



Scoreboards and Electronic Signs, Installation and Related Products and Services
Executive Summary

Lead Agency: Region 4 Education Service Center
(ESC)

Solicitation: 17-01

RFP Issued: January 13, 2017

Pre-Proposal Date: N/A

Response Due Date: February 23, 2017

Proposals Received: 3

Awarded to: Daktronics, Inc

Region 4 Education Service Center (ESC) issued RFP #17-01 on January 13, 2017, to establish a national cooperative contract for Scoreboards and Electronic Signs, Installation and Related Products and Services.

The solicitation included cooperative purchasing language in Section A. Introduction:

I. Background on Region 4 Education Service Center

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 government agencies and non-profit organizations (herein “Participating Agencies”) solicits proposals 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 as a means 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:

- Region 4 Education Service Center (ESC) website
- National IPA website
- USA Today, nationwide

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On February 23, 2017 proposals were received from the following offerors:

- Daktronics, Inc
- Electro-Mech
- Nickerson Corp

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to award to Daktronics, Inc.

Region 4 Education Service Center (ESC) executed a contract with effective date of May 1, 2017.

Contract includes:

- Electronic Signs
- Scoreboards, Software & Service
- Stadium Sound/Audio Systems
- Message Display
- Video Display
- Digital Billboards
- Campus Communication

Term:

Initial three year agreement from May 1, 2017 through April 30, 2020 with the option to renew for two (2) additional one-year periods through April 30, 2022.

Pricing/Discount: 10% discount on standard catalog scoreboards, electronic signs, accessories and audio products

National IPA Web Landing Pages: www.nationalipa.org/Vendors/Pages/Daktronics.aspx

APPENDIX C: PRICING

[REDACTED]

Daktronics will offer a 10% discount on standard catalog scoreboards, electronic signs, accessories, and audio products.

All standard catalog products are manufactured in the United States by Daktronics, Inc. Catalog information for reference only; please contact Daktronics sales representative or 1-800-325-8766 to request a specific quotation for your facility.

The catalogs are included electronically on the enclosed jump drive and a physical copy of the catalog is included with the bid.



To: Al Piper
Contract Manager

From: Robert Zingelmann
Chief Financial Officer

Date: April 25, 2017

Subject: Approval of Contract Award

Per official action taken by the Board of Directors of Region 4 Education Service Center (ESC) on April 25, 2017 the following contract was approved as presented:

- **Scoreboards and Electronic Signs, Installation and Related Products and Services**
 - Daktronics, Inc

Contract is effective May 1, 2017. If you have any questions, please let me know.



To: Board of Directors
From: Robert Zingelmann
Date: April 25, 2017
Subject: Recommendation of Contract Award

Region 4 ESC/TCPN held a bid opening on February 23, 2017 for RFP # 17-01 for **Scoreboards and Electronic Signs, Installation and Related Products and Services**. There were three (3) proposals submitted:

- Daktronics, Inc.
- Electro-Mech Scoreboard Co.
- Nickerson Corporation

After careful review of all proposals, the Evaluation Team has determined that one (1) company demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

CONSIDERATION

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

RECOMMENDATION

The Evaluation Team recommends the following company for award based on its response:

Contract	Vendor	Term of Contract
Scoreboards and Electronic Signs, Installation and Related Products and Services	Daktronics, Inc.	Three (3) years with option of two (2) one year renewals

Support documentation has been attached for your reference.

Enclosure: Bid Tab Summary



To: Dr. Pam Wells
Executive Director

From: Robert Zingelmann
Chief Financial Officer, Business/Operations Services

Date: April 25, 2017

Re: Single Award Justification

The evaluation committee has reviewed the response and recommend that the following company is awarded:

- *Daktronics, Inc*

The recommended vendor submitted an offer that was determined to be most advantageous to The Cooperative Purchasing Network (TCPN) members based upon their response and pricing.

We believe the vendor demonstrated the ability to provide and perform the services requested in the proposal. Daktronics, Inc is well established with a long history in the business. They have national capabilities and a proven track record of service and quality to TCPN members. Their pricing was determined to be competitive for the amount of service and the guarantees of quality they provide. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

Please let me know if you have any questions.