



EDUCATIONAL SCHOOL SUPPLIES, INSTRUCTIONAL SOLUTIONS, AND RELATED PRODUCTS
Executive Summary

Lead Agency: REGION 4 ESC

Solicitation: RFP 23-03

RFP Issued: June 6, 2023

Pre-Proposal Date: June 15, 2023

Response Due Date: July 25, 2023

Proposals Received: #20

Awarded to: Michaels Stores, Inc. & Subs dba MichaelsPRO Education – Contract R230302

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 23-03 on June 6, 2023, to establish a national cooperative contract for Educational School Supplies, Instructional Solutions, 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 ATTACHMENT D, has partnered with OMNIA Partners, Public Sector (“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”) 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 D, or as otherwise agreed to. ATTACHMENT D 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 and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

On March 14, 2023 were received from the following offerors:

- MobyMax Education, LLC
- EPS Operations LLC
- Discount School Supply
- Kaplan Early Learning
- MichaelsPRO Education
- ABDO Publishing Company
- Quill LLC
- Lakeshore Learning Materials, LLC
- DreamBox Learning
- School Specialty, LLC
- Kids Read Now, Inc.
- Hand2mind
- Navigate 360, LLC
- ODP
- Fun and Function
- Skydio, Inc.
- AccuCut, LLC
- Xello Inc.
- Just Right Reader, Inc.
- Really Good Stuff

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with MichaelsPRO Education, Quill LLC, Lakeshore Learning Materials, LLC, ODP, and School Specialty, LLC and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, OMNIA Partners and Michaels Stores, Inc. & Subs dba MichaelsPRO Education successfully negotiated a contract, and the Region 4 ESC executed the agreement with a contract effective date of January 1, 2024.

Contract includes:

- Largest retailer of art and craft supplies with over 300,000 items available.
- Free shipping on orders over \$49.00.
- 20% discount off retail price INCLUDING sales items on full catalog of retail products and 5% discount off MichaelsPRO pack items.

Term:

Initial three (3) agreement from January 1, 2024 through December 31, 2026 with the option to renew for two (2) additional one-year periods through December 31, 2028.

Pricing/Discount: Contact Supplier or OMNIA Partners for price schedule details.