



Enterprise Products and Services  
Executive Summary

**Lead Agency:** Region 14 Education Service Center

**Solicitation:** RFP 24-S891

**RFP Issued:** February 21, 2024

**Pre-Proposal Date:** N/A

**Response Due Date:** April 4, 2024

**Proposals Received:** # 8

**Awarded to:**  **New Tech Solutions, Inc**

**Contract #152614**

Region 14 Education Service Center issued RFP 24-S841 on February 21, 2024, to establish a national cooperative contract for Enterprise Products and Services.

The solicitation included cooperative purchasing language in Sections I. Introduction and National Contract:

*It is the intention of Region 14 Education Service Center (herein "Region 14 ESC") to establish a contract for Enterprise Products and Services for use by Region 14 ESC and other public agencies supported under this contract.*

**National Contract**

*Region 14 ESC, as the Principal Procurement Agency, defined in Appendix B, has partnered with OMNIA Partners, Public Sector, Inc. ("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 14 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 in Appendix B, or as otherwise agreed to. Appendix B 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 14 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
- Abilene Reporter, TX or Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

On April 4, 2024 proposals were received from the following offerors:

- C Spire Business
- Compulink Technologies
- Datanetiix Solutions
- EKSPERTSOFT LLC
- International Business Machines
- New Tech Solutions
- NXTGEN Clean Energy Solutions
- Sysintellects LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Compulink Technologies and New Tech Solutions and proceeding with contract award(s) upon successful completion of negotiations.

Region 14 ESC, OMNIA Partners and New Tech Solutions successfully negotiated a contract, and Region 14 ESC executed the agreement with a contract effective date of June 1, 2024.

**Contract highlights:**

NTS is a minority-owned, value-added reseller with over 25 years of experience providing State, Local, and Education (SLED) entities with information technology (IT) hardware, software, cloud, and related services. NTS is focused strictly on the public sector. NTS will sell and distribute its products and services throughout the United States by using distribution partners such as TD/SYNEX, Ingram Micro, and others which, together, provide a network of dozens of stocking and shipping locations.

**Contract includes:**

- Platform
- TOC
- Managed Services
- Application Services
- Data Services
- Security Products & Services
- Technical Services

**Term:**

Initial three-year agreement from June 1, 2024 through May 31, 2027 with the option to renew for two (2) additional one-year periods through May 31, 2029.

**Pricing/Discount:** One percent (1.00%) discount off standard price list. Technical Services at a discounted price range.