



Cyber Security Solutions and Associated Products & Services  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 20-08

**RFP Issued:** February 19, 2020

**Pre-Proposal Date:** March 10, 2020

**Response Due Date:** November 19, 2019

**Proposals Received:** 13



**Awarded to:**

**Contract # R200803**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 20-08 on February 19, 2020, to establish a national cooperative contract for Cyber Security Solutions and Associated Products & Services.

The solicitation included cooperative purchasing language in Section 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, IL
- 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
- Las Vegas Review Journal, NV
- The Herald-News, IL

On July 14, 2020 proposals were received from the following offerors:

- Carahsoft Technology Corporation
- CenturyLink
- DLT Solutions, LLC
- EC America, Inc.
- Iron Bow Technologies, LLC
- MGT of America Consulting, LLC
- CTG Inc. of IL dba/Novanis
- SYNnex Corporation
- ThunderCat Technology, LLC
- Trace3, LLC
- vCloud Tech Inc.
- Virescit Tactical Solutions
- White Rock Cybersecurity

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that SYNnex Corporation 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 October 1, 2020.

#### Contract Highlights:

SYNnex has an experienced team of subject matter experts to provide the support needed to deliver and help ramp up agencies' IT security practice with the specialization, solutions, services, and support needed to attack opportunities with confidence. Has a Diversity Alliance Program in place which is made up of top Public Sector customers that hold a diversity status and represent a significant amount of SYNnex' government business. The program was designed to promote collaboration amongst partners, enabling them to win more business through Diversity Status and collaboration.

#### Contract includes:

Entire line of Palo Alto (PANW) products as primary offering. Refer to Value Add for additional offerings

#### Term:

Initial three-year agreement from October 1, 2020 through September 30, 2023 with the option to renew for two (2) additional one-year periods through September 30, 2025.

#### Pricing/Discount:

Discount off list price

OMNIA Partners, Public Sector Web Landing Page:

<https://public.omniapartners.com/suppliers/synnex-corporation/contract-documentation#c38631>