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PARTNERS



Technology Solutions, Products, and Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 21-04

RFP Issued: December 1, 2020

Pre-Proposal Date: December 15, 2020

Response Due Date: January 19, 2021

Proposals Received: 17



Awarded to:

Contract # R210404

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 21-04 on December 1, 2020, to establish a national cooperative contract for Technology Solutions, Products, and Services.

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, IL
- Times Union, NY
- Daily Journal of Commerce, OR, 2020
- 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
- Las Vegas Review Journal, NV
- The Herald-News, IL

On January 19, 2021 proposals were received from the following offerors:

- Avaya Inc.
- CDW Government LLC
- Compulink Technologies, Inc.
- GovConnection, Inc. dba Connection – Public Sector Solutions
- Double Line, Inc.
- Edlio LLC
- Active Internet Technologies, LLC, dba “Finalsite”
- HP Inc.
- Iron Bow Technologies, LLC
- Office Depot, LLC
- Phoenix Business Inc dba Phoenix Business Consulting
- ThunderCat Technology, LLC
- vCloud Tech Inc.
- Vertosoft LLC
- WalkerCom, Inc.
- Waypoint Business Solutions, LLC
- World Wide Technology

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Iron Bow Technologies, 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 June 1, 2021.

Contract Highlights:

Trusted source for a vast array of IT products and services. Their strategic approach to distribute products and services on the Technology Solutions Catalog includes long-standing agreements with numerous distribution partners, helping to ensure fulfill the requirements of participating Agencies under this Master Agreement. committed to providing an equitable opportunity for diverse suppliers and subcontractors to meet the small business goals for Participating Agencies.

Contract includes:

- **Products** - Directly and formally authorized as a reseller by over 200 major OEMs.
- **Professional Services** - Performed by experienced, OEM-certified engineers that support the full product lifecycle, from analysis and design through implementation and operational support.
- **Complex Solutions** –Experienced staff in design, integration, deployment, and sustainment of complex multi-technology solutions that may include networking, UC, audio/visual (AV), Voice over Internet Protocol (VoIP), data center, video teleconference (VTC), wireless, and security components.
- **CSC** – Provides CSC as-a-service, cloud computing, and managed services solutions.

Term:

Initial three-year agreement from June 1, 2021 through May 31, 2024 with the option to renew for two (2) additional one-year periods through May 31, 2026.

Pricing/Discount:

Discount off list price

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/iron-bow-technologies/contract-documentation#c38632>