

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #071819
Entitled

Athletic and Physical Education Equipment and Supplies with Related Accessories

The following advertisement was placed May 16, 2019 in Utah's *The Salt Lake Tribune*, *USA Today*, South Carolina's *The State*, on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and May 17, 2019 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Athletic and Physical Education Equipment and Supplies with related Accessories 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 18, 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:

360 Athletics	MFAC, LLC
Allied Scoring Tables, Inc.	Nasco Education LLC
ALUMINUM ATHLETIC EQUIPMENT CO	Palos Sports, Inc.
Award Company of America, LLC	Perry Weather Consulting
BayPromo LLC	Power Systems PS, LLC
Bigger Faster Stronger, Inc.	Pro Player Supply
Bill Fritz Sports Corporation	Promaxima Mfg.
Centurion Partners Health and Fitness	Prophet Corp.
Component Fabricators, INC.	Prostock Athletic Supply
Eastbay, Inc	Protex Industries, LLC
Everlast Climbing Industries	Putterman Athletics LLC
Fitness Gear Inc	Rebounces LLC
FLAGHOUSE INC	Riddell / All American Sports Corp
Freedom Construction	Ry-Lecia Corp
Gared Holdings, LLC	S&S Worldwide
GERRELLS SPORTS CENTER, INC.	School Health Corporation
It's Greek To Me INC	SCORE SPORTS
Jaypro Sports	SNA Sports Group, LLC
JHT Canada	Southern Lighting Source
KORNEY BOARD AIDS, INC	Spieth America

Kranos Corporation dba Schutt Sports	Sport Resource Group, Inc.
Lakeshore Learning Materials	Total Quality Logistics
Litania Sports Group	Varsity Brands Holding Co., Inc.
MAS Fitness Products LLC.	Wilson Sporting Goods
Medicaleshop Inc.	

Proposals were opened on July 18, 2019, on the Sourcewell Procurement Portal from the following:

Flaghouse, Inc.
 Gared Holdings, LLC
 Jaypro Sports
 Litania Sports Group
 Nasco Education, LLC
 Palos Sports, Inc.
 Power Systems PS, LLC
 Prophet Corp.
 Protex Industries, LLC
 Putterman Athletics, LLC
 Riddell / All American Sports Corp
 SNA Sports Group, LLC
 Sport Resource Group, Inc.
 Varsity Brands Holding Co., Inc
 Wilson Sporting Goods

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Sourcewell Procurement Lead Analyst
 Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III
 Stephanie Haataja, CPIM, Sourcewell Procurement Analyst II
 Craig West, Sourcewell Procurement Analyst II

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.

Flaghouse offers a large catalog of institutional quality physical education, recreation, and athletic products. Also, Flaghouse supplies educational, recreational and therapeutic resources designed for use by those with disabilities and special needs. Flaghouse branded products carry a 2-year 110% guarantee. Their proposal provides Members a solid discount off catalog prices.

Litania Sports, dba Porter Athletics and Gill Athletics, brings their comprehensive product portfolios for both the Porter and Gill brands. They stand ready to serve Members through a network of over 500 independent dealers

and distributors throughout all 50 States and internationally. Members will receive a competitive discount off catalog pricing.

Prophet Corp (dba Gopher Sports) had a product offering of over 7000 products from 90 different categories. Gopher also offers the SPARK Ed curriculum -and professional development and product specific training to physical education teachers. They have a strong presence in Canada and have been in the market there for 10 years. Prophet offers Sourcewell members an aggressive discount structure.

Palos Sports is heavily focused on student health, offering the Heart Zones USA Smart Heart System, as well as health related workshops and lesson plans at no charge to members. Palos has products covering the full gamut of athletic and physical education needs. They have exclusive rights to BRAINball, as well as teacher resources, books, and classroom activities. They offer an ambitious discount schedule to Sourcewell members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #071819 to:

Flaghouse, Inc.	071819-FLG
Litania Sports Group d/b/a Porter Athletic and Gill Athletics	071819-PTA
Palos Sports, Inc.	071819-PAL
Prophet Corp. d/b/a Gopher Sport	071819-PRO

The preceding recommendations were approved on September 09, 2019.

DocuSigned by:

Greg Grunig

Greg Grunig, Sourcewell Procurement Lead Analyst

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Brandon Town

Brandon Town, CSM, CPSD, Sourcewell Procurement Analyst III

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Stephanie Haatya

Stephanie Haatya, CSIM, Sourcewell Procurement Analyst II

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Craig West

Craig West, Sourcewell Procurement Analyst II