



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: KEV Group, Inc.

Contract No. R190103

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 KEV Group, Inc. and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and KEV Group, Inc. 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:

School Cash Suite is a web-based educational software solution designed to meet the unique financial needs of K-12 public schools. Over 500 districts encompassing 1700+ schools across the U.S. and Canada. Offering the School Cash Suite which allows parents to make online payments in conjunction with the Cash Accounting module tool that automates the manual accounting task in the school offices.

Contract Includes:

- **School Cash Online:** Allows parents to make online payments for school fees
- **School Cash Accounting:** Web-based tool that manage school finances and automates manual accounting task performed by bookkeepers daily.

Value-Add Modules Include:

- **Meal Plan Payments:** Allows parents to load fund into their student's meal plan account
- **Digital Custom Forms:** Form building solution that enables
- **School Cash Express:** Extends item creation and payment reporting to non-administrative school staff
- **Positive Pay:** Allows for deposited checks to be automatically uploaded to school's bank account

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:

School Cash Online: \$500 per school per year (*minimum \$5,000*)

School Cash Accounting: \$1,500 per school per year (*minimum of \$15,000*)

National IPA Web Landing Pages:

<http://nipa-test.nationalipa.org/Vendors/Pages/>