



Assistive Technology Products and Services
Executive Summary

Lead Agency: Region 4 Education Service Center **Solicitation:** 18-06
RFP Issued: March 29, 2018 **Pre-Proposal Date:** N/A
Response Due Date: May 17, 2018 **Proposals Received:** 9
Awarded to: Lightspeed Technologies, Inc.

Region 4 Education Service Center issued RFP 18-06 on March 29, 2018, to establish a national cooperative contract for Assistive Technology Products and Services.

The solicitation included cooperative purchasing language in Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

“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 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 May 17, 2018 proposals were received from the following offerors:

- Active Internet Technologies; dba FinalSite
- Attainment Company, Inc.
- Boundless Assistive Technology
- HumanWare USA Inc.
- Lightspeed Technologies, Inc.
- School Health Corporation
- Tobii Dynavox LLC
- US Computers Inc.
- Viggi 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 Lightspeed Technologies, Inc. and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and Lightspeed Technologies, Inc. successfully negotiated a contract and the Region 4 ESC Board of Directors executed the agreement with a contract effective date of November 1, 2018.

Contract not available in New Jersey

Contract Highlights:

A leader in providing classroom audio solutions to learning environments nationwide. Excels at applying innovative technology to design intuitive and effective audio solutions.

Contract includes:

- Engage the Whole Class
 - Redcat Access, Topcat Access, and 955 Access
- Activate Learning Group
 - Activate Pods, Activate Station and Activate App
- Collaborate and Share Ideas
 - Capture and share audio and video
- Free ground shipping applies to all products, excluding Alaska and Hawaii with no minimum order. For expedited shipments customer responsible for difference between ground and expedited service.
 - Delivery ARO depends on quantity ordered. Standard 14-30 calendar days. Refer to contract for details
 - Offers a free no obligation 45-day evaluation program allowing the opportunity to try a classroom audio system

Term:

Initial three-year agreement from November 1, 2018 through October 31, 2021 with the option to renew for two (2) additional one-year periods through October 31, 2023.

Pricing/Discount:

Discount off list price on quantity ordered:

1-9	22%
10-19	25%
20-49+	27%

National IPA Web Landing Page:

<http://www.nationalipa.org/Pages/Contracts-search.aspx?k=Lightspeed>