



PERFORMING ARTS APPAREL, INSTRUMENTS, FURNISHINGS, STORAGE, AND RELATED SERVICES  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 19-12

**RFP Issued:** August 8, 2019

**Pre-Proposal Date:** August 29, 2019

**Response Due Date:** September 26, 2019

**Proposals Received:** #6

**Awarded to:**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-12 on August 8, 2019, to establish a national cooperative contract for Performing Arts Apparel, Instruments, Furnishings, Storage, and Related Services.

The solicitation included cooperative purchasing language in Sections I. Scope of Work, National Contract (RFP, Page 2) and Services Specifications (RFP, Page 4):

*(RFP, Page 2) 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. 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
- 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 September 26, 2019 proposals were received from the following offerors:

- Korg USA, Inc. (SoundTree)
- Omega Broadcast and Cinema, LP
- Washington Music Center
- Music & Arts
- Stanbury Uniforms, Inc.
- Wenger Music Center

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that four (4) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

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

Region 4 ESC executed agreements with a contract effective date of November 1, 2019.

Contracts include:

Performing Arts Apparel, Instruments, Furnishings, Storage, and Related including but not limited to: Apparel accessories, band uniforms, blouses, choir, dresses, gowns, jackets, orchestra, shells, shoes, shrugs, skirts, tops, tuxedos, woodwind instruments, brass instruments, percussion instruments, string instruments, classroom instruments, keyboards and pianos, repair and tuning, instrument accessories, auditorium seating, music and method books, sound systems and acoustic related products, indoor performance products (podiums, workstations, staging equipment, storage/lockers, indoor lighting, rigging), and outdoor performance products (field podiums, mobile storage/lockers, carts, outdoor lighting).

Term:

Initial three-year agreement from November 1, 2019 through October 31, 2022 with the option to renew for two (2) additional one-year periods through October 31, 2024.