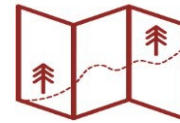


PORTFOLIO TITLE: [Child Safety Seats \(2025-2030\)](#)
LEAD STATE: New Jersey

<u>OVERVIEW:</u> 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.	<u>INITIAL TERM:</u> May 1, 2025 through April 30, 2029 <u>RENEWALS:</u> Three additional 1-year renewal options. <u>TOTAL TERM POSSIBLE:</u> Seven Years
<u>PRODUCT CATEGORIES:</u> (categories 1-3 scored for cost) Category 1 - Forward Facing Seats (<i>combination seats; convertible seats with and without harness rethreading</i>) Category 2 - Rear Facing Infant Seats Category 3 - Booster Seats (<i>backless; high-back; and high-back with removeable back</i>) Category 4 - Special Needs (<i>infant car bed, medical seats with additional positioning support, safety vests</i>) Category 5 - Additional/Optional Offerings (<i>Various items including but not limited to rotating seats, a take-back or recycling program, training, maintenance plans, accessories, and safety technology</i>)	
<u>SUPPLIERS AVAILABLE:</u> ✓ Longhouse Inventory Solutions ✓ Western Reserve Distributing dba Child Source 	<u>KEY BENEFITS:</u> The following key benefits were derived from the re-procurement of this portfolio: 1. Categories 4 & 5 were added to the portfolio. 2. FOB Destination freight prepaid and included in pricing for all states, DC, and territories.
<u>PRICING:</u> The Lead State required a separate price list be included in the Offeror's submission, that required discounts for each product listed. The Lead State also required a blanket discount of products not listed in the catalog that would apply to products within scope to ensure best value in that scenario. The Lead State wanted to ensure a wide variety of car seats to fulfill the needs of state agencies nationwide. The Sourcing Team included agency end-users who served in this scoring and SME capacity to provide expert perspective and review of the proposals. This ensured the correct product mix and capability assurance during our technical and cost scoring. Cost Proposals were also subject to an independent review for reasonableness by the Lead State. Costs determined not to be reasonable or best-value by the Lead State may result in all or part of Offeror's proposal being rejected, notwithstanding the results of the Cost Proposal evaluation.	

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PROCUREMENT BACKGROUND:

In March 2024, the Sourcing Team requested re-procurement of the expiring Child Safety Seat portfolio. The NASPO ValuePoint Executive Council approved conducting a re-solicitation and the Sourcing Team completed the RFP process in February 2025.

STATES ON SOURCING TEAM:

-  New Jersey (Lead)
-  Florida



SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)
 Solicitation Number: 24DPP00938
 Date Released: June 28, 2024
 Date Closed: August 20, 2024

PUBLIC POSTING OF SOLICITATION:

- Website Posted On: [NJ Start](#)
- Posting Link: [Child Safety Seats Bid # 24DPP00938](#)
- Number of Days Solicitation was Publicly Posted: 53
- Number of Amendments Posted: 2

PUBLIC OPENING

Sealed responses were opened on August 20, 2024 at 2:00PM Eastern Time.



VENDOR RESPONSES:

- Number of Vendor Responses Received: 3
- Number of Non-Responsive Vendor Responses: 1
- Number of Vendor Responses Evaluated: 2

EVALUATIONS:

Virtual evaluations were led by the Lead State of New Jersey and technical evaluation was completed by the Sourcing Team on 10/8/2024.

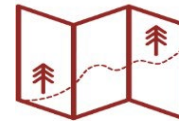
TECHNICAL EVALUATION CRITERIA:

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

1. Experience and Qualifications
2. Scope of Work
3. Customer Service & Product Support
4. National Cooperative Contracting Ability



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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 Sourcing Team recommended the following Award:

Category	Longhouse Inventory Solutions	Western Reserve Distributing
Category 1: Forward Facing Seats	X	X
Category 2: Rear Facing Only	X	X
Category 3: Booster Seats	X	X
Category 4: Special Needs	VALUE ADD	VALUE ADD
Category 5: Additional/optional offerings	VALUE ADD	VALUE ADD

PUBLIC POSTING OF AWARD:

Award Posting Start: December 20, 2024
Award Posting End: January 7, 2025
Vendors Awarded: 2

AWARDED VENDORS:

- Longhouse Inventory Solutions
- Western Reserve Distributing



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