

# OMNIA<sup>®</sup>

PARTNERS



## Telecommunications UC Systemwide Executive Summary

**Lead Agency:** University of California

**Solicitation:** # 001757-JAN2020

**RFP Issued:** June 1, 2020

**Pre-Proposal Date:** June 8, 2020

**Response Due Date:** August 24, 2020

**Proposals Received:** # 8

**Awarded to:** 

**Agreement No.** 2020003385

The University of California, Office of the President (UC) issued RFP # 001757-JAN2020 on June 1, 2020, to establish a national cooperative contract to assist UC and national participating agencies, in obtaining the best, most cost-effective and efficient procurement program for Telecommunication Services Systemwide

The Regents of the University of California partnered with OMNIA Partners to include a national cooperative purchasing opportunity:

*The purpose of this Request for Proposal (the "RFP") is to invite qualified Telecommunication ("Supplier(s)") to prepare and submit proposals to the University of California ("UC") to provide Telecommunication Services that will provide maximum value to the UC through enhanced technology, superior customer service, streamlined processes, and lower total cost of ownership ("Goods and Services") in accordance with Federal and State of California laws and the requirements of the UC as further detailed in this RFP. The UC has partnered with OMNIA Partners to make the resultant agreement a national cooperative agreement which public agencies, across the country, will be able to utilize.*

*The overall objective of this RFP is to select a Supplier, or multiple Suppliers, to assist UC, and national participating agencies, in obtaining the best, most cost-effective and efficient procurement program for Telecommunication Services. In addition, qualified Suppliers are invited to submit proposals, based on the information provided in this RFP with the intent to establish a business alliance with UC, and OMNIA Partners, that will maximize the resources.*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- CalUSource 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
- 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 August 24, 2020, proposals were received from the following offerors:

- AT&T
- F5 Network Solutions
- Granite Communications
- RingCentral, Inc.
- Spectrum Enterprise
- Windstream Communications
- VoicePlus, Inc.
- Zoom Video Communications

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that RingCentral demonstrated the ability to provide the products and services outlined in the solicitation for **Landline Services (Cloud VoIP)** while offering competitive pricing to members. University of California executed a purchasing agreement on August 31, 2022.

#### Contract Highlights:

RingCentral VoIP (voice over internet protocol) is part of a secure, reliable cloud communications platform that eliminates the need for on-premise PBX hardware. With mobile apps, online meetings, and business SMS, it's more than a phone system, it's comprehensive hosted business communications at its best. Manage all communications with your computer or mobile device from any location—there's no additional hardware necessary.

Fully integrated communication and collaboration platform with a complete business phone system, unified voice, fax, video, messaging & collaboration, and integrated contact center capabilities.

#### Term:

Initial five (5) year agreement from August 31, 2022 through August 30, 2027 with the option to renew for five (5) additional one-year periods through August 30, 2032.

#### Pricing/Discount:

Pricing varies based on monthly subscriptions, bundles, products, and services. Refer to pricing schedule for details.

OMNIA Partners, Public Sector Web Landing Page:

[RingCentral Cooperative Contract | Contract Documentation \(omniapartners.com\)](#)