



FACILITY TECHNOLOGY INTEGRATION & SECURITY SYSTEM SERVICES
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 22-07

RFP Issued: October 7, 2021

Pre-Proposal Date: October 21, 2021

Response Due Date: January 11, 2022

Proposals Received: #3

Awarded to: Schneider Electric Buildings Americas, Inc.

Region 4 Education Service Center issued RFP 22-07 on October 7, 2021, to establish a national cooperative contract for Facility Technology Integration & Security System Services.

Overview -

- Facility Technology Integration & Security System Services. Each Awarded Offeror may offer their complete product and service offering, or balance of line.
- Should an Awarded Offeror utilize distributors, dealers, and/or subcontractor, Participating Public Agencies may choose to issue work directly to the distributor, dealer, or subcontractor if allowed by the Awarded Offeror and Participating Public Agency.

Cooperative Language -

The solicitation included cooperative purchasing language in Section I. Scope of Work and Appendix D: *Region 4 ESC, as the Principal Procurement Agency, defined in APPENDIX D, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D contains additional information about OMNIA Partners and the cooperative purchasing program.*

Advertisement -

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

- Region 4 Education Service Center website
- OMNIA Partners 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
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

Socio-economic Outreach -

To encourage participation of small businesses, minority owned businesses and women owned businesses, Texas Historically underutilized Businesses were notified of the Request for Proposal.

Procurement Details -

On January 11, 2022 proposals were received from the following offerors:

- ADT Commercial LLC
- Convergent Technologies, LLC
- Schneider Electric Buildings Americas, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Schneider Electric Buildings Americas, Inc. and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 Education Service Center, OMNIA Partners, and Schneider Electric Buildings Americas, Inc. successfully negotiated a contract, and Region 4 Education Service Center executed the agreement with a contract effective date of April 1, 2022.

Scope Details -

Schneider Electric Buildings Americas, Inc. delivers facility solutions in building automation and security integration. Schneider Electric Buildings Americas, Inc. can provide (but is not limited to) the following solutions:

- Renewable Energy
- Building Control
- Energy Monitoring and Control
- Moto Control
- Lighting Control
- HVAC Control
- Electrical Distribution
- Security

Federal Funds Certifications -

The Supplier provided federal funds certifications. The signed federal certifications and contract provisions can be found in Exhibit F of the Supplier's response, incorporated by reference into the Master Agreement, available on the OMNIA Partners website for review.

Diversity -

Employee Resource Groups (ERGs) are an essential component of Schneider Electric Building Americas, Inc.'s ('Schneider Electric') Diversity & Inclusion as they drive awareness and education about minority/diversity groups, foster development opportunities for employees in an inclusive environment, and outreach to minority communities. The ERGs also strive to make a stronger connection to business initiatives. Schneider has launched several employee resource groups in recent years including groups focused on Black Professionals, Veterans, LGBT+ and Allies, and Hispanic Professionals. Schneider Electric is also an affiliate partner with the National Society for Black Engineers (NSBE). Schneider earned a spot on the Forbe's Best Employers for Diversity 2020 and the World's Most Admired Companies by Fortune. Schneider has also endorsed the UN's Women's Empowerment Principles (WEPs) to continue to pursue gender equality and has been recognized by the Financial Times as a Diversity Leader (ranked 27th overall and 2nd within the industry). Furthermore, Schneider Electric also historically maintained a strong commitment to Supplier Diversity and ranked as a Top 50 Employer for Diversity in 2021 in Forbes Magazine. Schneider Electric actively includes local Small Businesses Enterprises (SBEs), Minority and Women Owned Business Enterprises (MBE/WBEs) and Disadvantaged Veteran Business Enterprises (DVBES) in projects whether required or not.

Term -

Initial three-year agreement from April 1 through March 31, 2025 with the option to renew for two (2) additional one-year periods March 31, 2027. The anticipated full term of the contract is five (5) years.

The Contractor shall have the right to enter local "service" agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. Any tasks or project agreements executed against this Master Agreement during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by both parties.

Pricing/Discount -

Available Upon Request.