



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #071223
Entitled

Fabric Structures with Related Materials and Services

The following advertisement was placed May 18, 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, May 19, 2023 in Oregon's *Daily Journal of Commerce*, and May 18 and May 25, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Fabric Structures with Related Materials 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 July 12, 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:

Accu Steel, Inc.	Orbus, LLC (Orbus Holdco)
Acela, Inc. (Paladin Disaster Preparedness Solutions, Acela Truck Company)	PorterCorp (Poligon)
AGAE Contractors, Inc.	Prime Vendor Inc.
Air Structures American Technologies, Inc.	PWXPress
Atlas Greenhouse, LLC (Atlas Manufacturing, Atlas Metal Buildings)	Regina Construction Association
Britespan Building Systems, Inc.	Right Manufacturing Systems, Inc.
BROWN CORPORATION	Rubb Building Systems
Calhoun Super Structures, LTD	Rycon Construction
Clearspan Fabric Structures International, Inc.	Shade 'N Net of Arizona, Inc.
Construction Industry Center	Shade Systems Inc
Giant Media, LLC	Technology International, Inc.

Hawkeye Steel Products, Inc.	The Wilson Group, Inc.
Legacy Building Solutions, Inc.	Utech Products, Inc.
Mobile Modular Management Corp.	WWRC, Inc.
Norseman Building Systems, Inc.	Yeadon Fabric Domes, 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 July 12, 2023 at 4:32:33 pm CT. Proposals were received from the following:

Accu Steel, Inc.
 Acela, Inc. (Paladin Disaster Preparedness Solutions, Acela Truck Company)
 Air Structures American Technologies, Inc.
 Atlas Greenhouse, LLC (Atlas Manufacturing, Atlas Metal Buildings)
 Britespan Building Systems, Inc.
 Calhoun Super Structures, LTD
 Clearspan Fabric Structures International, Inc.
 Hawkeye Steel Products, Inc. dba Span-Tech Fabric Buildings
 Legacy Building Solutions, Inc.
 Orbus, LLC (Orbus Holdco)
 PorterCorp (Poligon)
 Rubb Building Systems
 Shade 'N Net of Arizona, Inc.
 Shade Systems Inc
 Yeadon Fabric Domes, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Supervisor
 Carol Jackson, Procurement Analyst
 Craig West, Procurement Analyst
 Nick Scholer, 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 responses from PorterCorp, Shade 'N Net of Arizona, Inc. and Shade Systems Inc, fell 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.

Accu-Steel, Inc. offers six primary fabric building styles, each of which is fully engineered and customizable to customer requirements. Their sales force and certified dealers cover and service all of North America. Accu-Steel Inc. offers a strong warranty and extends the length exclusively to Sourcewell participating entities. They also offer Sourcewell participating entities a competitive discount off standard pricing.

Air Structures American Technologies Inc. provides clear-span air fabric structure products, design, and services for recreational, industrial, and many other needs at an affordable price. All their structures are engineered to account for local building codes including the requirements for wind and snow loads. They can provide sales and

service support all Sourcewell participating entities in the United States and Canada. Air Structure American Technologies, Inc. also offers a competitive discount from catalog prices.

Atlas Greenhouse, LLC is providing fabric covered structures, along with a full line of greenhouse solutions. They design, engineer, and manufacture multipurpose structures with clear spans ranging from 16' wide to 41' 6" wide. Atlas Greenhouse is ready to sell, serve and install in the United States. Atlas Greenhouse is offering a substantial discount from MSRP pricing.

Britespan Building Systems, Inc. offers competitive building solutions for permanent, temporary, and portable fabric buildings that are pre-engineered for site-specific code compliance. They provide a wide variety of services including new construction, replacement covers, maintenance and accessories. With their sales force and authorized dealers, they cover the United States and Canada. Britespan's warranty coverage and a competitive discount off MSRP pricing is available to Sourcewell participating entities.

Calhoun Super Structures, LTD custom designs, engineers, and manufactures fabric buildings for any industry and application from 16' wide up to 250' wide. Their fabric structures are protected from rust and deterioration by using hot dip galvanization on every welded truss. They have an extensive dealer network of over 40 dealers that will sell and provide service to Sourcewell participating entities throughout the United States and Canada. Calhoun Super Structures, LTD is offering a solid discount off their list pricing.

ClearSpan Fabric Structures International offers rigid frame fabric structures and a whole solutions package including material, turnkey structures, custom building and accessories, installation, and helical foundation. They have a sales force that is available in the United States and Canada. Their fabric covers are 100% recyclable, and the content of the steel framework may contribute to a project's eligibility for LEED certification. ClearSpan offers a competitive discount off MSRP pricing with a notable warranty on covers and frames.

Hawkeye Steel Products dba Span-Tech Fabric Buildings offers nine standard building profiles with materials only or turnkey solutions, including fully customized designs. Span-Tech Buildings relies on its extensive United States-based dealer network for installation and foundation services. Installation services are also available in Canada. They offer warranty coverage and pricing that includes a competitive discount off MSRP.

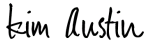
Rubb Building Systems fabricates, delivers, and creates engineered fabric tensioned storage and multi-use buildings. Their patented Thermohall insulation system provides an air-tight thermal blanket that greatly reduces condensation and infiltration. Rubb Building Systems will provide sales and service to all Sourcewell participating entities in the United States and Canada. Rubb Building Systems is offering a competitive discount on their entire product offering.

Yeadon Fabric Domes LLC custom-designs, manufactures, installs, and services air-supported domes. Yeadon Fabric Domes employs direct sales, service, and project management teams that will oversee manufacturing and installation. They also provide put-up and take-down services for seasonal domes as well as inspection, maintenance, and repair services. Yeadon Fabric Domes offers participating entities solid pricing and multi-year service plan options.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #071223 to:

Accu-Steel, Inc.	#071223-ACS
Air Structures American Technologies Inc.	#071223-ASA
Atlas Greenhouse, LLC	#071223-AGR
Britespan Building Systems, Inc.	#071223-BRT
Calhoun Super Structures, LTD	#071223-CLH
ClearSpan Fabric Structures	#071223-CSS
Hawkeye Steel Products, Inc.	#071223-HWK
Rubb Building Systems	#071223-RBB
Yeadon Fabric Domes LLC	#071223-YEA

The preceding recommendations were approved on August 14, 2023.

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Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Supervisor

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Carol Jackson, Procurement Analyst

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Craig West, Procurement Analyst

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Nick Scholer, 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 #071223 for Fabric Structures with Related Materials 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