



Total Cloud Solutions
Executive Summary

Lead Agency: Region 4 Educations Service Center **Solicitation:** 17-10
RFP Issued: May 10, 2017 **Pre-Proposal Date:** None
Response Due Date: June 27, 2017 **Proposals Received:** 4
Awarded to: **CDW Government LLC; Contract # R171001**

Region 4 Education Service Center issued RFP # 17-10 on May 10, 2017, to establish a national cooperative contract for Total Cloud Solutions.

The solicitation included cooperative purchasing language in Sections Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

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 government agencies and non-profit organizations (herein “Participating Agencies”) solicits proposals 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 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 ESC 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
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On June 27, 2017 proposals were received from the following offerors:

- CDW Government LLC
- EC America
- Mythics Emergent Group, Inc.
- Spin Cube, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with CDW Government LLC and proceeding with contract award upon successful completion of negotiations.

Region 4 Education Service Center and CDW Government LLC successfully negotiated a contract and the Board of Directors executed the agreement on August 22, 2017 with a contract effective date of October 1, 2017.

Contract includes:

- Access to a world-class portfolio, offering more than 150 cloud partners and 200 cloud solutions
- Dedicated cloud team to help design Cloud Strategies through workshops, diagnostic services, and consultation
- Experience in E-Rate agreements

Term:

Initial one-year agreement from October 1, 2017 through September 30, 2020 with the option to renew for two (2) additional one-year periods through September 30, 2022.

Pricing/Discount:

Specific OEMs are offered at a discount off of MSRP, or OEM list price. For all other cloud manufacturers, CDW•G offers a discount of 2% off CDW•G's Nationally Advertised Price (NAP).

National IPA Web Landing Pages:

http://www.nationalipa.org/Vendors/Pages/CDWG.aspx#ctl00_PlaceHolderMain_TabbedWebPart_tab1