



THERE'S POWER IN THE PROCESS

All agreements offered through OMNIA Partners, Public Sector, are competitively solicited and awarded by a public agency/governmental entity (e.g. state, city, county, public university or school district) via a thorough Request for Proposal (RFP).

The contracting process is the foundation of OMNIA Partners and sets us apart from other cooperatives focused on the public sector. In order for even the most restrictive agencies nationwide to realize the best value offered by cooperative procurement, OMNIA Partners works with a lead agency to ensure that industry best practices, processes and procedures are applied.

HOW OMNIA PARTNERS ESTABLISHES CONTRACTS IN OUR PORTFOLIO



1. The lead agency prepares a competitive solicitation, incorporating language to make the agreement accessible nationally to agencies in states that allow intergovernmental (i.e. "piggyback") contract usage.
2. The lead agency issues the solicitation and any required addenda, amendments and notifications, and conducts a pre-proposal meeting to address any questions from suppliers and to discuss the national cooperative program. OMNIA Partners is present to assist the lead agency and answer questions regarding the national cooperative program.
3. Interested suppliers respond to the solicitation.
4. The lead agency evaluates the responses, negotiates the final terms and conditions and ultimately awards a contract (also referred to as the master agreement). OMNIA Partners participates in the evaluation process as a non-voting member providing input as to the national scalability of responses. The contract award is made in accordance with the lead agency's procurement code.
5. All solicitation and award documentation is posted on the OMNIA Partners website and made available to the public.
6. OMNIA Partners, in collaboration with the lead agency, conducts quarterly business reviews with suppliers to strategize marketing and sales efforts and address contractual issues.