

# OMNIA<sup>®</sup>

PARTNERS



## Ergonomic Workplace Solutions Executive Summary

**Lead Agency:** REGION 4 ESC

**Solicitation:** RFP 22-10

**RFP Issued:** May 11, 2022

**Pre-Proposal Date:** May 24, 2022

**Response Due Date:** July 6, 2022

**Proposals Received:** #10

**Awarded to:** Vari Sales Corporation – Contract #R2210-04

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 22-10 on May 11, 2022, to establish a national cooperative contract for Ergonomic Workplace Solutions.

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

### **NATIONAL CONTRACT:**

*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 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
- The Herald-News, IL
- Las Vegas Sun, NV

On July 6, 2022 proposals were received from the following offerors:

- Inscape, Inc
- Fellowes, Inc. d/b/a ESI Ergonomic Solutions
- Humanscale Corporation
- Gebesa LLC
- Vari Sales Corporation
- 9to5 Seating LLC
- Krueger International, Inc.
- Special-T LLC
- Via Inc
- Workrite Ergonomics

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that five (5) companies: Vari Sales Corporation, Krueger International, Inc., Workrite Ergonomics, Fellowes, Inc. d/b/a ESI Ergonomic Solutions, and Humanscale Corporation, all demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Contract includes:

- Catalog offering include standing desk, tables, desks, sit-stand converters, chairs, conference tables, mats, monitor arms, active mats, dual-monitor arm, lighting/power/storage, file cabinet
- Value Add
  - Executive Collection
  - Quick Flex Walls and Accessories
  - Flexible Business Programs

Term:

Initial three (3) year agreement effective January 1, 2023 through December 31, 2025 with the option to renew for two (2) additional one-year periods through December 31, 2027.

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

OMNIA Partners Web Landing Page: [Vari Sales Corporation Cooperative Contract | Contract Documentation \(omniapartners.com\)](#)