



Facility Technology Integration
Executive Summary

Lead Agency: Region 4 Education Service Center **Solicitation:** RFP # 17-06
RFP Issued: January 25, 2017 **Pre-Proposal Date:** NA
Response Due Date: February 23, 2017 **Proposals Received:** 3

Awarded to: Schneider Electric #R170602

The Board of Directors of Region 4 Education Service Center (ESC), with the assistance of The Cooperative Purchasing Network (TCPN), issued RFP 17-06 for Facility Technology Integration on January 25, 2017, to establish a national cooperative contract for Facility Technology Integration.

National Cooperative language was included in the RFP: 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:

- 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 February 23, 2017 proposals were received from the following offerors:

- Converjint Technologies LLC
- Schneider Electric
- Energy Control Inc.

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

On Tuesday, April 25, 2017 the Board of Directors of Region 4 Education Service Center (ESC) approved the Facility Technology Integration.

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

Contract Highlights:

- Commitment to our customers' safety, security, and comfort as well as quality services offered through all our sales channels
- Nationwide presence
- Service include design, consulting, estimating, installation, servicing, warranty, integration, training, and upgrades
- Value added resellers; card access applications, closed-circuit television solutions, storage and management of video data, alarm intrusion systems, digital video recording solutions and any other security related products or systems
- Customer Service M-F, 8 a.m. to 5 p.m.

Pricing/Discount:

Discount percentage off list varies by manufacturer

Term:

Initial three (3) year agreement effective July 1, 2017 through June 30, 2020 with the option to renew for two (2) additional one-year periods through June 30, 2022.

National IPA Web Landing Page:

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