



Landscaping and Grounds Maintenance Services
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 17-15

RFP Issued: August 16, 2017

Pre-Proposal Date: August 23, 2017

Response Due Date: September 19, 2017

Proposals Received: 2

Awarded to: Separation Systems Consultants, Inc.

Region 4 ESC issued RFP 17-15 on August 16, 2017, to establish a national cooperative contract for landscaping and grounds keeping services.

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
- 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 19, 2017 proposals were received from the following offerors:

- Separation Systems Consultants, Inc.
- Smartscaping

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

Region 4 ESC, National IPA and Separation Systems Consultants, Inc. successfully negotiated a contract and Region 4 ESC executed the agreement with a contract effective date of December 1, 2017.

Contract includes:

- Landscaping Services including Design, Mowing, Irrigation, and Gardening
- Environmental Services
- Asbestos and Mold Assessment and Removal Services
- Water Well Drilling Services
- Emergency Response Services

Term:

Initial three year agreement from December 1, 2017 through November 30, 2020 with the option to renew for four (4) additional one-year periods through November 30, 2022.

Pricing/Discount:

Pricing is labor and equipment based with hourly rates for laborers and an equipment price list.

National IPA Web Landing Pages:

<http://www.nationalipa.org/Vendors/Pages/SeparationSystemsConsultantsInc.aspx#tabs-contract>