

SCHOOL BOARD OF BREVARD COUNTY, FLORIDA

BOARD AGENDA ITEM – October 12, 2021

PROCUREMENT SOLICITATION

ITB 22-001-B-CC Awards, Trophies and Promo items

<input checked="" type="checkbox"/> (ITB) Invitation To Bid	<input type="checkbox"/> (ITN) Invitation To Negotiate	<input type="checkbox"/> (PB) Piggyback
<input type="checkbox"/> (RFP) Request For Proposal	<input type="checkbox"/> (RFQ) Request For Qualifications	<input type="checkbox"/> (SC) State Contract
<input type="checkbox"/> (SS) Sole Source		

REQUESTOR: Procurement Services

Legal Review Required: Yes No

Standard Template Used with No Changes: Yes No

Standard Template: ITB

VENDOR NAME	AMOUNT AWARDED	REQUIRED PRODUCTS/SERVICES
4Imprint, Inc. Al's Trophy Shop, Inc. Bay Promo, LLC Crown Awards DCP Holdings, Inc. dba Image Depot Identify Yourself Imagestuff.com dba School Life International Promotional Ideas Inc. Jostens, Inc. MonaLisa HN LLC Positive Promotions, Inc. The Olab Group, LLC dba Orange Lab Media Varsity Brand Holdings Co., Inc. dba BSN Sports LLC	Variable	Awards, Trophies, and other miscellaneous promotional items
Total	Variable	

<input type="checkbox"/> Contract Renewal	New Contract Amount	N/A
<input type="checkbox"/> Recurring Contract	Previous Contract Amount	N/A
<input checked="" type="checkbox"/> New Contract	Variance	N/A

PRICE INCREASE / DECREASE EXPLANATION: N/A

DISCUSSION:

The purpose of this solicitation is to obtain contract pricing for Awards, Trophies, Promotional Items, Catalog Discounts.

The standard agreement template has been used, which does not require legal review.

CONTRACT TERM:

The initial contract term shall commence October 13, 2021 and continue until October 12, 2024 with an optional one (1) two (2) year renewal period.

RECOMMENDATION:

It is the recommendation of Robin Novelli, Chief Operating Officer and Kristine Rodriguez, Director of Procurement and Distribution Services to award the above mentioned ITB to the vendors listed above.

AUTHORITY FOR ACTION:

Florida Administrative Code 6A-1.012

**PROCUREMENT & DISTRIBUTION SERVICES
2700 JUDGE FRAN JAMIESON WAY
VIERA, FL 32940-6601**

School Board of Brevard County
2700 Judge Fran Jamieson Way
Viera, FL 32940-6601
Mark W. Mullins, Ed.D., Superintendent



September 14, 2021

NOTICE OF INTENDED DECISION
22-001-B-CC
Awards Trophies and Promo Items

The Office of Procurement hereby notifies all firms of an intended decision regarding the award of the above-mentioned solicitation as outlined attached or below.

Failure to file a protest within the time prescribed in section [120.57](#)(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes.

Please contact Candy Cottle – Buyer II at 321-633-1000 ext. 11635 or by email at cottle.candy@brevardschools.org if you should have any questions.
Thank you for your continued interest in The School Board of Brevard County, Florida.

Sincerely,

Kristine Rodriguez, MBA, NIGP-CPP, CPPO, CPPB
Director of Procurement and Distribution Services

TABSHEET ITB # 22-001-B-CC Awards, Trophies and Promotional Items Catalog Discount Bid August 26, 2021 at 2:00 PM Opened By: Candy Cottle, Buyer II This is the tabsheet showing award recommendation pending Board Approval October 12, 2021		4imprint, Inc 101 Commerce St Oshkosh, WI 54901 Karla Kohlmann Phone: 888 2345797 Fax: bids@4imprint.com		Al's Trophy Shop, Inc. 3475 N.U.S. 1 Cocoa, FL 32926 Terri Gandolfi Phone: 321 6366188 alsshop@bellsouth.net		BAY PROMO, LLC 6201 Johns Road, Suite 9 TAMPA, FL 33634 Humberto Arguello Phone: 866 4259330 bids@baypromo.net		Crown Awards 9 Skyline Drive Hawthorne, NY 10532 Scott Weisenfeld Phone: 914 3477700 sweisenfeld@crownawards.com		DCP Holdings, Inc. dba Image Depot 3502 DMG Drive, Unit 102 Lakeland, FL 33811 Steve Mallardi Phone: 863 6440030 steve.mallardi@imagedepotexpress.com		Identify Yourself 6146 N Croatan Hwy Kitty Hawk, NC 27949 James Lefevre Phone: 305 5864260 jim@idyourselves.com		Imagestuff.com dba/School Life PO Box 1876 Camarillo, CA 93011 Juli DellaLibera Phone: 877 7737705 juli@schoolife.com	
Date Solicited: July 26, 2021															
Date Opened: August 26, 2021															
75 Solicitated		65 MWBE													
75 Planholders		15 Submittals													
Completed Bidder's Acknowledgement		Y		Y		Y		Y		Y		Y		Y	
FL Dept. of State Division of Corporations Number		Y		Y		Y		Y		N		Y		Y	
Litigations/Bankruptcy		Y		Y		Y		Y		Y		Y		Y	
Addenda (if applicable)		Y		Y		N		Y		N		Y		Y	
References Form		Y		Y		Y		Y		Y		Y		Y	
Local Business Tax Receipts		Y		Y		Y		N		Y		Y		Y	
Current W-9		Y		Y		N		N		N		N		Y	
Proof of Insurance		Y		Y		Y		Y		N		Y		Y	
Certified Business Program Reciprocity Affidavit (if applicable)		Y		Y		N		Y		Y		Y		Y	
Bidder's Statement of Principal Place of Business (if applicable)		Y		Y		Y		N		N		Y		Y	
Financials (if applicable)		Y		Y		Y		Y		Y		Y		Y	
Specifications or Literature (if applicable)		Y		Y		Y		Y		N		Y		Y	
Item	Description	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions
1	Awards (Certificates, Letters, Ribbons, etc)	10%	Please see attached proposal for offer	10-20%		25%		10- 30%		10%		18%		0%	
2	Bags (Duffel, Backpacks, Drawstring, Coolers, etc)	10%	Please see attached proposal for offer	10-20%		25%		10%		15%		18%		0%	
3	Drinkware	10%	Please see attached proposal for offer			25%		10- 30%		15%		18%		0%	
4	Plaques	10%	Please see attached proposal for offer	10-20%		25%		10- 30%		10%		18%		0%	
5	Promotional Items (Balls, Keychains, Cushions, etc)	10%	Please see attached proposal for offer			25%		10%		15%		18%		0%	
6	Trophies	10%	Please see attached proposal for offer	10-20%		25%		10- 30%		10%		18%		0%	
7	Wareables (Pins, Patches, etc)	10%	Please see attached proposal for offer			25%		10- 30%		10%		18%		0%	
8	Writing Instruments	10%	Please see attached proposal for offer			25%		5%		15%		18%		0%	
9	Other:					25%				15%	Sunglasses	18%		0%	
10	Other:									15%	Portable Speakers/Charge	18%		0%	
11	Other:									10%	Lanyards	18%		0%	
12	Other:											18%			
13	Balance of Product Line Discount	10%										18%			
14	Delivery Timeframe of Stocked (Blank) Items (In Days)		varies per item and can be found next to each item at		7-15 days	5-45 days	depends on product	4		5-10 days		3-4 days		2	
15	Delivery Timeframe of Customized Items (In Days)		varies per item and can be found next to each item at		7-15 days	5-45 days	depends on product	4		15 days		15-Dec		7	
16	Discount off Set-up Fee (Customized Items Only)	10%				5%		100%		0%	Not every item will incur a set up charge!	0		0%	
17	Does your company have the ability to set up a customized website to link with our contract pricing? (Yes or No)		We will set up a code for your organization to use to receive contract pricing.		No	Yes		yes		Yes		No		No	
List Manufacturer Names and/or Catalog Names, and Website Address(es) to be included in this solicitation:		www.4imprint.com		Airflyte.com (Plaques) Showroom (Trophies and		www.baypromo.net		Crown Awards / Crown Trophy Catalog		Hit Promo: www.hitpromo.net		www.idyourselves.com		www.schoolife.com	
Other information:										Gold Bond Shipping charges may apply. Quote will be treated on a case by case basis.					
Contact Information:															
Contact person		Shay Freund		Terri Gandolfi-Burgess		Margina Arguello		Scott Weisenfeld		Vicky Prescott		James LeFevre		Juli DellaLibera	
Phone number		877-446-7746 x8466		321-636-6188		866-425-9330		914-347-7700 286		863-644-0030		305.586.4260		877.773.7705	
E-mail address		sfreund@4imprint.com		alsshop@bellsouth.net		daniella@baypromo.net		scottw@crownawards.com		Support@ImageDepotExpress.co		jim@idyourselves.com		juli@schoolife.com	

TABSHEET ITB # 22-001-B-CC Awards, Trophies and Promotional Items Catalog Discount Bid August 26, 2021 at 2:00 PM Opened By: Candy Cottle, Buyer II This is the tabsheet showing award recommendation pending Board Approval October 12, 2021		International Promotional Ideas Inc. 1310 Louis Ave elk Grove Village , IL 60007 Jack Rosenfeld Phone: 847 4396700 intl.ideas@sbcglobal.net		Jostens, Inc. 7760 France Ave S Suite 400 Minneapolis, MN 55435 Tara Adams Phone: 5074556332 bids@jostens.com		MONALISA HN LLC 18843 SW 26 ST. Miramar, FL 33029 Kiki Fortin Phone: 7868996890 kiki.fortin@monalisa-hn.net		Positive Promotions, Inc. 15 Gilpin ave Hauppauge, NY 11788 Mike Taxel Phone: 8772581225 bids@positivepromotions.com		Sportdecals, Inc. PO BOX 860 SPRING GROVE, IL 60081 KAY BOETTCHER Phone: 800 4356110 Fax: 815 6750137 kboettcher@sportdecals.com		The Fanatic Group 301 Goolsby Blvd deerfield beach, FL 33442 Neil Solomon Phone: 732 5121777 neil@thefanaticgroup.com	
Date Solicited: July 26, 2021										UNRESPONSIVE		UNRESPONSIVE	
Date Opened: August 26, 2021													
75 Solicitated		65 MWBE											
75 Planholders		15 Submittals											
Completed Bidder's Acknowledgement		Y		Y		Y		Y		N		N	
FL Dept. of State Division of Corporations Number		Y		Y		Y		Y		N		N	
Litigations/Bankruptcy		Y		Y		Y		Y		N		N	
Addenda (if applicable)		Y		Y		Y		Y		N		N	
References Form		Y		Y		Y		Y		N		N	
Local Business Tax Receipts		Y		Y		Y		Y		N		N	
Current W-9		N		Y		Y		N		N		N	
Proof of Insurance		N		Y		Y		N		N		N	
Certified Business Program Reciprocity Affidavit (if applicable)		Y		Y		Y		N		N		N	
Bidder's Statement of Principal Place of Business (if applicable)		Y		Y		Y		Y		N		N	
Financials (if applicable)		Y		Y		Y		Y		N		N	
Specifications or Literature (if applicable)		Y		Y		Y		Y		Y		Y	
Item	Description	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions
1	Awards (Certificates, Letters, Ribbons, etc)	20%		14%		15%		5%		%		%	
2	Bags (Duffel, Backpacks, Drawstring, Coolers, etc)	20%		7%		15%		5%		%		%	
3	Drinkware	20%		No Bid		15%		5%		%		%	
4	Plaques	20%		14%		15%		5%		%		%	
5	Promotional Items (Balls, Keychains, Cushions, etc)	20%		No Bid		15%		5%		%		%	
6	Trophies	20%		14%		15%		5%		%		%	
7	Wareables (Pins, Patches, etc)	30%		14%		15%		5%		%		%	
8	Writing Instruments	20%		No Bid		15%		5%		%		%	
9	Other:					15%				%		%	
10	Other:					10%				%		%	
11	Other:									%		%	
12	Other:									%		%	
13	Balance of Product Line Discount	20%		7%				5%		%		%	
14	Delivery Timeframe of Stocked (Blank) Items (In Days)	10		5-10 days		3 to 7		15					
15	Delivery Timeframe of Customized Items (In Days)	30		15-29 days		3 to 20		20					
16	Discount off Set-up Fee (Customized Items Only)	10%		No set up fees			set up may be waived on specific items	0					
17	Does your company have the ability to set up a customized website to link with our contract pricing? (Yes or No)	yes		No set up fees			Yes	yes					
List Manufacturer Names and/or Catalog Names, and Website Address(es) to be included in this solicitation:		www.intlideas.com		www.neffco.com		ww.monalisa-hn.net		www.positivepromotions.com					
Other information:													
Contact Information:													
Contact person		Michelle Mann		Rob Lear		Kiki Fortin		Mike Taxel					
Phone number		847-439-6700		561-309-7069		786-899-6890		877-258-1225					
E-mail address		intl.ideas@sbcglobal.net		rob.lear@jostens.com		kiki.fortin@monalisa-hn.net		bids@positivepromotions.c					

TABSHEET ITB # 22-001-B-CC Awards, Trophies and Promotional Items Catalog Discount Bid August 26, 2021 at 2:00 PM Opened By: Candy Cottle, Buyer II This is the tabsheet showing award recommendation pending Board Approval October 12, 2021		The Olab Group, LLC dba/Orange Lab Media 333 Las Olas Way, Suite 325 Fort Lauderdale, FL 33301 Keel Russel Phone: 866 6061110 keel@orangelmq.com		Varsity Brands Holding Co., Inc. dba/BSN Sports LLC PO Box 7726 Dallas, TX 75209-0726 Chris Bloomfield Phone: 800 5277510 bsnbid@bsnsports.com	
Date Solicited: July 26, 2021					
Date Opened: August 26, 2021					
75 Solicitated 65 MWBE					
75 Planholders 15 Submittals					
Completed Bidder's Acknowledgement		Y		Y	
FL Dept. of State Division of Corporations Number		Y		Y	
Litigations/Bankruptcy		Y		Y	
Addenda (if applicable)		Y		Y	
References Form		Y		Y	
Local Business Tax Receipts		Y		Y	
Current W-9		Y		Y	
Proof of Insurance		Y		Y	
Certified Business Program Reciprocity Affidavit (if applicable)		Y		Y	
Bidder's Statement of Principal Place of Business (if applicable)		Y		Y	
Financials (if applicable)		Y		Y	
Specifications or Literature (if applicable)		Y		Y	
Item	Description	Discount off List Pricing	Exceptions / Exclusions	Discount off List Pricing	Exceptions / Exclusions
1	Awards (Certificates, Letters, Ribbons, etc)	20%	* Award Ribbon Rosettes	20%	
2	Bags (Duffel, Backpacks, Drawstring, Coolers, etc)	20%	Color Printed RTIC Day Cooler Backpack *Drawstring Sport	20%	
3	Drinkware	20%		20%	
4	Plaques	20%		20%	
5	Promotional Items (Balls, Keychains, Cushions, etc)	20%		20%	
6	Trophies	20%	* 6 1/4" Gold Plastic Movie Statue Trophy	20%	
7	Wareables (Pins, Patches, etc)	20%		20%	
8	Writing Instruments	20%		20%	
9	Other:	20%			
10	Other:	20%	Tees * Gildan® Softstyle® Ladies' T-Shirt, * District Made® Men's Everyday V-Neck T-Shirt		
11	Other:	20%	Gadget * Addison PromoStar Wireless Speaker 2nd Gen, *Sony Extra Bass Smartphone Headset		
12	Other:	20%	Jsbs Drives		
13	Balance of Product Line Discount				
14	Delivery Timeframe of Stocked (Blank) Items (In Days)	3-7 business		7	
15	Delivery Timeframe of Customized Items (In Days)	5-30 business	Softer Jotter Pro - Notepad Notebook (50-60 Business Days)	20	
16	Discount off Set-up Fee (Customized Items Only)	5%	See ITB Response	35%	
17	Does your company have the ability to set up a customized website to link with our contract pricing? (Yes or No)			No	
List Manufacturer Names and/or Catalog Names, and Website Address(es) to be included in this solicitation:		orangelmq.com commonsku.com/shop/4ca37288-8ec9-490e-be12-c608d59		SanMar- www.sanmar.com ; Alphbroder-	
Other information:		Standard shipping methods are UPS or FedEx, and any special shipping methods and requests are subject to additional handling charges. All international shipments are subject to additional duties, taxes, and			
Contact Information:					
Contact person		Keel Russel		Jeff Swymer	
Phone number		866-606-111		(813)992-3360	
E-mail address		info@orangelmq.com		jswymer@bsnsports.com	