

CHRONOLOGY OF THE AGENDA ITEM OMNIA Partners Cooperative Agreement~ RFP 24-01

Scope:

OMNIA Partners Cooperative Agreement -District-Wide Furniture, Fixtures & Equipment (FF&E) – Multiple OMNIA Cooperative Contracts Not to Exceed: \$5,000,000

Contract Term:

The Region 4 RFP24-01 **OMNIA Partners Cooperative Agreement** have the following contract terms.

- Initial Term: December 17, 2024 – December 31, 2027
- Renewal Options: Two (2) additional one-year renewals through December 31, 2029

The contract between DCSD and the OMNIA Partners identified in this Agenda Item will be effective **March 31, 2026 - March 30, 2027, with options for renewal.**

Background

DeKalb County School District (DCSD) experiences continuous furniture needs driven by renovations, enrollment changes, classroom reconfigurations, and the replacement of aging or damaged furniture.

Previous Years: DCSD met district-wide FF&E needs through a competitively solicited Request for Proposals (RFP) process, awarding contracts to vendors including **Ernie Morris, School Specialty**, and **Lakeshore**, in compliance with procurement requirements at that time.

2024: OMNIA Partners conducted nationally competitive solicitations for furniture manufacturers and authorized pass-through vendors, resulting in awarded cooperative contracts that include **VS America, Saftco Products Company, School Specialty, ODP Business Solutions** and approved dealers.

December 17, 2024: OMNIA cooperative FF&E contracts became effective, establishing pre-negotiated pricing, standardized contract terms, and a network of pre-vetted vendors available to participating public agencies.

2025–2026: DCSD evaluated current inventory conditions, historical purchasing activity, projected capital projects, and ongoing operational needs and determined that utilizing multiple OMNIA cooperative contracts would provide greater flexibility, faster procurement timelines, and improved value compared to issuing individual district solicitations.

March 9, 2026: Operations leadership will presents a recommendation to the Board of Education to approve the use of multiple OMNIA cooperative contracts for FF&E purchases, with a combined **not-to-exceed amount of \$5,000,000**, to ensure continuity of service, competitive pricing, and timely support for schools and facilities district-wide.