



To: Board of Directors  
From: Robert Zingelmann  
Date: October 24, 2023  
Subject: Recommendation of Contract Award

Region 4 ESC held an RFP opening on June 27, 2023, for RFP # 23-04 Roofing Products, Services and Job-Order-Contracting (JOC) Services. There were eight (8) proposals submitted:

- Argio Roofing & Construction LLC
- F.H. Paschen, S.N. Nielsen & Associates LLC
- Garland/DBS, Inc.
- Native Consolidated Management
- RL National Roofing Partners, LLC
- RoofConnect Logistics, Inc.
- RS Commercial Construction, LLC
- Weatherproofing Technologies Inc.

After careful review of all proposals, the Evaluation Team has determined that four (4) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

**CONSIDERATION**

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

**RECOMMENDATION**

The Evaluation Team recommends the following companies for award based on their response:

<b>Contract</b>	<b>Vendor</b>	<b>Term of Contract</b>
Roofing Products, Services and Job-Order-Contracting (JOC) Services	Garland/DBS, Inc. RL National Roofing Partners, LLC RoofConnect Logistics, Inc. Weatherproofing Technologies Inc.	(3) years with option of (2) one-year renewals

Support documentation has been attached for your reference.  
Enclosure: Bid Tab Summary



October 30, 2023

Mr. Brian Lambert  
[blambert@garlandind.com](mailto:blambert@garlandind.com)  
President  
Garland/DBS, Inc.  
3800 E. 91<sup>st</sup> Street  
Cleveland, OH 44105

Re: Award of Contract #R230401

Dear Mr. Lambert:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 24, 2023, we are pleased to announce that after successful negotiated terms and conditions, Garland/DBS, Inc. has been awarded an annual contract for the following, based on the sealed proposal (RFP #23-04) submitted on June 27, 2023:

<u>Commodity/Service</u>	<u>Supplier</u>
Roofing Products, Services and Job-Order-Contracting (JOC) Services	Garland/DBS, Inc.

This contract is effective November 1, 2023, and will expire on October 31, 2026. As indicated above, your contract # is R230401. This contract may be renewed annually for an additional two (2) years if mutually agreed upon by Region 4 ESC/OMNIA Partners, Public Sector and Garland/DBS, Inc.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Fred Flores, the Contract Manager assigned to your contract, at (713) 554-0494 or [fred.flores@omniapartners.com](mailto:fred.flores@omniapartners.com).

Sincerely,

DocuSigned by:  
  
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Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services