

RFP7593 Athletic Apparel

Inquiries & Responses

- 1) Concerning pages 24,25,26- Since the coaches/AD's will be able to select the brand of their choice for each sport, we may have a situation where, for example, 5 different brands may be chosen for each of the 5 school's baseball teams. We will be able to offer 12+ custom, stock, and generic brand uniforms to choose from. Since most brands will offer a specific discount off of list catalog price, for all sports they offer, could we simply give the discount each brand offers? example: Brand "A"-40%, Brand"B"-35%, Brand"C"-40%, etc.

**Yes, provide as many options as possible, however each option must be on a single form. For example, if you plan to propose five nationally stocked brands then there should be five separate sheets for this category.**

- 2) Also, the proposal requests a manufacturer item number. We do not want to limit you to one specific item, from a specific brand. We would like to offer all their available uniforms, which include different price ranges. We could include a few catalogs in our proposal, so that you could see some examples.

**We recommend you take the same approach as above complete a separate sheet for each set of item numbers for each brand, for example if you want to propose five different item numbers for one brand than submit five separate cost sheets. You may send catalogs to assist our review however a catalog in and by itself will not be treated as a proposal.**

- 3) It was noted that custom uniforms need to be delivered in 8 weeks. Some companies will require longer delivery times. Also, for basketball and football, most of the major brands require these to be ordered in a window of 3-4 months, after the previous season ends, to receive the highest discounts. These would be delivered well before the next season, but not billed until the upcoming new school year. example:

order football jerseys January 15th,2017 - invoice school district after July 1st,2017.

**The 8 week lead time is not a hard and fast requirement, simply a "desired" lead time. Please state the "normal" lead time required by each brand.**

- 4) Are we allowed to add an attachment which explains how web store (online) purchases, made by students and parents directly to Decker Sports, would allow cash rebates to be paid back to the district?"

**Yes**

- 5) Can you please see the below two questions and respond back to me with your thoughts? We definitely want to submit a proposal for the Des Moines Public schools but need a little more information on the following: Section VIII Form of Proposal (Tab 5) is looking for stock and custom uniforms and accessories from a national brand manufacturer as well as a stock uniforms and accessories from a non-national brand manufacturer. We are a distributor for many national branded manufacturer's as well as many non-branded manufacturer's, would the committee like us to fill out this tab for several of those manufacturers or just fill out for one from each category (national and non-national) and then provide discount levels for the other brands that we are open with?

**Please provide as many options as possible, however each option must be on a single form. For example, if you plan to propose five nationally stocked brands then there should be five separate sheets for this category, and if you plan to propose different items within brands please complete separate forms for those items within brands.**

- 6) In Section VIII Form of Proposal (Tab 5) there is a section relating to decoration costs (embroidery, screen print, etc.). Is the committee looking for just a single spot price regardless of quantity or colors or would it be better to include a district price list that shows the cost relevant to different amounts of colors as well as quantity breaks?

**Would prefer one set price for each high school's logo, but additional costing information regarding quantity breaks etc., is recommended**

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- 7) To understand this correctly, we put down pricing for the lowest stock uniform and if a custom uniform is wanted then we tell the coach the price?  
**Please refer to the list of inquiries and responses; we believe you find the answer to your inquiry there regarding requested pricing.**
- 8) Is travel gear, coaches gear all included in the contract to buy with the company awarded the contract?  
**Coaches gear may be required at a later date, travel gear should be included in the proposal, (please see p24 of the request document)**
- 9) Team Stores where teams, fans can order online for each sport, booster club etc. go to the company that is awarded the contract.  
**This may be a possibility but the implementation would require individual site cooperation, exclusivity would not guaranteed.**
- 10) What was the upfront \$\$ dollars per school and how were they able to spend the \$\$ dollars?  
**We do not have a set budget for each school. Please refer to page 15 Section A Background (#4) and page 16 Section C Schedule of Participants.**
- 11) Once the bids are sent in, we would like to come in and explain our advantages of our bid. Pricing, service, delivery etc.  
**Please refer to page one of the RFP document, page eight Section H 1, 2, and 3 regarding the process**