



Learning Management System  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 20-14

**RFP Issued:** October 22, 2020

**Pre-Proposal Date:** November 15, 2020

**Response Due Date:** December 15, 2020

**Proposals Received:** 7



**Awarded to:**

**Contract # R201402**

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 Learning Management System

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:

- Carahsoft Technology Corporation
- D2L Ltd.
- GP Strategies Corporation
- Instructure, Inc.
- The Marick Group, LLC
- Governmentjobs.com, Inc. dba NEOGOV
- REDHOUSE Virtual Education

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Instructure, Inc. 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 2, 2021.

Contract Highlights:

Instructure is the fastest-growing cloud-based learning management software company on the market. Providing **Canvas**, a single, integrated learning management system that bundles assessments, grading, state standards tracking, messaging, learning analytics, and more while keeping everything simple, easy, and in one place. Canvas can be accessed from any computing or communications device with Internet connectivity and a compatible web browser, including tablets and smart phones.

Contract includes:

Canvas LMS  
Canvas Catalog  
Canvas Studio  
MasteryConnect  
Instructure Services

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:

Subscription based on FTE count.

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/instructure/contract-documentation>