

BOT Meeting:	November 12, 2018
Solicitation No.:	RFP 18-036KB
References:	District Goal 1
Description:	<p>Physical Education (PE) and Athletic Supplies, Equipment, and Related Items (Catalog):</p> <p><u>Recommendation</u></p> <p>The Administration is seeking Board approval for the purchase of physical education and athletic supplies in an amount not to exceed \$3,750,000 over a five-year period, and authorization for the Superintendent to negotiate and execute the contracts and subsequent renewals through November 2023.</p> <p><u>Summary</u></p> <p>On May 29, 2018, Fort Bend ISD released RFP 18-036KB soliciting proposals for physical education and athletic supplies, equipment and related items.</p> <p>Commonly purchased equipment under this procurement include:</p> <ul style="list-style-type: none"> • Physical Education classroom supplies for a variety of sports and games such as hula-hoops, jump ropes, and playground sport sets for elementary students • Specific sports equipment for basketball, baseball, tennis and soccer programs including goals, nets, and carts • Training equipment for middle and high school students that consist of weights, training mats, elliptical machines, treadmills, and stationary bikes • Football helmet reconditioning and recertification <p>Submissions were evaluated by Athletic Department staff and coaches. A multiple vendor award is recommended.</p> <p><u>Background</u></p> <p>The 2017-18 expenditures for these items was \$277,985. Expenditures will not exceed \$3,750,000 over a five-year period, and funding is included in the budget. Prior board authorization was \$1,000,000 per year. This authorization of \$750,000 per year is based on the following assumptions:</p>

	<table border="1"> <tr> <td data-bbox="414 94 771 640"> <p>\$500,000/annually PE and Athletics</p> </td> <td data-bbox="771 94 1347 640"> <p>Estimated need per year for normal day-to-day expenditures as listed in the Board memo (number is based on highest annual spend we have recorded in our system for the last BOT authorization – did not begin the BOT tracking module until 2016-17, though). Action Based Learning is an expanding program that will incur additional expenses in the future.</p> </td> </tr> <tr> <td data-bbox="414 640 771 1018"> <p>\$60,000/annually Extended Learning</p> </td> <td data-bbox="771 640 1347 1018"> <p>Estimated need per year for Extended Learning – day-to-day plus program expansion, new programs, etc. These expenditures were not accounted for in previous procurement. Purchasing has identified the need to include these expenditures to be in compliance with procurement law and policy.</p> </td> </tr> <tr> <td data-bbox="414 1018 771 1239"> <p>\$200,000/total over five-year period Bond Related</p> </td> <td data-bbox="771 1018 1347 1239"> <p>Estimated need to open new schools for PE and Athletics (approximately \$40,000 per elementary)</p> </td> </tr> <tr> <td data-bbox="414 1239 771 1533"> <p>\$150,000/annually Contingency</p> </td> <td data-bbox="771 1239 1347 1533"> <p>Approximately 15-20% contingency to cover unforeseen - lost/stolen items, broken items, or new programs (PE, UIL, etc.). Allows for continuity of operations/instruction.</p> </td> </tr> </table>	<p>\$500,000/annually PE and Athletics</p>	<p>Estimated need per year for normal day-to-day expenditures as listed in the Board memo (number is based on highest annual spend we have recorded in our system for the last BOT authorization – did not begin the BOT tracking module until 2016-17, though). Action Based Learning is an expanding program that will incur additional expenses in the future.</p>	<p>\$60,000/annually Extended Learning</p>	<p>Estimated need per year for Extended Learning – day-to-day plus program expansion, new programs, etc. These expenditures were not accounted for in previous procurement. Purchasing has identified the need to include these expenditures to be in compliance with procurement law and policy.</p>	<p>\$200,000/total over five-year period Bond Related</p>	<p>Estimated need to open new schools for PE and Athletics (approximately \$40,000 per elementary)</p>	<p>\$150,000/annually Contingency</p>	<p>Approximately 15-20% contingency to cover unforeseen - lost/stolen items, broken items, or new programs (PE, UIL, etc.). Allows for continuity of operations/instruction.</p>
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<p>Requested By:</p>	<p>Joe Rodriguez, Chief of Schools Steven Bassett, Chief Financial Officer</p>								
<p>Vendor:</p>	<p>Action Based Learning Aim 4 Pie, LLC Aluminum Athletic Equipment Barcelona Sporting Goods Big Game Sports, Inc. Brammer’s Athletic Wearhouse, LP Brentwood Marketing, LLC BSN Sports Buck Terrell Athletics, Inc.</p>								

	Cardinal's Sport Center Clarke Distributing Company DrumFit Corporation Eastbay, Inc. Flaghouse, Inc. Gilman Gear Gopher Sport GV Pro Scorers Tables Lisco Sports, LLC MFAC, LLC Nasco Education, LLC Palos Sports, Inc. Pioneer Manufacturing Company Promaxima Manufacturing Pyramid School Products Richey Athletics Riddell/All American S & S Worldwide School Specialty Soccer 4 All Soccer Depot, Inc. The Soccer Corner US Games
Budget Sources:	General Fund, Activity Funds, Extended Learning Funds, Bond 2018 Funds
Amount:	Not to exceed \$3,750,000 through November 2023
Other Supporting Information	
Sole Source:	No
Number of vendors contacted by Purchasing:	20
Number of vendors contacted by FBISD Notification System:	820
Number of vendors downloaded the solicitation:	351
Number of responses received:	48
Number of "no bid" responses received:	2
Length of commitment:	Through 2023
Last solicitation date:	November 11, 2013
Supporting documents:	Evaluation Summary and Rubric
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Tabulation Summary
RFP 18-036KB
Physical Education (PE) and Athletic Supplies, Equipment, and Related Items (Catalog)
November 12, 2018

Vendor	Purchase Price (10 pts. Max)	Reputation of Vendor's Goods and Services (5 pts. Max)	Quality of Vendors Goods and Services (15 pts. Max)	Extent to Which the Goods and Services Meet the Needs of the District (35 pts. Max)	Vendors Past Relationship with the District (5 pts. Max)	Long Term Cost to the District (10 pts. Max)	Vendor's Principal Place of Business is in the State of Texas or Employs 500 People in the State of Texas (5 pts. Max)	Ability to Service District With Proper Staff and Insurance (5 pts. Max)	Standard Form of Agreement (10 pts. Max)	Proposer's Total Score (100 pts. Max)	Proposer's Ranking
Cardinal's Sport Center	5	5	13	30	5	9	5	5	10	87	1
Buck Terrell Athletics, Inc.	5	5	13	30	5	9	5	5	10	87	1
The Soccer Corner	5	2	13	32	5	8	5	5	10	84	2
DrumFit Corporation	10	5	10	30	1	8	5	5	10	84	3
Brammer's Athletic Wearhouse, LP	5	3	13	31	5	7	5	5	10	84	4
Clarke Distributing Company	5	2	13	30	5	9	5	5	10	84	5
Riddell/All American	5	2	11	32	5	8	5	5	10	83	6
Promaxima Manufacturing	5	2	13	31	5	8	5	5	10	83	6
Barcelona Sporting Goods	5	2	11	32	5	8	5	5	10	83	6
School Specialty	5	5	11	32	5	8	1	5	10	82	7
Lisco Sports, LLC	5	5	10	32	1	8	5	5	10	81	8
BSN Sports	5	0	13	30	5	8	5	5	10	81	8
Gopher Sport	5	3	13	30	5	8	1	5	10	80	9
US Games	5	2	10	30	5	8	5	5	10	80	10
MFAC, LLC	5	0	13	32	5	8	1	5	10	79	11
Soccer Depot, Inc.	5	0	10	30	5	8	5	5	10	78	12
Aim 4 Pie, LLC	1	5	13	33	1	9	1	5	10	78	12
Eastbay, Inc.	5	2	13	32	1	9	1	5	10	78	12
Big Games Sports, Inc.	5	3	10	30	1	8	5	5	10	77	13
Brentwood Marketing, LLC	1	3	10	30	5	8	5	5	10	77	13
Flaghouse, Inc.	5	0	11	32	5	8	1	5	10	77	13
S & S Worldwide	5	2	10	30	5	8	1	5	10	76	14
Soccer 4 All	5	2	10	30	1	8	5	5	10	76	14
Gilman Gear	5	2	10	30	5	8	1	5	10	76	14
Nasco Education, LLC	5	0	11	30	5	8	1	5	10	75	15
Action Based Learning	5	2	11	33	1	7	1	5	10	75	15
Pioneer Manufacturing Company	5	3	10	30	1	8	1	5	10	73	16
GV Pro Scorers Tables	5	2	10	30	1	8	1	5	10	72	17

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Aluminum Athletic Equipment	1	2	10	30	5	8	1	5	10	72	17
Richey Athletics	1	2	10	30	1	8	1	5	10	68	18
Pyramid School Products	5	2	9	23	5	6	1	5	10	66	19
Palos Sports, Inc.	5	2	9	25	1	6	1	5	10	64	20
Concourse Team Express, LLC	1	2	5	5	1	5	5	5	10	39	21
Medco Sports Medicine	5	5	2	2	5	2	1	5	10	37	22
Lakeshore Learning Materials	5	3	2	2	5	2	1	5	10	35	23
Munro's Safety Apparel, LLC dba Complete Athlete	5	3	2	2	1	2	5	5	10	35	23
Spectrum Coporation	5	3	2	2	1	2	5	5	10	35	23
Alert Services, Inc.	1	3	2	2	5	2	5	5	10	35	23
Interactive Health Technologies, LLC	5	3	2	2	1	2	5	5	10	35	23
Henry Schein Medical, a division of Henry Schein, Inc.	5	2	2	2	5	2	1	5	10	34	24
House of Ribbons	5	0	2	2	1	2	5	5	10	32	25
Oates Specialties, LLC	5	0	2	2	1	2	5	5	10	32	25
School Health Corporation	5	0	2	2	5	2	1	5	10	32	25
Porta Phone	5	0	2	2	5	2	1	5	10	32	25
Advanced Communication Systems	5	0	2	2	5	2	1	5	10	32	25
Healy Awards, Inc.	5	3	2	2	1	2	1	5	10	31	26
School Outfitters	5	2	2	2	1	2	1	5	10	30	27
Emed Medical Company, LLC	5	2	2	2	1	2	1	5	10	30	27

RFP 18-036KB

Physical Education (PE) and Athletic Supplies, Equipment, and Related Items (Catalog)

Evaluation criteria: Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District's needs such as per section, groups, or all.

	Evaluation Criteria	Point System
1	Purchase Price Offer a fair reasonable price for items to be procured by Fort Bend ISD.	10 points
2	Reputation of the Vendor and of the Vendor's Goods or Services Proposer should have a solid reputation with other ISD's, Government or Collegiate entities that shows a high level of customer service and a high level of quality of good or services. References will be contacted via e-mail	5 points
3	Quality of the Vendor's Goods or Services Vendor's products should be new and be of the highest quality with an option to substitute.	15 points
4	Extent to Which the Goods or Services Meet the District's Needs or Specifications	35 points
5	Vendor's Past Relationship With the District	5 points
6	The Long-Term Cost to the District to Acquire the Vendor's Goods or Services	10 points
7	Vendor's Principal Place of Business is in the State of Texas or Employs 500 People in the State of Texas	5 points
8	Ability to Service Our Accounts With Proper Staff and Insurance Requirements Each vendor should identify their process for returns, exchanges, and provide more information about local or account representative.	5 points
9	Extent to Which the Vendor Agrees to Our Standard Form of Agreement Embedded Herein as Appendix A. By signing the Agreement, you assent to the Terms and Conditions of Fort Bend ISD	10 points
	TOTAL	100 points