

**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #071619  
Entitled

**Sports Lighting with Related Supplies and Services**

The following advertisement was placed May 30, 2019 in Utah's *The Salt Lake Tribune*, 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://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and May 31, 2019 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Sports Lighting with Related Supplies and Services to result in a national contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than July 16, 2019, 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:

8830622 CANADA INC.	Midgard Enterprises, LLC
AC Lighting & Electrical Supplies	Musco Sports Lighting, LLC
Allumia LLC	NGU Sports Lighting, LLC
Bright Investment Group LLC	Ogni Inc
CHM Industries, Inc.	PLANLED INC
Cooperative Services, LLC	Precor Inc.
Dynamic Energy Services Inc.	Premier Sports Lighting, LLC
EATON INDUSTRIAL CORPORATION	Procellis Technology Inc.
ELECTRA SALES LTD	Pronghorn Solutions Group
Facility Solutions Group	Qualite Sports Lighting, LLC.
Fitness Gear Inc	Rebounces LLC
FLAGHOUSE INC	Riggs Recreation Equipment, Inc.
Goto Agencies LTD	Saskatoon Construction Association
Greenstar Products, Inc.	Schreder Lighting LLC
GreenTech Conservation Inc.	Sentry Electric Inc.
GreenTech Conservation Inc.	Sitler Supplies Inc
Inergy Solutions LLC	Southern Lighting Source
Interkal LLC	Total Quality Logistics
International ID Solutions	Unique Lighting & Control Corp.
Irvine Valley Electric LLC	WESCO Distribution Canada LP

McNeilus Financial, Inc.	WLS Lighting
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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 16, 2019, at 4:32 pm CT. Proposals were received from the following:

CHM Industries, Inc.  
 Eaton Industrial Corporation dba Cooper Lighting/Ephesus Sports Lighting  
 Midgard Enterprises, LLC  
 Musco Sports Lighting, LLC  
 Pronghorn Solutions Group  
 Qualite Sports Lighting, LLC  
 Rebounces, LLC  
 Schreder Lighting, LLC  
 WLS Lighting

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Sourcewell Procurement Lead Analyst  
 Carol Jackson, Sourcewell Procurement Analyst III  
 Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III  
 Michael Munoz, Sourcewell Procurement Analyst III

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

CHM Industries, Inc. offers a complete lighting solution, including tower mounting arms, electrical systems, wired and wireless controls system, LED luminaire installation and calibration. Their luminaires offer full internal glare control on each LED, and critical components are commercially available off-the-shelf for ease of installation and servicing. They have a vast network of lighting agencies across the United States to serve Sourcewell Members. Their offering provides Members competitive pricing with delivery included and CHM Industries, Inc. is a registered Woman Owned Small Business.

Eaton Industrial Corporation dba Cooper Lighting/Ephesus Sports Lighting provides Members within the United States and Canada with state of the art indoor and outdoor sports lighting fixture options, as well as project services covering both new structures and retrofitting of existing structures. They offer post installation project management service contracts that cover system level health monitoring and light level verification. Cooper Lighting provides a strong standard warranty with an optional extended warranty. They offer Members a solid discount off MSRP.

Musco Sports Lighting, LLC provides custom designed, indoor and outdoor lighting systems. Musco's product offering includes Green Generation Lighting which is more efficient than traditional lighting equipment and


supports sustainable environmental practices. With a sales and service force spanning across the United States and Canada, a significant discount off standard price list, aggressive warranty periods of 10 to 25 years; as well as in-house financing options, Musco Sports Lighting will be able to effectively support and service Sourcwell Member needs.


For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #071619 to:

CHM Industries, Inc.	071619-CHM
Eaton Industrial Corporation dba Cooper Lighting/Ephesus Sports Lighting	071619-CPL
Musco Sports Lighting, LLC	071619-MSL

The preceding recommendations were approved on August 27, 2019.

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Kim Austin, CPPB, Sourcwell Procurement Lead Analyst

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