



To: Board of Directors  
From: Robert Zingelmann  
Date: October 22, 2019  
Subject: Recommendation of Contract Award

Region 4 ESC held a RFP opening on September 26, 2019 for RFP # 19-12 for **Performing Arts Apparel, Instruments, Furnishings, Storage, And Related Services**. There were six (6) proposals submitted:

- Korg USA, Inc. – Soundtree
- Music & Arts
- Omega Broadcast and Cinema
- Stanbury Uniforms, Inc.
- Washington Music Center
- Wenger Corporation

After careful review of all proposals, the Evaluation Team has determined that four (4) 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 companies for award based on their response:

<b>Contract</b>	<b>Vendor</b>	<b>Term of Contract</b>
Performing Arts Apparel, Instruments, Furnishings, Storage, and Related Services	Music & Arts Stanbury Uniforms, Inc. Washington Music Center Wenger Corporation	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, Business/Operations Services

Date: October 23, 2019

Re: Performing Arts Apparel, Instruments, Furnishings, Storage, and Related Services; RFP  
# 19-12

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

- Music & Arts
- Stanbury Uniforms, Inc.
- Washington Music Center
- Wenger Music Center

The recommended vendors submitted offers that were determined to be most advantageous to OMNIA Partners/National IPA 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/National IPA 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.



October 30, 2019

Kristina Banks  
Institutional Bid Sales Support  
Music & Arts  
5295 Westview Dr., Suite 300  
Frederick, MD 21703

Re: Award of Contract # R191201

Dear Ms. Banks:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 22, 2019, OMNIA Partners, Public Sector is pleased to announce that Music & Arts has been awarded an annual contract for the following, based on the sealed proposal (RFP#19-12) submitted on September 26, 2019:

<u>Commodity/Service</u>	<u>Supplier</u>
Performing Arts Apparel, Instruments, Furnishings, Storage, and Related Services	Music & Arts

This contract is effective November 1, 2019 will expire on October 31, 2022. As indicated above, your contract # is R191201. This contract may be renewed annually for an additional two (2) years if mutually agreed upon by Region 4 ESC/OMNIA Partners, Public Sector and Music & Arts.

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 Jessica Goforth, the Contract Manager assigned to your contract, at (210) 729-0281 or [jessica.goforth@omniapartners.com](mailto:jessica.goforth@omniapartners.com).

Sincerely,

DocuSigned by:  
  
0B1D33BB0130490...  
Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services