

OMNIA[®] PARTNERS



Audio Visual Equipment, Accessories, and Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 20-12

RFP Issued: October 11, 2020

Pre-Proposal Date: November 30, 2020

Response Due Date: December 15, 2020

Proposals Received: 7



Awarded to: GOV | EDU | CORP

Contract # R201202

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-12 on October 11, 2020, to establish a national cooperative contract for Audio Visual Equipment, Accessories, and Services

The solicitation included cooperative purchasing language in Section I. Scope of Work:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Region 4 is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On December 15, 2020 proposals were received from the following offerors:

- Video Hi-Tech Corp. d/b/a Adwar Video
- Audio Visual Innovations, Inc.
- B&H Foto and Electronics DBA B&H
- Best Buy Stores, L.P.
- Clearwing Systems Integration, LLC
- Ford Audio-Visual Systems, LLC
- Iron Bow Technologies, LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that B&H Foto and Electronics DBA B&H demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of April 1, 2021.

Contract Highlights:

B&H has been working with government agencies for over twenty (20) years and has a well-known reputation based on product knowledge, customer service, large selection, standard discounted pricing, in-stock availability, and extensive e-procurement capabilities featuring over 500,000 products.

Contract includes:

Full product catalogue offering

Term:

Initial three-year agreement from April 1, 2021 through March 31, 2024 with the option to renew for two (2) additional one-year periods through March 31, 2026.

Pricing/Discount:

Provided discount from MSRP for all products and services with discount ranging from 0-.5 – 25%. Discounts vary by brand and product but will remain within the discount range with an average discount of 12.5% off our retail pricing. Apple products available to State and Local government agencies only.

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/bh-photo-video-pro-audio/contract-documentation#c35730>