



Inmate and Detention Supplies, Solutions and Services
Executive Summary

Lead Agency: County of Sacramento, CA

Solicitation: RFP #8259

RFP Issued: February 3, 2016

Pre-Proposal Date: February 19, 2016

Response Due Date: April 19, 2016

Proposals Received: #9

Awarded to: Bob Barker Company Contract #WA00034777

The County of Sacramento Purchasing Division issued RFP #8259 Inmate and Detention Supplies, Solutions and Services on February 3, 2016, to establish a national cooperative contract for Inmate and Detention Supplies, Solutions and Services.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Public Purchase – County of Sacramento
- Richmond Times- Dispatch, VA
- Hawaii Tribune–Herald, HI
- Daily Journal of Commerce, OR
- The State, SC
- The Olympian, WA
- Times Union, NY
- The Salt Lake Tribune, UT
- National IPA website

On April 19, 2016 proposals were received from the following offerors:

- Acme Supply Co., Ltd
- Bob Barker Company, Inc.
- CHARM-TEX
- Cornerstone Detention Inc.
- Pacific Business Group Inc.
- Paradise Pillow Inc.
- Uniforms Manufacturing Inc.
- Victory Supply LLC
- Suppliers

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Bob Barker Co., Pacific Business Group Inc., and Victory Supply LLC and proceeding with contract award upon successful completion of negotiations and Best and Final Offers (BAFO).

The County of Sacramento, CA, National IPA and Bob Barker successfully negotiated a contract and the County of Sacramento executed the agreement with a contract effective date of October 5, 2016.

Contract includes:

A wide variety of inmate and detention, supplies, solutions and services including, but not limited to, the following categories: clothing, footwear, bedding and linens, mattresses, laundry, medical supplies, personal hygiene products, examination gloves, recreation and additional categories such as *officer only*, commissary and drug testing kits.

- ❖ Freight rate built into pricing
- ❖ Payment terms are Net 30
- ❖ Payment accepted via Credit Card

Term:

Initial one-year agreement from October 5, 2016 through October 4, 2017 with the option to renew for four (4) additional one-year periods through October 4, 2021.

The County of Sacramento has elected to further renew this contract through October, 4, 2024.

Pricing/Discount:

Bob Barker Company offers percent off catalog pricing:

<u>Category Description</u>	<u>Discount</u>
Bedding, Mattress Covers, Linens	15%
Clothing, Underwear & Socks	25%
Footwear	10%
Mattresses	10%
Furnishings	0%
Janitorial	15%
Misc. Personal Care	8%
Shampoo, Lotion and Soaps	5%
Examination Gloves	10%
Recreation and Games	15%
Suicide Prevention	10%
Officers Only	10%
Restraints	10%
Healthcare	15%