request to update our offering. Based on our response disclaimer, "Prices based on the most current catalog" we are formally requesting to update the catalog offering. We do our best to incur as much of these increases as possible without burdening our customers.

The new catalog offering will remain with the same discount structure. For your convenience, below summarizes the discount structure offered to Region 4 Education Service Center and OMNIA Partners-Public Sector/National IPA members.

- Stock Athletic Equipment Products –18% off current catalog price
- In-Stock Physical Education Products –22% off current catalog price
- In-Stock Fitness Products –18% off current catalog price
- Select In-Stock Apparel Products –35% off current catalog price (Does not include decoration)
- Select In-Stock Footwear Products –30% 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. 20% flat rate for AK and HI. Some exclusions apply visit:  
[WWW.BSNSPORTS.com/NIPAFreeFreightExclusions.com](http://WWW.BSNSPORTS.com/NIPAFreeFreightExclusions.com)

The 2021 BSN SPORTS and US Games catalogs are typically printed twice in one year January 2021 (Spring catalogs) & July 2021 (Fall catalogs.) Prices for the Spring catalogs are valid from January 2021 through July 2021 and prices for the Fall catalogs are valid from Aug 2021 through Dec 2021. Prices are based on the current year's catalog when the order is received. This pricing will be for the Spring 2021 catalogs which will run through until our next update.

As part of the supporting documentation price updates, we have enclosed the price file(s) for January 2021 BSN SPORTS and US Games (Spring catalogs). The list price increase is determined by several factors to include tariffs, raw materials, fuel, labor & benefits, technology and shipping. We have not updated the pricing since the original RFP was awarded in the Fall of 2020 which was based on our Spring 2020 Catalogs and there have been multiple increases in costs during this time. The average adjustment on the catalogs (BSN SPORT and US Games) amounts to increase to reflect inflationary costs from 2020-2021.



All BSN SPORTS and US Games items are available online at:

[WWW.BSNSPORTS.COM](http://WWW.BSNSPORTS.COM)

[WWW.USGAMES.COM](http://WWW.USGAMES.COM)

BSN SPORTS is constantly working towards improving the student, teacher, coach, municipal employee & volunteer experience and to do so we want to make sure these items are made available.

We are excited as we continue our relationship with Region IV and its members. We look forward to a fantastic 2021 and beyond and please let us know how we can be of any assistance.

Sincerely,

John Crain  
BSN SPORTS  
Sales Operations Manager