



Audio Visual Products and Services  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 25-04

**RFP Issued:** April 16, 2025

**Pre-Proposal Date:** May 1, 2025

**Response Due Date:** April 24, 2025

**Proposals Received:** 20

**Awarded to:** AVI-SPL LLC, B&H Foto and Electronics Corp. Best Buy Stores, L.P., Conference Technologies, Inc., Ford Audio-Video Systems, LLC, FORTE, and Key Code Media, Inc.

Region 4 Education Service Center (ESC) Department of Procurement issued RFP 25-04 on April 16, 2025, to establish a national cooperative contract for Audio Visual Products and Services.

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

*“Region 4 Education Service Center (ESC), as the Principal Procurement Agency, defined in ATTACHMENT A, 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 ATTACHMENT A, or as otherwise agreed to. ATTACHMENT A 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

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

On April 24, 2025 proposals were received from the following offerors:

- Adorama Inc.
- American Sound and Electronics
- Audio Enhancement
- AVI Systems
- AVI-SPL LLC
- B&H foto & Electronics Corp.
- Best Buy Stores, L.P.
- CompuNet, Inc.
- CTI (Conference Technologies Inc.)
- Dream Ranch Office Supplies
- Ford Audio-Video Systems, LLC
- GMi Companies
- IES Communications, LLC
- Key Code Media, Inc.
- OneScreen
- Southern Computer Warehouse
- Sweetwater Sound LLC
- vCloud Tech 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 AVI-SPL LLC, B&H Foto and Electronics Corp. Best Buy Stores, L.P., CTI (Conference Technologies, Inc.), Ford Audio-Video Systems, LLC, FORTE, and Key Code Media, Inc. 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: AVI-SPL LLC, B&H Foto and Electronics Corp. Best Buy Stores, L.P., CTI (Conference Technologies, Inc.), Ford Audio-Video Systems, LLC, FORTE, and Key Code Media, Inc. Region 4 ESC executed the agreements, each with a contract effective date of October 1, 2025

Diversity Certifications:

- Ford Audio-Video Systems: Women Owned Business

**With the exception of Best Buy** all contracts include federal funds certifications which are available on the OMNIA Partners website for review.

**Best Buy contract not available in New Jersey**

Term:

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

Pricing/Discount:

Please refer to each awarded supplier for pricing document.