



Security System Services (Supplemental)
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 17-13

RFP Issued: June 19, 2017

Pre-Proposal Date: N/A

Response Due Date: August 8, 2017

Proposals Received: 7

Awarded to: Kratos Public Safety & Security Solutions Inc.

The Region 4 ESC issued RFP 17-13 on June 19, 2017, to establish a national cooperative contract for Security System Services (Supplemental).

The solicitation included cooperative purchasing language in 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 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 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
- South Carolina website/newsletter (get from Chris White)
- Houston Chronicle, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- The Herald News, IL

On August 8, 2017 proposals were received from the following offerors:

- Commercial Technology Contractors Inc.
- Dowley Security Systems, Inc.
- Kratos Public Safety & Security Solutions Inc.
- Micro Integration
- Network Cabling Services, Inc.
- Parking and Security Systems Inc. dba PSX Inc.
- RAE Security

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Kratos Public & Security Solutions Inc. and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and Kratos Public & Security Solutions Inc. successfully negotiated a contract, and Region 4 ESC executed the agreement with a contract effective date of March 1, 2018.

Contract includes:

Term:

Initial three year agreement from March 1, 2018 through February 28, 2021 with the option to renew for two (2) additional one-year periods through February 28, 2023.

Pricing/Discount:

National IPA Web Landing Pages: