



Technology Product Solutions and Related Services
Executive Summary

Lead Agency: Cobb County, GA

Solicitation: 23-6692

RFP Issued: August 26, 2022

Pre-Proposal Date: September 14, 2022

Response Due Date: October 13, 2022

Proposals Received: 18



Awarded to:

Contract #: 23-6692-03

The Cobb County Purchasing Department issued RFP 23-6692 on August 26, 2022, to establish a national cooperative contract for Technology Product Solutions and Related Services.

The solicitation included cooperative purchasing language in **National Contract** section as stated below:

“Cobb County, GA, as the Principal Procurement Agency, defined in Attachment A, 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. Cobb County, GA 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 Attachment A, or as otherwise agreed to. Attachment A 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:

- Cobb County Purchasing 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
- Kennebec Journal/Morning Sentinel, ME

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

On October 13, 2022, proposals were received from the following offerors:

- Alegna Technologies, Inc.
- SHI International Corp.
- Carbyne, Inc.
- Insight Public Sector, Inc.
- Audio Enhancement, Inc.
- Emergent, LLC
- Govconnection, Inc. dba Connection - Public Sector Solutions
- Iron Bow Technologies, LLC
- DLT Solutions, LLC
- Vertosoft, LLC
- Presidio Networked Solutions, LLC
- Virtual Technologies Inc.
- CDW Government LLC
- Carahsoft Technology Corporation
- Vurkada, Inc. Fiscal Note Inc.
- AGParts Worldwide Inc.
- Virtucom, 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 **Insight Public Sector, Inc.** and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: Cobb County included a geographic preference, but it did not impact the score for the national award.

The Cobb County, GA, OMNIA Partners and Insight Public Sector successfully negotiated a contract, and the Cobb County executed the agreement with a contract effective date of May 1, 2023.

Diversity Certification: IPS prefers to meet diversity requirements for services opportunities where they're able to subcontract out to the diversity partner.

Contract includes: A comprehensive range of solutions providing a broad range of technology products and services including but not limited to:

- Hardware Product Offering with hundreds of leading industry manufacturers
- Software applications through licensing agreements with software publishers or boxed products
- Solutions & Service Offerings; As a comprehensive Solutions Integrator (SI), Insight takes a client-focused approach to helping organizations identify, adopt, and manage the most appropriate solutions to drive digital transformation and modernization for innovation.

Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial thirty-six-month agreement from May 1, 2023 through April 30, 2026 with two (2) additional automatic renewals in one-year periods through April 30, 2028.

Pricing/Discount:

Pricing structure for products is based on a discount off the Insight list price.

OMNIA Public Sector, web landing page:

[Insight Public Sector, Inc. Cooperative Contract | Overview \(omniapartners.com\)](https://www.omniapartners.com/insight-public-sector-cooperative-contract-overview)



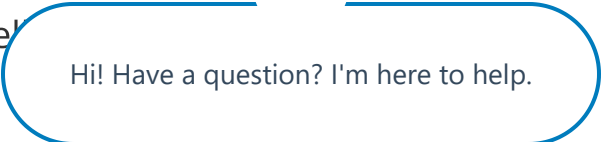
Insight Public Sector

Technology Products, Equipment, Services & Solutions

Insight Public Sector (Insight) simplifies IT procurement by providing the technologies, implementation skills and management expertise for your organization needs. Insight's competitively solicited contract available to education institutions and government entities through OMNIA Partners ensures you receive their best overall government pricing on our broad portfolio of products and IT service solutions.



The Silver Partnership Excellence Award signifies a remarkable level of collaboration and achievement. This distinguished medallion is presented to suppliers who have consistently excelled a strong commitment to excellence.



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Public Sector

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Higher Education

State & Local Government

Using Insight and OMNIA Partners for your IT procurement gives you access to a wide range of advantages, including:

- Insight's best overall government pricing
 - 250,000+ IT hardware and software products on contract
 - Complete services offerings available on contract
 - A variety of financing options, including leasing on contract
 - Access to Insight's free and easy-to-use **contract web portal**
 - An IT provider with 17+ years of public sector service
 - Insight's state-of-the-art integration lab & Remote Network Operations Center
 - Assessment, design, deployment & maintenance throughout the IT lifecycle
-
- **Technology Products, Solutions and Related Services**
Cobb County, GA | 23-6692-03

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DOCUMENTATION

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**OMNIA Partners, Public Sector
Cooperative Purchasing Organization** Insight

Why Insight and OMNIA Partners?

Insight Public Sector's expertise as a Solutions Integrator drives transformation and modernization through intimate understanding of client needs, vast technology expertise, comprehensive services and deep vendor partnerships. By looking for value-added opportunities, we help drive innovation and develop platforms to better support future needs. We help organizations seize opportunity and mitigate transformation risks, enabling them to adapt and compete by helping them build, adopt, connect, automate, and secure modern platforms that empower innovation and support modern applications.

- Exclusive access to low pricing through the contract
- Experienced IT specialists ready to help
- Strong client relations that support your IT needs
- Customized solutions that drive efficiency and reduce costs
- Flexible convenient ways to manage technology through leasing

How our OMNIA Partners contract helps your organization

As a contract holder in the OMNIA Partners (formerly U.S. Communities) portfolio, Insight is uniquely positioned to sell both technology products and IT services.

By taking advantage of our competitively solicited contract for Technology Products, Solutions and Related Services available through OMNIA Partners, you have access to our full portfolio of hardware, cloud solutions and services.

- Save time and money with no user fees or comparison shopping
- Eliminate duplicated efforts by countless agencies.
- Leverage economies of scale with no minimum purchase requirements.

Official contract:
Technology Products, Solutions and Related Services

Contract number:
23-6932-03

Start date:
May 1, 2023

Current end date:
April 30, 2026
Competitively solicited through
Cobb County, GA (Lead Public Agency)

1.800.INSIGHT | [insight.com](https://www.insight.com) OMNIA

Insight Public Sector Contract Documentation

U.S. Communities, National IPA, & NCPA are wholly-owned subsidiaries of OMNIA Partners, dba OMNIA Partners, Public Sector. All public sector participants already registered with National IPA, U.S. Communities, or NCPA continue to have access to all contracts, with certain exceptions, in the portfolio and do not need to re-

register to use a legacy National IPA, legacy U.S. Communities, legacy NCPA, or new OMNIA Partners contract. U.S. Communities, National IPA, and NCPA remain separate legal entities and lead agency contracts completed under each brand are effective and available for use through the contract's approved term. In the event we believe re-registration is necessary for any reason, OMNIA Partners will let you know.

Technology Products, Solutions and Related Services

Cobb County, GA

Contract Number: 23-6692-03

Contract Term: May 1, 2023 through April 30, 2028

Executive Summary

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- [Manufacturers, Publishers and Suppliers](#)
- [Due Diligence](#)

Master Agreement Documents

- [Official Signed Contract](#)

Response Evaluation

- [Supplier Response to RFP](#)
- [Evaluation Documents](#)

Solicitation Process

- [Original RFP Document](#)
- [RFP Addendum 1](#)
- [RFP Addendum 2](#)
- [RFP Addendum 3](#)
- [Proof of Publication](#)

- [RFP Opening Documents](#)



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