

COLLEGE STATION I.S.D.
9304 ROCK PRAIRIE ROAD, COLLEGE STATION, TX. 77845
(979) 764-5408

PURCHASING OFFICE

INTER-DEPARTMENTAL MEMO


TO: Mike Martindale
DATE: May 1, 2018
SUBJECT: Athletic Trainer Supplies RFP# 18-006

Request for Proposal (RFP) #18-006, Athletic Trainer Supplies was mailed March 22, 2018, posted on the district website and advertised March 22 and March 29, 2018. Fourteen vendors responded to the RFP, which opened April 17, 2018.

The proposal was based on a discount off catalog or retail pricing rather than item-by-item. The two Head Athletic Trainers from A&M Consolidated High School and College Station High School evaluated each proposal and provided vendor award recommendations using an evaluation form. The bidders that offer the best value to the district are:

Alert Services, Inc.
BSN Sports
Cornish Medical
Frio Hydration, LLC
Henry Schein, Inc.
Medco Sports Medicine & School First Aid
Riddell/All American
School Health Corporation
School Nurse Supply, Inc.
Wistech Enterprises

It is the recommendation of Mark Pantel, Director of Purchasing and Sue Betts, Assistant Athletic Director to award the Athletic Trainer Supplies RFP #18-006 to Alert Services, BSN Sports, Cornish Medical, Frio Hydration, Henry Schein, Medco Sports Medicine & School First Aid, Riddell/All American, School Health Corporation, School Nurse Supply, Inc. and Wistech Enterprises effective June 1, 2018 through May 31, 2019 with the option to renew this bid two (2) additional one year periods if agreed upon by all parties sixty (60) days prior to expiration of each period..



Mark Pantel, Director of Purchasing



Sue Betts, Assistant Director of Athletics

**COLLEGE STATION ISD
Matrix RFP #18-006 Athletic Trainer**

Item Evaluated		Wisstech Enterprises	Frio Hydration	Alert Services, Inc.	BSN Sports	Medco Sports Medicine & School First Aid	School Nurse Supply, Inc.	Anchorage Medical Equipment & Supplies, LLC	Henry Schein Medical	Riddell/All American	School Outfitters	MFA, LLC	School Health Corporation	Cornish Medical	Promaxima Mfg
1.0	Price (Discount from catalog or shelf price) (0-10) =	28.00	30.00	30.00	30.00	30.00	30.00	20.00	30.00	30.00	25.00	25.00	30.00	30.00	25.00
2.0	The reputation of the vendor and of the vendor's goods and/or services (0-20) =	55	55	60	60	60	60	40	60	50	40	40	60	60	50
3.0	The quality of the vendor's goods and/or services (0-20) =	60	60	60	60	60	60	38	60	55	48	48	58	60	40
4.0	The extent of which the vendor's goods and/or services meet the District's needs (0-20) =	55	60	60	58	60	50	30	60	35	30	30	50	60	30
5.0	The vendor's past relationship with the district; (6) The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses including small, minority, woman-owned, or labor-strengthening firms. (CER 200.321)(1%) (0-20) =	50	60	60	60	60	60	30	55	55	32	38	60	60	50
6.0	The total long-term cost to the District to acquire vendor's goods and/or services. (0-1) =	0	0	0	0	0	0	3	0	0	0	3	0	0	0
7.0	Whether the vendor or the vendor's ultimate parent company or majority owner: A) has its principal place of business in this state or B) employs at least 500 persons in this state (0-9) =	25	25	25	25	24	24	19	20	21	20	23	22	24	20
8.0	Sum of Points by Contractor (Sum of above 300 Max.) =	273.00	290.00	295.00	293.00	294.00	284.00	180.00	285.00	249.00	195.00	207.00	280.00	294.00	215.00

Recommended Vendors: Wisstech Enterprises, Frio Hydration, Alert Services, BSN Sports, Medco Sports Medicine, School Nurse Supply, Henry Schein Medical, Riddell/All American, School Health Corp., Cornish Medical

EVALUATOR: Mark Pantel, Chelsea Frashure, Karl Kapchinski Date: 4/30/2018