## 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, Medico 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

	٠.	,	_	
	١		_	ζ
		ׅׅ֡֝֝֝֝֝֡֜֜֝֜֜֜֝֜֜֜֝֡֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֡֡֡֜֜֜֡֡֡֡֡֜֜֜֡֡֡֡֡֡		2
				_
		ŀ	7	1
		ľ	i	i
		ì	ï	i
		ľ		
:		١.	•	i
		٦	Ŀ	
:		7		۱
Ċ		7		i
				;
		•		
		į	2	
ı,		Į		J
•	•	ľ	1	1
٠.			١	J
٠.			Į	į
,	•	֡	4	
•		•		
	١.	!		
1	٠	•		j
		,	i	
		ì	•	
		:	١	ľ
		i		j
		(		1
	٠	i		•
		١	,	
		•	3	
	•	4	-	
	í	i		1

RFP # 18-006 ATHLETIC TRAINER SUPPLIES

											· · · · · · · · · · · · · · · · · · ·	_		**	.gadan cara	200
EDGAR Proposer/Vendor Certifications:	HB 89 Verification:	Conflict of Interest:	Type of Firm	Non-Collusive Bidding Certificate	Felony Conviction:	Authorization:	References:	Exclusions or deviations in percentage discount:	Nates	Mnimum order	Comments:	Percent discount:	Çatalog	Representative's name and contact		
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	No response		No.	Volume discount: 3 or more machines=5%,6 or more machines=10% discount	%0	No response	Peggy Wissen admin@wisstechen terprises.com 281- 277-7238	Wisstech Enterprises	
Complete	Complete	Complete	None	Complete	Complete.	Complete	Complete	Graphics, custom upgrades, and replacement parts are not eligible for the discount		No	None	20%	Frio Hydration Product Guide 2018	Rob McFarlin getfrio@friohydration.c om:832-484-3746	Frio Hydration	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	See attached letter regarding exclusions		₹.	See attached letter regarding exclusions	20%	Athletic First Ald Medical Supplies 17 18	Sharon Moñn orders@alertservice s.com 830-372- 3333	Alert Services, Inc.	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	See attached list	10% off current catalog with exceptions	Yes, \$50.00 min, order to one location or purchase order		10%	BSN Sports 2018	Craig Mostaffa cmostaffa@bsnspor ls.com 210-994- 5367	BSN Sports	
Complete	Complete	Complete	None	Compléte	Complete	Complete	Complete	See attached information regarding pricing, exceptions etc	Nonė.	<del>Vo</del> :	None ·	0-18%	2018 Medco Sports Medicīne	Tina Rainey Tina Rainey@medco supply.com 800-556- 3326	Medco Sports Medicine & School First Ald	ATHLE
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	Free shipping on orders over \$50,00, Please see attached list of excluded items.	None	N <sub>o</sub>	None	7%	School Nurse Supply, Inc. 2018	Jeff Glesel 800- 485-2737	School Nurse Supply, Inc.	ATHLETIC TRAINER SUPPLIES
Complete	Complete	Complete	Small, Minority, woman owned	Complete	Complete	Complete	Complete	No. response	None	Yes, \$250.00	Add'l products available on website as well	5%	Cramer Products 2018	Donna Grifin 972-391-9177, sales@anchora gemedicalsuppli es.com	Anchorage Medical Equipment & Supplies, LLC	SUPPLIES
Camplete	Camplete	Complete	None	Complete	Complete	Complete	Complete	See attachment regarding exclusions	attachment negarding shipping, handling, or heavy		And the state of t	18%	Henry Schein Sports Mediciane & Student Health 17-18	Joanna Viggiano 800-851-0400, biddapt@henrysc hein.com	Henry Schein Médical	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	Please see attached, more seasonal specials are avail through out the year. Your rep will contact	None	Yes, 12 custom apparel items	Please see attached, more seasonal specials are avail through out the year. Your rep will contact.	1-40%	2018 Riddell Football- <u>www.schoolbutfitters</u> Allsport <u>टक्</u> म	Joenna Viggiano Tyler Neal 530-603- 800-831-0400; 8409 biddept@henryso dcampbell@riddelsale hein.com s.com	RiddeliJAli American School Outfitters	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	Please see deviations page	None	N <sub>o</sub>	Shipping will beadded to each order as a separate line and will vry by item /mfg.	2%	www.schoolbuffiters. com	Kristy Lohmiller 866- 619-3449. kristy lohmiller@scho oloutfitters.com	School Outfitters	
Complete	Complete	Complete	Small	Complete	Complete	Complete	Complete	See bid for specific deviations	None	No	None	10%	Everything Track and Field	Jeff Tkacs 800-556. 7454. jeff@performbetter	MIFAC, LLC	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	See bid for list of exclusions	None	N <sub>O</sub>	See bid for list of exclusions	13%	Sports Medicine	Christina Cartton 630-339-7912	School Health Corporaton	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	No response	None	Yes, \$25.00	None	10%	ducts 5-18	Chris Famle 800- 722-5304 chrīs famle@comi	Comish Medical	
Complete	Complete	Complete	None	Complete	Complete	Complete	Complete	Shipping/install isn't in discount; Please see attached instructions.	None	Shipping/Install isn't in discount. Please see attached instructions.	None	1-30%	Coaches Heavy Metal 17-18	Brad Dumont 281-414-2189 lity@promaxima.c	Promaxima Mfg	

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

T		8.0		0.7		6.0		5.0		4.0		3.0		2.0		1.0		
Sum of Points by Contractor (Sum or above 300 Max.) 25.00 25	(0-0) =	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	= (6-0)	The total long-term cost to the District to acquire vendor's goods and/or services.	(0-1) =	(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 surplus area firms (CFR 200.321) (1%).	(0-20) =	The vendor's past relationship with the district;	(0-20) =	The extent of which the vendor's goods and/or services meet the District's needs	(0-20)≂	The quality of the vendor's goods and/or services	(0-20) =	The reputation of the yendor and of the vendor's goods and/or services		Price (Discount from catalog or shelf price ) (0-10)=		Item Evaluated
lert Services, B			= 000000025000000		<b>■</b>		= 0.00000000000000000000000000000000000		<b>=</b> (10.00 <b>55</b> €)				=			28.00	Wisstech Enterprises	
SN Sports.	0		25		0		60		60		60		55			30.00	Frio Hydrafion	
295,00	305.00		25		0		60		60		60		60			30.00	Alert Services,	
rts Medicir	0.0		25		100 M		60		58		60		- 00		_	30.00	BSN Sports S	
ne, School Nurse Supply, Henery Schein Medical, Riddell/All	0		24				60		`` <b>60</b>		60		S 50. S S			30,00	Medco Sports Medicine & School First Aid	
rse Supply,	384 AM		24						50		60		60		<del></del>	30,00	School Nurse Supply, Inc.	
Henery Schei	0.00		19		ü		30 (3)		30		38		40	:		20:00	Anchorage Medical Equipment & Supplies, LLC	
n Medical,	795 nn		20		0		55	-	60		60		60			30.00	Henry Schein Medical	
Riddell/All			0.00 <b>.012</b>		0.0		100 155 A 12		35.		58		- 50 See			30.00	Riddell/All American	
i nosest.	105.00		20		10 CO CO 10		32		30		48		40			25.00	School Outfitters	
207:00	0		23		3		38		30		48	├	40			25.00	MFAC.	
200.00	780 O		22		0	100	60		50		58		60			30.00	School Health Corporation	
231.00	304 00		24		0		60		8		60		60			30.00	Cornisit Medical	
415,00	315.00		20		0		50		30		40		50			25.00	Promaxima Mfg	