



Cabling and Networking Products & Solutions
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: RFP # 16-17

RFP Issued: October 12, 2016

Pre-Proposal Date: None

Response Due Date: November 15, 2016

Proposals Received: 5

Awarded to: NeedThese # R161702

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 16-17 for Cabling and Networking Products & Solutions on October 12, 2016, to establish a national cooperative contract for cabling and networking products & solutions.

National Cooperative language was included the RFP, 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 as a means 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:

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star - Advertiser, HI
- The Herald New-Will County, IL
- The Advocate-New Orleans, LA
- USA Today
- The New Jersey Herald, NJ
- Times Union, NY
- Daily Journal Commerce, OR
- The State, SC

- Deseret News, Utah
- Richmond Times, VA
- Seattle Daily Journal Commerce, WA
- Region 4 ESC Website
- National IPA Website

On November 15, 2016 proposals were received from the following offerors:

- Anixter, Inc.
- Elontec, LLC
- Layer 3 Communications, LLC
- NeedThese
- Telephonics Unlimited

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend an award to NeedThese who submitted competitive pricing and product ranges.

On Wednesday, December 14, 2016 the Board of Directors of Region 4 Education Service Center (ESC) approved the cabling and networking products & solutions.

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of April 1, 2017.

Contract Highlights:

Contract not available in Alaska and Hawaii.

- Premier technology systems integrator for schools and education facilities
- Manages installation and integration
- Facilitates the resale and implementation of top-tier technology
- Delivers in-depth, on-site, and web-based training

Pricing/Discount:

- Discount percentage of unit cost
- Flat rate for Services
- No shipping charge on “acceptable” returns

Term: Initial three (3) year agreement effective April 1, 2017 through March 31, 2020 with the option to renew for two (2) additional one-year periods through October 31, 2022.

National IPA Web Landing Page:

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