



ONLINE MARKETPLACE
Executive Summary

Lead Agency: State of Utah

Solicitation: MG20-81

RFP Issued: January 8, 2020

Pre-Proposal Date: PRE-PROPOSAL DATE

Response Due Date: February 12, 2020

Proposals Received: #9

Awarded to: Amazon Services, LLC – Contract #MA3457

The State of Utah Division of Purchasing issued RFP MG20-81 on January 8, 2020, to establish a national cooperative contract for Online Marketplace.

The solicitation included cooperative purchasing language in Section 3 under Background of the Conducting Procurement Unit (Page 4):

NATIONAL CONTRACT

The State of Utah, as the Principal Procurement Agency, defined in Attachment G, 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 State of Utah 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 Purchasing Cooperative Agreement, a form of which is attached hereto on Attachment G, or as otherwise agreed to.

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

- State of Utah 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
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT

- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On February 12, 2020 proposals were received from the following offerors:

- Amazon Services, LLC
- American Solutions for Business
- Bluefin
- CDW Government LLC
- The Chariot Group
- GovConnection, Inc.
- SHI International Corp.
- W.W. Grainger, Inc.
- Office Depot, 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 Amazon Service, LLC and proceeding with contract award upon successful completion of negotiations.

The State of Utah, OMNIA Partners and Amazon Services, LLC successfully negotiated a contract, and the State of Utah executed the agreement with a contract effective date of September 9, 2020.

Contract includes: Education, IT, MRO, and Office Online Marketplace Services with dynamic pricing. Amazon Services, LLC indicated value added items that include:

- Fee based membership program (providing customer access to enhanced guided buying, enhanced spend visibility unlimited free 2-day shipping, and progressive discounts)
- Enhanced guided buying to enable organizations to set their procurement preferences and create a tailored purchasing experience, punchout (procurement provider integration) benefits
- Pay by invoice to improve cash flow by extending payment to 30 days past date of shipment, and shopping lists for easy re-ordering.

Term:

Initial five-year agreement from September 9, 2020 through May 5, 2025 with no renewal options.

The Contractor shall have the right to enter local “service” agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. Although the scope reflects the needs and requirements of the State of Utah, OMNIA Partners Participating Public Agencies may have different requirements. Participants may elect to negotiate certain terms to conform to their purchasing and contracting requirements.

Dynamic Pricing:

The Amazon Business uses dynamic marketplace pricing. This contract will not need to be amended when prices fluctuate.

Under a dynamic pricing model, the State of Utah anticipates that the market establishes the best value and the State will not need to amend the contract when the market goes up or down.

Website: [Amazon Business Cooperative Contract | Contract Documentation \(omniapartners.com\)](https://omniapartners.com)