

School Board Memo #19-20-135

Date: 6/22/2020

To: West Fargo School Board

From: Allen Burgad, Levi Bachmeier, and Beth Slette

Subject: Partnership Agreement with BSN Sports

Focus: Five-year partnership agreement providing cost savings on uniforms, athletic apparel, sporting equipment and physical education equipment.

The administrative teams of Heritage and Horace that included principals and activities director along with district business manager, assistant superintendent, and purchasing specialist reviewed proposals from two companies (Universal Athletics and BSN Sports) regarding a five-year agreement. After formal proposals from both vendors, the district and building level teams conducted several meetings and performed a cross-comparison analysis of the proposals. While both companies provided attractive incentives and cost savings, the administration would recommend BSN Sports on the merits of 1) cost savings and 2) branding/promotional incentives.

The terms of the agreement (see attachment) are intended for exclusive purchasing from BSN Sports for Nike uniforms/apparel along with BSN sporting equipment, uniforms, and apparel. Featured incentives include \$15,000 annual Nike promotional funds for Horace High School and \$2,000 BSN annual promotional funds for Heritage Middle School. Also included in the agreement is a significant reduction in retail costs of uniforms for both Nike and BSN brands along with buy one, get one free varsity uniform purchases. The two for one offer will provide significant savings in the process of beginning varsity athletic programs at Horace High School. A final branding incentive included in the agreement from BSN Sports that will provide both schools a golf cart. This resource will afford transporting equipment, water, and injured athletes and has been an essential tool at both WFHS and SHS.

Sample Motion: I move to approve the five-year partnership agreement with BSN Sports and Heritage Middle and Horace High Schools.

Heritage Middle School
Television Equipment Bid Summary

Item	Specification	Quantity	Aves	AVI	Aufderworld	B&H	Best Buy	Conn. Point	Costco	Tierney	Trin Spin	Total Price
			Item Price	Item Total	Item Total	Item Total	Item Total	Item Total	Item Total	Item Total	Item Total	
1	Commercial Grade Display - 75" - LG 75UT640S0UA	44	81,048.00	39,424.00	75,596.00	81,224.00	78,188.00	81,488.00		63,052.00	85,580.00	63,052.00
2	Residential Grade Display - 75" - Samsung UN75TU7000FXZA	18	16,866.00	16,128.00	17,237.88	17,442.00	18,000.00	33,336.00		15,894.00	16,182.00	15,894.00
3	Residential Grade Display - 65" - Samsung UN65TU7000FXZA	4	2,280.00	2,200.00	2,193.04	2,196.00	2,200.00	4,008.00		2,164.00	1,996.00	2,164.00
4	Residential Grade Display - 43" - Samsung UN43TU7000FXZA	46	14,214.00	14,260.00	13,635.78	13,570.00	12,834.00	28,474.00		13,386.00	12,374.00	13,386.00
5	Television Wall Mount for 37"-90" Display- Sanus SLT3-B1	66		4,818.00	6,942.54	2,474.34	2,640.00	5,676.00	5,609.34	7,590.00	5,280.00	2,640.00
6	ALTERNATE - Commercial Grade Display - 75" - LG 75UT640S0UA	13	23,946.00	11,596.00		23,998.00	21,346.00	24,076.00		18,629.00		NO AWARD
7	ALTERNATE - Television Wall Mount for 37"-90"	13		949.00		487.37	494.00	1,118.00	1,104.87	1,261.00	1,040.00	NO AWARD
Total Cost of Items Bid												97,136.00