TCPN®
The Cooperative Purchasing Network

To: Robert Zingelmann
Region 4 ESC

From: Jason Wickel
President

Date: July 14, 2014

Re: Determination for Request for Proposal (RFP)

Ref: RFP # 14-15

TCPN has determined that the use of a RFP for ***Alternative Student Transportation*** will benefit our members more than the use of an Invitation for Bid (IFB).

Region 4 ESC contracts are used by public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities throughout the country. The use of an RFP will allow vendors to decrease submitted pricing if needed based on quantity and size of projects, as well as the ability to negotiate supplemental agreements. Each purchase made through this contract will be customized to the needs of the purchasing agency. In addition, competitive sealed bidding does not allow the ability to compare offers and determine the best value for our wide range of members.

Therefore, it is our opinion that a RFP, rather than an IFB, is more advantageous to our members.

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