

PROPOSAL SCORE SUMMARY MATRIX

RFP Coordinator: Donna Wallis

Date: 8/23/2024

Qualifications and Experience: 15 points	BSN SPORTS		SPORTS HOUSE	
Evaluator 1	13		9	
Evaluator 2	12		10	
Evaluator 3	13		14	
Evaluator 4	13		11	
Evaluator 5	12		14	
	Average Score:	12.60	Average Score:	11.60
Technical Approach: 55 points	BSN SPORTS		SPORTS HOUSE	
Evaluator 1	49		39	
Evaluator 2	42		42	
Evaluator 3	50		49	
Evaluator 4	47		39	
Evaluator 5	53		52	
	Average Score:	48.20	Average Score:	44.20
Technical Total:		60.80		55.80
Cost Proposal: 15 points	Score:	13.66	Score:	15.00
Revenue Proposal: 15 points	Score:	15.00	Score:	9.87
Proposal Score: 100 points	Total Score:	89.46	Total Score:	80.67

Donna Wallis

BSN SPORTS		SPORTS HOUSE	
Total Cost	\$1,762,850.80	Total Cost	\$1,605,250.00
Points Possible:	15	Points Possible:	15
Cost Proposal Score:	13.66	Cost Proposal Score:	15.00

BSN SPORTS			Year One (7/1/24 - 6/30/25)	Year Two (7/1/25 - 6/30/26)	Year Three (7/1/26 - 6/30/27)	Year Four (7/1/27 - 6/30/28)	Year Five (7/1/28 - 6/30/29)	Five Year Total
Evaluation Quantity								
Embroidery	1500	Minimum 6	\$9.22	\$10.60	\$12.19	\$14.02	\$16.13	\$93,247.13
	na	Qty. 12-23	\$6.12	\$7.04	\$8.09	\$9.31	\$10.70	
1-Color Screen Print	1000	Qty. 24-47	\$4.66	\$5.36	\$6.16	\$7.09	\$8.15	\$31,419.50
	na	Qty. 48-95	\$3.88	\$4.46	\$5.13	\$5.90	\$6.79	
2-Color Screen Print	na	Qty. 12-23	\$8.79	\$10.11	\$11.62	\$13.37	\$15.37	
	1000	Qty. 24-47	\$6.64	\$7.64	\$8.78	\$10.10	\$11.61	\$44,769.41
	na	Qty. 48-95	\$5.78	\$6.65	\$7.64	\$8.79	\$10.11	
3-Color Screen Print	na	Qty. 12-23	\$11.81	\$13.58	\$15.62	\$17.96	\$20.66	
	1000	Qty. 24-47	\$9.22	\$10.60	\$12.19	\$14.02	\$16.13	\$62,164.76
	na	Qty. 48-95	\$7.41	\$8.52	\$9.80	\$11.27	\$12.96	

Grand Total: \$231,600.80

SPORTS HOUSE			Year One (7/1/24 - 6/30/25)	Year Two (7/1/25 - 6/30/26)	Year Three (7/1/26 - 6/30/27)	Year Four (7/1/27 - 6/30/28)	Year Five (7/1/28 - 6/30/29)	Five Year Total
Evaluation Quantity								
Embroidery	1500	Minimum 6	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20	\$9,000.00
	na	Qty. 12-23	\$5.50	\$5.50	\$5.50	\$5.50	\$5.50	
1-Color Screen Print	1000	Qty. 24-47	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$25,000.00
	na	Qty. 48-95	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00	
2-Color Screen Print	na	Qty. 12-23	\$7.00	\$7.00	\$7.00	\$7.00	\$7.00	
	1000	Qty. 24-47	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	\$30,000.00
	na	Qty. 48-95	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	
3-Color Screen Print	na	Qty. 12-23	\$9.00	\$9.00	\$9.00	\$9.00	\$9.00	
	1000	Qty. 24-47	\$7.00	\$7.00	\$7.00	\$7.00	\$7.00	\$35,000.00
	na	Qty. 48-95	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	

Grand Total: \$99,000.00

BSN SPORTS	Estimated Annual Purchase Amount	Discount	Five Year Cost
Stock Items, Apparel:	\$500,000.00	40%	\$1,500,000.00
Stock Items, Practice Wear:		40%	
Stock Items, Accessories/Gear:		40%	
Equipment:		40%	
Footwear:		40%	
Custom Items:		40%	
Modified Custom Apparel Items:		40%	

Charge

Restocking Fees:	\$25,000.00	25%	\$31,250.00
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Total: \$1,531,250.00

SPORTS HOUSE	Estimated Annual Purchase Amount	Discount	Five Year Cost
Stock Items, Apparel:	\$500,000.00	40%	\$1,500,000.00
Stock Items, Practice Wear:		40%	
Stock Items, Accessories/Gear:		40%	
Equipment:		40%	
Footwear:		40%	
Custom Items:		40%	
Modified Custom Apparel Items:		40%	

Charge

Restocking Fees:	\$25,000.00	5%	\$6,250.00
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Total: \$1,506,250.00

Donna Wallis

BSN SPORTS		SPORTS HOUSE	
Total Benefits	\$1,086,875.00	Total Benefits	\$715,000.00
Points Possible:	15	Points Possible:	15
Cost Proposal Score:	15.00	Cost Proposal Score:	9.87

BSN SPORTS

Revenue Description	Year 1	Year 2	Year 3	Year 4	Year 5	Total
One-time Signing Bonus	n/a	n/a	n/a	n/a	n/a	
Annual Promotional Merchandise Allotment	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$25,000.00
	\$15,000.00					\$15,000.00
	\$175,000.00	\$200,000.00	\$150,000.00	\$150,000.00	\$150,000.00	\$825,000.00
Contract Kick-Off Bonuses	n/a	n/a	n/a	n/a	n/a	
Annual Financial Cash Incentive	n/a	n/a	n/a	n/a	n/a	
Incentive Bonuses Tied to Annual Business Thresholds	\$35,000.00	\$35,000.00	\$35,000.00	\$35,000.00	\$35,000.00	\$175,000.00
Incentive Bonuses Tied to Performance Achievements	see proposal	see proposal	see proposal	see proposal	see proposal	
Discounts Offered to Other Campus Entities	37.5%	37.5%	37.5%	37.5%	37.5%	\$46,875.00

golf tourney
baseball/softball bogo
promotional dollars
\$400,000 threshold equals \$35,000; \$500,000 add \$10,000; \$600,000 add \$10,000
assuming \$25,000 spent by other entities each year

Total: \$1,086,875.00

SPORTS HOUSE

Revenue Description	Year 1	Year 2	Year 3	Year 4	Year 5	Total
One-time Signing Bonus	\$100,000.00					\$100,000.00
Annual Promotional Merchandise Allotment	\$110,000.00	\$110,000.00	\$110,000.00	\$110,000.00	\$110,000.00	\$550,000.00
	\$5,000.00	\$5,000.00	\$5,000.00			\$15,000.00
Contract Kick-Off Bonuses	n/a	n/a	n/a	n/a	n/a	
Annual Financial Cash Incentive	n/a	n/a	n/a	n/a	n/a	
Incentive Bonuses Tied to Annual Business Thresholds	n/a	n/a	n/a	n/a	n/a	
Incentive Bonuses Tied to Performance Achievements	n/a	n/a	n/a	n/a	n/a	
Discounts Offered to Other Campus Entities	40%	40%	40%	40%	40%	\$50,000.00

co-branding promo
assuming \$25,000 spent by other entities each year

Total: \$715,000.00