



Educational School Supplies
Executive Summary

Lead Agency: Region 4 Education Services Center

Solicitation: #19-05

RFP Issued: December 5, 2018

Pre-Proposal Date: December 18, 2018

Response Due Date: January 24, 2019

Proposals Received: # 10

Awarded to: Lakeshore Equipment Company dba Lakeshore Learning Materials R190501

The Board of Directors of Region 4 Education Service Center (ESC), issued RFP #19-05 on December 5, 2018, to establish a national cooperative contract for Educational School Supplies.

The solicitation included cooperative purchasing language in Sections I – Scope of Work.

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 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”). 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, 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 January 24th, 2019 proposals were received from the following offerors:

- Blick
- Cascade School Supplies
- Kaimco
- Kaplan
- Lakeshore Learning
- Lamrite West – Michaels Corporation
- Office Depot
- Quill
- Reality Works
- School Specialty

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to recommend awards to Office Depot, Lakeshore Learning, and School Specialty. The vendors submitted comparable proposals with competitive pricing and product ranges.

On April 23, 2019 the Board of Directors of Region 4 Education Service Center (ESC) approved the multiple awards for Educational School Supplies to Office Depot, Lakeshore Learning, and School Specialty.

The Board of Directors of Region 4 Education Service Center and OMNIA Partners, Public Sector executed the agreement with a contract effective date of July 1, 2019

Contract includes:

- Professional Development workshops
- Free shipping on all orders over \$500 shipping to one location
- Category Discount of 5%

Term:

Initial three (3) year agreement from July 1, 2019 through June 30, 2022 with the option to renew for two (2) additional one-year periods through June 30, 2024.

Pricing/Discount: Fixed Net Price

OMNIA Partners, Public Sector Web Landing Pages:

<https://www.omniapartners.com/publicsector/contract/supplier-contracts/lakeshore-learning-materials>