

MEMORANDUM

DATE: September 11, 2025

RE: Award Justification – Rugged Technology, Ancillary Products & Related Services, Solicitation No. 24COR-013GR

A Posteriori, LLC on behalf of CoreTrust issued a solicitation for Rugged Technology, Ancillary Products & Related Services for the lead agency, Town of Greece (New York). This memo provides an overview of the evaluation and scoring process conducted for the above-referenced solicitation, which is currently proceeding toward award.

Proposal Receipt and Initial Review:

Only one (1) proposal was received by the submission date and time. The proposal was checked for responsiveness and completeness in accordance with the requirements for solicitation.

Non-Participation of Vendor Community:

ODP Business Solutions was the only bidder who submitted a proposal.

Sean Carroll collaborated with CoreTrust to receive responses from the vendor community for the no-bid reasons.

CoreTrust conducted outreach pre-solicitation release with forty-nine (49) vendors.

Nineteen (19) vendors were sent solicitation release notifications. Eight (8) vendors intended to attend the pre-bid conference. Ten (10) vendors intended to respond to the solicitation.

Insight could not bid due to a conflict of interest as an established legacy GPO relationship. CDW attended the pre-bid conference but did not respond to bid after reminder. TD Synnex referred to a lack of internal support for the bid. Getac responded with no interest, but did not clarify. Estone responded it was not a good fit or worth time pursuing. Zones declined to bid due to a conflicting cooperative agreement. Most vendors received emails and voicemails but did not respond to outreach efforts.

Please refer to the Rugged Tech – Sourcing Workbook.

Award Justification and Conclusion:

The recommended awardee for this solicitation is ODP Business Solutions.

They received a composite Technical Score of 179.5/250. The Town of Greece, NY did not conduct Product Demonstrations which would have accounted for another 50 available points.

As there were no other Bidders, the Financial Review was conducted in the form of a Pricing Analysis.

ODP's pricing was not compared to Omnia, Sourcewell or NASPO. These sources either state "contact for pricing" or they only display the discounts off List. Discount off List without proving the List prices does not provide the total cost picture.

A Pricing Analysis was conducted to support the competitive pricing of the resulting cooperative Contract. Please refer to 24COR-013GR Rugged Tech Pricing Analysis in Excel for ODP's pricing as it compares to CDW, Insight, SHI, NYS OGS IT Manufacturer Umbrella's Price List, and other retail sources.

The Pricing Analysis compares 72 products sold through ODP against the sources referenced above. Of the 72 products compared, ODP offers more advantageous pricing for 55 of them, or 76.39%.

Therefore, the evaluation team concludes that the recommended awardee's pricing is justified and competitive for the purposes of the resulting cooperative Contract.

All scoring documentation and evaluation notes are maintained on file for audit and transparency purposes.