

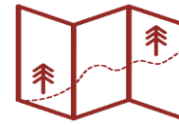


PORTFOLIO TITLE: [Child Safety Seats \(2019-2024\)](#)
LEAD STATE: New Jersey

<p><u>OVERVIEW:</u></p> <p>The Master Agreements in this portfolio offer reliable child safety seats in compliance with the National Highway Traffic Safety Administration (NHTSA) and FMVSS-213, Federal Motor Vehicle Safety Standards.</p>	<p><u>INITIAL TERM:</u> May 1, 2019 through April 30, 2022</p> <p><u>RENEWALS:</u> Two additional 1-year renewal options.</p> <p><u>TOTAL TERM POSSIBLE:</u> Five Years</p>
<p><u>PRODUCT CATEGORIES:</u></p> <p>Category 1 - Forward Facing Seats (<i>combination seats with or without harness rethreading</i>)</p> <p>Category 2 - Rear Facing Infant Seats</p> <p>Category 3 - Booster Seats (<i>backless; high-back; and high-back with removeable back</i>)</p> <p>Option Available - Safety Seats including Safe Technology</p> 	
<p><u>SUPPLIERS AVAILABLE:</u></p> <ul style="list-style-type: none"> ✓ Evenflo Company, Inc. ✓ Vehicle Maintenance Program, Inc. 	<p><u>KEY BENEFITS:</u></p> <p>The following key benefits were derived from the re-procurement of this portfolio:</p> <ol style="list-style-type: none"> 1. All safety seats include written instructions both in English and Spanish. 2. FOB Destination freight prepaid per region included in pricing.
<p><u>PRICING:</u></p> <p>Discounts are provided at a percentage off the retail price.</p> <ul style="list-style-type: none"> ➤ Evenflo Company, Inc. – Offers 22% to 53% off the following Evenflo models: Maestro; SecKID; Titan; Triumph; and Embrace. ➤ Vehicle Maintenance Program, Inc. – Offers 15% to 49% off the following brands: Cosco and Evenflo. 	

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PROCUREMENT BACKGROUND:

In 2017, the Sourcing Team requested re-procurement of the expiring Child Safety Seat portfolio. The NASPO ValuePoint Management Board approved conducting a re-solicitation and the Sourcing Team completed the RFP process in the fall of 2018.

STATES ON SOURCING TEAM:

-  New Jersey (Lead)
-  Delaware
-  Idaho
-  Kansas
-  South Dakota
-  Utah



SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)
 Solicitation Number: 19DPP00297
 Date Released: July 27, 2018
 Date Closed: August 29, 2018

PUBLIC POSTING OF SOLICITATION:

Solicitation was Publicly Advertised from July 27, 2018 to August 29, 2018.

- Website Posted On: [NJ Start](#)
- Posting Link: [Child Safety Seats RFP# 19DPP00297](#)
- Number of Days Solicitation was Publicly Posted: 33
- Number of Amendments Posted: 0

PUBLIC OPENING

Sealed responses were publicly opened on August 29, 2018 at 2:00 pm EST, in Trenton, New Jersey.



VENDOR RESPONSES:

- Number of Vendor Responses Received: 3
- Number of Non-Responsive Vendor Responses: 0
- Number of Vendor Responses Evaluated: 3

EVALUATIONS:

In September 2018, each of the proposers demonstrated the quality of their offered child safety seats. The quality information and the written responses were then evaluated by the members of the Sourcing Team.

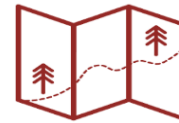
EVALUATION CRITERIA:

The RFP allowed for proposals from both manufacturers or resellers and the responses were evaluated based on the following Evaluation Criteria:

1. Quality of Products
2. Financial Capability
3. Pricing
4. Demonstration of Products



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SCORING:

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on this portfolio’s NASPO ValuePoint website.

AWARD:

The RFP allowed for multiple vendor awards that consisted of a primary and alternate vendor award by product category. Three vendors submitted responses and were evaluated, of those three vendors, Patriot Solutions, LLC’s response consisted of reselling Evenflo brand products at markup pricing which made their pricing much higher than the other two vendors; therefore, they were not considered for award.



The Sourcing Team recommended the following Award:

	Primary Award	Alternate Award
Category 1 - Forward Facing Seats		
Combination Seats	Evenflo	No Award
Convertible Seat with Harness	VMP	Evenflo
Convertible Seat without Harness	VMP	Evenflo
Category 2- Rear Facing Seats	VMP	Evenflo
Category 3 - Booster Seats		
Backless Booster	Evenflo	Evenflo
Highback Booster	Evenflo	VMP
Highback with removable back	Evenflo	No Award
Optional Offering - Safe Technology	Evenflo	No Award

PUBLIC POSTING OF AWARD:

Award Posting Start: February 26, 2019
 Award Posting End: March 12, 2019
 Posting Link: [RFP 19DPP00297 Award](#)
 Total Days Posted: 10 Business Days
 Vendors Awarded: 2
 Protests Received: 0

AWARDED VENDORS:

- Evenflo Company, Inc.
- Vehicle Maintenance Program, Inc.



NO AWARD VENDORS:

- Patriot Solutions, LLC.

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