

Summary

Name **Respond to Questions**

Vendor **Act Global Americas Inc.**

Status **Submitted**

Response

Information About the Organization

1. Please provide the name, address, phone number, and email address for the authorized agent submitting the proposal.

Name: Morgan Gusella
Address: 4201 W Parmer Lane Suite B175, Austin, TX 78727
Phone Number: (512) 733-5300
Email Address: mgusella@actglobal.com

2. Description of organization including: a) Company size/history, b) US Market Share for solutions related to this solicitation, c) Scope of clients serviced, d) Annual dollar amount of current contracts negotiated, e) Industry longevity related to scope of this solicitation, f) Head Quarter's physical address.

Act Global is based in Austin, Texas and is a part of the Beaulieu International Group (B.I.G.). Founded in 1959, B.I.G. employs over 4,900 people worldwide in 19 countries throughout Eurasia, America and Oceania and serves customers in 140 countries. In 2021, B.I.G. reported sales of €2.5 billion. Act Global operates its world-class manufacturing facilities in the U.S. and has serviced clients in more than 90 countries. Its experience includes multiple NFL football installations, a growing North American landscaping business, and patented aviation and landfill solutions. We are a leading synthetic turf supplier in the United States and have recently installed our turf at the following professional and collegiate organizations:

- U.S. Bank Stadium – Home of the Minnesota Vikings
- Minnestoa Vikings Twin City Orthopedics Performance Center
- Denver Broncos Paul D. Bowlen Memorial Center
- Chicago Bears Walter Payton Center
- Florida State University – Dunlap Football Center
- Purdue University – Mollenkopf Athletic Center
- University of North Alabama – Bank Independent Stadium
- New Lenox Sports Complex – over 1,000,000 square feet of turf!
- and many more!

In addition to the above, we are preferred suppliers for FIFA, FIH, and World Rugby and have certified fields all over the world. Act Global is one of the only synthetic turf manufacturers in the United States that is a FIFA Quality Licensee for football turf and we have installed over 300 Certified FIFA fields worldwide since our founding.

- A. Industry data for 2025 is not available, but Act Global is a leading supplier in the U.S. market for synthetic turf.
- B. We have services clients in more than 90 countries and our clients range from professional organizations like the National Football League, United Soccer League, Major League Baseball, etc., to all Collegiate levels, Junior Colleges, high schools and municipalities.
- C. Act Global negotiated over \$33 Million in project revenue last year. We can provide our most recent financial statement to CIESC upon request.
- D. Act Global was founded in 2004 and has been manufacturing and installing synthetic turf for over 20 years. We have significant experience in the design, manufacture, coordination, supply, installation and testing of synthetic turf.
- E. 4201 W Parmer Lane Suite B175, Austin, TX 78727

3. Please provide information demonstrating your organization's capacity to provide products/services to all participating entities in the United States including the following: a) Sales team, b) Distribution system, c) Installation team and process, d) Customer service team e) Number and location of support centers in USA, f) Any areas in the United States where your organization's products/services cannot be offered.

- A. Our sales team is comprised of six Xtreme Turf regional managers and two Turfscape regional managers that cover the United States. Below is a list of our team members and the states they cover:
 - 1. Joshua Turner – *Texas and Southwest Regional Sales Manager*: Texas, Arizona and Southern California
 - 2. Dan Collier – *Southwest Regional Sales Manager*: New Mexico, Oklahoma, Arkansas, Louisiana and Mississippi
 - 3. Allen Zacharczuk – *Mountain West Regional Sales Manager*: Missouri, Iowa, Minnesota, North Dakota, South Dakota, Nebraska, Kansas, Colorado, Wyoming, Montana, Idaho, Utah, Nevada, Oregon, Washington, Northern California, Alaska and Hawaii
 - 4. Chad Breeden – *Mid-Central Regional Sales Manager*: Indiana, Illinois, Wisconsin, Michigan, Ohio, Kentucky, West Virginia and Western Pennsylvania
 - 5. Candice Robb – *Southeast Regional Sales Manager*: Tennessee, Alabama, Georgia, Florida, North Carolina and South Carolina
 - 6. Guillaume Loubersac – *Northeast and Canada Regional Sales Manager*: Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, Eastern Pennsylvania, New Jersey, Delaware, Maryland, Virginia, Washington D.C., and Canada
 - 7. Alex Quick – *Turfscape Account Manager*
 - 8. Jake Hewitt – *Turfscape Business Development Manager*
- B. Our Xtreme Turf (sports synthetic turf) is custom made from project to project, and therefore does not need a distribution system. Our Turfscape products (landscaping synthetic turf) has a distribution system in place and can be custom ordered based on square footage and color. Our distribution system for Turfscape is done at our manufacturing plant in Georgia and off-site warehouse in California where we keep certain square footage volumes in inventory for quick project turnaround. Any job over 5,000 square feet or job that utilizes color will be subject to run as a custom job and shipped to the customer upon manufacturing completion.
- C. Act Global is dedicated to working with top professionals and companies for any project we work on. Our operations and site/installation teams are lead by Mark Weightman, Vice President of Operations and ASBA Certified Field Builder. Damon Erive, our Director of Quality & Safety and Crew Superintendent, and Todd Sweeney, our Site and Installation Superintendent, have many years of professional experience and will be on-site for projects with CIESC.
- D. Our customer service team is lead by our Regional Sales Managers and our Client Relations Manager who cover the entire United States. With this approach, we can individualize our customer service support, which allows us to be hands-on with each customer that buys synthetic turf from Act Global.
- E. Act Global does not have a dedicated support center location in the U.S. Our sales team and corporate team at our headquarters in Austin, Texas can be contacted at any time if a problem arises with a project.
- F. There are no areas in the United States where our products cannot be offered. Act Global proudly sells our products and services to the United States, Canada and Mexico.

4. Please provide information regarding required licenses and certifications held by your organization.

Act Global is a preferred manufacturer for many Professional organizations including FIFA, FIH and World Rugby, and we are a long-standing member of the Synthetic Turf Council (STC) and American Sports Builders Association (ASBA). We have won STC's industry award for Philanthropy and Sustainability and Field of the Year multiple times. John Baize, our President and Founder, is the longest standing board member of STC and was the lead author for the STC Performance Guidelines, STC Maintenance Guidelines and STC Environmental Guidelines for infill. We are a USA-based manufacturer, with our ISO 9001 manufacturing plant located in Calhoun, Georgia.

In addition to the above, we also hold general contractor licenses in 27 states throughout the U.S. These states include Alabama, Arizona, Arkansas, California, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Louisiana, Mississippi, Missouri, Montana, Nebraska, Nevada, New Jersey, North Carolina, North Dakota, Oregon, South Carolina, Tennessee, Utah, Virginia, Washington and West Virginia. We can provide CIESC with a complete list of licenses, license numbers, expiration dates, and more upon request.

5. Please list any state, GSA, or cooperative purchasing contract your organization holds as well as its current expiration date.

Act Global is a member of several other national and regional purchasing cooperatives. We are awarded vendors for the following:

- TIPS
 - Sports, Activity Equipment and Related Services; expiration date: 4/30/2026
 - Job Order Contracting; expiration date: 1/31/2027
- AEPA; expiration date: 2/28/2026
- Omnia

In addition to the above, we are also approved vendors with BuyBoard and Equalis Group.

6. What differentiates your organization from your competitors in the K12 school market?

What sets Act Global apart in the K-12 school market is our focus on student safety, performance and long-term value. We engineer every field system using third-party testing data and standards from groups like FIFA, World Rugby and ASTM. Our turf consistently meets or exceeds benchmarks for shock absorption, foot release, and durability. All of which are factors that reduce injuries and support student athletes.

Our U.S. made products are fully tested for environmental safety and we design installations that save maintenance and water, freeing up budgets for other student needs. Just as important, we provide end-to-end partnership and support, from design and installation through maintenance guidance, so schools receive a safe, durable surface that serves the whole community for years.

7. Please list at least 3 school districts that can be contacted as references. Include the following information: Organization Name, Address, Contact Name, Contact Email, Contact Phone Number.

Please see our reference list for schools that CIESC can contact below. We are proud to announce that our Indiana reference is Purdue University – Mollenkopf Athletic Center, and we invite you to go on a tour of the facility with our state-of-the-art turf.

Reference 1:

School: Purdue University

Location: West Lafayette, Indiana
Contact: Kyle Banter – *Athletics Facilities Superintendent*, banterk@purdue.edu

Reference 2:
School: Plum Borough School District
Location: Pittsburgh, Pennsylvania
Contact: Michael Devine – *School Board President*, devinemc@pbsd.net

Reference 3:
School: Brother Rice High School
Location: Chicago, Illinois
Contact: Mark Donahue – *President*, mdonahue@brrice.com

Products/Services Offered

1. Please provide a description of the products, equipment and services included in your proposal.

Act Global is excited to offer our most popular systems to CIESC and its' entity members. Our sports synthetic turf products include each of our main systems – Xtreme Turf F (slit film), Xtreme Turf DX (monofilament), and Xtreme Turf DXF (slit film + monofilament blend system). These three products can be used for any kind of sports field and are engineered for player safety. Our landscaping synthetic turf products include our most popular systems – Multiplay, Multiplay Pro, Flex and Natural. Both the Multiplay and Multiplay Pro product offerings can be used in recreational and sports settings. They are great for batting cages and small multipurpose fields! We are also offering equipment and accessories for synthetic turf. These include synthetic turf groomers, sweepers and debris collectors from GreensGroomer. Included in this category as well are some of our installation accessories like glue, seaming tape and thread, which are all used to install our fields. Finally, we have offered five different maintenance programs that members can choose from if they would like to add it to their project or purchase for older fields. They range from one-year cleanings, all the way to eight-year cleanings.

For a complete list of our products, equipment and services included in our proposal, please see our uploaded pricing sheet.

2. Please specify any products, equipment, and services that are excluded from your proposal.

Act Global excludes the following sections from our proposal. While we are able to find reputable subcontractors to help us with this work if a job needs it, we do not offer these flooring products and services in our current scope of work.

- Outdoor Court Surfaces (entirety of section)
- Indoor Sports Surfaces (entirety of section)
- Equipment & Accessories – Nets, Posts, Fencing, Curbing, Field Carts, Benches and Lockers
- Maintenance & Support Services – Courts Maintenance, Tile Resets and Concrete Stabilization

3. Describe how your product offering addresses the following: a) Customization, b) User Safety, c) Range of Accessibility.

We congratulate you on including player safety as a core component of your selection criteria. Act Global shares your passion to deliver the best playing surface for the athletes and is undoubtedly the top choice for CIESC and its' members based on these criteria.

We share your passion to deliver the best playing surface by taking player safety and performance considerations to new levels. We continue to invest in raising player safety and would love the opportunity to meet with you and discuss how we specifically can improve foot stability for your members athletes as this measurement is not picked up by BEAST testing. We have enhanced our system through investments in R&D, NFL stadium testing, ISO 9001 Quality manufacturing, and upgrading the grass yarns for improved durability and performance. We applaud your organization's similar philosophy to player performance and safety. Our system includes includes more expensive features, but the investment is well worth it.

We have included detailed information on a proven solution for CIESC. This includes testing for the critical areas of four types of shock absorption tests: Clegg Hammer, ASTM g-max, running impact and head injury criteria (HIC), plus three lower extremity tests: vertical deformation, rotational resistance/traction and energy restitution. **The resulting benefit to improved foot stability and lower vertical deformation makes Act Global the only choice for CIESC. We achieve this with a unique infilling method that is designed for your members' e-layer and shock pads.** We will test and guarantee the performance too!

Additionally, Act Global has delivered the best results to U.S. Bank Stadium for a shock pad system. We are the top choice for CIESC's members because:

- Our shock pad system combines the best HIC while our high infill system has greatly lowered the vertical deformation for the players.
- We have experience such as routing the shock pad at the Velcro seams, so those areas are not raised.

4. Please describe your organization's warranty terms in as much detail as possible including: a) Products, parts, and services covered, b) Length of warranty, c) Cost of warranty, d) Warranty repair lead time.

Act Global offers our customers several different warranty options. These include our eight-year standard warranty which comes with the purchase of the field, our eight-year insured warranty, a ten-year standard warranty, and our ten-year insured warranty which is eight years insured with an additional two standard years.

All these warranty options are guaranteed against defects in workmanship for the period of the warranty from the date of manufacturing. The product shall be deemed to have failed in UV stability if the original tensile strength of the synthetic turf decreases by more than 50 percent during the warranty period. This guarantee shall not cover any defects, failure or damage in or the synthetic turf, which is:

- Subject to abuse, misuse, negligence or improper maintenance
- Installed, repaired, altered or replaced by any person other than a pre-approved installer using pre-approved infill and installation materials and quantities
- Damaged, directly or indirectly, including but not limited to, on account of, accident, vandalism, machinery, spiked shoes, animals, misuse, fire, flood, reflections, chemical reactions, acts of God, static or dynamic loads exceeding Act Global specifications at the time of installation, improper or faulty subsurface preparation, failure of the subsurface after installation including settling of the surface, and the use of dry cleaning fluids or improper cleaning methods.

Act Global provides 24-hour response times and will have Mark Weightman, our Vice President of Operations and ASBA Certified Field Builder, heading any warranty repairs. Our team is dedicated to making sure the entities using Xtreme Turf products have one of the safest and ready-to-play fields for their athletes.

5. Please provide any information related to products/services your organization proposes to enhance and add value to the contract. Include all fees associated with value-added items/services.

We have included enhanced products in our pricing proposal for CIESC. These systems are our “upgraded” systems that can be seen on professional sports fields in the NFL and USL and on Division I collegiate sports fields. These products are typically more expensive and are denoted on our pricing proposal with a ‘+’ after the product name. All additional costs for these products are in our square footage pricing.

Contract Implementation

1. Describe your organization's marketing strategy to promote this contract to eligible entities across the United States including: a) How will your organization differentiate this contract from other contracts held with other cooperative purchasing agencies, b) How your sales team will incorporate this contract as part of their sales process.

Act Global supports our cooperative purchasing partnerships through a variety of targeted marketing efforts, including:

- Co-Branded Materials: We maintain updated landing pages, brochures and documentation that clearly communicate co-op accessibility and highlight product benefits.
 - Online Visibility: We promote our turf systems through regular social media posts that showcase installations, highlight safety and performance features, and note co-op availability when applicable.
 - Industry Events: We attend regional and national trade shows to connect with schools, parks, and municipalities who use cooperative purchasing contracts to simplify their procurement process.
 - Responsive Support: We prioritize sample and quote requests from co-op members to reduce purchasing friction and help projects move forward efficiently.
- A. We are members of several regional and national cooperative purchasing organizations and recognize the importance of differentiating our marketing and selling strategies to each organization. If awarded through CIESC, we plan on creating a specific landing page on our website that will have links to our CIESC landing page. We also will create specific co-branded marketing materials that can be sent physically and digitally to all CIESC members showcasing our synthetic turf products, equipment and services. In addition to the above, we also plan on creating quarterly email blasts that target CIESC entities to let them know that we are new members of this co-op.
- B. Our goal for joining CIESC is to make purchasing simpler for its' members. To do this, our sales team will incorporate this contract into several aspects of their selling process. They will highlight our membership with CIESC in proposals, presentations and digital outreach. This will give schools and municipalities a faster, more compliant way to purchase, with competitive pricing already in place. By pointing clients to the contract early in the process, we make it simpler for them to move forward with us.

2. Please outline how the current CIESC accounts would be transitioned onto this new contract. What will the user experience be in the transition?

We are not currently vendors of CIESC so any current CIESC accounts will not need to transition onto this new contract. Act Global is dedicated to having an exceptional customer experience and will make the introduction to our company and our products and services a seamless transition.

3. Describe your organization's ability to integrate with an e-procurement system for participating entities to utilize if they choose.

Given the customizable nature of the synthetic turf industry, Act Global does not currently use an e-procurement system and does not plan on integrating this kind of platform for purchasing purposes.

4. Describe how additional products and services will be added and priced to align with this contract.

Act Global is a custom manufacturer for synthetic turf. Because of that, we recognize we may need to add products and services to our contract with CIESC. For any additional synthetic turf products added throughout the length of the contract, we will honor the same discount for synthetic turf products, equipment and services as the original pricing proposal submitted. This will also apply to additional products outside synthetic turf (i.e. additional maintenance equipment, infill, shockpads, etc.). Any installation services added to the CIESC contract will be priced based on location, labor rates and labor hours.

5. Describe how your organization will ensure participating entities receive contract pricing and that sales made through this contract will be reported to Edge Public as requested.

Act Global can 100% ensure contract pricing to any/all CIESC entities that buy our synthetic turf products and services if they reach out through CIESC or through our marketing, email and digital outreach. For any projects outside of this, our sales managers will make a conscious effort to mention our awarded vendor status with CIESC to see if they are a member and would like to go through the co-op rather than a formal bidding process.

Any sales made through the CIESC contract will be reported by our Client Relations Manager to Edge Public.

Logistics

1. Describe how participating entities will place orders for products and services with your organization, including the role of local dealers and/or distributors if applicable.

Participating entities can place orders for our products and services through their Regional Sales Manager, Turfscape Manager, and/or Client Relations Manager. Our order process will always start with and include a set of drawings for the project that includes the field layout, product chose, field color, logos, etc. These drawings are signed and returned by the client before order agreements or purchase orders are made. After drawings have been signed, the client will either issue a purchase order to Act Global or Act Global will issue an order agreement to the client. All our synthetic turf products will start manufacturing or ship from inventory (small Turfscape jobs only) once the purchase order or order agreement has been signed and returned by both parties.

Act Global does utilize local dealers across the United States. If we become an awarded vendor with CIESC, we will let our dealers know so that they may market the CIESC and Act Gblcoal

partnership to participating entities. The order process for dealers will be the same as if they were purchasing directly from Act Global. The only difference being that Act Global will be a third-party organization to that project and the client will go through the dealer for any questions or concerns.

2. Please describe your organization's installation requirements for products purchased by a participating entity.

Act Global requires all our Xtreme Turf synthetic turf products to be installed by our Xtreme Turf installation team or a trusted installation partner known by Act Global to ensure top-of-the-line installation and as to not void the synthetic turf warranty. We will offer our services and/or our trusted partners services for any project that requires installation.

3. Does your organization offer product training, and if so, please describe the process and cost for training.

Act Global can include up to two hours of complimentary training periods with our installation and maintenance professionals at time of installation for our CIESC customers. Additional training and pricing for training will be discussed with the client and our upper management team.

4. Does your organization offer any service or maintenance contract options, and if so, please describe.

Yes. Act Global has extensive experience in providing maintenance for synthetic turf fields. Some of our clients include U.S. Bank Stadium, Denver Broncos, Dicks Sporting Goods Stores, The Woodlands Township and many more. We offer several different maintenance contract options that can be purchased either at the time of bid or after the bid.

Here are the detail for our four main maintenance program options:

- Bronze Program: Annual program that includes one visit and one cleaning per year. The cost per field is \$3,600.
- Silver Program: Semi-annual program that includes two visits and two cleanings per year. The cost per field \$3,350.
- Gold Program: Eight-year annual program that includes eight visits and one cleaning per year. The cost per field is \$3,200.
- Platinum Program: Eight-year semi-annual program that includes 16 visits and two cleanings per year. The cost per field is \$3,000.

We also offer synthetic turf maintenance services to schools, municipalities, and organizations outside of the time of purchase and for fields that have products other than Xtreme Turf. This allows the end user to not go out to public bid for maintenance services, while also being able to add older fields to the maintenance contract. Maintenance services outside our maintenance program options are priced based on several factors like maintenance services, field locations, number of fields, etc.

5. What are your organization's current order fill rates?

Since we are a custom manufacturer, we have 100% order fill rates after order agreements and/or purchase orders have been signed and after initial deposits for the project have been made.

6. What is your organization's average lead time and on time delivery rate?

Act Global's lead time can vary depending on several different factors like time of the year, project size, etc. Generally, our turf fields are manufactured in 14-21 days and installed in about 21 days. Delivery rates can vary depending on location, but we haven't incurred any delivery option issues as we are centrally located in the U.S. in Calhoun, Georgia.

7. Describe in detail your organization's method for tracking: a) Orders, b) Deliveries/Installation Dates, c) Invoices.

Act Global utilizes Salesforce as our CRM tool to ensure that all our projects are organized before purchase and kept on track after purchase. Before the purchase of one of our products and/or services, our Regional Sales Manager will input all field data into the CRM including selected product, field color, logos, square footage, project location, tax exemptions, and much more. Once an entity purchases one of our products and/or services, the project is moved to a manufacturing and installation planner for company-wide visibility and next to steps to occur. From here, our world class Operations Department oversees tracking and fulfilling orders and deliveries to ensure we adhere to each project's installation schedule. Our Operations team works with our manufacturing team on a daily basis to ensure that all projects are being manufactured and delivered in a timely manner to the project location. Our Vice President of Operations, Director of Operations and Director of Construction all oversee every project delivery and installation for Act Global.

We can provide a complete personnel list to CIESC and its' entities upon request.

8. Does your organization require the customer to place a deposit when placing an order? Please outline all the details about your organization's policy regarding deposits.

Yes. We will require a 30-50% deposit once the order agreement or purchase order has been signed by the client and returned to Act Global. Deposit percentages for clients are determined based on project size and credit status.

9. Describe your organization's payment terms as well as the different types of payment accepted including, but not limited to: a) Purchase orders, b) Procurement card, c) Credit card/Debit card.

We offer Net 30 payment terms for CIESC and its' member entities for all purchases made with Act Global. The Net 30 payment terms will start after the initial deposit for the project is made. We accept the following payment options, including purchase orders, credit cards and ACH and wire transfers. Please note that the client must initiate payment for all projects being paid for with ACH and wire transfers. Act Global does not accept procurement card payments at this time.

10. Does your organization have any additional charges for customers for using different types of payment forms (i.e., credit card fees)?

Act Global charges a 2.8% convenience fee for all credit card purchases.

11. Does your organization offer any financing options for projects purchased by an educational or governmental entity?

Yes. Our financing options are for our Xtreme Turf products. Act Global will provide CIESC members with financing information upon request.

Price Proposal

1. Please provide information regarding your organization's pricing proposal including: a) Discounts on products, b) Discounts on services/installation, c) How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds, d) Additional volume discounts or rebate programs offered.

Act Global has given CIESC a very competitive 8% discount on all our products, equipment and services listed in our pricing proposal. We intend to create a strong relationship with CIESC and its' members and would like to show our seriousness in fostering this relationship through competitive industry pricing.

We offer additional volume pricing discounts starting at 300,000 square feet for our Xtreme Turf products and 20,000 square feet for our Turfscape products. Please see our price per square foot volume discount pricing on our pricing proposal. We do not offer any rebate programs at this time.

2. Will this pricing structure be guaranteed for the term of the contract?

Yes, this pricing will be guaranteed to last the five years of the contract.

3. Please identify any additional fees that are not included in your proposed pricing and how those fees are determined.

There are several fees that are not included in our proposed pricing and must be quoted and/or calculated separately based on location, square footage of the project, labor wage rates, etc. The fees not included are freight, installation labor and sales tax.

4. Please outline any shipping, delivery, and freight charges associated with delivery to participating entities.

Freight charges associated with our synthetic turf products are quoted by trusted, third-party logistics companies and are based on square footage, roll amount, weight, and destination. We cannot include freight costs in our pricing proposal as they are subject to change from project to project based on a variety of factors. All freight costs will be outlined on our Order Agreement that is sent to our clients before purchase so they are made aware of shipping costs before purchase.

5. Provide any additional information relevant to this section.

N/A.