



MARINE EQUIPMENT AND SUPPLIES
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 23-06

RFP Issued: July 14, 2023

Pre-Proposal Date: August 1, 2023

Response Due Date: August 29, 2023

Proposals Received: #3

Awarded to: West Marine Products, Inc.



The Region 4 ESC Department of Procurement issued RFP2023-06 on July 14, 2023 to establish a national cooperative contract for Marine Equipment and Supplies

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

“Region 4 Education Service Center, 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 Education Service Center 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 County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ

- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

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

On August 29, 2023 proposals were received from the following offerors:

- All Hands Fire Equipment LLC
- Chesapeake Marine, LLC
- West Marine Products, 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 West Marine Products, Inc. and proceeding 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 West Marine Products, Inc. successfully negotiated a contract, and Region 4 ESC executed the agreement with a contract effective date of November 1, 2023.

West Marine Pro, as a division of West Marine, is dedicated to serving the needs of professional customers in the marine industry. This division focuses on providing specialized products, services, and support to commercial customers, including boatyards, marinas, charter operations, and other professional entities within the marine sector. West Marine Pro has been serving Federal, State, and Local government for over 30 years.

Contract includes: Marine equipment and supplies, to include: safety equipment, electronics, maintenance products, trailers, line & rigging, electrical and battery equipment, and rescue boats.

Term:

Initial three-year agreement from November 1, 2023 through October 31, 2026 with the option to renew for two (2) additional one-year periods through October 31, 2028.

Pricing/Discount:

