



AUCTIONEER SERVICES AND RELATED PRODUCTS  
Executive Summary

**Lead Agency:** Region 4 Education Service Center

**Solicitation:** RFP 19-06

**RFP Issued:** May 22, 2019

**Pre-Proposal Date:** June 5, 2019

**Response Due Date:** June 25, 2019

**Proposals Received:** #4

**Awarded to: Lone Star Auctioneers, Inc.**

The Region 4 ESC Procurement Office issued RFP 19-06 on May 22, 2019 to establish a national cooperative contract for Auctioneer Services and Related Products.

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

*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 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”). 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
- The Herald-News, IL
- Las Vegas Review-Journal, NV
- 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 June 25, 2019 proposals were received from the following offerors:

- GovDeals, Inc.
- Lemons Auctioneers, LLC & Online Pros
- Lone Star Auctioneers, Inc.
- The Public Group

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend awards to GovDeals, Inc., Lemons Auctioneers, LLC & Online Pros, and Lone Star Auctioneers, Inc. The vendors submitted comparable proposals with competitive pricing and product ranges.

On August 27, 2019 the Board of Directors of Region 4 Education Service Center (ESC) approved the multiple awards for office supplies, related product and services to GovDeals, Inc., Lemons Auctioneers, LLC & Online Pros, and Lone Star Auctioneers, Inc.

The Board of Directors of Region 4 Education Service Center and OMNIA Partners, Public Sector executed the agreement with a contract effective date of February 1, 2020.

Contract includes:

- Management of Online or Live auction services
- Real Estate, Commercial Property Built-in
- No fees for system upgrades and/or maintenance

Term:

Initial five-year agreement from February 1, 2020 to through January 30, 2023 with the option to renew for two (2) additional one-year periods through June 30, 2025.

Product/Pricing:

- Web Based:
  - Full-service or "Hands Free" Auctions
  - Self-service model allows clients to make auction determination
- No minimum auction
- Optional fee-based structures

OMNIA Partners, Public Sector Web Landing Pages:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/lone-star-auctioneers-inc>