

Chemistry, Biology, Physics and Anatomy Instructional Supplies & Services Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 19-02

RFP Issued: October 24, 2018

Pre-Proposal Date: None

Response Due Date: December 6, 2018

Proposals Received: 4

Awarded to: Pocket Nurse

Contract No. R190201

Region 4 Education Service Center (ESC) issued RFP 19-02 on October 24, 2018, to establish a national cooperative contract for Chemistry, Biology, Physics and Anatomy Instructional Supplies & Services.

The solicitation included cooperative purchasing language in the Scope of Work as follows:

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with the National Intergovernmental Purchasing Alliance Company, an affiliate of OMNIA Partners, Inc. ("National IPA") to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) 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 National IPA's 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 National IPA (a "Participating Public Agency"). Appendix D contains additional information about National IPA 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 Chronicle (CY-Creek Mirror)
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review Journal, NV
- The Herald News

On December 6, 2018 proposals were received from the following offerors:

- Educational Innovations, Inc.
- KAMICO Instructional Media, Inc.
- Pocket Nurse Enterprises, Inc. DBA: Pocket Nurse
- School Specialty Inc. DBA: Frey Scientific, 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 Pocket Nurse Enterprises, Inc. DBA: Pocket Nurse and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and Pocket Nurse successfully negotiated a contract, and the Region 4 ESC Board of Directors executed the agreement with a contract effective date of July 1, 2019.

Contract Highlights:

Pocket Nurse is an industry leader and remains the only nurse-owned and nurse-operated company in the industry providing medical supplies and equipment for education and simulation worldwide.

Contract Includes:

Medical supplies, furniture and equipment for healthcare education

Term:

Initial two-year agreement from July 1, 2019 through June 30, 2021 with the option to renew for three (3) additional one-year periods through December 31, 2024.

Pricing/Discount:

20% discount off Pocket Nurse everyday low, on-line price; over 5000 skus

8.0% discount off Amico, Laerdal and refurbished equipment; approximately 400 skus

1/2% discount off MSRP on Laerdal High Fidelity product line

5.0% discount off Pocket Nurse everyday low on-line price referred to as "exceptions"; 266 skus

OMNIA Partners Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contract/supplier-contracts/pocket-nurse>