



Maintenance Repair and Operations (MRO) Supplies, Equipment, and Related Products and Services
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 24-08

RFP Issued: May 15, 2024

Pre-Proposal Date: February 20, 2024

Response Due Date: June 27, 2024

Proposals Received: 13

Awarded to: Arbill Industries, Inc
Fastenal Company
Hi-Line Electric Company, Inc. dba Hi-Line, Inc.
Midwest Motor Supply Co., Inc., dba Kimball Midwest
Lawson Products, Inc.
Lowe's Home Centers, LLC
Northern Safety Co., Inc
W.W. Grainger, Inc.
WESCO Distribution, Inc.

Region 4 Education Services Center (Region 4 ESC), Houston, Texas issued RFP #24-08 May 15, 2024, to establish a national cooperative contract for Maintenance Repair and Operations (MRO) Supplies, Equipment, and Related Products and Services.

The solicitation included cooperative purchasing language in **Section 1, Scope of Work, paragraph 6 – NATIONAL CONTRACT:**

*Region 4 ESC, as the Principal Procurement Agency, defined in Exhibit D, has partnered with OMNIA Partners, Public Sector, Inc., a Delaware corporation ("**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 Purchasing Cooperative Agreement, a form of which is attached hereto on Exhibit D, or as otherwise agreed to. Exhibit D 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:

- Region 4 ESC/IonWave Technologies
- OMNIA Partners website

- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME
- New Jersey Herald
- Houston Community Newspapers, Cy Creek Mirror

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal.

On June 27, 2024 proposals were received from the following offerors:

- Arbill Industries, Inc
- Bexar Mechanical, LLC
- Fastenal Company
- FLIP LOK LLC
- W. Joe Shaw dba goSafe
- Hi-Line Electric Company, Inc. dba Hi-Line, Inc.
- Imperial Utilities & Sustainability, Inc.
- Midwest Motor Supply Co., Inc., dba Kimball Midwest
- Lawson Products, Inc.
- Lowe's Home Centers, LLC
- Northern Safety Co., Inc
- W.W. Grainger, Inc.
- WESCO Distribution, 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 Arbill Industries, Inc, Fastenal Company, Hi-Line Electric Company, Inc. dba Hi-Line, Inc., Midwest Motor Supply Co., Inc., dba Kimball Midwest, Lawson Products, Inc., Lowe's Home Centers, LLC, Northern Safety Co., Inc, and W.W. Grainger, Inc., WESCO Distribution, Inc. and proceeding with contract awards upon successful completion of negotiations.

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

Region 4 ESC, OMNIA Partners and Arbill Industries, Inc, Fastenal Company, Hi-Line Electric Company, Inc. dba Hi-Line, Inc., Midwest Motor Supply Co., Inc., dba Kimball Midwest, Lawson Products, Inc., Lowe's Home Centers,

LLC, Northern Safety Co., Inc, and W.W. Grainger, Inc., WESCO Distribution, Inc. successfully negotiated contracts, and the Region 4 ESC executed the agreements with a contract effective date of November 1, 2024

Contract Includes:

- Maintenance, repair and operations supplies, equipment, and related products and services.
- Additional incentives for annual volume purchases

Term:

The anticipated full term of the contract is five (5) years. The Successful Offeror(s) 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. Any local agreements, project agreements, or maintenance agreements executed against resulting Master Agreement(s) during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by the Successful Offeror(s) and Participating Public Agencies. Initial three-year agreement from 11/1/2024 through 10/31/2027 with the option to renew for two (2) additional one-year periods through 10/31/2029.

Pricing/Discount:

Category discounts range from 5% to 79% off catalog prices depending on the supplier.