

OMNIA[®]

PARTNERS



Cyber Security Solutions and Associated Products & Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 20-08

RFP Issued: February 19, 2020

Pre-Proposal Date: March 10, 2020

Response Due Date: November 19, 2019

Proposals Received: 13



Awarded to:

Contract # R200802

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-08 on February 19, 2020, to establish a national cooperative contract for Cyber Security Solutions and Associated Products & Services.

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

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, 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 Region 4 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”). Appendix D 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:

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, IL
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review Journal, NV
- The Herald-News, IL

On July 14, 2020 proposals were received from the following offerors:

- Carahsoft Technology Corporation
- CenturyLink
- DLT Solutions, LLC
- EC America, Inc.
- Iron Bow Technologies, LLC
- MGT of America Consulting, LLC
- CTG Inc. of IL dba/Novanis
- SYNEX Corporation
- ThunderCat Technology, LLC
- Trace3, LLC
- vCloud Tech Inc.
- Virescit Tactical Solutions
- White Rock Cybersecurity

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Iron Bow Technologies, LLC demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of October 1, 2020.

Contract Highlights:

Iron Bow's approach to cyber security is to help public agencies achieve resiliency and availability. Will work to keep IT systems operational in the face of mounting threats, staying up to date with the latest attacks and defense methods and aligning security solutions and compliance requirements. Will partner with agencies to develop a comprehensive security strategy that is future-proof to minimize risk, reduce downtime and instill confidence.

Contract includes:

- **Products** - Directly and formally authorized as a reseller by over 200 major OEMs
- **Professional Services** - Performed by experienced, OEM-certified engineers that support the full product lifecycle, from analysis and design through implementation and operational support.
- **Complex Solutions** –Experienced staff in design, integration, deployment, and sustainment of complex multi-technology solutions that may include networking, UC, audio/visual (AV), Voice over Internet Protocol (VoIP), data center, video teleconference (VTC), wireless, and security components.
- **CSC** – Provides CSC as-a-service, cloud computing, and managed services solutions.

Term:

Initial three-year agreement from October 1, 2020 through September 30, 2023 with the option to renew for two (2) additional one-year periods through September 30, 2025.

Pricing/Discount:

Discount off list price

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/iron-bow-technologies/contract-documentation#c38632>