



Weapons and Threat Detection Equipment, Services and Other Solutions
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: 25-02

RFP Issued: October 10, 2024

Pre-Proposal Date: October 31, 2024 10:00 AM

Response Due Date: November 21, 2024 2:00 PM

Proposals Received: 7

Awarded to:

Athena Security, Inc.
Bluum USA, Inc.
Flock Group Inc. d/b/a Flock Safety
Genetec, Inc.
School Specialty, LLC
Verkada Inc.

Region 4 ESC Department of Procurement issued RFP 25-02 on October 10, 2024, to establish a national cooperative contract for Weapons and Threat Detection Equipment, Services and Other Solutions.

The solicitation included cooperative purchasing language in Section II – NATIONAL CONTRACT:

Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners, Public Sector, Inc., a Delaware corporation ("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, RFP Page 3 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
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME
- Houston Chronicle, TX

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal.

On November 21, 2024 proposals were received from the following offerors:

- Athena Security, Inc.
- Dowley Security Systems, Inc.
- Bluum USA, Inc.
- Flock Group Inc. d/b/a Flock Safety
- Genetec, Inc.
- School Specialty, LLC
- Verkada Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Athena Security, Inc., Bluum USA, Inc., Flock Group Inc. d/b/a Flock Safety, Genetec, Inc., School Specialty, LLC, and Verkada Inc. and proceeding with contract award(s) upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 ESC, OMNIA Partners and Athena Security, Inc., Bluum USA, Inc., Flock Group Inc. d/b/a Flock Safety, Genetec, Inc., School Specialty, LLC, and Verkada Inc. successfully negotiated a contracts, and Region 4 ESC executed the agreements with a contract effective date of April 1, 2025.

Contract includes: Weapons and Threat Detection Equipment, Services and Other Solutions

Term:

The anticipated full term of the contract is five (5) years. The Successful Offeror(s) shall have the right to enter local “service” agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may

have a full potential term (any combination of initial and renewal periods) not to exceed five years. Any local agreements, project agreements, or maintenance agreements executed against resulting Master Agreement(s) during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by the Successful Offeror(s) and Participating Public Agencies.

The initial term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the right in its sole discretion to renew the Contract for an additional term of up to two (2) years or for a lesser period of time as determined by Region 4 ESC by providing written notice to the Contractor of Region 4 ESC's intent to renew thirty (30) days prior to the expiration of the original term.

Pricing/Discount: Discounts range from 5% to 30% of catalog prices depending on the supplier.