

OMNIA[®]

PARTNERS



Oracle Products and Services Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 19-08

RFP Issued: June 12, 2019

Pre-Proposal Date: July 9, 2019

Response Due Date: September 3, 2019

Proposals Received: 2

Awarded to:  MYTHICS™

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-08 on June 12, 2019, to establish a national cooperative contract for Oracle Products and Services.

The solicitation included cooperative purchasing language in Sections 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, 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 September 3, 2019 proposals were received from the following offerors:

- DLT Solutions, LLC
- Mythics, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that one (1) company, Mythics, Inc 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 January 1, 2020.

Contract includes:

Oracle has approved Mythics to establish a Master Agreement for software, hardware, training and managed services. Consulting and third-party professional services are included as well. For a complete list of inclusions and exclusions at the Contract/Catalog Level please refer to the Master Agreement. As a value add, Team Master Agreements are included which allows Oracle team holders to team together to provide a total solution.

Term:

Initial two-year agreement from January 1, 2020 through December 31, 2021 with the option to renew for three (3) additional one-year periods through December 31, 2024.

Pricing/Discount:

Minimum discount offered off approved Oracle Global Price List.

- Oracle Global price list – 0-35%
- Oracle support & fees – 22%
- Consulting labor rates – 3%
- Third-party training – 5%
- Additional discounts available

OMNIA Partners, Public Sector Web Landing Pages:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/mythics-inc>