



AUTOMATED PAYABLE SOLUTIONS  
Executive Summary

**Lead Agency:** REGION 4 ESC

**Solicitation:** RFP 23-01

**RFP Issued:** January 24, 2023

**Pre-Proposal Date:** February 7, 2023

**Response Due Date:** March 14, 2023

**Proposals Received:** #5

**Awarded to:** cPayPlus (d/b/a REPAY) Contract #R230103

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 23-01 on January 24, 2023, to establish a national cooperative contract for Automated Payable Solutions.

The solicitation included cooperative purchasing language in Sections I. Scope of Work:

*Region 4 ESC, as the Principal Procurement Agency, defined in APPENDIX E, 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 APPENDIX D, or as otherwise agreed to. APPENDIX E 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 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
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

On March 14, 2023 were received from the following offerors:

- UMB Bank, n.a.
- U.S. Bank National Association
- Commerce Bank
- cPayPlus, LLC (d/b/a REPAY)
- Ramp Business Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with REPAY, Commerce Bank, and Ramp and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, OMNIA Partners and (cPayPlus, LLC (d/b/a REPAY) successfully negotiated a contract, and the Region 4 ESC executed the agreement with a contract effective date of July 1, 2023.

Contract includes:

- REPAY has as extensive expertise and experience in automated payables as any solution in the marketplace.
- REPAY issues mainly on MasterCard. Visa is also issued within REPAY but not as prevalent for AP automated payments.
  - MasterCard has the highest merchant base of any network.
  - Pioneers around virtual card solutions and jukebox technology
  - MasterCard's back-end technology and data allow REPAY to access and share real-time information with clients around payment status, interchange, etc.

Term:

Initial three (3) agreement from July 1, 2023 through June 30, 2026 with the option to renew for two (2) additional one-year periods through June 30, 2028.

Pricing/Discount: Contact Supplier or OMNIA Partners for price schedule details.