



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #041123
Entitled

Sports Lighting Solutions with Related Technology, Equipment, and Services

The following advertisement was placed February 21, 2023 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, February 22, 2023 in Oregon's *Daily Journal of Commerce*, and February 21 and February 28, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Sports Lighting Solutions with Related Technology, Equipment, and Services 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 April 11, 2023, 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:

Afcomm, LLC	Musco Sports Lighting, LLC
Ainsworth, Inc.	Power-Flo Technologies
Alani Restoration Construction, LLC	Premier Sports Lighting, LLC
Alco Building Solutions	PWXPress
Alpha Supply, LLC	Qualite Sports Lighting, LLC
Ambor Structures, Inc.	Regina Construction Association
Apadana, LLC	Schreder Lighting, LLC
Atlas American Lighting	Sequel Electrical Supply, LLC
Conrad Lighting Solutions, Inc.	Shineto Lighting USA, LLC
Cooper Lighting, LLC	Simply Bright Ideas, Inc.
Daybreak LED, LLC	Skilled Services, LLC
Del Innovation Design, Inc.	Sled Consulting, LLC
DIAMOND POWER CONSULTANT GROUP, INC.	Source Atlantic, Ltd.

Environmental Energy, LLC	SX Energy Efficiency Solutions, Inc.
Hellas Construction, Inc.	Techline Sports Lighting, LLC
Houle Electric, Ltd.	Think Green Solutions, Inc.
Illumination Technology Group, LLC	Unique Lighting & Control Corp.
LEDVANCE	Victoria Communication Services, Inc.
Luna By The Moon, LLC	Wesco Distribution Canada
Mid Atlantic High Reach	Weston Solutions
Mled Tech, LLC	Zooks Welding, LLC
MONTIMBER DS, LLC	

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 April 11, 2023 at 4:31:34 pm CT. Proposals were received from the following:

Alpha Supply, LLC
 Cooper Lighting, LLC
 Daybreak LED, LLC
 Hellas Construction, Inc.
 LEDVANCE
 Musco Sports Lighting, LLC
 Schreder Lighting, LLC
 Shinetoo Lighting USA, LLC
 Techline Sports Lighting, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
 Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst
 Michael Muñoz, CPPB, Procurement Analyst
 Bill Davison, NIGP-CPP, CPPO, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Cooper Lighting, LLC is offering a broad array of indoor and outdoor sports lighting products for small applications to large stadiums and for new construction and retrofit projects. A standard five or ten year warranty applies to material purchases with the option to add labor warranties and service contract options. They are providing participating entities in the United States and Canada a solid discount off MSRP.

Hellas Construction, Inc. is offering turn-key solutions from retrofits to new sports light projects. They provide sports lighting solutions, installation, warranty service, and training. They have a large sales and service force that can accommodate many projects concurrently in the United States. Hellas Construction, Inc. is providing Sourcewell participating entities a competitive discount off list pricing.

Musco Sports Lighting is a manufacturer of sports lighting solutions, technology, software, project management, installation services, and maintenance services. These products and services are supported by a 25-year or 10-year warranty. Their product offering is available to Sourcewell participating entities across the USA and Canada through their dedicated sales, operation, maintenance, and customer service team. All products and services proposed are being provided at competitive, discounted rates off MSRP, with competitive financing solutions through Musco Finance.

Schreder Lighting, LLC is offering sports light solutions, lighting photometry design, engineering of poles and brackets, controls and electrical engineering support, project management and installation through electrical contractor partners. Their direct sales team and agent representatives are available to Sourcewell participating entities throughout the United States and Canada. Schreder Lighting, LLC is providing a solid discount off list pricing.

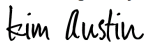
Techline Sports Lighting is a manufacturer of sports lighting solutions and provides new and retrofit lighting design, installation, and support. These products and services are being provided throughout the United States by a direct sales team and agency representatives. Sourcewell's participating entities will have access to a competitive discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #041123 to:

Cooper Lighting, LLC	#041123-CPL
Hellas Construction, Inc.	#041123-HLC
Musco Sports Lighting, LLC	#041123-MSL
Schreder Lighting, LLC	#041123-SRD
Techline Sports Lighting, LLC	#041123-TCE

The preceding recommendations were approved on June 14, 2023.

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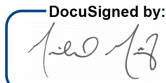
Kim Austin, MBA, CPPB, Procurement Lead Analyst

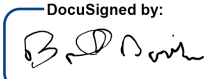
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Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst

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Michael Muñoz, CPPB, Procurement Analyst

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Bill Davison, NIGP-CPP, CPPO, 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 #041123 for Sports Lighting Solutions with Related Technology, Equipment, and Services**.

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 contracts.
2. The procurement process and resulting contracts 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.

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