



Copiers and Printers
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-11

RFP Issued: October 2, 2019

Pre-Proposal Date: October 15, 2019

Response Due Date: November 19, 2019

Proposals Received: 4

Awarded to: **TOSHIBA**

Contract # R191103

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-11 on October 2, 2019, to establish a national cooperative contract for Copiers and Printers

The solicitation included cooperative purchasing language in Section I. Scope of Work:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with 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. The Region 4 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"). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

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

- Region 4 ESC 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, NJ
- 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

On November 19, 2019 proposals were received from the following offerors:

- Konica Minolta Business Solutions U.S.A. Inc.
- Kyocera Document Solutions America, Inc.
- Sharp Electronics Corporation
- Toshiba America Business Solutions, Inc.
- Xerox Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Toshiba America Business Solutions, Inc. demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of June 1, 2020.

Contract Highlights:

Toshiba is a leading provider of award-winning document imaging products and document management and workflow solutions. Several years of experience selling to cooperative purchasing organizations delivering value and cost savings to government agencies.

Contract includes:

Full Toshiba product line of multifunction copier (MFDs) products

Term:

Initial three-year agreement from June 1, 2020 through May 31, 2023 with the option to renew for two (2) additional one-year periods through May 31, 2025.

Pricing/Discount:

Provided discount schedule for all products and services. Volume discounts also available to qualified entities. Discounts may be available based on the size, potential size and duration of the order.

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/toshiba>