



**Determination for Multiple Award
Electronic Scoreboards and Signs
RFP 19-14P**

In accordance with the requirements of A.A.C. R7-2-1050, a multiple award shall only be made if 1GPA determines in writing that a multiple award is necessary and is advantageous to the Lead Agency, 1GPA and its Members. A multiple award shall be limited to the least number of suppliers necessary to meet the requirements of the 1GPA and its Members.

The basis for determining whether to award a multiple contract, as stated in the RFP, is based on the consideration for Members’ experience with existing products and systems, brand continuity for parts replacement and future expansion, contractor’s ability to provide for a large diverse Membership, geographic areas served.

Contracts may be awarded by individual line item or groups of line items. Each offeror recommended for award provides products or services that are advantageous to Members of 1GPA. In reviewing each offer, items that were reviewed for determining the need for a multiple award were the product line offered (manufacturers), services offered such as inspections, maintenance and repair services, financing and leasing options, warranties, and custom build options. Contractor’s ability to provide for a large diverse Membership and geographic areas served were considered when determining the need for a multiple award. Regional Pricing was requested in the request for proposals for the purpose of evaluating and awarding by regions.

The actual use of any contract will be at the sole discretion of 1GPA Members.

Recommended for Award (alpha order):

Norcon Industries	Norcon ranked second overall. Norcon can serve all Arizona and six other States. Norcon offers, Fair-Play and Nevco. Norcon provides primarily scoreboards, and can provide marquees.
Precise Sign Company	Precise Sign ranked third overall. Precise can serve all Arizona. Precise Sign offers Daktronics and custom build products and signage.
Summit West Signs	Summit West ranked first overall. Summit West can serve all Arizona and nationally through a network of licensed installers. Summit West offers Watchfire, Nevco, and Varsity scoreboards. Summit also offers custom products and signage.

Based upon these factors, 1GPA and the Lead Agency has determined the necessity of a multiple award for Electronic Signs and Scoreboards. The contract award recommendation is to the least number of suppliers necessary to meet the needs of 1GPA members. A single award is not advantageous to 1GPA members for the reasons listed above.

1GPA Members may use this contract and select awarded contractors based on their own best practices. The established criteria for members to select a vendor awarded a contract will be determined by each using agency's procedures. Each Member should use their own best practices in selecting a vendor that best fits their particular need or the region in which they reside. The Evaluation Tabulation Sheets, Evaluation Overview, and various documentation referenced herein that supports the multiple award decision may serve as a guide to assist members with the selection of vendors for the broad range of products and services. 1GPA members may contract with any number of vendors to provide the various products and services. There will be no requirement for a member to contract with only one vendor.

The following vendor received a lower score than those recommended for award:

- Global Dynamic Technology

Ken Carter

Ken Carter, Executive Director
1Government Procurement Alliance

Shannon Adams

Shannon Adams, HR Director/Board Secretary
Pinal County ESA