



COMMENT AND REVIEW

to the

REQUEST FOR PROPOSAL (RFP) #050924

Entitled

Athletic and Physical Education Equipment with Related Supplies

The following advertisement was placed March 21, 2024 in *USA Today*, in South Carolina’s *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, March 22, 2024 in Oregon’s *Daily Journal of Commerce*, and March 21 and March 28, 2024 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Athletic and Physical Education Equipment with Related Supplies to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 9, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

22 STEEL, LIMITED DBA FOREVERLAWN CENTRAL TEXAS	Lunar Contracting
Advanced Exercise	Metagenics Fitness, Inc.
Advantage Auto Leasing, Inc.	MFAC, LLC
American Soccer Company, Inc. dba SCORE® Sports	MHEC
Americana Building Products, Inc.	Microlife USA, Inc.
Anchortex Corporation	Modular Pumptrack USA, Inc.
Arizona Sports Installation, Inc.	MRG Hauff, LLC
Arvita Trade, Inc.	Multimedia Led, Inc.
Ascentia Management, LLC	Nasco Education, LLC
B&L Distributors, Inc.	Panel Built, Inc.
Beacon Athletics, LLC	Performance Health Supply, Inc. dba Medco Supply
Becker Arena Products	Pioneer Manufacturing Company
Bob Barker Company	PLAE Vertical, Inc.

Bolt Fitness Supply	PWXPress
Cannon Sports, Inc.	Richey & Son, Inc.
Covermaster, Inc.	Riddell / All American Sports Corp.
Data Entry Outsourcing Services, LLC	Rink Systems, Inc.
Deborah Alston	S&S Worldwide
Defiant Strength, Inc.	School Health Corporation
Draper, Inc.	School Specialty, LLC
Dynamic Fitness and Strength, LLC	Schutt Sports, LLC
ECOWORKZ, INC.	Shade 'N Net of Arizona, Inc.
Everlast Climbing Industries dba Colorado Time Systems	SHOWBOSS, LLC
Fitness Superstore, Inc.	SIEGEL PERFORMANCE SYSTEMS
Formetco, LLC	SportsArt America, Inc.
Fun and Function	STEMfinity, LLC
H&H Trailer Sales, Inc.	Sun Capital Enterprises, LLC
iBenzer, Inc.	Superior Flooring
Intelligent Marking USA, Inc.	T. Litzen Sports
It's Greek To Me, Inc.	The Prophet Corporation (Gopher Sport)
Jaypro Sports, LLC	TRIGON SPORTS INTERNATIONAL
Johnson Health Tech North America, Inc.	Turf Robotics, LLC
KeyRec, LLC	United Supply Corp.
Kidstuff Playsystems, Inc.	Universal Athletic, LLC
Lakeshore Learning Materials	Varsity Brands Holding Co., Inc. (Varsity Spirit Fashion)
Le Groupe Sports-Inter, Inc.	vCloud Tech, Inc.
Life Fitness, LLC	Wenger Corporation
LifeTec, Inc.	www.alphadevelopersllc.com
Litania Sports Group dba Porter Athletic and Gill Athletics	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on May 9, 2024, at 4:30 pm CT. Proposals were received from the following:

- American Soccer Company, Inc. dba SCORE® Sports
- Anchortex Corporation
- Arizona Sports Installation, Inc.
- Defiant Strength, Inc.
- Draper, Inc.
- Everlast Climbing Industries dba Colorado Time Systems
- Jaypro Sports, LLC
- KeyRec, LLC
- Litania Sports Group dba Porter Athletic and Gill Athletics
- Microlife USA, Inc.
- Modular Pumptrack USA, Inc.
- Performance Health Supply, Inc. dba Medco Supply

Pioneer Manufacturing Company
PLAE Vertical, Inc.
Riddell / All American Sports Corp.
School Health Corporation
STEMfinity, LLC
The Prophet Corporation (Gopher Sport)
Varsity Brands Holding Co., Inc. (Varsity Spirit Fashion)

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, Procurement Analyst
Bill Davison, CPPO, NIGP-CPP, Procurement Analyst
Nicole Lueth, Procurement Analyst
Ashley Powers, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Arizona Sports Installation Inc, KeyRec, LLC, and Performance Health Supply, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

All American Sports Corp dba Riddell has been a producer and reconditioner of protective sports equipment with a large emphasis on football helmets. They provide a dedicated, factory direct sales and service force to participating entities across the United States and eastern Canada. Riddell provides a unique, advanced technology attribute through the Tru-Fit System and Insite systems that monitor how many hits a player takes during a game and tracks impact location and trends. Riddell offers other protective football equipment accessories along with equipment and supplies for other sports including baseball, softball, soccer, volleyball, etc. Riddell is offering a competitive discount for both new equipment, supplies, and reconditioning services.

Defiant Strength, Inc., has partnered with TKO Strength and Performance to provide strength training, performance, and boxing equipment. Their sales staff and dealer network will serve Sourcewell participating entities throughout the United States and Canada. Their products come with a standard warranty, and they offer a substantial discount off MSRP.

Draper, Inc. offers a full line of turn-key indoor and outdoor gymnasium equipment. They are present in all US states, serve all Canadian provinces, and more than 20 countries around the world. Their network of 60 installation dealers and 250 aftermarket sales and service dealers is supported by regional managers that live in their territories around the country. Draper, Inc. is offering discounted, not to exceed pricing and additional volume discounts.

Jaypro Sports is an athletic equipment manufacturer that works through three (3) business segments supplying athletic equipment: Indoor Construction, Aftermarket Sales, and Outdoor Construction. All business is supported through their 300+ dealer network covering participating entities in the United States and Canada. Jaypro Sports manufactures and distributes a wide variety athletic equipment product for fields, outdoor courts, stadiums, indoor gymnasiums, and recreational facilities, including installation services for a turnkey solution. Jaypro Sports is offering participating entities a competitive discount of list price as well as an additional volume discount for all single orders over \$25,000.

Litania Sports Group, Inc., d/b/a Porter Athletics and Gill Athletics, manufactures a large variety of athletic equipment. They have maintained a partnership with the National Federation of High Schools (NFHS) since 2014 and a partnership with the National Collegiate Athletic Association (NCAA) since 2016. Their network of over 500 dealers will serve Sourcewell participating entities in the United States and Canada. They are offering Sourcewell participating entities solid pricing discounts.

The Prophet Corporation is a manufacturer and distributor that makes and sells quality products for various fields, such as physical education, athletics, fitness, strength and conditioning, and recreation. They serve the U.S., its territories, and Canada from their two locations in Minnesota and guarantee "Unconditional 100% Satisfaction." Prophet offers customers the benefits of an online marketplace with personalized pricing, tailored training, and free physical education lesson plans, as well as a generous item-by-item discount and increasing volume discounts.

School Health Corporation distributes athletic equipment for 1,300 manufacturers. Their robust sales team is ready to serve Sourcewell participating entities throughout the United States. They offer physical education curriculum through the Five for Life program. School Health Corporation offers competitive pricing discounts to Sourcewell participating entities.

STEMfinity, LLC is a supplier of STEM educational resources serving all the United States and Canada. A curated selection of over 10,000 vetted STEM products from over 125 brands is available on their website and their team of STEM experts stands ready to customize solutions. They are the exclusive K-12 education reseller of HADO technology sports, featuring no cost operator training, and DFRobot in the United States. They offer their products and services through e-procurement and give a generous pricing discount.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #050924 to:

All American Sports Corp dba Riddell	#050924-RIL
Defiant Strength, Inc.	#050924-DFT
Draper, Inc.	#050924-DRP
Jaypro Sports	#050924-JAY
Litania Sports Group, Inc., d/b/a Porter Athletics and Gill Athletics	#050924-PTA
The Prophet Corporation	#050924-PRO
School Health Corporation	#050924-SHC
STEMfinity, LLC	#050924-STN

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Lisa Truax

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Lisa Truax, CPPB, Procurement Analyst

Sourcewell

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Ashley Powers

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Ashley Powers, Procurement Analyst


STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #050924 for Athletic and Physical Education Equipment with Related Supplies**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on August 20, 2024.

Signed by:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer