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PARTNERS



Software Solutions and Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-09

RFP Issued: July 3, 2019

Pre-Proposal Date: July 17, 2019

Response Due Date: August 8, 2019

Proposals Received: 9

Awarded to: 

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-09 on June 12, 2019, to establish a national cooperative contract for Software Solutions and Services.

The solicitation included cooperative purchasing language in Sections 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 August 8, 2019 proposals were received from the following offerors:

- Ardham Technologies, Inc.
- DLT Solutions, LLC
- Double A Solutions
- EC America, Inc. (immix Group)
- Enboard
- Hyland Software, Inc.
- inTeam Associates
- Preservica
- Rycor

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that DLT Solutions, LLC 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 January 1, 2020.

Contract Highlights:

DLT has been dedicated to working with the Public Sector to solve IT challenges including cloud migration, protection against cybersecurity threats, and data center optimization and consolidation.

Contract includes:

Offering a robust line of unique manufactures. Current offer includes software from the following:

- Cloudbees
- LogRhythm
- Polyverse
- Red Hat
- Sumo Logic
- Refer to Value Add section for complete line card.

Term:

Initial three-year agreement from January 1, 2020 through December 31, 2022 with the option to renew for two (2) additional one-year periods through December 31, 2024.

Pricing/Discount:

Pricing based on discount from MSRP. Additional discounts may be available to Customer based on volume at the order level and will be negotiated at that time.

OMNIA Partners, Public Sector Web Landing Pages:

https://www.omniapartners.com/publicsector/contracts?supplier_name=DLT&top_categories=show-all