



Digital Workspace Solutions
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 24-12

RFP Issued: October 30, 2024

Pre-Proposal Date: November 14, 2024

Response Due Date: December 12, 2024

Proposals Received: 5

Awarded to: Dex Imaging, Konica Minolta, Kyocera Document Solutions, Toshiba America, Xerox Corporation

The Region 4 Education Service Center Department of Procurement issued RFP 24-12 on October 30, 2024, to establish a national cooperative contract for Digital Workspace Solutions

The solicitation included cooperative purchasing language in Sections Section I Scope of Work (National Contract)

The Region 4 Education Service Center (ESC), as the Principal Procurement Agency, defined in ATTACHMENT A, 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, 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 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:

- 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

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

On December 12, 2025, proposals were received from the following offerors:

- Dex Imaging, LLC
- Konica Minolta Business Solutions U.S.A., Inc.
- KYOCERA Document Solutions America
- Toshiba America Business, Inc.
- Xerox Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with (Dex Imaging, Konica Minolta, KYOCERA, Toshiba and Xerox proceeding with contract award(s) upon successful completion of negotiations.

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

The Region 4 ESC, OMNIA Partners and the following offerors successfully negotiated a contract: (Dex Imaging, Konica Minolta, KYOCERA, Toshiba and Xerox. Region 4 ESC executed the agreements, each with a contract effective date of June 1, 2025.

Contract includes: The suppliers provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial five-year agreement from June 1, 2025 through May 31, 2030 with the option to renew for five (5) additional one-year periods through May 31, 2035.

Pricing/Discount:

Refer to awarded Suppliers' dedicated microsite for pricing.

