



Educational Software Solutions and Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-19

RFP Issued: October 2, 2019

Pre-Proposal Date: October 15, 2019

Response Due Date: November 19, 2019

Proposals Received: 9

Awarded to: 

Contract # R191902

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-19 on October 2, 2019, to establish a national cooperative contract for Educational Software Solutions 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, 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

On November 19, 2019 proposals were received from the following offerors:

- Agile Mind Educational Holding
- Carahsoft Technology Corporation
- Edmentum, Inc.
- Encore Technology Group LLC
- JourneyEd.com, Inc. dba Academic Superstore
- SchoolStatus
- Schoology, Inc.
- Super Duper® Inc. d/b/a/ Super Duper® Publications
- Urban Policy Development, LLC (d/b/a/ "UPD Consulting")

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Carahsoft Technology Corporation 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 May 1, 2020.

Contract Highlights:

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®, combining technological expertise with a thorough understanding of the government procurement process to help state, and local government agencies select and implement the best solution at the best possible value. As one of the most successful, fastest growing technology solution providers in the nation and the largest government partner and master government aggregator for many of its best-of-breed vendors, managing their public sector reseller networks and driving demand for their offerings.

Contract includes:

Full line of products and services. Some manufactures included (not limited to) are Granicus, FireEye., Veritas, VMWare, Symantec

Term:

Initial three-year agreement from May 1, 2020 through April 30, 2023 with the option to renew for two (2) additional one-year periods through April 30, 2025.

Pricing/Discount:

Discount off manufacture list price for all products and services. Additional discounts can be provided on a deal-by-deal basis.

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/carahsoft-technology-corp>