

# OMNIA<sup>®</sup>

PARTNERS



## Audio Visual Equipment, Accessories, and Services Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 20-12

**RFP Issued:** October 11, 2020

**Pre-Proposal Date:** November 30, 2020

**Response Due Date:** December 15, 2020

**Proposals Received:** 7

**Awarded to:**  AVI  SPL<sup>®</sup>

**Contract # R201201**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-12 on October 11, 2020, to establish a national cooperative contract for Audio Visual Equipment, Accessories, and Services

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 December 15, 2020 proposals were received from the following offerors:

- Video Hi-Tech Corp. d/b/a Adwar Video
- Audio Visual Innovations, Inc.
- B&H Foto and Electronics DBA B&H
- Best Buy Stores, L.P.
- Clearwing Systems Integration, LLC
- Ford Audio-Visual Systems, LLC
- Iron Bow Technologies, LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Audio Visual Innovations, 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 April 1, 2021.

Contract Highlights:

Audio Visual Innovations, a wholly owned subsidiary of AVI-SPL provides the sale, rental, and service of audio visual, video collaboration, control system, and presentation solutions and products. They have long-term relationships with the top manufacturers in the AV and collaboration industry partnering with over 120 manufactures on the contract. Audio Visual Innovations also recognizes the need for diversity to meet the MBE requirements of participating agencies. Refer to “Minority Business Enterprise Outreach” section in the master agreement.

Contract includes:

Audio-visual categories of Audio Solutions, Presentations and Displays, Production & Lighting Equipment, Services and TVs and Entertainment. Leasing options also available.

Term:

Initial three-year agreement from April 1, 2021 through March 31, 2024 with the option to renew for two (2) additional one-year periods through March 31, 2026.

Pricing/Discount:

Provided “Market Place” pricing as well as generous discounts off MSRP.

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/avi-spl/contract-documentation#c35677>