



RETAIL AND WHOLESALE MERCHANDISE SOLUTIONS AND SERVICES Executive Summary

Lead Agency: REGION 14 ESC

Solicitation: RFP 13-23

RFP Issued: June 20, 2023

Pre-Proposal Date: N/A

Response Due Date: July 27, 2023

Proposals Received: #3

Awarded to: Walmart Inc. – Contract #15-02

Region 14 ESC issued RFP 13-23 on June 20, 2023, to establish a national cooperative contract for Retail and Wholesale Merchandise Solutions on behalf of itself and other Government Agencies and made available through the National Cooperative Purchasing Alliance.

The solicitation included cooperative purchasing language in section Introduction/Scope:

Region 14 ESC on behalf of itself and all states, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and non-profit organizations (herein "Public Agency" or collectively "Public Agencies") is soliciting proposals from qualified vendors to enter into a Master Agreement for a complete line of Retail and Wholesale Merchandise Solutions and Services.

Region 14 ESC, as the lead public agency, has partnered with NCPA to make the resultant contract available to all participating agencies in the United States. NCPA provides marketing and administrative support for the awarded vendor that promotes the successful vendor's products and services to Public Agencies nationwide. The Vendor will execute the NCPA Administration Agreement (Tab 2) upon award. Vendor should thoroughly review all documents and note any exceptions to NCPA terms and conditions in their proposal.

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

- Abilene Reporter-News
- OMNIA Partners website
- USA Today

On July 27, 2023 were received from the following offerors:

- BJ's Wholesale Club, Inc.
- Continental Battery Company
- Walmart Inc.

Using the evaluation criteria established in the RFP, Region 14 ESC elected to enter into negotiations with BJ's Wholesale Club, Inc., and Walmart Inc. upon successful completion of negotiations. Region 14 ESC, OMNIA Partners and Walmart Inc. successfully negotiated a contract, and the Region 14 ESC executed the agreement with a contract effective date of September 5, 2023.

Contract:

- In-store, online & mobile shopping
- Free shipping, no order minimum
- Free delivery & pickup, \$35 order minimum
- Spend controls, configurable limits and approvals

Term:

Initial three (3) agreement from September 5, 2023 through August 31, 2026 with the option to renew for two (2) additional one-year periods through August 31, 2028.

Contact and Enrollment: [Walmart Business | Customer Intake](#)