



ROOFING PRODUCTS, SERVICES, AND JOB-ORDER-CONTRACTING (JOC) SERVICES
Executive Summary

Lead Agency: Region IV ESC

Solicitation: 23-04

RFP Issued: May 10, 2023

Pre-Proposal Date: May 24, 2023

Response Due Date: June 27, 2023

Proposals Received: # 8

Awarded to: RL National Roofing Partners, LLC

Region IV Education Service Center issued RFP 23-04 on May 10, 2023, to establish a national cooperative contract for Roofing Products, Services, and Job-Order-Contracting (JOC) Services.

The solicitation included cooperative purchasing language in Section I. Scope of Work and Attachment A: *Region 4 ESC, as the Principal Procurement Agency, defined in ATTACHMENT A, 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. 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 A, or as otherwise agreed to. ATTACHMENT A 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 Education Service Center 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

Socio-economic Outreach:

To encourage participation of small businesses, minority owned businesses and women owned businesses, Texas Historically underutilized Businesses were notified of the Request for Proposal.

On June 27, 2023, proposals were received from the following offerors:

- Argio Roofing Construction LLC
- F.H. Paschen, S.N. Nielsen & Associates LLC
- Garland/DBS, Inc.
- Native Consolidated Management
- RL National Roofing Partners, LLC
- RoofConnect Logistics, Inc.
- RS Commercial Construction, LLC
- Weatherproofing Technologies Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with RL National Roofing Partners, LLC and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 ESC, OMNIA Partners and RL National Roofing Partners, LLC successfully negotiated a contract, and Region 4 ESC executed the agreement with a contract effective date of November 1, 2023.

Solutions include (but are not limited to):

- Roofing Products and Services
- Installation, removal, repair, and remediation services
- Paving services available (not available in all states)
- Asset Management Program and Consulting Services
- Job Order Contracting Services
- Artificial Intelligence (AI) Inspection Services
- Consulting Services
- Solar Roofing Support Solutions
- Solar Support Services and Accessory Distribution
- Small Business / Disadvantaged Business / Minority Enterprise Relationships
- Snow Load Management & Removal

Federal Funds Certification:

The Supplier provided federal funds certifications. The signed federal certifications and contract provisions can be found in Exhibit F of the Supplier's response, incorporated by reference into the Master Agreement, available on the OMNIA Partners website for review.

Term:

Initial three (3) year agreement from November 1, 2023 through October 31, 2026 with the option to renew for two (2) additional one-year periods through October 31, 2028. The anticipated full term of the contract is five (5) years.

Pricing/Discount:
Available Upon Request.