

# OMNIA Partners & SHI

Power in Partnership



## World Class Support

OMNIA Partners, Public Sector is the largest and most experienced cooperative purchasing organization dedicated to public sector procurement – shaping the future of procurement through power, access and trust. SHI offers an entire product catalog of IT services and solutions, including hardware, software, cloud, security and accessories. SHI commits to a customer-centric approach by offering world class support and cost-efficient services and solutions. By maintaining robust, award-winning partnerships with leading manufacturers, SHI ensures you get the best products and services, designed specifically for your needs.

## Contract #2018011-02

### Information Technology Solutions and Services

- 100% minority-owned company and Corporate Plus member of the National Minority Supplier Development Council
- 175 regionally-based sales reps and 190+ telesales reps
- Partnered with industry-leading manufacturers
- Going Green Initiatives
- Solutions in Cloud, Data Center, End User, Security and much more

<b>Data Center</b>								
<b>Networking</b>								
<b>Security</b>								
<b>Cloud</b>								
<b>End-User Computing</b>								
<b>Unified Communications &amp; Collaboration</b>								

## OMNIA Partners: Power. Access. Trust.

### Portfolio

OMNIA Partners offers a robust portfolio of quality contracts in the cooperative space, covering everything your organization needs to run efficiently and effectively.

### Participation

Participating in the cooperative buying power of more than 60,000 entities helps customers do more with less by reducing product and administrative costs. As the largest, fastest-growing organization in public procurement, OMNIA Partners creates maximum purchasing power and resources for participants.

### People

OMNIA Partners employs a certified and experienced cooperative team in public procurement, cooperative purchasing and contract management. OMNIA Partners is also a founding member of the National Cooperative Procurement Partners.

### Process

Their contracts are competitively solicited and publicly awarded by a government entity acting as the lead agency. Awards are made utilizing the best practice, ensuring maximum value and absolute security with complete transparency of the process.

## The Lead Agency Contracting Process



The lead public agency prepares a competitive solicitation.



The lead agency issues the solicitation and conducts proposal meetings.



Interested suppliers respond to the solicitation.



The lead agency evaluates the responses and awards the master agreement.



Award documentation is available to the public – no FOIA or special requests necessary.

## Serving Public Agencies

All cooperative agreements are competitively solicited and publicly awarded by a lead public agency government entity (e.g. state, city, county, public university or school district), utilizing the best public procurement practices, processes and procedures. These lead agencies are considered some of the best public procurement organizations in the nation and are available to answer questions or discuss the contracting process in detail.

To learn more, please contact [TeamOMNIA@SHI.com](mailto:TeamOMNIA@SHI.com)