

OMNIA[®]

PARTNERS



Technology Solutions, Products, and Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 21-04

RFP Issued: December 1, 2020

Pre-Proposal Date: December 15, 2020

Response Due Date: January 19, 2021

Proposals Received: 17



Awarded to:

Contract # R210407

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 21-04 on December 1, 2020, to establish a national cooperative contract for Technology Solutions, Products, and Services.

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

NATIONAL CONTRACT

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with 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. The Region 4 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”). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.

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

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, IL
- Times Union, NY
- Daily Journal of Commerce, OR, 2020
- 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
- Las Vegas Review Journal, NV
- The Herald-News, IL

On January 19, 2021 proposals were received from the following offerors:

- Avaya Inc.
- CDW Government LLC
- Compulink Technologies, Inc.
- GovConnection, Inc. dba Connection – Public Sector Solutions
- Double Line, Inc.
- Edlio LLC
- Active Internet Technologies, LLC, dba “Finalsite”
- HP Inc.
- Iron Bow Technologies, LLC
- Office Depot, LLC
- Phoenix Business Inc dba Phoenix Business Consulting
- ThunderCat Technology, LLC
- vCloud Tech Inc.
- Vertosoft LLC
- WalkerCom, Inc.
- Waypoint Business Solutions, LLC
- World Wide Technology

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that World Wide Technology demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of June 1, 2021.

Contract Highlights:

World Wide Technology (WWT) is a global firm that designs, builds, demonstrates, and deploys innovative technology products, integrated architectural solutions, and transformational digital experiences worldwide. Through long-term strategic relationships with many of the world’s leading technology OEMs, Participating Agencies will have access to innovative products and services and will also benefit from access to millions of products from thousands of other vendors and distributors worldwide. WWT is a nationally certified Minority-owned Business Enterprise (MBE) and the largest African American-owned technology business in the country allowing Participating Agencies the ability to achieve Tier-1 minority spending credits. **Currently contract does not extend to New Jersey agencies.**

Contract includes:

A variety of Manufacturers which fall into following categories:

1. Computer Systems
2. Monitors
3. Network Equipment
4. Services
5. Peripherals
6. Software and Licensing.

Term:

Initial three-year agreement from June 1, 2021 through May 31, 2024 with the option to renew for two (2) additional one-year periods through May 31, 2026.

Pricing/Discount:

Discount off list price per OEM products and services

OMNIA Partners, Public Sector Web Landing Page:

<http://www.omniapartners.com/publicsector/suppliers/world-wide-technology>