



Facilities Management Software  
Executive Summary

**Lead Agency:** Region 4 Education Service Center      **Solicitation:** 16-18  
**RFP Issued:** October 12, 2016      **Pre-Proposal Date:** None  
**Response Due Date:** November 15, 2016      **Proposals Received:** 2  
**Awarded to:** Dude Solutions, Inc.

The Region 4 Education Service Center issued RFP 16-18 on October 12, 2016, to establish a national cooperative contract for Facilities Management Software Solutions.

The solicitation included cooperative purchasing language in the RFP: Section A. Introduction, Section I

***Background on Region 4 Education Service Center***

*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 as a means 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:

- Region 4 website
- National IPA 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 November 15, 2016 proposals were received from the following offerors:

- Accruent LLC
- Dude Solutions, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend an award to Dude Solutions who submitted competitive pricing and product ranges.

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

**Contract not available in the following states:**

- |               |                 |                |
|---------------|-----------------|----------------|
| • Arizona     | • Massachusetts | • North Dakota |
| • California  | • Michigan      | • Ohio         |
| • Colorado    | • Missouri      | • Oregon       |
| • Connecticut | • Montana       | • Pennsylvania |
| • Indiana     | • Nebraska      | • Virginia     |
| • Iowa        | • New Jersey    | • Washington   |
| • Kansas      | • New Mexico    | • Wisconsin    |
| • Kentucky    | • New Jersey    | • Wyoming      |

Contract includes two (2) unique platforms to serve the public sector:

- SchoolDude - Aimed at helping educational institutions improve the way they manage, maintain and invest in their facilities enhancing the platform and added critical functionality – such as IT asset management, energy management, inventory management and solutions that help communities better utilize school property for off-hours use.
- FacilityDude - A robust suite aimed at delivering the same efficiencies to local governments, clubs and associations, manufacturers.

Both platforms offer:

- Maintenance Solutions - work order, inventory, alarm and capital forecasting management.
- Technology Solutions - help desk, it asset and mobile device management
- Event Management – facility scheduling, system automation

Term:

Initial three (3) year agreement from April 1, 2017 through March 31, 2020 with the option to renew for two (2) additional one-year periods through March 31, 2022.

Pricing/Discount:

Pricing varies per platform and facility type and is based on square footage, participants' number of sites, maintenance staff, requestors, and number of students.

National IPA Web Landing Pages:

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