



To: Board of Directors
From: Robert Zingelmann
Date: December 17, 2019
Subject: Recommendation of Contract Award

Region 4 ESC held a RFP opening on December 17, 2019 for RFP # 20-02 for [Bleeding Control Kits and Related Hemorrhage Control Products and Services](#). There were seven (7) proposals submitted:

- BMK Ventures, Inc.
- Con10gency Consulting, LLC
- Fisher Scientific Company LLC
- North American Rescue, LLC
- School Health Corporation
- SouthEast Texas Regional Advisory Council
- Tactical Medical Solutions, LLC

After careful review of all proposals, the Evaluation Team has determined that four (4) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

CONSIDERATION

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

RECOMMENDATION

The Evaluation Team recommends the following companies for award based on their response:

Contract	Vendor	Term of Contract
Bleeding Control Kits and Related Hemorrhage Control Products and Services	BMK Ventures, Inc. Con10gency Consulting, LLC North American Rescue, LLC SouthEast Texas Regional Advisory Council	Three (3) years with option of two (2) one year renewals

Support documentation has been attached for your reference.

Enclosure: Bid Tab Summary



To: Dr. Pam Wells
Executive Director

From: Robert Zingelmann
Chief Financial Officer, Business/Operations Services

Date: December 17, 2019

Re: Bleeding Control Kits and Related Hemorrhage Control Products and Services; RFP # 20-02

The Elevation Committee has reviewed the responses and recommend that the following companies be awarded:

- BMK Ventures, Inc.
- Con10gency Consulting, LLC
- North American Rescue, LLC
- SouthEast Texas Regional Advisory Council

The recommended vendors submitted offers that were determined to be most advantageous to OMNIA Partners/National IPA members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified services outlined in the RFP.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of OMNIA Partners/National IPA members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.



January 6, 2020

Mr. Michael B. Whetstone
mwhetstone@bmkventures.com
Chief Operating Officer
BMK Ventures, Inc.
1112 Jensen Drive
Virginia Beach, VA 23451

Re: Award of Contract #R200201

Dear Mr. Whetstone:

Per official action taken by the Board of Directors of Region 4 Education Service Center on December 17, 2019, we are pleased to announce that after successful negotiated terms and conditions, BMK Ventures, Inc. has been awarded an annual contract for the following, based on the sealed proposal (RFP#20-02) submitted on December 2, 2019:

Commodity/Service

Supplier

Bleeding Control Kits and
Related Hemorrhage Control
Products and Services

BMK Ventures, Inc.

This contract is effective January 1, 2020 and will expire on December 31, 2022. As indicated above, your contract # is R200201. This contract may be renewed annually for an additional two (2) years if mutually agreed upon by Region 4 ESC/OMNIA Partners, Public Sector and BMK Ventures, Inc.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Jessica Goforth, the Contract Manager assigned to your contract, at (210) 729-0281 or jessica.goforth@omniapartners.com.

Sincerely,

DocuSigned by:

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Robert Zingelmann
Chief Financial Officer, Finance and Operations Services