



Online Registration and Automated Payment Solutions Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 19-01

RFP Issued: September 12, 2018

Pre-Proposal Date: October 11, 2018

Response Due Date: October 30, 2018

Proposals Received: 4

Awarded to: Fairfax Imaging

Contract No. R190102

Region 4 Education Service Center issued RFP 19-01 on September 12, 2018, to establish a national cooperative contract for Online Registration and Automated Payment Solutions.

The solicitation included cooperative purchasing language in the Scope of Work as follows:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with the National Intergovernmental Purchasing Alliance Company, an affiliate of OMNIA Partners, Inc. ("National IPA") to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) 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 National IPA's cooperative purchasing program. Region 4 ESC 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 National IPA (a "Participating Public Agency"). Appendix D contains additional information about National IPA 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
- 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 Chronicle (CY-Creek Mirror)
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review Journal, NV
- The Herald News

On October 30, 2018 proposals were received from the following offerors:

- Epic Contest Solutions LLC
- Fairfax Imaging
- KEV Group Inc.
- RYCOR Solutions (US) Corp

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Fairfax Imaging and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and Fairfax Imaging successfully negotiated a contract, and the Region 4 ESC Board of Directors executed the agreement with a contract effective date of January 1, 2019.

Contract Highlights:

Solutions that allow customers to securely pay **their** way. All payments, regardless of method, are managed in a single encrypted Microsoft SQL database to streamline statement reconciliation, back-end accounting functions, research, and reporting.

Contract Includes:

- **Quick Module Server:** Base System framework
- **Quick Payments:** Full featured Enterprise ePayments Portal designed to easily connect with existing applications to provide the latest electronic payments including credit, debit, and IVR options
- **Quick Cashier:** Process in-person payments including any combination of cards, cash and checks. Documentation and checks are scanned to credit customer accounts instantly. Cash drawer processing, the latest card processing devices, and receipt printing is supported.

Additional Modules:

- **Quick Modules:** Process mail-in payments with the latest production scanners and mail-opening equipment and data capture solution. Optimizes document processing workflows by electronically identifying, capturing, validating, and updating critical client information received whether electronic or paper form, including checks for Check 21 processing. The system processes virtually any document within a common workflow improving productivity and achieving a high return on investment.
- **Quick Tags:** Innovative solution provides electronic vehicle temporary and permanent registration and titling for vehicle dealers, while substantially reducing cost, reducing fraud, and improving DMV back-end processes.

Term:

Initial two-year agreement from January 1, 2019 through December 31, 2021 with the option to renew for three (3) additional one-year periods through December 31, 2024.

Pricing/Discount:

<u>One Time Fee</u>	<u>Annual Maintenance</u>
Quick Module Server: \$17,500	\$3,150
Quick Payments: \$48,195	\$8,675
Quick Cashier: \$48,195	\$8,675

National IPA Web Landing Pages: <http://www.nationalipa.org/Vendors/Pages/FairfaxImaging.aspx>