



Facilities Management Software and Solutions
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 16-18

RFP Issued: October 12, 2016

Pre-Proposal Date: None

Response Due Date: November 15, 2016

Proposals Received: 2

Awarded to: Accruent LLC

The Region 4 Education Service issued RFP 16-18 on October 12, 2016, to establish a national cooperative contract for Facilities Management Software Solutions.

The solicitation included cooperative purchasing language in the in the RFP: Section A. Introduction I:

Background on Region 4 Education Service Center

Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein “Participating Agencies”) solicits proposal from qualified Offerors to enter into a Vendor Contract (“Contract”) for the goods or services solicited in this proposal.

Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable.”

Region 4 ESC’s purchasing cooperative was established in 1997 as a means to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.

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

- Region 4 website
- National IPA 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
- South Carolina website/newsletter (get from Chris White)
- 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 15, 2016 proposals were received from the following offerors:

- Accruent LLC
- Dude Solutions, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend an award to Accruent LLC who submitted competitive pricing and product ranges.

The Board of Directors of Region 4 Education Service Center executed the agreement with a contract effective date of April 1, 2017.

Contract includes:

Software suite offers industry-specific solutions for facilities maintenance management, space planning, project management and capital planning, and lease administration. Core software implantation leadership has combined sixty (60) years of experience in implementation and project management as follows:

- Manage Work Order Lifecycle
 - Route service requests for planning, estimating, scheduling and managing through completion within an easy-to-use, web-based self-service work order management software system.
- Integrate Maintenance Processes
 - Save time, reduce errors and improve collaboration among multiple functional organizations when you seamlessly integrate your CAFM systems.
- Simply Work Order Entry
 - Allow customers to enter service requests directly into Accruent's work order system in order to save time entering data manually into your CAFM system or following up on incomplete requests.

Term:

Initial three (3) year agreement from April 1, 2017 through March 31, 2020 with the option to renew for two (2) additional one-year periods through March 31, 2022.

Pricing/Discount:

List Price varies on participants' number of sites, square footage, maintenance staff, requestors, and number of students.

National IPA Web Landing Pages:

<http://www.nationalipa.org/Vendors/Pages/AccruentLLC.aspx>