

Evaluation Committee Form

Title: Procurement and Sponsorship of Athletic Apparel, Footwear and Uniforms

RFP Number: 5524

Evaluation Dates: July 1, 2024

The identities of the evaluation committee members will remain confidential until their evaluation report, as stipulated in Section 3-203.16, is issued (48 hours before the award). If any committee members are not public employees, their names, educational and professional backgrounds, and relevant experience that led to their appointment must be disclosed to the public.

EVALUATOR NAME(S) AND PROFESSIONAL TITLE(S)

NAME	POSITION	ENTITY
LaToya M. Williams	Senior Associate Athletic Director/Senior Women Administrator	Alcorn State University Department of Athletics
LJuna Weir	Interim Assistant VP for Student Services/Dean of Students	Alcorn State University Office of Educational Equity and Inclusion/Diversity Division of Student Affairs
Earl D'Wayne Robinson	Deputy AD for Compliance & Academics	Alcorn State University Department of Athletics
Elvis Robinson	Assistant Women's Basketball Coach	Alcorn State University Department of Athletics

AWARDED VENDOR REPORT

The evaluation of qualifications for the Alcorn State Procurement and Sponsorship of Athletic Apparel, Footwear and Uniforms took place on July 1, 2024. Proposals were received from the following potential offeror:

- BSN – Nike

The decision to recommend an award was based on the content of each proposal. Detailed analysis of strengths and weaknesses is provided in the individual rubrics. After comprehensive evaluation and careful consideration, we recommend awarding the contract for Alcorn State Procurement and Sponsorship of Athletic Apparel, Footwear and Uniforms to (RFx Number 5524) to BSN – Nike.

Awarded Vendor Report

Vendor Name: BSN – Nike

Total Score: 85.75

- **Comprehensive Response to RFP:** BSN - Nike provided a detailed and thorough response, addressing all aspects and requirements outlined in the Request for Proposal (RFP).
- **Product Allotment:** Offered a generous product allotment that meets and exceeds the needs of the athletic department, ensuring all teams are well-equipped with high-quality apparel and gear.
- **Signing Bonus:** Included a substantial signing bonus that provides immediate financial benefit to the university, demonstrating their commitment to a long-term partnership.
- **Marketing Package:** Presented an extensive marketing package that enhances the visibility and brand of the university's athletic programs, including promotional materials, advertising support, and co-branded initiatives.
- **Campus Branding Signing Bonus:** Proposed a campus branding signing bonus to assist with the enhancement of university athletic facilities, supporting the overall student-athlete experience and campus image.
- **University Performance Bonus:** Introduced a performance-based bonus structure that rewards the university for athletic achievements, incentivizing excellence in sports performance.
- **Quality and Reputation:** Nike is a globally recognized and respected brand known for its quality, innovation, and performance in athletic apparel, aligning with the university's standards and goals.
- **Support for Gender Equity:** Demonstrated a commitment to gender equity in sports, aligning with the university's values and dedication to providing equal opportunities for all student-athletes.
- **Customized Solutions:** Offered tailored solutions to fit the specific needs and preferences of the university's athletic programs, ensuring a personalized and effective partnership.
- **Long-Term Partnership Potential:** Highlighted the potential for a long-term, mutually beneficial relationship, with ongoing support and collaboration to help the university's athletic programs grow and succeed.
- **Sustainability Initiatives:** Emphasized their commitment to sustainability and eco-friendly practices, aligning with the university's sustainability goals and initiatives.
- **Enhanced Athlete Performance:** Provided evidence and testimonials on how their apparel and gear enhance athlete performance, contributing to better outcomes on the field and in competition.
- **Comprehensive Service and Support:** Offered robust service and support, including dedicated account management, timely delivery, and excellent customer service, ensuring a smooth and efficient partnership.

Technical Factors

- **High-Performance Fabrics:** Utilizes advanced materials that enhance athletic performance, including moisture-wicking, quick-dry, and temperature-regulating technologies.

- **Durability and Longevity:** Products are designed to withstand rigorous use, ensuring long-lasting wear and maintaining quality through multiple seasons and extensive use.
- **Innovative Design:** Incorporates cutting-edge design features tailored for optimal athletic performance, such as ergonomic cuts, reinforced seams, and strategic ventilation.
- **Customization Options:** Offers extensive customization options for team uniforms and apparel, allowing for unique designs, logos, and color schemes that reflect the university's branding.
- **Fit and Comfort:** Prioritizes athlete comfort with ergonomic designs, a variety of fit options, and the use of soft, flexible materials that allow for a full range of motion.
- **Safety Features:** Ensures all apparel meets safety standards, including visibility enhancements for outdoor sports and protective elements for contact sports.
- **Sustainable Materials:** Commitment to sustainability through the use of eco-friendly materials and production processes, aligning with the university's environmental goals.
- **Compliance with Standards:** All products meet or exceed industry standards and regulations, ensuring compliance with athletic association guidelines and university policies.
- **Ease of Maintenance:** Apparel is designed for easy care, with materials that are machine washable, resistant to shrinking and fading, and quick drying.
- **Testing and Validation:** Rigorous testing protocols ensure that all products perform optimally under various conditions, validated by professional athletes and sports teams.
- **Availability and Supply Chain Efficiency:** Demonstrated capability to maintain consistent product availability and timely delivery, supported by a robust and efficient supply chain.
- **Technical Support:** Provides dedicated technical support and resources for product selection, customization, and maintenance, ensuring a seamless user experience.
- **Training and Education:** Offers training sessions and educational materials to coaches and athletes on the optimal use and care of their products, enhancing performance and longevity.

Management Factors

- **Dedicated Account Management:** Provides a dedicated account manager to ensure personalized attention and efficient communication, addressing the university's needs promptly.
- **Strong Customer Service:** Offers exceptional customer service with responsive support teams available to assist with orders, customization, and any issues that may arise.
- **Comprehensive Implementation Plan:** Presented a detailed implementation plan that outlines timelines, key milestones, and responsibilities, ensuring a smooth transition and timely delivery.
- **Proven Track Record:** Demonstrates a strong history of successful partnerships with other universities and athletic programs, showcasing their reliability and effectiveness.
- **Continuous Improvement:** Commits to ongoing evaluation and improvement of products and services, incorporating feedback from the university to enhance future offerings.

- **Efficient Ordering Process:** Utilizes an intuitive and user-friendly online platform for placing orders, tracking shipments, and managing inventory, simplifying the procurement process.
- **Regular Performance Reviews:** Schedules regular performance reviews and check-ins to ensure that all needs are being met and to discuss potential improvements or adjustments.
- **Training and Support:** Provides comprehensive training for staff and coaches on using the ordering platform, understanding product features, and maximizing the benefits of the partnership.
- **Flexibility and Adaptability:** Demonstrates flexibility in accommodating special requests, changes in order specifications, and urgent needs, ensuring the university's requirements are always met.
- **Robust Supply Chain Management:** Maintains a robust and efficient supply chain that ensures timely delivery of products, even during peak seasons or high-demand periods.
- **Marketing and Promotion Support:** Offers marketing and promotional support to enhance the visibility of the university's athletic programs, including co-branded campaigns and social media initiatives.
- **Risk Management:** Implements risk management strategies to mitigate potential issues related to product availability, quality control, and delivery schedules.
- **Sustainability Practices:** Incorporates sustainable practices in their operations, aligning with the university's commitment to environmental responsibility.
- **Transparent Communication:** Ensures clear and transparent communication regarding order status, product updates, and any potential delays, keeping the university informed at all times.
- **Performance Metrics and Reporting:** Provides regular reports and performance metrics to track the success of the partnership, measure product satisfaction, and identify areas for improvement.
- **Collaborative Approach:** Adopts a collaborative approach to partnership, working closely with the university to understand their unique needs and goals, and tailoring solutions accordingly.
- **Crisis Management:** Prepared with contingency plans and crisis management strategies to address any unforeseen challenges or disruptions, ensuring continuity of service.