



Software including Cloud Services through a Marketplace
Executive Summary

Lead Agency: City of Rochester Hills, MI

Solicitation: RFP-RH-22-026

RFP Issued: July 13, 2022

Pre-Proposal Date: July 27, 2022

Response Due Date: August 17, 2022

Proposals Received: 3



Awarded to:

Contract # RH-22-026

The City of Rochester Hills, MI Purchasing Division issued RFP # RH-22-026 on July 13, 2022, to establish a national cooperative contract for a Software Marketplace including Cloud Services.

The solicitation included cooperative purchasing language in **National Contract Requirements:**

The City of Rochester Hills, MI, as the Principal Procurement Agency, defined in ATTACHMENT A, 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. The City of Rochester Hills, MI 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 ATTACHMENT A, or as otherwise agreed to. ATTACHMENT A contains additional information about OMNIA Partners and the cooperative purchasing program.

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

- Michigan Inter-governmental Trade Network (MINT) 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, IL
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- HCN, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA

- Helena Independent Record, MT
- Las Vegas Review Journal, NV
- Kennebec Journal, ME
- The Herald-News, IL
- New Jersey Herald

On August 17, 2022, proposals were received from the following offerors:

- Amazon Web Services (AWS)
- Carahsoft Technology Corp.
- Vertosoft, LLC

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

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

The City of Rochester Hills, OMNIA Partners and AWS successfully negotiated a contract, and the City of Rochester Hills executed the agreement with a contract effective date of February 16, 2023.

Contract Highlights:

AWS offers comprehensive cloud services infrastructure. AWS Marketplace augments and extends the AWS Cloud through third-party software, services, and data. The contract highlights innovative cloud software marketplace, AWS efforts to simplify procurement, and ability to market the purchasing agreement to potential buyers.

Contract includes:

Extensive number of listings in the following categories”

- Security
- Infrastructure/DevOps/OS
- Database and Data Analytics
- Business Apps
- Networking
- Storage, Backup, and Recovery
- Miscellaneous/Other Category - 12,000+ AWS Marketplace listings and all other AWS Services

Term:

Initial five-year agreement from February 16, 2023 through December 31, 2027 with the option to renew for an additional five (5) years through December 31, 2032.

Pricing/Discount:

Offers a variety of pricing structures, such as consumption-based monthly, annual, or multi-year contracts; free or trial solutions; and BYOL. Pricing offered under this agreement is public listed current pricing at <https://aws.amazon.com/pricing>.

OMNIA Partners, Public Sector Web Landing Page:

[AWS Marketplace Cooperative Contract | Contract Documentation \(omniapartners.com\)](https://www.omniapartners.com/AWS-Marketplace-Cooperative-Contract-Documentation)