



Telecommunications – Wireline, Wireless, IoT, Unified Communications & Data Communications  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** RFP #24-11

**RFP Issued:** November 21, 2024

**Pre-Proposal Date:** December 5, 2024

**Response Due Date:** January 16, 2025

**Proposals Received:** #6

**Awarded to:** Consolidated Communications of Texas Co., Extreme Networks, Inc., Granite Telecommunications, Ring Central

The Region 4 ESC Department of Procurement issued RFP 24-11 on November 21, 2025 to establish a national cooperative contract for Telecommunications – Wireline, Wireless, IoT, Unified Communications & Data Communications

The solicitation included cooperative purchasing language in Section I. Scope of Work, National Contract:

*It is the intention of Region 4 ESC to establish a contract with a highly qualified offeror(s) for Telecommunications – Wireline, Wireless, IoT, Unified Communications & Data Communications on a national level. Offeror(s) shall, at the request of Region 4 ESC, provide these covered products and associated services under the terms of this RFP and the CONTRACT TERMS AND CONDITIONS.*

*Region 4 ESC, as the Principal Procurement Agency, defined in ATTACHMENTS, 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 Cooperative Purchasing Agreement, a form of which is attached hereto on ATTACHMENTS, or as otherwise agreed to. ATTACHMENTS 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 website
- 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
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

On January 16, 2025 proposals were received from the following offerors:

- Consolidated Communications of Texas Co.
- Extreme Networks, Inc.
- Granite Telecommunications
- New Tech Solutions
- Ring Central
- Total Communications Solutions

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Consolidated Communications of Texas Co., Extreme Networks, Inc., Granite Telecommunications, and Ring Central and proceeding with contract award(s) upon successful completion of negotiations.

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

Region 4 ESC, OMNIA Partners and the following offerors successfully negotiated a contract: Consolidated Communications of Texas Co., Extreme Networks, Inc., Granite Telecommunications, and Ring Central. Region 4 ESC executed the agreements, each with a contract effective date of May 1, 2025.

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

Term:

Initial three-year agreement from May 1, 2025 through April 30, 2028 with the option to renew for two (2) additional one-year periods through April 30, 2030.

Pricing/Discount:

Pricing available by service/product