

C-23002 Volume Purchase Agreement for Athletic Uniforms, Apparel and Equipment

Five (5) proposals were received. All responses were evaluated based on quality, cost, rebates, Missouri references and the ability to provide goods and services as required by the District. The proposal from BSN Sports for the Nike brand was determined to be the best overall value to the District.

BSN Sport's exclusive contract includes annually:

- 40% discount on Nike Team apparel/stock uniforms, 35% discount on Nike Team footwear, 20% off BSN Products, 10% off BSN Catalog Branded Products
- High School Program
 - 6-10% rebate to be used on branded product. Percentage is based on annual spend with 10% for annual spend over \$100,000
 - Additional \$12,000 annually in Nike stock product allotment at retail for each of the three high schools. Each high school has the ability to earn switchover dollars for home and away uniforms purchased each year. \$3000 for football and \$1500 for all other sports.
 - Each high school will have ability to buy one set of uniforms and get one free for four sports of schools choosing until 3/30/2023 for any sport Nike offers custom uniforms for.
 - Additional \$11,000 in marketing package for each of the three high schools
- Middle School Program
 - 6-10% rebate to be used on branded product. Percentage is based on annual spend with 10% for annual spend over \$50,000
 - Each middle school will be given the ability to purchase uniforms with the buy one and get one free promotion on BSN Victory Uniforms during course of agreement. Each sport per school will be allowed to utilize promo once.
 - Additional marketing package includes a media backdrop and custom tablecloth
- Elementary School Program
 - 6% rebate to be used on branded product. Percentage is based on annual spend over \$5,000
 - Additional marketing package includes a media backdrop

The following is the estimated total spend amount spent on high school uniforms, travel gear, team shirts, and equipment:c23002

7/1/19 - 6/30/20	7/1/20 - 6/30/21
\$240,881.68	\$252,506.08

Award to BSN SPORTS, Dallas, TX