



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #010521**  
Entitled

**Playground and Water Play Equipment with Related Accessories and Services**

The following advertisement was placed November 10, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and November 11, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Playground and Water Play Equipment with Related Accessories and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 5, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

1 Stop Playgrounds, Ltd.	NZL Equipment
A-Citywide Glass, Inc.	Park N Play Design Co., Ltd.
ABC WATER PRODUCTS, INC.	PARKNPOOL CORPORATION
Americana Building Products, Inc.	Playground Planners
Anderson Irrigation Co, Inc.	PlayPower
AquaWorx, Inc.	PlayQuest Recreation
BCI Burke Company, LLC	PlayWorks, Inc.
Berliner Seilfabrik Play Equipment Corporation	Prophet Corp.
Bliss Products and Services, Inc.	Public Restroom Company
Blue Imp Playgrounds	Rain Drop Products
Columbia Cascade Company	Raindrop Products, LLC
CXT, Inc.	Redwood Plastics and Rubber Corp.
Ecore International	Regina Construction Association
Evoqua Water Technologies	Romtec, Inc.

G.L.V. Travellers, Inc.	Rubbercycle, LLC
GameTime	Ry-Lecia Corp.
Green Roots Play Equipment, Inc.	Saris Cycling Group
Green Site, LLC	Shade Systems, Inc.
Happy Playgrounds	SofSurfaces, Inc.
Henderson Recreation Equipment, Limited	Softline Solutions AB, Inc.
Hercules Poly	Southern Bleacher Company, Inc.
Industrial Shadeports, Inc.	The Fountain People
IntelliGreen Services, LLC	The Recreational Group
J. Oliver Construction, LLC	The Tools Man, Inc.
Keystone Ridge Designs, Inc.	TLMV, Inc. dba American Fence Company
KYA Services, LLC	Twins Contracting and Supplies, LLC
Landscape Structures Inc.	Vantage Vehicle International, Inc.
Natural Playgrounds Shop, LLC	Vortex USA
No Fault, LLC	Waterplay Solutions
North West Rubber	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 5, 2021 at 4:31:19 pm CT. Proposals were received from the following:

ABC WATER PRODUCTS, INC.  
 AquaWorx, Inc.  
 BCI Burke Company, LLC  
 Berliner Seilfabrik Play Equipment Corporation  
 Columbia Cascade Company  
 CXT, Inc.  
 Ecore International  
 Henderson Recreation Equipment, Limited  
 Industrial Shadeports, Inc.  
 Keystone Ridge Designs, Inc.  
 Landscape Structures, Inc.  
 North West Rubber  
 PlayPower  
 Prophet Corp.  
 Public Restroom Company  
 Raindrop Products, LLC  
 Rubbercycle, LLC  
 Ry-Lecia Corp.  
 Saris Cycling Group  
 SofSurfaces, Inc.  
 The Fountain People  
 The Recreational Group  
 TLMV, Inc. dba American Fence Company  
 Vortex USA  
 Waterplay Solutions

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst  
Carol Jackson, Procurement Analyst  
Michael Muñoz, CPPB, Procurement Analyst  
Beverly Hoemberg, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

BCI Burke Company, LLC, is a manufacturer of playground equipment and safety surfacing. They are providing turnkey playground solutions and shade structures. Their products are made available to Sourcewell Participating Entities across the USA and Canada by 30 representative firms. BCI Burke is a participant in the U.S. Environmental Protection Agency's (EPA) Green Power Program. BCI Burke is offering tiered discount rates on all playground equipment and safety surfacing and flat discounts from MSRP on all shade products.

Landscape Structures, Inc., is an employee owned manufacturer of standard and custom playground equipment, site amenities, and shade products. They also offer splashpads through a partnership with Aquatix. These products are being provided as a materials-only or a turnkey solution through a network of 36 representatives across the United States. All products and services are offered at considerable discounts off the standard list price to Sourcewell Participating Entities.

PlayPower is a manufacturer of playground equipment, park and site amenities, fabric shade structures, surfacing products, and indoor play structures under the Little Tikes Commercial, Miracle Recreation, Playworld, Soft Play, USA Shade, Wabash Valley, and No Fault brands. PlayPower maintains a large distribution force delivering sales and service throughout the United States and Canada. They offer Participating Entities financing options and a solid discount off list price.

Raindrop Products, LLC, is a small business entity that manufactures splash pads, spray park slides, zero depth play features, water play structures, and decorative fountains. The "on-demand" technology used in their water features encourages water conservation. With support from an internal sales force, independent dealers, and service providers, they can provide sales and service across the United States and Canada. Raindrop Products offers a competitive discount off MSRP to Sourcewell Participating Entities.

SofSurfaces, Inc., manufactures and distributes tile surfacing products for fall protection on playgrounds. SofSurfaces will be able to serve Sourcewell participating entities with a dealer network made up of 30 independently owned organizations for sales and distribution throughout the United States and Canada. SofSurfaces offers financing for purchases exceeding minimum thresholds and Sourcewell Participating Entities are offered a significant discount off MSRP prices.

Waterplay Solutions is a manufacturer of water play systems, free-standing water play equipment, ground sprays and fountains, activity towers, shade, and surfacing. Waterplay Solutions is prepared to serve Sourcewell Participating Entities across the United States and Canada through their extensive dealer network. Waterplay

Solutions is a certified woman-owned business through WBE Canada. They offer financing options to Sourcewell Participating Entities and a solid discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #010521 to:

BCI Burke Company, LLC	010521-BUR
Landscape Structures	010521-LSI
PlayPower	010521-LTS
Raindrop Products LLC	010521-RDP
SofSurfaces Inc.	010521-SFS
Waterplay Solutions	010521-WTR

The preceding recommendations were approved on February 15, 2021.

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Carol Jackson, Procurement Analyst

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Michael Muñoz, CPPB, Procurement Analyst

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Beverly Hoemberg, Procurement Analyst

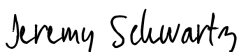
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #010521 for Playground and Water Play Equipment with Related Accessories and Services.**

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer