



ATHLETIC, PHYSICAL EDUCATION SUPPLIES, AND TEAM UNIFORMS
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 20-11

RFP Issued: February 13, 2020

Pre-Proposal Date: March 10, 2020

Response Due Date: July 14, 2020

Proposals Received: #7

Awarded to: BSN Sports LLC

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-06 on March 18, 2020, to establish a national cooperative contract for Athletic, Physical Education Supplies, and Team Uniforms.

The solicitation included cooperative purchasing language in Sections I. Scope of Work, National Contract (RFP, Page 2):

(RFP, Page 2) NATIONAL CONTRACT

The Region 4 Education Service Center (“ESC”), as the Principal Procurement Agency, defined in APPENDIX D, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Purchasing Cooperative Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D contains additional information about OMNIA Partners and the cooperative purchasing program.

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

- Region 4 ESC website
- OMNIA Partners, Public Sector 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
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

On July 14, 2020 proposals were received from the following offerors:

- BSN Sports LLC
- Prismview
- Samson Equipment
- School Specialty
- Medco Sports Med
- Riddell
- School Health Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that the following demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members:

- BSN Sports LLC
- Samson Equipment
- School Specialty
- Riddell
- School Health Corporation

Region 4 ESC executed the agreement with a contract effective date of October 1, 2020.

Contracts include:

Awarded Offeror's complete catalog and services that include but are not limited to: over 100,000 name brand and house brand products (physical education products, athletic equipment products, fitness products, drop ship products, non-standard product and installation services), and value-added line of promotional products (such as decorated tumblers, water bottles, cooler's, backpacks, and other items which have become in high demand).

Term:

Initial three-year agreement from October 1, 2020 through September 30, 2023 with the option to renew for two (2) additional one-year periods through September 30, 2025.