



Mobile Computing Solutions Executive Summary

Lead Agency: City of Tucson

Solicitation: 226017

RFP Issued: April 28, 2022

Pre-Proposal Date: May 9, 2022

Response Due Date: June 9, 2022

Proposals Received: 8

Awarded to: **Panasonic**

Contract # 226017-02

The City of Tucson, AZ Department of Procurement issued RFP # 226017 on May 9, 2022, to establish a national cooperative contract for Mobile Computing Solutions.

The solicitation included cooperative purchasing language in Sections B.2 (Background) and F.1 (Special T&Cs):

The City of Tucson, as the Principal Procurement Agency, 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. The City of Tucson 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 Omnia Partners Attachment, or as otherwise agreed to. Omnia Partners Attachment 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:

- City of Tucson 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 were notified on the Request for Proposals.

On June 9, 2022, proposals were received from the following offerors:

- BARCODESINC
- Dell Technologies
- DHE Computer Systems
- Getec Inc.
- Panasonic Connect North America
- Paragon Print Systems, Inc.
- Vantage ID Applications
- Westwind Computer Products 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 Panasonic Connect North America and proceeding with contract award upon successful completion of negotiations.

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

The City of Tucson, OMNIA Partners and Panasonic Connect North America successfully negotiated a contract, and the City of Tucson executed the agreement with a contract effective date of April 16, 2023.

Contract Highlights:

Panasonic is selling through a distribution channel with over 1300 Authorized Resellers nationwide that offer the full range of products and services that will meet or exceed the requirements of the City of Tucson and OMNIA Participating Agencies. The thirteen reseller partners highlighted in this contract are able to offer comprehensive solutions and services.

Contract includes: Entire line-up of fully rugged and semi rugged laptops that meet or exceed the City of Tucson requirements. Providing an expansive line-up of accessories and customized products including but not limited to:

- Multiple platforms for rugged laptops
- Scanners, physical security products
- Displays
- Associated services

Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial two-year agreement from April 14, 2023 through April 13, 2025 with the option to renew for three (3) additional one-year periods through April 13, 2028.

Pricing/Discount: Percent discount off SRP

Website: <https://www.omniapartners.com/publicsector/suppliers/panasonic>