



## COMMENT AND REVIEW

to the

REQUEST FOR PROPOSAL (RFP) #081523

Entitled

### Event Seating and Staging Solutions with Related Accessories and Services

The following advertisement was placed June 27, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://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](http://www.nyscr.ny.gov), June 28, 2023 in Oregon's *Daily Journal of Commerce*, and June 27 and July 3, 2023 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Event Seating and Staging Solutions with Related Accessories 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 August 15, 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:

American Athletix, LLC	Regina Construction Association
Dant Clayton Corporation	Schultz Industries, Inc.
Deere & Company	Sedia Systems, Inc.
Farber Sound LLC	SICO America, Inc.
Figueras Seating USA, Inc.	Sightline Commercial Solutions, LLC
FSR Consulting, LLC dba Cirrus Systems	Solectrac, Inc.
Hussey Seating Company	Southern Bleacher Company, Inc.
Intivity	Specseats International Corp.
National Recreation Systems	StageRight Corporation
OFS Brands, Inc.	Telescopic Seating Systems, LLC
PWXPress	

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 August 15, 2023 at 4:30:52 pm CT. Proposals were received from the following:

- American Athletix, LLC
- Dant Clayton Corporation
- Figueras Seating USA, Inc.
- Hussey Seating Company
- National Recreation Systems
- Sedia Systems, Inc.
- SICO America, Inc.
- Specseats International Corp.

Proposals were reviewed by the Proposal Evaluation Committee:

- Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Supervisor
- Greg Grunig, MA, Lead Procurement Analyst
- Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst
- Carol Jackson, 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.

Dant Clayton offers a complete and innovative line of outdoor and indoor spectator seating solutions. This includes design and fabrication of individual projects with full service technical support as well as assembly and installation. They serve North America with a National Sales Team and Dealer Network in the United States and a growing presence in Canada. Dant Clayton provides a standard warranty with an optional inspection contract to extend product life and performance. They provide competitive not-to-exceed pricing to Sourcewell participating entities.

Figueras Seating USA, Inc. is offering a full line of movable, fixed, planetarium, stadium, arena, and waiting area seating solutions. In addition, they provide Made to Measure, which offers a wide selection of finishes and materials, design, and installation services. Their sales, support and installation services are available to Sourcewell participating entities in the United States and Canada. Figueras is providing a substantial discount off their MSRP pricing.

Hussey Seating Corporation is a seventh-generation company that designs, engineers, manufactures, and installs a large variety of seating solutions. Their seating solutions are comprised of a mix of recycled materials and their products can be 100% recycled. They have a multiple showrooms and manufacturing locations, as well as dealer network that will sell and service to all Sourcewell participating entities. Hussey Seating Corporation is offering a solid discount off their list pricing.

National Recreation Systems is offering a wide variety of bleachers, along with aluminum benches and picnic tables. Their independent dealer network is prepared to cover all of the United States and Canada. Their dealer network will also offer inspections, service, and installation. National Recreation Systems is offering Sourcewell participating entities competitive pricing off list price.

SICO America, Inc. is providing a complete offering of mobile and modular stages, risers, and accessories. Sourcewell participating entities may choose self-installation, or installation services from a SICO certified contractor. SICO's sales and dealer network are available to serve Sourcewell participating entities throughout the United States and Canada. They are offering a solid discount off list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #081523 to:

Dant Clayton	#081523-DCT
Figueras Seating USA, Inc.	#081523-FGS
Hussey Seating Corporation	#081523-HSC
National Recreation Systems	#081523-NRS
SICO America, Inc.	#081523-SICO

The preceding recommendations were approved on October 4, 2023.

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

DocuSigned by:



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Greg Grunig, MA, Lead Procurement Analyst

DocuSigned by:

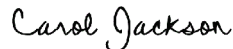


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Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst

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Carol Jackson, Procurement Analyst

### STATEMENT OF COMPLIANCE

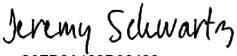
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #081523 for Event Seating and Staging Solutions with Related Accessories and Services**.

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