



TELECOMMUNICATIONS SERVICES
Executive Summary

Lead Agency: REGION 14 ESC

Solicitation: 24-S866

RFP Issued: FEBRUARY 21, 2024

Response Due Date: APRIL 4, 2024

Proposals Received: #5

Awarded to: Comcast Cable Communications Management, LLC , The SpyGlass Group, LLC, Granite Telecommunications

The Region 14 Educational Service Center (ESC) Department of Procurement issued RFP 24-S866 on February 21, 2024, to establish a national cooperative contract for Telecommunication Services.

The solicitation included cooperative purchasing language in Section I: Introduction:

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
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Invitation to Bid

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

- Comcast Cable Communications Management, LLC
- Granite Telecommunications, LLC
- IT Management Corporation dba 101VOICE
- Motive Energy Telecommunications Group dba Motive Infrastructure Solutions
- The SpyGlass Group, 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 Granite Telecommunications, LLC, The Spyglass Group, LLC, and Comcast Business and proceeding with contract award(s) upon successful completion of negotiations.

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

The Region 14 ESC, OMNIA Partners and the following offerors successfully negotiated a contract with: Granite Telecommunications, LLC, The Spyglass Group, LLC, and Comcast Cable Communications Management, LLC. The Region 14 ESC executed the agreements with The Spyglass Group, LLC, Granite Telecommunications, LLC and Comcast Cable Communications Management, LLC with a contract effective date of 7/1/2024.

Contract includes: The suppliers provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial three-year agreement from July 1, 2024 through June 30, 2027 with the option to renew for two (2) additional one-year periods through June 30, 2029.

Pricing/Discount:

Pricing available by service