

Procurement Summary

Date Submitted: 24-Jul-18
Submitted by: Matthew Black
PSA Number: 2018-045
Value of Contract: \$ 79,974.00
Period of Performance: One Year with two one-year options
Supplier Name: Krown Sports
General Description: Youth Basketball Uniforms
Source of Funds: 26130000-531100-ADCYB

Contract Information

Proposed Contract Type

	Standard Professional Services Agreement
	PSA with Exceptions Approved by Counsel
	Supplier Agreement Approved by Counsel
	Standard Purchase Order
	Other Approved Form

Formal Advertised Procurement:

Yes	
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No*	
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Number of Bidders Contacted / Number of Bids Received:

100	11
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Supplier Selection Based on:

	Only One Bidder
	Lowest Bidder
	Lowest Evaluated Bidder
	Highest Proposal Scoring
	Other*

Weight	Evaluation Criteria
10%	Quality of Uniform
15%	Experience Providing Uniforms
15%	Delivery Schedule/Plan
60%	Price

If Award to Non-County Business: NA
 (If Applicable)

	No Cherokee County Business submitted bid/proposal
	CC Business bid/proposal was non-responsive/not-responsible
	CC Business not within 5% of Low Bid (for consideration)
	CC Business Total Evaluated Score Inadequate (for consideration)

Summary of Analysis / Scoring

Total Score*	Price*	Bidder	Location	Rep Brand
86.8	\$ 79,974.00	Krown Sports	Decatur GA	
82.5	\$ 63,025.90	Ad-wear & Specialty of Texas	Houston TX	
72.6	\$ 95,524.50	Go Sports USA	Clarkston, GA	
72	\$ 68,098.00	24-7 Team Sales	Marietta Ga	
71.6	\$ 94,413.80	Protime Sports	Seattle WA	
65.4	\$ 113,297.00	BSN Sports	Woodstock, GA	
62.1	\$ 110,986.00	Chandler Graphics	Canton, GA	
56	\$ 108,043.00	Allegro Business Products	Lebanon, GA	
52.7	\$ 141,718.00	Middle Sister Marketing	Canton GA	
48.4	\$ 145,965.00	Riddell	North Ridgeville OH	
47.1	\$ 153,989.00	Dicks Sporting Goods		

Fair Price Determination:

Method	Price Analysis Type
	Lowest Bidder
	Lowest Evaluated Bidder
	Best Pricing Among Comparable Features / Suppliers
	Market Analysis or Market Pricing
	State Contract Pricing
	Other, see attached price analysis.

Important Price Evaluation Notes: Price was calculated by multiplying the prices submitted for youth and adult shorts and jerseys by the spreadsheet provided in the solicitation packet. XL sizes were calculated at standard prices.

Average Price = 106,821

The new price represents around a \$7.00 decrease over the former prices.

Why Other Than Low Bidder Selected: The evaluation team determined that the quality, delivery schedule, and experience offered by Krown Sports exceeded that of the other suppliers through their proposal and references. Although their price was not the lowest, it was much lower than the average price submitted, and the third lowest price overall.

***Notes:** Scoring includes information gained through proposals, references and research by the evaluation team. Vendors who submitted uniforms of lower quality or exceeded the average cost were scored, but not evaluated as extensively as those that were within both the competitive range of price and quality.

Krown USA was determined to exceed quality expectations, and since they manufacture their own products they aren't reliant on receiving the product from the manufacturer or wholesaler prior to screen printing, so they have greater control over meeting delivery deadlines. Several recreation agencies in around Cherokee County utilize Krown and recommend their services. The evaluation found that while other vendors could perform, there were concerns over quality, delivery or experience handling orders on the magnitude of the CYB program.