



To: Christine Dorantes  
Contract Manager

From: Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services

Date: October 26, 2021

Subject: Approval of Contract Award

Per official action taken by the Board of Directors of Region 4 Education Service Center (ESC) on October 26, 2021, the following contracts were approved as presented:

➤ **Warehousing, Material Handling, and Production Support**

- Crown Equipment Corporation
- Global Equipment Company Inc.
- Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)

Contract is effective December 1, 2021. If you have any questions, please let me know.



To: Board of Directors  
From: Robert Zingelmann  
Date: October 26, 2021  
Subject: Recommendation of Contract Award

Region 4 ESC held a RFP opening on August 31, 2021 for RFP # 21-14 for **Warehousing, Material Handling, and Production Support**. There were three (3) proposals submitted:

- Crown Equipment Corporation
- Global Equipment Company Inc.
- Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)

After careful review of all proposals, the Evaluation Team has determined that three (3) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

**CONSIDERATION**

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

**RECOMMENDATION**

The Evaluation Team recommends the following company for award based on their response:

<b>Contract</b>	<b>Vendor</b>	<b>Term of Contract</b>
Warehousing, Material Handling, and Production Support	Crown Equipment Corporation Global Equipment Company Inc. Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)	Three (3) years with option of two (2) one-year renewals

Support documentation has been attached for your reference.

Enclosure: Bid Tab Summary



To: Dr. Pam Wells  
Executive Director

From: Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services

Date: October 26, 2021

Re: Warehousing, Material Handling, and Production Support; RFP # 21-14

The Evaluation Committee has reviewed the responses and recommend that the following companies be awarded:

- Crown Equipment Corporation
- Global Equipment Company Inc.
- Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)

The recommended vendors submitted offers that were determined to be most advantageous to OMNIA Partners, Public Sector members, based upon the bid tabulation. All the recommended respondents were determined to be competitively priced and strong for the specified services outlined in the RFP.

We believe all recommended vendors demonstrate the ability to provide and perform the services requested in the proposal. We will monitor their performance and determine at the end of each year if they are eligible for renewal with each new term.

This multiple award is recommended as most advantageous as it limits contract awards to the least number of suppliers necessary to meet the requirements of OMNIA Partners, Public Sector members. In order to serve the entire nation, a multiple award is recommended to provide any governmental agency with complete coverage of commodities, services and any other offering within the scope of proposal.

Please let me know if you have any questions.



November 5, 2021

Mark Stoneburner

[Mark.Stoneburner@KDGcorp.com](mailto:Mark.Stoneburner@KDGcorp.com)

Executive VP & General Manager

Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)

1 Vision Way

Bloomfield, CT 06002

Re: Award of Contract #R211403

Dear Mr. Stoneburner:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 26, 2021, we are pleased to announce that Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies) has been awarded an annual contract for the following, based on the sealed proposal (RFP #21-14) submitted on August 31, 2021:

**Commodity/Service**

**Supplier**

Warehousing, Material Handling,  
and Production Support

Ruby Industrial Technologies LLC (d/b/a  
Kaman Industrial Technologies)

This contract is effective December 1, 2021 and will expire on November 30, 2024. As indicated above, your contract # is R211403. Region 4 ESC shall have the right to renew this contract for two additional one-year periods or portions thereof.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact Crystal Wallace, the Contract Manager assigned to your contract, at [cwallace@esc4.net](mailto:cwallace@esc4.net).

Sincerely,

DocuSigned by:  
  
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Robert Zingelmann

Chief Financial Officer, Finance and Operations Services