



EQUIPMENT AND TOOL RENTAL SERVICES
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 20-06

RFP Issued: March 18, 2020

Pre-Proposal Date: None

Response Due Date: July 14, 2020

Awarded to: Sunbelt Rentals, Inc.

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-06 on March 18, 2020, to establish a national cooperative contract for Equipment and Tool Rental Services.

The solicitation included cooperative purchasing language in Sections I. Scope of Work, National Contract (RFP, Page 2):

(RFP, Page 2) NATIONAL CONTRACT

The Region 4 Education Service Center (“ESC”), as the Principal Procurement Agency, defined in APPENDIX D, has partnered with OMNIA Partners, Public Sector (“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”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Purchasing Cooperative Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D contains additional information about OMNIA Partners and the cooperative purchasing program.

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
- Kennebec ME Journal

On July 14, 2020 proposals were received. The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Sunbelt Rentals, Inc. demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed the agreement with a contract effective date of November 1, 2020.

Contract includes:

Full equipment catalog including temperature control products, power generation, scaffolding, air quality products, material handling, temporary flooring, cleaning equipment, and more. Within each solutions category listed below is a multitude of classifications; in addition, specialty equipment and services are offered that go beyond traditional equipment rental offerings. Solutions categories:

- Climate Control & HVAC Solutions
- Compressed Air Equipment & Air Tools
- Bridging Solutions
- Earth Moving Equipment
- Entertainment & Special Event Equipment
- Pumping Solutions & Fluid Handling
- Power Generation Rental
- Remediation & Restoration
- Scaffolding Supplier & Setup Services
- Shoring Solutions
- Industrial Equipment Rental Solutions
- Material Handling
- Industrial Steel & Metal Fabrication
- Mission Critical
- Oil & Gas Services
- Pile Driving & Drilling Equipment
- Facility Maintenance
- Flooring Solutions
- General Tools & Equipment
- Ground Protection, Turf Protection Mats & Event Flooring
- Working at Height: Elevating Work Platforms

Term:

Initial three-year agreement from November 1, 2020 through October 31, 2023 with the option to renew for two (2) additional one-year periods through October 31, 2025.