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 6, 2020

SUBJECT: Award RFP 20-002 Athletic Supplies, Apparel, Equipment, and Services

Request for Proposal (RFP) # 20-002, Athletic Supplies, Apparel, Equipment, and Services was issued 03/06/2020 and closed 04/06/2020. Forty-eight suppliers responded. The RFP was opened publicly online on 4/6/2020 at 10 a.m. The RFP was a discount off catalog or retail pricing rather than item-by-item.

A committee of the Director of Purchasing, Assistant Director of Athletics, and the two Athletic Coordinators, Lee Fedora and Steve Huff evaluated each proposal and provided vendor recommendations using the attached evaluation matrix.

Below is a list of the recommended vendors to be awarded effective June 1, 2020 through May 31, 2021, with the option to renew for (2) additional years.

Agile Sports Technologies dba Hudl
Alert Services Inc.
ArbiterSports, LLC (The Arbiter)
Bigger Faster Stronger, Inc
BSN Sports, LLC (Varsity Brands Holding Co., Inc.)
C.C. Creations
Cardinal's Sport Center
Champion Teamwear (It's Greek To Me, Inc)
Clarke Distributing Company
CoachComm, LLC
Custom Sportswear, Inc.
East Texas Sports (Steve Hall dba)
Gilman Gear (Marty Gilman Inc.)
GOLF TEAM PRODUCTS
Gopher Sport, Gopher Performance, Moving Minds, Play with a Purpose, STEM Supplies (Prophet Corp)
Graphics Store
Guardian Caps (Guardian Innovations LLC)
GV Pro
Henry Schein Inc
Image Maker 4U, Inc.
Inzer Advance Designs Inc. (Support)
Knockout Sportswear (Knockout Sportswear.com LLC)

Medco Supply Company (Performance Health Supply Inc.)
MFAC, LLC
Monograms & More (Graff Gand Monograms & More)
Oates Specialties LLC
OnCourt OffCourt
Positive Promotions, Inc.
Power Lift (Conner Athletic Products Inc.)
Promaxima Mfg.
Richey Athletics (Richey & Son, Inc.)
Riddell (Riddell/All American Sports Corp.)
Rogers Athletic Company
S&S Worldwide, Inc
SCHOOL HEALTH CORPORATION
School Specialty, Inc.
Soccer 4 All
Sports Imports, Inc.
Swim Shops of the Southwest (Adolph Kiefer & Associates)
Texas Letter Jackets (Willard W Clark Jr.)
Texas Swim Shop (Matherne, Inc)
The Soccer Corner (Plano Sports Soccer Inc.)
Titan Support Systems, Inc.
Varsity Spirit Fashions & Supplies LLC (Varsity Brands Holding Co., INC.)
VirKim Inc.
Waterboy Graphics (Waterboy Graphics LLC)
Webb Electronics LTD (Coaches Video LLC)
WISSTECH ENTERPRISES,LLC

It is the recommendation of Carmella Shafer, Director of Purchasing and Sue Betts, Assistant Director of Athletics to award the Athletic Supplies, Apparel, Equipment, and Services RFP 20-002 to the vendors listed above effective June 1, 2020 through May 31, 2021, with the option to renew two (2) additional years.

Carmella Shafer, Director of Purchasing

Sue Betts, Assistant Director of Athletics

Supplier Scoring Summary **RFP -20-002 Athletics Supplies, Apparel, Equipment, and Services**

Supplier	Rank	Score	Evaluation RFP	Purchase price; (30%)	Reputation of the vendor and of the vendor's goods or services;(10%)	The quality of the vendor's goods or services; (15%)	The extent to which the goods or services meet the district's needs; (20%)	The vendor's past relationship with the district; (20%)	The impact on the ability of the district to comply with laws and rules relating to HUB's (1%)	The total long-term cost to the district to acquire the vendor's goods or services; (4%)
		100	30	10	15	20	20	1	4	
VirKim Inc.	1	97.8	28.75	10	15	20	20	1	3	
ALERT SERVICES INC	2	96.5	28.25	10	15	20	20	0	3.25	
Bigger Faster Stronger, Inc	3	96.0	28.75	9.75	15	19.75	18.75	0	4	
Sports Imports, Inc.	4	95.5	26.25	10	15	20	20	1	3.25	
Waterboy Graphics	5	95.5	28.5	9.5	15	19.75	18.25	1	3.5	
BSN Sports, LLC	6	95.0	27	10	15	20	20	0	3	
Monograms & More	7	95.0	28.25	9.25	14.75	19.5	18.5	1	3.75	
Power Lift	8	95.0	28.5	9.5	15	19.75	18.5	0	3.75	
Varsity Spirit Fashions & Supp	9	94.8	26.5	10	15	20	20	0	3.25	
Gopher Sport, Gopher Performan	10	94.5	27	10	14.25	20	20	0	3.25	
Riddell	11	94.5	28.25	9.75	14.75	19.5	18.5	0	3.75	
Titan Support Systems, Inc.	12	94.5	26.25	10	15	20	20	0	3.25	
Agile Sports Technologies dba	13	94.3	28	9.75	14.75	19.5	18.5	0	3.75	
Positive Promotions, Inc.	14	94.3	26	10	15	20	20	0	3.25	
Promaxima Mfg.	15	94.0	28.25	9.25	14.75	19.5	18.5	0	3.75	
School Specialty, Inc.	16	94.0	26.5	10	15	19.5	20	0	3	
Soccer 4 All	17	94.0	28	9	14.75	19.75	18	1	3.5	
CoachComm, LLC	18	93.8	27.5	9.75	14.75	19.5	18.5	0	3.75	
Inzer Advance Designs Inc.	19	93.3	27.5	9.75	14.75	19.25	18.25	0	3.75	
Gilman Gear	20	93.0	28.25	9	14.75	19.5	18	0	3.5	
SCHOOL HEALTH CORPORATION	21	93.0	26.25	10	15	20	18.75	0	3	
C.C. Creations	22	92.8	27.5	9.25	14.75	19.5	18.25	0	3.5	
Henry Schein Inc	23	92.8	27.5	9.25	14.75	19.5	18.25	0	3.5	
S&S Worldwide, Inc	24	92.8	28.5	9.25	14.75	19.25	17.75	0	3.25	
Texas Letter Jackets	25	92.8	25	9.5	14.75	19.5	19.75	1	3.25	
WISSTECH ENTERPRISES,LLC	26	92.8	27.5	9.25	14.75	19.5	18.25	0	3.5	
Rogers Athletic Company	27	92.5	25	9.5	15	20	20	0	3	
MFAC, LLC	28	92.3	27.5	9.25	14.75	19.25	18.25	0	3.25	
Texas Swim Shop	29	92.3	27.25	9.25	14.75	19.25	18.25	0	3.5	
Cardinals Sport Center	30	92.0	26.5	10	14	18.5	19.75	0	3.25	
ArbiterSports, LLC	31	90.0	26.25	9	14	19.5	18	0	3.25	
Swim Shops of the Southwest	32	89.8	26	9	14	19.25	18.5	0	3	
Clarke Distributing Company	33	87.8	27.75	8.25	14	18.5	14.75	1	3.5	
Webb Electronics LTD	34	87.0	26.25	8.25	14	18.25	16	1	3.25	
East Texas Sports	35	85.0	25	8	13.25	17.5	17.25	1	3	
OnCourt OffCourt	36	85.0	25	7.25	14	19.5	16	0	3.25	
Medco Supply Company	37	83.5	26	8.25	13.5	17.5	15	0	3.25	
Custom Sportswear, Inc.	38	82.3	25	8	12.75	18.25	15	0	3.25	
GOLF TEAM PRODUCTS	39	82.0	26	8.25	13.25	18.25	13	0	3.25	
Guardian Caps	40	79.0	25	8	12.75	17	12.25	1	3	
The Soccer Corner	41	78.0	26.25	6.5	12.5	18.75	10	1	3	
Richey Athletics	42	75.5	23.75	7.25	12.75	17.5	10	1	3.25	
Champion Teamwear	43	75.0	22.25	7	13.5	16.75	12.5	0	3	
Image Maker 4U, Inc.	44	74.5	24.75	7.75	12.75	16.25	10	0	3	
GV Pro	45	74.0	23.5	7.75	13.5	16.25	10	0	3	
Graphics Store	46	73.5	24.5	6.75	12.5	15.75	10	1	3	
Knockout Sportswear	47	72.8	23.5	6.5	12.25	17.5	10	0	3	
Oates Specialties LLC	48	71.3	23.5	7	11.5	16.25	10	0	3	
Average Scores		88.9	26.5	8.9	14.2	18.9	16.8	0.3	3.3	

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT
RFP 20-002 Athletics Supplies, Apparel, Equipment, and Services

Description	East Texas Sports (Steve Hall dba)	Swim Shops of the Southwest (Adolph Kiefer & Associates)	Texas Swim Shop (Matherne, Inc)	Promaxima Mfg.	GV Pro	OnCourt OffCourt	Agile Sports Technologies dba Hudl	Riddell (Riddell/All American Sports Corp.)	Rogers Athletic Company	S&S Worldwide, Inc	WISSTECH ENTERPRISES,LLC	Positive Promotions, Inc.	Sports Imports, Inc.
Catalog #1 Discount	0%	0%	0%	0%	0%	0%	0%	0%	5%	20%	0%	5%	0%
Catalog #2 Discount	0%	0%	0%	0%	0%	0%	0%	0%	5%	0%	0%	5%	0%
Minimum Order	n/a	N/A	N/A	N/A	N/A			12 Custom Apparel Items	NA	n/a	N/A	Minimum Quantity as shown in catalogs or on-line will apply.	n/a
Exceptions				Please see the discount price sheet enclosed for 1% - 35% discounts. Shipping and installation is not included in the discount price sheet. Please call in with model number and quantity for shipping cost. We provide over 500 products weighing anywhere from 1Lb – 5000Lbs.				Please see attachments for more information	NA	Not to be combined with sale prices, offer codes, internet specials or quantity breaks.	none	All products will receive the 5% discount off all items, new or future product as shown in catalogs or on-line at www.positivepromotions.com Minimum Quantity as shown in catalogs or on-line will apply. FREE Standard shipping. If express, rush shipments or any other special conditions, such as multiple drop shipment locations are requested, the fees associated with these shipments will apply. Discount or FREE Standard shipping cannot be combined with any other promotional or discounted pricing, sale pricing or any other special offers.	no discount. shipping is 9% on all orders. Minimum of $9 shipping on all orders.
Returns & Exchanges	30 days	No Returns Please	20% RE-STOCKING FEE AFTER 30 DAYS NO PRODUCT RETURNS AFTER 60 DAYS, (UNLESS MANUFACTURE DEFECT)	Custom products no returns				please return items within 30 dyas	Up to 30 days	see attached	No returns on used products	90 Days	15% restocking fee, customer pays return shipping
RE-Stock Fee	no.	N/A	20% RE-STOCKING FEE AFTER 30 DAYS NO PRODUCT RETURNS AFTER 60 DAYS, (UNLESS MANUFACTURE DEFECT)	N/A				15%	NO	see attached	20%	N/A	15%

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT
RFP 20-002 Athletics Supplies, Apparel, Equipment, and Services

Description	Richey Athletics (Richey & Son, Inc.)	Power Lift (Conner Athletic Products Inc.)	SCHOOL HEALTH CORPORATION	Varsity Spirit Fashions & Supplies LLC (Varsity Brands Holding Co., INC.)	Texas Letter Jackets (Willard W Clark Jr.)	Titan Support Systems, Inc.	The Soccer Corner (Plano Sports Soccer Inc.)	VirKlm Inc.	Soccer 4 All
Catalog #1 Discount	20%	5%	13%	0%	0%	0%	20%	3%	40%
Catalog #2 Discount	0%	0%	0%	0%	0%	0%	15%	3%	0%
Minimum Order	N/A	n/a	N/A	No minimum required to place an order. There are select items, listed in the catalog, that require a minimum of that item to order at the listed price. Speak with your Rep for more details.	N/A	n/a	N/A	250.00	5 pieces
Exceptions	There are no exceptions.	freight is not included in pricing and will vary depending on the quantity and type of items being ordered	Please see attached sheet.	none		see attached School Discount Price List	If the HS/MS soccer coaches reach out to us requesting a quote for soccer product they will get our best discounts, prices that we can offer. Must be requested via quote and will be greater than the 15-25% range quoted above. Will be greater than that discount - discount above not included as extra discount for quote. Quote will have discounts already taken and price will be at lowest to offer.	Diamond Pro Products and Seat and Kil Protective Barriers	Large items such as goals and various over sized training items
Returns & Exchanges	Because of Richey's onsite delivery and helping set up we offer a 100% money back guarantee that the product will show up exactly as ordered. The equipment never leaves our hands until it arrives at your facility and we help you set it up. Complete inspections are made with those present during setup and any concerns about the delivered equipment are addressed same day as the delivery. Full warranty applies after the equipment is delivered.	returns are handled on a case by case basis.	We accept returns. Call customer care department for to obtain your Return of Merchandise Authorization (RMA) Number. Returns without RMA# will not be accepted an no credit shall be issued.	Your Local Sales Rep is your first point of contact for Returns/Exchanges: Made-to-order item are not eligible for return unless they are defective. This includes poms, made-to-order warm ups, etc. If an item is made-to-order, it is noted in the product description. Items that have been worn or soiled may not be returned. Due to health regulations, briefs, bodysuits, tights, and in-stock dancewear may not be returned if the package has been opened. Shoes may be returned provided they are not soiled, remain in their original shoe box, and there is no writing on the shoe box. There is no restocking fee for shoe returns. If shoes are not received in restockable condition, they will be returned to you. Washing instructions are printed clearly on all garment labels. Items not washed according to our care labels are not returnable. We do not give refunds, credits, or exchanges on any item deemed FINAL SALE.	None	not allowed	60 days on returns/exchanges	30 days	No returns or exchanges on printed or numbered items
RE-Stock Fee	N/A- No one has ever returned any of our equipment in the history of the company.	25%	Yes, 10-20% may be charged for returned goods. The fee will be assessed by the company receiving the merchandise.	N/A	No	n/a	N/A	no	cost + 20%

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT
RFP 20-002 Athletics Supplies, Apparel, Equipment, and Services

Description	School Specialty, Inc.	Waterboy Graphics (Waterboy Graphics LLC)	Webb Electronics LTD (Coaches Video LLC)	Oates Specialties LLC	Clarke Distributing Company	Champion Teamwear (It's Greek To Me, Inc)	CoachComm, LLC	Gilman Gear (Marty Gilman Inc.)	Custom Sportswear, Inc.	Cardinal's Sport Center	ArbiterSports, LLC (The Arbiter)	ALERT SERVICES INC	Bigger Faster Stronger, Inc	C.C. Creations
Catalog #1 Discount	35%	0%	1%	0%	0%	10%	0%	5%	0%	0%	0%	20%	18%	25%
Catalog #2 Discount	0%	0%	0%	0%	0%	0%	$ 10,240	0%	0%	0%	0%	0%	10%	0%
Minimum Order	NA	N/A	n/a	N/A	n/a	6 piece minimum all on new, first-run Ultrafuse and Champion Made patterns, no other minimums.	N/A	N/A	n/a	N/A	N/A	n/a	$50.00	minimums vary per item
Exceptions	See cover sheet for freight terms. Catalogs may contain a limited number of items that are listed as "net price" and are not eligible for any discounts. These items are indicated by a "N' prefix in the items number. Also, excluded is any catalog that bears notation: No other discounts apply. No discount on SSI, Delta, CPO, FOSS or Frey Scientific Exclusive Products with a prefix of "N" or "LN". Discount does not apply to any other School Specialty Catalogs, Flyers, or customized products.		call or email rep for quotes as discounts vary by product		already at wholesale pricing for school districts on this website.	We will offer 15% off uniforms and warm ups. 10% off all other apparel and accessories. Other promotions/discounts may apply. No additional discounts on clearance/closeout items.	N/A	FREIGHT IS PREPAID AND ADDED TO INVOICE.		Discount is based on items order.		see attached bid letter		none at this time
Returns & Exchanges	Please reference our website: http://customercare.schoolspecialty.com/returns for detailed information.	All jobs are custom. Nothing is produced without customer approval so there are no returns.	30 days	30 days of purchase..must be returned in original packaging and unused condition	30 day, no returns on custom items like Uniforms or custom windscreens	Please see attached Return/Warranty Policy	30 Days from invoice date	Please call 800-243-0398 x 1967 or x 1964 for prior authorization to return.	All items are custom made, for that reason we do not accept returns due to incorrect sizes/quantities ordered. Any defective items will be replaced immediately at no cost to the customer.	30 days from time the product is received	N/A	see bid letter	Returns or exchanges must occur within 30 days of delivery to the customer. Return must be authorized with contact to the main office and a RM number included in return	returns, if any, vary per item
RE-Stock Fee	Please reference our website: http://customercare.schoolspecialty.com/returns for detailed information.	N/A - All jobs are custom.	20%	10	20% on special order items	N/A	15%	15%	n/a	Yes, Depends on the items.	N/A	varies by manufacturer. 5-15%	15%	restock fees, if any, vary per item

COLLEGE STATION INDEPENDENT SCHOOL DISTRICT
RFP 20-002 Athletics Supplies, Apparel, Equipment, and Services

Description	BSN Sports, LLC (Varsity Brands Holding Co., Inc.)	Knockout Sportswear (Knockout Sportswear.com LLC)	Inzer Advance Designs Inc. (Support)	Medco Supply Company (Performance Health Supply Inc.)	Monograms & More (Graff Gand Monograms & More)	MFAC, LLC	Image Maker 4U, Inc.	Gopher Sport, Gopher Performance, Moving Minds, Play with a Purpose, STEM Supplies (Prophet Corp)	GOLF TEAM PRODUCTS	Graphics Store	Henry Schein Inc	Guardian Caps (Guardian Innovations LLC)
Catalog #1 Discount	10%	0%	31%	25%	15%	10%	0%	10%	0%	5%	18%	0%
Catalog #2 Discount	35%	0%	31%	0%	15%	10%	0%	10%	0%	0%	0%	0%
Minimum Order	$50.00 minimum order to 1 location on 1 purchase order	12 custom, 21 semi-custom and generic items	N/A	N/A	12 on Screen Printing and no minimum on Embroidery	n/A	N/A	N/A	N/A	Free shipping to schools for orders of 12qty or more	N/A Please see attachment for more information	N/A
Exceptions	see attached			**Shipping Charges Apply At The Time Of Order**	discount on catalog pricing	10% *Excludes: Sales, Pits, Hurdles, Pole Vault Poles, Crossbars, Timing Systems, Software, Cardio Equip, Weight Equip, In-ground Equip, Items requiring special shipping or truck shipment by common carrier. Other exclusions may apply.		Discount does not apply to Only From Gopher (OFG) Items Free shipping does not apply to Truck-Ship items	Catalog rates are already discounted for our members - wholesale prices from our vendors (Adidas, Taylormade, etc)		Please see attachment regarding our catalog discount program and Terms of Sale	
Returns & Exchanges	Returns must be postmarked within 30 days of return authorization issue date; otherwise the return will not be eligible for credit	only for manufacture defects within 1 year	We have a 2 week exchange/return policy.	NO RETURNS AFTER 90 DAYS	2 weeks	see attached form	We don't have returns, but sometimes repairs. We take care of repairs or damaged goods at our cost within 3-4 weeks.	Unconditional 100% Satisfaction Guarantee	30 days	Please contact Graphics Store as soon as you realize you have an issue with the order. 5 business days	Please call customer service.. RX non-stocked dropped shipped and special orders are not returnable.	An unworn cap, with tags attached, may be returned for a full refund within sixty (60) days of purchase, minus the cost of original shipping fees (where applicable). An unworn cap, with tags attached, may be exchanged for another color (depending on availability) at any time. The customer will be responsible for all shipping fees. Refunds and exchanges will be given once the returned Guardian Caps have been received at the Guardian office. Contact us to start the return or exchange process.
RE-Stock Fee	yes restocking fee up to 25%	we do not re-stock as our items are custom made	N/A	Returns 0-30 Days (No Fee) , Returns 31-60 Days (15% Of Order for the Fee) , Returns 61-90 Days (25% Of Order for the Fee) After 90 Days (Not Returnable)	15%	no fee	N/A	N/A	N/A	na	Depending on the manufacture and customer error.	No but customer will pay for return shipping