



MODULAR BUILDINGS, PORTABLE STORAGE, AND RELOCATABLE WALKWAYS
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 21-05

RFP Issued: December 3, 2020

Pre-Proposal Date: December 17, 2020

Response Due Date: March 30, 2020

Proposals Received: #6

Awarded to: TSG Industries

Region 4 Education Service Center Department of Procurement issued RFP 21-05 on December 3, 2020, to establish a national cooperative contract for Modular Buildings, Portable Storage, and Relocatable Walkways.

The solicitation included cooperative purchasing language on page 2, under Section I. Scope of Work:

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.

The solicitation included federal contract provisions on page 5, under Section I. Scope of Work and on page 57 through page 69, under FEMA Special Conditions. 2 C.F.R. § 200.326 and 2 C.F.R. Part 200, Appendix II, Required Contract Clauses begin on page 58.

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
- 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.

On March 30, 2021 proposals were received from the following offerors:

- Hunter Knepshield Company Inc.
- Hydro Extrusion USA LLC
- Nadler Mobile, LLC
- Satellite Shelters, Inc.
- TSG Industries
- Williams Scotsman, 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 TSG Industries and proceeding with contract award upon successful completion of negotiations.

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

Diversity: TSG Industries utilizes local, woman owned businesses and outreaches to local and minority vendor associates. TSG Industries holds the following certifications:

- State of Texas Historically Underutilized Business (HUB) Program
- Disadvantage Business Enterprise
- Small Business Enterprise
- Minority Business Enterprise
- Texas Department of Insurance – Inspector
- Port of Houston Authority, S/MBE
- South Central Texas Regional Certification Agency – S/M/E/AA/Business Enterprise

Region 4 Education Service Center, OMNIA Partners, and TSG Industries successfully negotiated a contract, and Region 4 Education Service Center executed the agreement with a contract effective date of October 1, 2021.

Contract includes but is not limited to:

- Rental, leasing, purchasing, delivery, setup, and removal of portable/modular buildings and on-site containers along with related products and services such as re-locatable ramps, walkways, covers, managed services, and other amenities.

TSG Industries can meet a variety of needs to include:

- Construction Management (PM) Services
- Sustainability and Energy Conservation
- General Contracting
- Modular and Prefabricated Building Construction
- Construction Manager Agent
- Job Order Contracting
- Design-Build
- Construction Project Management – Owners Representative

Term:

Initial three-year agreement from October 1, 2021 through September 30, 2024 with the option to renew for two (2) additional one-year periods through 2026.

Pricing/Discount:

To be provided upon request.