



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #030223
Entitled

Scoreboards, Digital Displays, and Video Boards with Related Services

The following advertisement was placed January 12, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, January 13, 2023 in Oregon's *Daily Journal of Commerce*, January 12 and January 19, 2023 in *The Oklahoman* and January 19, 2023 on PublicPurchase.com:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Scoreboards, Digital Displays, and Video Boards with Related Design and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 2, 2023, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

341234 BC, Ltd.	Mellow Meadow
AERAS, LLC	NEC DISPLAY SOLUTIONS OF AMERICA
Alberta 1866871, LTD	Nevco Sports, LLC
Anthony James Partners	Newline Interactive, Inc.
AVI-SPL Canada, Ltd.	One Diversified Audio Visual Canada, Ltd.
Capitol Design & Construction Services, Inc.	Optical Cable Corporation
Clear Touch Interactive, Inc.	PlainViewLED
Coast to Coast Computer Products, Inc.	Presidio Networked Solutions, LLC
Compusult, Limited	PWXPress
Crowley Construction, Inc.	Quantum International Services, Ltd.
Daktronics, Inc.	Redmont Sign, LLC dba Stewart Signs
Digital Scoreboards, LLC	Regina Construction Association

Electro-Matic Visual, Inc.	SC MEDIA CANADA
eRepublic, Inc.	Silver Stream Audio Visual
Eversan, Inc.	Simply iCard Consulting, Inc.
First Arriving IO, Inc.	Sled Consulting, LLC
First Team Outdoor Video Display, Inc.	ST Technical
Fluoresco Services, LLC	STS Operating, Inc.
Frontier Vision Technologies, Inc.	Symbrant Technologies, Inc.
Grand & Toy, Limited	Team Fitz Graphics, LLC
Howard Industries, Inc.	The KYA Group
Howard Technology Solutions A division of Howard Industries, Inc.	Tradenet Enterprise, Inc.
HYPERTEC USA, INC.	UberDisplays
i2 Visual, Inc.	Unified Board Operations, LLC
Indirap Productions, Inc.	Vantage LED, Inc.
Insane Impact, LLC	Varsity Brands Holding Co., Inc.
KEVEREST TECHNOLOGIES	Varsity Scoreboards
Keystone Fire Protection Co.	Vertex Unmanned Solutions, LLC
KYA Services, LLC	Watchfire Signs
Libertevision, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on March 2, 2023 at 4:32:58 pm CT. Proposals were received from the following:

Alberta 1866871, LTD
 AVI-SPL Canada, Ltd.
 Clear Touch Interactive, Inc.
 Daktronics, Inc.
 Digital Scoreboards, LLC
 Electro-Matic Visual, Inc.
 i2 Visual, Inc.
 Libertevision, Inc.
 NEC DISPLAY SOLUTIONS OF AMERICA
 Nevco Sports, LLC
 Newline Interactive, Inc.
 Presidio Networked Solutions, LLC
 Redmont Sign, LLC dba Stewart Signs
 Silver Stream Audio Visual
 Simply iCard Consulting, Inc.
 Team Fitz Graphics, LLC
 Vantage LED, Inc.
 Watchfire Signs

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
Carol Jackson, Procurement Analyst
Nick Scholer, Procurement Analyst
Craig West, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Clear Touch Interactive, Inc. offers a line of interactive flat panel displays, direct Vue LED video walls, installation, scoreboard software and digital signage. Their sales staff and network of over 300 resellers will work throughout the United States to serve Sourcewell participating entities. Clear Touch is offering comprehensive training program along with their products. They are offering a solid discount off MSRP.

Daktronics, Inc. has a long history of providing a full line of United States assembled LED video, digital displays and scoreboards, some with integrated audio solutions. Daktronic's large sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. They have a comprehensive sustainability focus in the production of their products. They are offering strong discounts off catalog pricing.

Nevco Sports, LLC offers a full line of scoreboards, LED video displays, LED marquees, LED scorer's table and audio systems, and installation services. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities. Nevco offers two different financing options and are offering substantial discounts off list price.

Presidio Networked Solutions LLC is providing a full complement of audio, video, displays, control signage distribution systems, lighting, racks, carts, support systems and project management. Presidio's sales and service teams has 42 offices and are ready to serve Sourcewell participating entities in the United States and Canada. Presidio offers leasing and financing options through their Presidio Technology Capital. They are offering solid pricing rates based on MSRP.

Watchfire Signs offers a full line of sports displays, sport fixed digit, sports audio/visual, software and signage and message centers. Their sales staff and 2000 dealer partners will work throughout the United States and Canada to serve Sourcewell participating entities. Watchfire factory calibrates their products for both color and brightness. Watchfire is offering substantial discounts off list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #030223 to:

Clear Touch Interactive, Inc.	#030223-CLT
Daktronics, Inc.	#030223-DAK
Nevco Sports, LLC	#030223-NVC
Presidio Networked Solutions LLC	#030223-PSO
Watchfire Signs	#030223-WCH

The preceding recommendations were approved on May 8, 2023.

DocuSigned by:

Greg Grunig

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Greg Grunig, MS, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Nick Scholer

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Nick Scholer, Procurement Analyst

DocuSigned by:

Craig West

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Craig West, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #030223 for Scoreboards, Digital Displays, and Video Boards with Related Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer