

BOARD OF EDUCATION OF HARFORD COUNTY

**DECISION ON PHYSICAL EDUCATION, ATHLETIC SUPPLIES AND RELATED
COMMODITIES**

September 14, 2009

Background Information:

In 2004, Harford County Public Schools awarded a national contract on behalf of U.S. Communities Public Service Alliance (a national public agency cooperative) to Sportime/School Specialty for a catalog based contract covering athletic supplies for the K-12 school market. HCPS has purchased off of this contract during that period based on school requirements which total approximately \$100,000 annually. The contract expires on 10/1/2009 and has no renewal options.

Discussion:

Due to the contract expiration, a Request for Proposal (RFP) was solicited. Proposals were received from two companies, Sportime/School Specialty and Sport Supply Group (SSG).

This RFP was competed on behalf of HCPS and U.S. Communities Public Service Alliance. When awarded, school districts and public agencies throughout the United States and Canada will be able to utilize this contract via a rider clause that allows other public agencies to “piggyback” the agreement.

The two proposals were evaluated by an Evaluation Committee consisting of K-12 purchasing professionals from San Diego Public Schools, Fairfax County Public Schools, Howard County Public Schools and Harford County Public Schools. The evaluation was a two-part process where Technical Proposals and Price Proposals were scored. The evaluators unanimously agreed that the proposal from Sport Supply Group was the most favorable and offered the best overall value based upon a listing of evaluation metrics including the following:

	<u>SSG</u>	<u>Sportime</u>
Commodity Market Basket Comparison	66% had lower prices	34% had lower prices
Number of Discounted Products Available	25,412	5000
Drop Ship Discount	8%	5%
Sports Uniforms and Apparel	38% Discount	Not offered
Major Products Discount Structure	22%	22%

This will be a five year agreement with the option to renew for one additional two-year period.

Superintendent's Recommendation:

The Superintendent of Schools recommends that the Board of Education accepts the recommendation made by the Purchasing Department as a result of the Evaluation Committee's decision to award a contract to the Sports Supply Group, 1901 Diplomat Street, Dallas Texas, 75234.