

# OMNIA<sup>®</sup>

PARTNERS



## Unified Communications as a Service (UCaaS) Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 20-09

**RFP Issued:** February 19, 2020

**Pre-Proposal Date:** March 10, 2020

**Response Due Date:** November 19, 2019

**Proposals Received:** 7

**Awarded to:**  Granite  
GOVERNMENT  
SOLUTIONS

**Contract # R200901**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-09 on February 10, 2020, to establish a national cooperative contract for Unified Communications as a Service (UCaaS)

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, IL
- 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
- Las Vegas Review Journal, NV
- The Herald-News, IL

On July 14, 2020 proposals were received from the following offerors:

- CBTS
- Granite Telecommunications, LLC
- Iron Bow Technologies
- RingCentral Inc.
- TPx Communications
- Trace3, LLC
- Walkercom Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Granite Telecommunications, LLC 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 October 1, 2020.

**Contract Highlights:**

Granite's UCaaS solution is built to address common and unique business requirements alike through delivery of services, features and capabilities, such as: VoIP, Voice & Video Communication, Data Equipment & Management, Instant Messaging, Conferencing, Screen & Document Sharing, and much more.

**Contract includes:**

- Granite VoIP and Access Solutions
  - Hosted Voice
  - Emulated Primary Rate Interface
  - Session Initiation Protocol (SIP) Trunking
  - Internet Access (as needed)
- Collaboration and Conferencing
- UCaaS packages with enhanced features, available when procuring Hosted Voice services

**Term:**

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

**Pricing/Discount:**

Pricing schedules based on a firm-fixed-price list for its UCaaS offering. Pricing is provided for all requested products and services at "Not to Exceed" or "Ceiling" rates. Manufacture discount also available (as applicable)

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/granite-telecommunications/contract-documentation>