



EXTERIOR SURFACING PRODUCTS, SERVICES, AND PAVING SOLUTIONS  
Executive Summary

**Lead Agency:** Region 4 Education Service Center

**Solicitation:** 22-09

**RFP Issued:** December 16, 2021

**Pre-Proposal Date:** January 13, 2022

**Response Due Date:** February 22, 2022

**Proposals Received:** #7

**Awarded to:** Weatherproofing Technologies, Inc.

Region 4 Education Service Center's (Region 4 ESC) Department of Procurement issued RFP 22-09 on December 16, 2021, to establish a national cooperative contract for Exterior Surfacing Products, Services, and Paving Solutions.

The solicitation included cooperative purchasing language on page 2, Under Section I. Scope of Work:

Region 4 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. 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 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's website
- OMNIA Partners 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
- Kennebec ME Journal

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses, Texas Historically Underutilized Businesses were notified of the Request for Proposal.

On February 22, 2022 proposals were received from the following offerors:

- Lithified Technologies, LLC
- RL National Roofing Partners, LLC
- Professional Coating Technologies Inc.
- PaveConnect Logistics, LLC
- Separations Systems Consultants, Inc.
- Window Film Depot
- 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 proceeded with contract award upon successful completion of negotiations.

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

Region 4 ESC, OMNIA Partners and Weatherproofing Technologies, Inc. successfully negotiated a contract, and Region 4 ESC executed the agreement with a contract effective date of May 1, 2022.

Contract Includes: Exterior surfacing products, services, and paving solutions (including full turnkey solutions). Value added products and services include (but are not limited to): additional Stonhard high-performance seamless flooring, roofing, construction management, and general contracting.

Term:

Initial three-year agreement from May 1, 2022 through April 30, 2025 with the option to renew for two (2) additional one-year periods through April 30, 2027.

Pricing/Discount: Pricing available upon request. Pricing is based on state coefficients for standard and nonstandard hours.