



Internet Service Provider for TEA Texas Connect Program  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 21-08

**RFP Issued:** April 7, 2021

**Pre-Proposal Date:** April 20, 2021

**Response Due Date:** May 18, 2021

**Proposals Received:** 20

**Awarded to:** 

**Contract # R210811**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 21-08 on April 7, 2021, to establish a Texas cooperative contract for Internet Service Provider for TEA Texas Connect Program.

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

*NATIONAL CONTRACT*

*The Region 4 Education Service Center (“ESC”), as the Principal Procurement Agency, defined in APPENDIX D, 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 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 Purchasing Cooperative Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D 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, Public Sector website
- Houston Community Newspapers, Cy Creek

On May 18, 2021 proposals were received from the following offerors:

- AT&T Corp
- Big Bend Telephone Company
- Charter Communications Operating, LLC
- Comcast Cable Communications Management, LLC
- Eastex Telephone Coop., Inc.
- Hill Country Telephone Cooperative, Inc. (HCTC)
- AMG Technology Investment Group *dba* Nextlink
- North Texas Telephone Company
- Peoples
- Poka Lambro Telephone Cooperative, Inc.
- Totelcom Communications, LLC
- Wes-Tex Telephone (WTTC) Wes-Tex Telecommunications, Ltd. (WTTL)
- Windstream Services, LLC
- WT Services Inc

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Totelcom Communications demonstrated the ability to provide the services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of August 1, 2021.

Contract Highlights:

Dependable internet service for all customers, Totelcom ensures quality broadband service by maintaining its robust network utilizing redundant outbound paths. The redundancy is accomplished by using multiple carriers including the statewide network that Totelcom was a founding partner.

Contract includes:

Services include Internet service and any necessary equipment to provide wired broadband service to support the TEA Connect Texas program

Term:

Initial three-year agreement from August 1, 2021, through July 31, 2024 with the option to renew for two (2) additional one-year periods or portions thereof.

Pricing/Discount:

Please refer to contract for pricing options

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/suppliers/totelcom-communications/contract-documentation>