

OMNIA[®]

PARTNERS



Copiers and Printers Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-11

RFP Issued: October 2, 2019

Pre-Proposal Date: October 15, 2019

Response Due Date: November 19, 2019

Proposals Received: 4



Awarded to:

Contract # R191104

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-11 on October 2, 2019, to establish a national cooperative contract for Copiers and Printers

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:

- Konica Minolta Business Solutions U.S.A. Inc.
- Kyocera Document Solutions America, Inc.
- Sharp Electronics Corporation
- Toshiba America Business Solutions, Inc.
- Xerox Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Xerox 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 June 1, 2020.

Contract Highlights:

Provide a broad scope of products and a wide variety of solutions for the past 20 years, and has provided world-class technology, service and support. Xerox is committed to helping Participating Public Agencies by providing innovative technology and solutions to customers of all sizes, regardless of complexity or number of customer locations.

Xerox is not a certified diverse company but recognizes that having a diverse supplier pool is a major competitive advantage and a powerful business tool. Xerox is dedicated to two (2) programs; a) Diversity Program that proactively identify, build relationships with, and purchase goods and services from certified small businesses as well as MWBE, SBE, DBE and HUB that can help achieve its corporate objectives as suppliers to Xerox; b) Divers Alliance Program, committed to understanding and supporting customer's supplier diversity goals and objectives. Specifically, Xerox in connection with the Master Agreement will support Region 4 ESC by offering solutions which include certified HUBs or other certified diverse subcontractors where applicable and practical.

Contract includes:

- Extensive portfolio of products, scalable for an office environment of any size to a full scale production print shop.
- Software solutions such as ConnectKey™ software platform that enable integration of technology, software and services to securely design and manage the digitization and workflow of content for users.
- A variety of financial constructs including lease, purchase and rental offerings at discounted pricing.

Term:

Initial three-year agreement from June 1, 2020 through May 31, 2023 with the option to renew for two (2) additional one-year periods through May 31, 2025.

Pricing/Discount:

Provided a discounted price list for the most common components of product offerings such as equipment, software, services and solutions in a not-to-exceed model. All products and services provided by Xerox will be bundled into one monthly price for the OMNIA Partners member.

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contract/supplier-contracts/xerox-corporation>