

# OMNIA<sup>®</sup>

PARTNERS



## Facilities Management Software Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 21-07

**RFP Issued:** July 21, 2021

**Pre-Proposal Date:** August 3, 2021

**Response Due Date:** September 7, 2021

**Proposals Received:** 2

**Awarded to:**  **Dude Solutions<sup>SM</sup>**

**Contract # R210702**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 21-07 on July 21, 2021, to establish a national cooperative contract for Technology Solutions, Products, and 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, 2020
- 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 September 7, 2021 proposals were received from the following offerors:

- Accruent, LLC
- Dude Solutions, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Dude Solutions, Inc. 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 April 1, 2022.

**Contract Highlights:**

Dude Solutions is a leading software-as-a-service (SaaS) provider of operations management solutions to government, education, healthcare, senior living, manufacturing and membership-based organizations. With more than 7,000+ education institutions and 1800+ government clients, Dude Solutions is the nation's leading provider of on-demand operations management solutions designed exclusively for the unique needs of educational and public sector professionals.

**Contract includes:**

- Work & Asset Management – Work & Asset, Capital Forecasting, Skills Management, Assessment & Treasury
- Energy Management – Energy Accounting, Utility Bill Population, Interval Data Recording
- Event Management – Facility Scheduling, Community Use, Publishing, Trip Planning
- Technology Management – Help Desk, IT Asset Discovery, MDM
- Community Development

**Term:**

Initial three-year agreement from April 1, 2022 through March 31, 2025 with the option to renew for two (2) additional one-year periods through March 31, 2027.

**Pricing/Discount:**

Pricing varies per platform and facility type and is based on square footage, participants' number of sites, maintenance staff, requestors, and number of students.

**OMNIA Partners, Public Sector Web Landing Page:**

<https://www.omniapartners.com/publicsector/suppliers/dude-solutions/contract-documentation#c35648>