

BOARD OF EDUCATION OF HARFORD COUNTY

**DECISION ON
PHYSICAL EDUCATION, ATHLETIC SUPPLIES AND EQUIPMENT**

July 18, 2016

Background Information:

In 2009, Harford County Public Schools awarded a national contract on behalf of U.S. Communities National Purchasing Cooperative to BSN Sports for a catalog based contract covering physical education and athletic supplies for the K-12 school market. HCPS, and other government organizations throughout the United States have purchased off of this contract during that period. The contract expires on 9/30/2016 and has no remaining renewal options. HCPS spends approximately \$120,000 annually on these supplies.

Discussion:

Due to the contract expiration, a Request for Proposal (RFP) was solicited. Proposals were received from three companies, BSN Sports, Gopher Sport and Shiflett & Horn.

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

The three proposals were evaluated by an Evaluation Committee consisting of K-12 purchasing professionals from various school districts. The evaluation was a two-part process where Technical Proposals and Price Proposals were scored. The evaluators unanimously agreed that the proposal from Gopher Sport was the most favorable and offered the best overall value based upon a Market Basket Price Comparison, number of products offered, return policy, warranty offering, shipping charges and discount percentage off of catalog pricing.

This will be a three year contract agreement with the option to renew for two additional two year periods.

Superintendent’s Recommendation:

The Superintendent of Schools recommends that the Board of Education accept the recommendation of the Purchasing Department as a result of the Evaluation Committee’s decision to award a contract to Gopher Sport of Owatonna, Minnesota.