



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, LC _____ hereby provides notice of the following update to
(Vendor Name)

Contract number: R 21101 _____ for Athletic, Physical Education Supplies and Team Uniforms on this
date 3/1/2023 _____
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 January 2023. The discounts schedules remain the same throughout the catalog offering.

Submitted By: John Crain _____

Approved Date 4/24/2023 | 3:37 PM CDT

Title: Sales Operations Manager _____

Denied Date _____

Contact Number: 972 884-7216 _____

Email Address: jcrain@bsnsports.com _____

DocuSigned by:
Robert Engelmann
Region 4 ESC: _____
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March 1, 2023

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

It has been another 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 2023 BSN SPORTS and US Games and apparel/footwear catalogs have been completed. 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 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.

- 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 (Discount does not apply to 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:
- <https://www.bsnsports.com/OMNIAfreefreightexclusions/>

The 2023 BSN SPORTS and US Games catalogs are typically created twice each year January 2023 (Spring catalogs) & July 2023 (Fall catalogs.) Prices are based on the current year's catalog when the order is received. This pricing will be for the Spring 2023 catalogs. We have added a new catalog link for our apparel & footwear brands to enhance our customer experience by locating them all one area of our site with searchable capabilities.

Nike has replaced the previous license holder for MLB Replica jerseys The pricing will still reflect the 18% discount as shown in the BSN SPORTS catalog.



As part of the supporting documentation price updates, we have enclosed the price file(s) for our January 2023 BSN SPORTS and US Games (Spring catalogs). The list price increase is determined by several factors to include, but not limited, to aluminum, steel, oil, other raw materials, tariffs, fuel, labor (both domestic and overseas), benefits, technology, and shipping (both domestic and overseas). There have been multiple increases in costs since the release of our Fall 2022 catalogs, but we have not increased prices for our participating members. The average adjustment on the catalogs (BSN SPORTS and US Games) amounts to a [REDACTED] increase to reflect the inflationary costs listed.

All items are available online at:
WWW.BSNSPORTS.COM
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 2023 and beyond and please let us know how we can be of any assistance.

Sincerely,

John Crain
BSN SPORTS
Sales Operations Manager