



Roofing Products, Services, and Job-Order-Contracting Services
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 18-09

RFP Issued: June 21, 2018

Pre-Proposal Date: July 9, 2018

Response Due Date: July 26, 2018

Proposals Received: 6

Awarded to: Weatherproofing Technologies, Inc.

Region 4 ESC issued RFP 18-09 on June 21, 2018, to establish a national cooperative contract for roofing products, services, and job-order-contracting services.

The solicitation included cooperative purchasing language in Section A.1 - Background:

Region 4 Education Service Center ("Region 4 ESC" herein "Lead Public Agency") on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and non-profit organizations (herein "Participating Agencies") solicits proposals from qualified Offerors to enter into a Vendor Contract ("contract") for the goods or services solicited in this proposal.

Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being "piggybackable."

Region 4 ESC's purchasing cooperative was established in 1997 as a means to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- National IPA 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 Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On July 26, 2018 proposals were received from the following offerors:

- F.H. Paschen, S.N. Nielsen & Associates LLC
- Harness Roofing Inc.
- RL National Roofing Partners, LLC dba National Roofing Partners 'NRP'
- RoofConnect Logistics, Inc. dba RoofConnect
- RS Commercial Construction, LLC
- Weatherproofing Technologies, 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 Weatherproofing Technologies, Inc. and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and Weatherproofing Technologies, Inc. successfully negotiated a contract, and Region 4 ESC executed the agreement with a contract effective date of March 1, 2019.

Contract includes:

- Roofing products
- Installation, removal, repair, and remediation services
- Multiple delivery methods
- OLI Information and Asset Management Software
- Value-add services such as HVAC, Plumbing, and other contractor services

Term:

Initial two-year agreement from March 1, 2019 through February 28, 2021 with the option to renew for three (3) additional one-year periods through February 28, 2024.

Pricing/Discount:

Line item pricing on specific roofing products, hourly wages, and an option for JOC delivery through RS Means coefficients.

National IPA Web Landing Pages:

<http://www.nationalipa.org/Vendors/Pages/WeatherproofingTechnologies.aspx#tabs-contract>