



BLEEDING CONTROL KITS AND RELATED HEMORRHAGE CONTROL PRODUCTS AND SERVICES  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 20-02

**RFP Issued:** October 28, 2019

**Pre-Proposal Date:** November 6, 2019

**Response Due Date:** December 2, 2019

**Proposals Received:** #7

**Awarded to:**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-02 on October 28, 2019, to establish a national cooperative contract for Bleeding Control Kits and Related Hemorrhage Control Products and Services.

The solicitation included cooperative purchasing language in Sections I. Scope of Work, National Contract (RFP, Page 2):

*(RFP, Page 2) NATIONAL CONTRACT*

*Region 4 ESC, 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 ESC 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 Purchasing Cooperative 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, 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 December 2, 2019 proposals were received from the following offerors:

- BMK Ventures, Inc.
- Fisher Scientific Company LLC
- School Health Corporation
- Tactical Medical Solutions, LLC
- Con10gency Consulting, LLC
- North American Rescue, LLC
- SouthEast Texas Regional Advisory Council

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that four (4) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

- BMK Ventures, Inc.
- North American Rescue, LLC
- Con10gency Consulting, LLC
- SouthEast Texas Regional Advisory Council

Region 4 ESC executed agreements with a contract effective date of January 1, 2020.

Contracts include:

Products and services to provide a bleeding control kit that will meet the requirements of H.B. 496 as well as a complete line of hemorrhage control related products and services to meet the needs and requirements of Participating Public Agencies.

Term:

Initial three-year agreement from January 1, 2020 through December 31, 2022 with the option to renew for two (2) additional one-year periods through December 31, 2024.