



To: Dr. Rodney Watson  
Executive Director

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

Date: October 24, 2023

Re: Educational School Supplies, Instructional Solutions,  
and Related Products; RFP #23-03

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

- Lakeshore Learning Materials, LLC
- Michaels Stores, Inc. & Subs dba MichaelsPRO Education
- ODP Business Solutions, LLC
- Quill LLC
- School Specialty, LLC

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.



To: Board of Directors  
From: Robert Zingelmann  
Date: October 24, 2023  
Subject: Recommendation of Contract Award

Region 4 ESC held an RFP opening on June 19, 2023, for RFP # 23-03 Educational School Supplies, Instructional Solutions, and Related Products. There were twenty (20) proposals submitted:

- AccuCut, LLC
- Abdo Publishing Company
- Earlychildhood LLC dba Discount School Supply
- Dreambox Learning, Inc.
- EPS Operations, LLC
- Fun and Function
- hand2mind, Inc.
- Just Right Reader, Inc.
- Kaplan Early Learning Company
- Kids Read Now, Inc.
- Lakeshore Learning Materials, LLC
- Michaels Stores, Inc. & Subs dba MichaelsPRO Education
- MobyMax Education, LLC
- Navigate360, LLC
- ODP Business Solutions, LLC
- Quill LLC
- Really Good Stuff, LLC
- Skydio, Inc.
- School Specialty, LLC
- Xello Inc.

After careful review of all proposals, the Evaluation Team has determined that five (5) 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>
Roofing Products, Services and Job-Order-Contracting (JOC) Services	Lakeshore Learning Materials, LLC Michaels Stores, Inc. & Subs dba MichaelsPRO Education ODP Business Solutions, LLC Quill LLC School Specialty, LLC	(3) years with option of (2) one-year renewals

Support documentation has been attached for your reference.  
Enclosure: Bid Tab Summary



October 31, 2023

Ms. Valya Broyer  
[valya.broyer@odpbusiness.com](mailto:valya.broyer@odpbusiness.com)  
Vice President  
ODP Business Solutions, LLC  
6600 N Military Trail  
Boca Raton, FL 33496

Re: Award of Contract #R230303

Dear Ms. Broyer:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 24, 2023, we are pleased to announce that after successful negotiated terms and conditions, ODP Business Solutions, LLC has been awarded an annual contract for the following, based on the sealed proposal (RFP #23-03) submitted on July 25, 2023:

**Commodity/Service**

**Supplier**

Educational School Supplies, Instructional Solutions, and Related Products

ODP Business Solutions, LLC

This contract is effective January 1, 2024, and will expire on December 31, 2026. As indicated above, your contract # is R230303. 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 ODP Business Solutions, LLC.

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 Christine Dorantes, the Contract Manager assigned to your contract, at (615) 431-8182 or [christine.dorantes@omniapartners.com](mailto:christine.dorantes@omniapartners.com).

Sincerely,

DocuSigned by:

*Robert Zingelmann*

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Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services