

151104 Athletic Partnership Proposal Ranking

	Criteria	Points	Nike	Russell	Under Armour
1	Cost	40	39	38	40
	What will the partnership save the district in cost?		no percentage back for total spending	all products not available+	
2	Quality of proposers goods and services	15	15	15	15
	Is the product offered of good quality?				
3	Is the proposer HUB certified?	2	0	0	0
	Does the proposer have a certification as an historically underutilized business?				
4	Extent to which the goods and services meet the districts' needs	15	15	14	15
	Does the brand provide uniforms, apparel and shoes? Does the offer being made meet the needs of the district?			no shoes	
5	Proposer's past relationship with the district	5	5	5	5
	Does the proposer have a bad relationship with the district?				
6	Long term cost to the district	10	9	10	10
	What is the long term cost to the district to acquire the goods and services? What is the back end savings over time?		no % back of total spending		
7	Reputation of the proposer	10	10	10	10
	Does the proposer have a good reputation?				
8	Location of parent company	3	3	0	3
	Does the parent company or major owner have its principal place of business in the state or employ at least 500 persons in this state?				
	Total Points	100	96	92	98

Athletic Partnership 151104 Tabulation

Nike	Russell	Under Armour
Provide \$10,000 per school year for each high school of eligible items that Athletics can choose from for their free product allowance.	Year 1 \$25,000 in promotional product of the district choice valued at then current catalog list price	Year one \$75,000 in Under Armour products (promotional) to be distributed by the district between users.
Provide \$2,500 per school year in the form of free Nike product for all 5 middle schools of eligible items that Athletics can choose from for their free product allowance.	Year 1 provide \$10,000 in promotional coach's product of district choice valued at then current catalog list price	Years 2 through 5 \$45,000 in UA product (promotional) totaling \$180,000.
Provide for high school varsity football in year one, buy one set get one set comp for football uniforms	Provide year one and every year to extend 1000 t-shirts of Russell Athletic choice screen printed up to two colors both front and back not to exceed todays current catalog list value of \$13,300.	Dealer discount 35% off retail price on uniforms and apparel.
Athletic office will receive \$2500 per year in the form of free Nike product at retail value.	Provide year one and every year to extend an incentive of 15% in product valued at then current catalog list price to district for sales of each campus participating in the agreement	Dealer 30% discount off retail price for footwear
District will have access to the Nike switchover program for high schools.	Agrees to sell the district at 40% off then current catalog list price either direct or through and a greed upon authorized Russell Athletic dealer.	10% back in UA product on total spending from approved team dealer up to \$300,000 and above that amount from UA.
Apparel (non embellished) 40% of retail		
Footwear/equipment 30% of retail pricing		