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

Lead Agency: Region 4 ESC

Solicitation: 19-20

RFP Issued: October 28, 2019

Pre-Proposal Date: November 12, 2019

Response Due Date: December 9, 2019

Proposals Received: 9

Awarded to:



Contract # R192004

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-20 on October 28, 2019, to establish a national cooperative contract for Maintenance, Repair and Operations (MRO) Supplies & Related 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, NJ
- 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

On December 9, 2019 proposals were received from the following offerors:

- Facility Solutions Group
- Fastenal Company
- W.W. Grainger, Inc.
- Hi-Line Electric., Inc.
- Kimball Midwest
- Lawson Products
- Lowe's
- Northern Safety & Industrial
- Wesco Distribution, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Kimball Midwest 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 April 1, 2020.

Contract Highlights:

A major force in the industrial maintenance aftermarket with unlimited growth potential. Stock an extensive offering of more than 45,000 inventoried products. A national Sales and Service team of over 1,000 representatives who provide hands-on support for their accounts.

Contract includes:

- Core List/Market Basket
- Product line includes fasteners, hoses and fittings, drill bits, chemicals, electrical connectors and shop supplies.
- Distribution facilities are fully stocked with Kimball's entire catalog & average an industry-leading 99+% fill rate.
- Expedited shipping is available upon request; freight charges may apply

Term:

Initial three-year agreement from April 1, 2020 through March 31, 2023 with the option to renew for two (2) additional one-year periods through March 31, 2025.

Pricing/Discount:

Discount off list; additional fixed discounts 25% - 80%; has ability to offer volume discounts.

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/kimball-midwest>