



Warehousing, Material Handling, and Production Support Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 21-14

RFP Issued: July 8, 2021

Pre-Proposal Date: July 29, 2021

Response Due Date: August 24, 2021

Proposals Received: # 3

Awarded to: Global Industrial

Contract #: R211402

The Board of Director of Region 4 Education Service Center (ESC) issued RFP 21-14 on July 8, 2021, to establish a national cooperative contract for Warehousing, Material Handling, and Production Support.

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, 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. 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 Cooperative Purchasing 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 website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ

- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

On August 24, 2021 proposals were received from the following offerors:

- Crown Equipment
- Global Industrial
- Kaman Industrial Technologies

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

Region 4 ESC executed the agreement with a contract effective date of December 1, 2021

Contract includes: Transportation, Equipment, Lifts, and Attachments. Storage Products and Solutions.

Term:

Initial three-year agreement from December 1, 2021 through November 30, 2024 with the option to renew for two (2) additional one-year periods through November 30, 2026.

Pricing/Discount: Available upon request.

OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/suppliers/global-industrial/contract-documentation>