



Playground Systems, Installation, Service and Related Items Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: #22-02

RFP Issued: September 30, 2021

Pre-Proposal Date: October 14, 2021

Response Due Date: November 23, 2021

Proposals Received: # 6

Awarded to: BCI Burke

Region 4 Education Service Center issued RFP 22-02 on September 30th, 2021, to establish a national cooperative contract for Playground Systems, Installation, Service and Related Items.

Overview –

- Playground Systems, Installation, Service and Related Items. Each Awarded Offeror may offer their complete product and service offering, or balance of line.
- Should an Awarded Offeror utilize distributors and/or dealers that have been approved, Participating Public Agencies may choose to issue work directly to the distributor and/or dealer if allowed by the Awarded Offeror and Participating Public Agency.

Cooperative Language –

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

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, Exhibit 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. Region 4 ESC 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 Appendix D, or as otherwise agreed to. Appendix D contains additional information about OMNIA Partners and the cooperative purchasing program.

Advertisement –

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

- Region 4 Education Service Center 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
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

Procurement Details –

On November 16th, 2022, proposals were received from the following offerors:

- BCI Burke
- Great Southern Recreation
- Industrial Shadeports
- Play & Park Structure
- Playcraft
- RubbeRecycle

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

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

Region 4 Education Service Center, OMNIA Partners and BCI Burke successfully negotiated a contract, and Region 4 Education Service Center executed the agreement with a contract effective date of May 1st, 2022.

Contract includes: Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial three-year agreement from May 1st, 2022, through April 30, 2025, with the option to renew for two (2) additional one-year periods through April 30th, 2027.

Pricing/Discount: Discounts up to 15%. Participating Public Agencies are able to purchase non-Burke contracted products and services. BCI Burke representative firms distribute a wide variety of ancillary products including waterplay, bleachers, park shelters, non-Burke surfacing (PIP, EWF, etc.) offering a full turn-key solution. BCI Burke will provide line item quotations for these “open market” items on the quote calculated based on the specific needs of the project.