



Sport Surfaces, Installation, and Related Material (AZ)
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: RFQ #17-09/IFB #17-11

RFQ Issued: February 23, 2017

Pre-Proposal Date: N/A

Response Due Date: March 16, 2017

Proposals Received: 7

Awarded to: Brock USA LLC #R171101

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFQ 17-11 for Sports Surfaces, Installation, and Related Material (AZ) on February 23, 2017, to establish a national cooperative contract for Sport Surfaces, Installation, and Related Material (AZ).

National Cooperative language was included in the RFQ: Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

“Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein “Participating Agencies”) solicits proposal from qualified Offerors to enter into a Vendor Contract (“Contract”) for the goods or services solicited in this proposal.”

“Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable.”

“Region 4 ESC’s purchasing cooperative was established in 1997 to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.”

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Arizona Business Gazette, AZ

On March 16, 2017 qualification responses were received from the following offerors:

- AstroTurf Corporation
- Brock USA LLC
- Dynamic Sports Construction, Inc.
- Elite Sports
- FieldTurf USA, Inc.
- Sport Surface Specialties, LLC
- Stout Hardware Floor Company, Inc.

The responses were evaluated by an evaluation committee using the evaluation criteria established in the RFQ. The committee elected to request Invitations for Bid from three (3) suppliers. After additional review and evaluation by the committee, an award recommendation was made to Brock USA LLC who submitted competitive pricing and product ranges.

On Tuesday, April 25, 2017 the Board of Directors of Region 4 Education Service Center (ESC) approved the Sport Surfaces, Installation, and Related Material.

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of October 1, 2017.

Contract Highlights:

- Founded in 1998 with a focus on protecting athletes through the development of innovative breathable impact absorbing body padding use in sports equipment,
- US owned and operated company, including manufacturing.
- Largest supplier of shock pads for artificial turf in North America.
- Cradle-to-cradle designation for sustainable products.
- Lifetime Recovery and Reuse guarantee on PowerBase and PowerBase YSR Products.
- Offers a broad product line to optimize customer choices.
- Offers a 25-year warranty that covers the cost to replace the turf as well as our own product in the event of a warranty claim.

Pricing/Discount:

- Volume discount start at 75k sq. feet of 17-22% based upon product selection.

Term:

Initial three (3) year agreement effective October 1, 2017 through September 30, 2020 with the option to renew for two (2) additional one-year periods through September 30, 2022.

National IPA Web Landing Page:

www.nationalipa.org/Vendors/Pages/BrockUSA