



Security System Services  
Executive Summary

**Lead Agency:** Region 4 Education Service Center      **Solicitation:** RFP # 17-05  
**RFP Issued:** January 25, 2017      **Pre-Proposal Date:** NA  
**Response Due Date:** February 23, 2017      **Proposals Received:** 7

**Awarded to: Convergent Technologies LLC #R170502**

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 17-05 for Security System Services on January 25, 2017, to establish a national cooperative contract for Security System Services.

National Cooperative language was included in the RFP: Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

*“Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein “Participating Agencies”) solicits proposal from qualified Offerors to enter into a Vendor Contract (“Contract”) for the goods or services solicited in this proposal.”*

*“Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable.”*

*“Region 4 ESC’s purchasing cooperative was established in 1997 to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.”*

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

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star - Advertiser, HI
- The Herald New-Will County, IL
- The Advocate-New Orleans, LA
- USA Today
- The New Jersey Herald, NJ
- Times Union, NY
- Daily Journal Commerce, OR
- The State, SC
- Deseret News, Utah
- Richmond Times, VA
- Seattle Daily Journal Commerce, WA
- Region 4 ESC Website
- National IPA Website

On February 23, 2017 proposals were received from the following offerors:

- Alterman Technologies
- Anixter Inc.
- Convergent Technologies LLC
- Kratos Public Safety & Security Solutions Inc.

- Parking & Security Systems
- Schneider Electric
- Sology Solutions

The proposals were evaluated by an evaluation committee using the evaluation criteria established in the RFP. The committee elected to recommend an award to Convergent Technologies LLC Inc. who submitted competitive pricing and product ranges.

On Tuesday, April 25, 2017 the Board of Directors of Region 4 Education Service Center (ESC) approved the Security System Services

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of June 1, 2017.

Contract Highlights:

- Industry leading global service-based systems integrator
- Customer Service M-F, 8 a.m. to 5 p.m. with service technicians on-call 24/7
- Salespeople and offices throughout the United States
- Service Coordinators and Specialist at offices to provide dispatching, scheduling and tracking

Pricing/Discount:

Discount percentage off list varies by manufacturer

Term:

Initial three (3) year agreement effective July 1, 2017 through June 30, 2020 with the option to renew for two (2) additional one-year periods through June 30, 2022.

National IPA Web Landing Page:

<http://www.nationalipa.org/Vendors/Pages/ConvergentTechnologies.aspx>