



General Lab Supplies and Distribution Services
Executive Summary

Lead Agency: University of California

Solicitation: 002101-JUL2020 RFP UC SYSTEMWIDE
General Lab Supplies & Distribution Services

RFP Issued: August 19th, 2020

Pre-Proposal Date: September 2nd, 2020

Response Due Date: October 26th, 2020

Proposals Received: #7

Awarded to:

The University of California, Life Sciences Center of Excellence issued RFP 002101 – JUL2020 – RFP UC SYSTEMWIDE General Lab Supplies & Distribution Services on August 19th, 2020, to establish a national cooperative contract for General Lab Supplies and Distribution Services.

The solicitation included cooperative purchasing language in Sections 3 and 4.

3. University of California and Omnia Partners

“The University of California has partnered with OMNIA Partners, Public Sector (also known as OMNIA Partners) to make a resultant national cooperative agreement accessible to public agencies across the country and to obtain the best, most cost-effective goods & services while maintaining the highest quality standards and minimizing harmful impact of the products to the people and the environment throughout the supply chain. The offeror shall establish a multi-year business relationship with the UC and OMNIA Partners that maximizes resources to most effectively meet the UC’s needs and those of national participating agencies.”

4. OMNIA Partners

“The University of California, as a Principal Procurement Agency, defined in the National Requirements Document (see OMNIA Partners Exhibit A within CalUsource), 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 University of California 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”). The National Requirements Documents (Exhibits A-H under Guidelines) 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:

- CalUsource 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

On October 26th, 2020, proposals were received from the following offerors:

- Thomas Scientific Inc.
- Genesee Scientific Corporation
- DOT Scientific, Inc.
- VWR International, L.L.C.
- Medline Industries, Inc.
- Neta Scientific, Inc.
- Fisher Scientific, L.L.C.

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

The University of California, OMNIA Partners and Fisher Scientific L.L.C. successfully negotiated a contract (Contract #2021002889), and the University of California executed the agreement with a contract effective date of June 15th, 2021.

Diversity Certification:

- Diversity Supplier Program

Contract includes:

- Competitive Segment Market Basket along with custom market baskets tailored for each Participating Agency. Participating Agencies leveraging the Prime agreement will receive additional pricing benefits.
- Academic Participating Agencies in the Higher Education market are eligible for patronage fee incentives. (Does not include community colleges)
- Participating Agencies may be eligible for sustainability incentives.
- STEM Incentive: Fisher and OMNIA Partners have partnered and will identify and support at least three (3) STEM programs annually in underserved communities.
- Free Freight for Franchise and 3rd Party products.
 - *Free Freight is not included for rush, white glove, or nonstandard orders over \$100,000.00.

Term:

Initial four-year agreement from June 15th, 2021, through June 30th, 2025, with the option to renew for two (2) additional two-year periods through June 30th, 2029.

Pricing/Discount:

- Pricing is determined by Participating Agencies eligibility for “Prime” or “Preferred” supplier designation.
- Prime designation of supplier by a Government and Academic Participating Agency allows for
 - deeper category discounts
 - deeper market basket discounts
 - and, potential access to:
 - Sustainability Incentives
 - Diverse Supplier Program
 - STEM Programs
- Custom Market Baskets for Government, K-14 and Academic Participating Agencies.
- Third Party Products