

**LEAGUE OF OREGON CITIES
CLASSROOM SUPPLY & TEACHING TOOLS
Solicitation No. 2305**

Intent

The League of Oregon Cities (LOC) served as Lead Agency to solicit proposals for Classroom Supply and Teaching Tools. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

Determination for issuing RFP vs. Sealed Bid

LOC has determined that it is advantageous for LOC to procure Classroom Supply and Teaching Tools using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) to LOC and its members.

Procedure

LOC issued an RFP (2305) on April 14, 2023.

The RFP was published in the Daily Journal of Commerce on April 14, 2023.

The RFP was published in USA Today on April 14, 2023.

The RFP Close Date was extended on May 23, 2023

The RFP closed on June 27, 2023.

The RFP was awarded on August 2, 2023.

The RFP was posted to the following web sites: orcities.org and nppgov.com.

The text of the published notice of solicitation is as follows:

League of Oregon Cities (LOC)
NOTICE OF SOLICITATION

LOC intends to enter into a master price agreement for the procurement of the following products and services to LOC members and make available to all members of the national cooperative purchasing program National Purchasing Partners, LLC ("NPPGov").

Classroom Supply & Teaching Tools #2305
Athletic Surfaces & Sports Equipment #2310
Medical Supply & Rescue First Aid #2315
Uniforms & Apparel #2320
Procurement Resources #2325
Commercial Kitchen Equipment #2330
Responses Due May 29, 2023

For information or a copy of the Request for Proposal contact LOC, Procurement Specialist at rfp@orcities.org or download at orcities.org.

LOC received a proposal(s) from the following vendor(s):

1. Age of Learning
2. American Time
3. Discount School Supply
4. Haskell Education
5. Kaplan Early Learning Company
6. Lakeshore Learning Materials
7. Medicaleshop Inc.
8. OneScreen Solutions
9. Really Good Stuff

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. Age of Learning
2. American Time
3. Discount School Supply
4. Haskell Education
5. Kaplan Early Learning Company
6. Lakeshore Learning Materials
7. OneScreen Solutions
8. Really Good Stuff

Evaluation

The evaluation was based on the following criteria as described in the RFP (weighted):

Component Evaluated	Weight
<u>Pricing:</u> Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i><u>PPW Section 7.0 and Attachment D.</u></i>	25
<u>Product Line (Score only categories proposed):</u> Breadth, variety, quality of product line and innovation of products. Warranty availability. <i><u>PPW Section 9.0 and Attachment C.</u></i>	15
<u>Marketing:</u> Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i><u>PPW Section 4.0.</u></i>	15
<u>Customer Service:</u> Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i><u>PPW Sub-Sections 2.3 & 2.4 and Section 6.0.</u></i>	15
<u>Proven Experience:</u> Success in providing products and services in a timely manner. Years in business, references, and reputation. Experience with cooperative purchasing. <i><u>PPW Sub-Section 1.2.</u></i>	15
<u>Coverage:</u> Ability to provide products and services for indicated coverage region including distribution, retail & service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i><u>PPW Section 3.0 and Exhibit 1.</u></i>	10
<u>Conformance:</u> Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i><u>PPW Section 8.0 and 4.5 of RFP.</u></i>	5
<u>TOTAL</u>	100

Pricing Structure

Age of Learning: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

American Time: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Discount School Supply: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Haskell Education: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Kaplan Early Learning Company: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Lakeshore Learning Materials: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

OneScreen Solutions: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Really Good Stuff: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Additional Information

National Purchasing Partners
International Place, North Tower
17930 International Boulevard
Suite 900
SeaTac, WA 98188

Marshall Stiles, Contract Administrator
marshall.stiles@mynpp.com
nppgov.com