

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE

RFP AWARD SUMMARY

RFP TITLE: Technology, Hardware, Software and Related Goods and Services
ESC Region 19 Allied States Cooperative

RFP NUMBER: 16-7210

RFP OPENING DATE: September 7, 2016

CONTRACT TERM: Date of award until November 30, 2017 the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor
(Extended by Region 19 until November 30, 2018)
(Extended by Region 19 until November 30, 2019)
(Extended by Region 19 until November 30, 2020)
(Extended by Region 19 until November 30, 2021)

FUNDING SOURCE: Various

RFP's ISSUED: 43

RESPONSES: 33

ADVERTISEMENT DATES: El Paso Times: August 01, 2016 & August 08, 2016
Washington Post: August 03, 2016 and August 10, 2016

BOARD MEETING DATE: December 15, 2016

RECOMMENDED FOR AWARD

4TelIX, LLC
Access Communications, LLC (HUB) *HUB cert added 4/24/2017
Advantage Imaging Supply, Inc.
Compu-Cel
Conterra Ultra Broadband, LLC
Demlan Solutions, Inc. dba Favor Consulting (HUB)
Discount Two-Way Radio Corporation
EDIS, LLC
Edmentum, Inc.
Four BT, LLC
HPS Audio & Video, LLC (HUB)
Hatch, Inc.
~~Hyland Software, Inc. *removed 12/6/19~~
Inprocess Consulting, LLC
JMT Associates
Kishmorr Productions, LLC (HUB)
Kronos Incorporated
~~LCD Concepts, Inc. (HUB) *terminated with cause as of 11/13/2018~~
~~Lightspeed Systems *removed 11/12/19~~
Mach B Technologies, Inc.
~~Plan B Networks, Inc. *effective 3/26/21~~
Promethean
~~Quaest, Inc. dba Scribe Sense *removed 11/12/19~~
~~Schoology, Inc. PowerSchool *updated 5/5/2020~~
~~Sigma Technologies Solution, Inc.~~
Pivot Technology Services Corp. *Effective 1/1/2020
Spectrum Technologies (HUB)
Sun City Communications, LLC (HUB)
~~SureScore, Inc. *removed 11/12/19~~
The Cable Source
~~Trinity 3 Technology~~ Trafera Holdings, LLC *updated 1/12/21
~~United Data Technologies (removed as of April 18, 2017)~~
Waterford Research Institute

TOTAL (estimated) \$20,000,000.00 / year

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Allied States Cooperative members to comply with the new EDGAR (Education Department General Administration Regulations) 2 CFR Part 200 as it relates to the expenditure of federal funds. The evaluation committee utilized a point system with weight factors of 20% Products/Price, 15% Warranty Service, 15% Reputation of vendor, 5% Historically Underutilized Business Participation, 20% Performance Capabilities, 20% Qualification and Experience and 5% Value Add. Pacific One Source, Inc. dba School Tech Supply was not considered for evaluation as all products proposed were refurbished products. All awarded vendors price lists and links can be accessed on this award summary under the price list link.

SPECIFICATIONS PROVIDED BY: Royce Cleveland - ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland - ESC Region 19

Debra Oropeza - ESC Region 19

Martin Camacho - ESC Region 19

Contact Information:

4TelIX LLC

Ahley Chung
3019 Alvin DeVone, Suite 110-B
Austin, Texas 78741
P: 521-925-4407
sales@4tellx.com
roy@4tellx.com
www.4tellx.com

States Covered: All States

Services provided: Data organization

Discount: Discounts available at time of quote

Warranty: Link

Price Link

Access Communications, LLC (HUB) *HUB cert added 4/24/2017

Ana Espinoza / ~~Eric Gensheimer~~ * as of May 17, 2018
~~3919 Montana Ave~~ 2017 Texas Ave. *as of November 8, 2017
~~El Paso, Texas 79932~~ El Paso, TX 79901
P: 915-845-0007
anae@acgpl.com / ~~eric@acgpl.com~~ / access@acgpl.com
www.acgpl.com

States Covered: Texas & New Mexico *New Mexico added 4/24/2017

Services Provided: Network cabling, computer repair shop, server maintenance and phone systems support, design, build and provide audio installation and IT solutions.

Discount: 5% - 10%

Warranty: Link

Price Link *updated 5/28/19

Advantage Imaging Supply, Inc. *updated pricelist 5/31/2017

Kurtis Helm
32234 Paseo Adelanto, Suite F
San Juan Capistrano, CA 92675
P: 800-805-7720

kurtis@aisink.com
www.aisink.com

States Covered: All States

Services Provided: Toner and technology equipment

Discount: Listed in price lists

Warranty: Manufacturer offers extended warranty on parts and labor. Offers maintenance contracts at additional price.

Price Link

Compu-Cel

Johnny Maldonado
11457 Pellicano Dr
El Paso, Texas 79936
P: 915-590-6000
Sales@compu-cel.com
jrubio@compu-cel.com
www.compu-cel.com

States Covered: All States

Services Provided: Computer parts, sales and services related to smartphones and tablets.

Discount: 5% - 25%, cables 20% - 25%

Warranty: Warranty not included in pricing, can be additionally purchased.

Price Link

Conterra Ultra Broadband, LLC

~~Greg Spraeetz~~ Adrian Garcia / Shane Turley (as of 11/7/18)
2101 Rexford Rd, Suite 200E
Charlotte, North Carolina 28211
P: ~~877-365-6704~~ 915-345-9011 (Adrian)
P: 704-936-1806 (Shane)
gspraeetz@conterra.com
jbarrera@conterra.com
agarcia@conterra.com / sturley@conterra.com
www.conterra.com

States Covered: All States

Services Provided: Ethernet services, custom microwave and fiber hybrid networks, dark fiber services and WiFi, USAC/E-Rate Assistance (applicable for E-Rate customers), Smartsheet Tracking and Entry Process, Fiber Cut Notification (JDSU), Ocular IP and Performance SLAs.

Discount: 5% - 20%

Warranty: Manufacturer warranty plus testing and acceptance mechanism along with service level agreements (SLA) Conterra will provide a limited warranty that the services will be provided per industry standards and performed in a professional, workmanlike manner.

Price Link

Demlan Solutions, Inc. dba Favor Consulting (HUB)

Ann Adekunle
~~4500 Mercantile Plaza Dr #300~~ 9500 Ray White Rd # 200 *as of 10/17/2018
~~Fort Worth, Texas 76137~~ Fort Worth, TX 76244
P: 682-444-3832 / 800-558-2209
ann@favorconsultinginc.com / ann@demlansolutions.com *updated 10/25/19
www.demlan.com / www.favorconsultinginc.com

States Covered: All States

Services Provided: Software for K-12, Web App Solutions, other educational institutions, state local and other governmental agencies.

Discount: 10% less MSRP for software and set up fee and 2.25% of the Professional Services Fee excluding T&E.

Warranty: [Link](#)

[Price Link](#)

Discount Two-Way Radio Corporation

Stoyan Varbanov
555 W. Victoria Street
Compton, California 90220
P: 310-224-5100
govsales@dtwr.com
www.dtwr.com

States Covered: All States

Services Provided: Communications hardware – Two-way Radios and Accessories, Life Cycle Services – Maintenance and Repair of Two-Way radios and Accessories

Discount: 35% off MSRP

Warranty: Standard warranty on materials varies from 1- 4 years, depending on item type. Standard warranty on installation is 90 days. [Link](#)

[Price Link](#)

EDIS LLC

Emilio Baez
5612 Strand Blvd, 204
Naples, Florida 34110
P: 941-888-4310
Emilio@edis.io
www.edis.io

States Covered: All States

Services Provided: Software provider for K12 focusing on connecting schools, families and communities around student improvement using a data integration platform, data analysis.

Discount: Discounts available at time of quote

Warranty: [Link](#)

[Price Link](#)

Edmentum, Inc.

~~Sharon Roth~~ Jim Stewart or Jason Fennell *as of October 25, 2017
2425 North Central Expressway, Suite 1000
Richardson, Texas 75080
P: 800-447-5286
Sharon.roth@edmentum.com bidoperations@edmentum.com
www.edmentum.com

States Covered: All States

Services Provided: Provide personalized teaching approaches with online learning programs that address the needs of individual learners.

Discount: Discount may be applied according to order volume.

Warranty: [Link](#)

Price Link

Four BT, LLC (updated March 30, 2017)
Peter Cholakakis/Mark Powell
~~5430 LBJ Fwy, Suite 1200~~
1707 ½ Post Oak Blvd., Ste. 536
~~Dallas, Texas 75240~~
Houston, Texas 77056
P: ~~972-663-9476~~ 903-326-9965
[pcholakakis@4BT.us](mailto:pcholakis@4BT.us) / mpowell@4BT.us
www.4BT.us

States Covered: All States

Services Provided: Web technologies and design, Job Order contracting program set-up and support, Job order audit, Staff development.

Discount: Quantity of 30 licenses discount of 10%

*****Pricing Structure Amended 3/28/2017*****

Warranty: [Link](#)

Price Link *updated as of 02/14/2020

Hatch, Inc.
Angela Kontos
301 N. Main St, Suite 101
Winston-Salem, North Carolina 27101
P: 800-410-7282
akontos@hatchearlychildhood.com
www.hatchearlylearning.com

States Covered: All States

Services Provided: Interactive child-appropriate hardware and classroom supplies, research-based content tied to standards and individualized progress monitoring tools.

Discount: 5% (Warranties, Professional Development, ELITE, HatchSync powered by GOLD and SSA for iPad licenses are excluded from the discount. They have been listed on the pricing spreadsheet, but they can only be sold at full SRP)

Warranty: Offers extended warranties on some products at an additional cost. Does not offer warranty on labor or installation

Freight Charges: A 7% freight charge will be added to the total of all technology products. This price has been shown on the pricing spreadsheet as well.

Price Link ~~*updated as of 01/30/2020, 07/20/2020, 3/30/21~~

HPS Audio & Video LLC (HUB)

Rafael Gonzalez Sr.
5813 W. Paisano
El Paso, Texas 79925
P: 778-6177
rafa@hpsav.com
www.hpsenterprises.ws

States Covered: All States

Services Provided: Audio and Video Systems

Markup: HPS is lowering their markup to 10% - 15% for ASC Members

Warranty: Product warranty varies upon manufacturer and products, HPS offers labor warranties for a length of one year.

Price Link

Hyland Software, Inc. ~~*updated price list 3/29/2017~~ *Removed 12/6/19

~~Steph Gowin *as of 10/16/2018~~

~~P: 440-788-5975
Lisa McNeely
28500 Clemens Road
Westlake, Ohio 44145
P: 440-788-5821
Lisa.mcneely@onbase.com
www.onbase.com~~

~~**States Covered:** All States~~

~~**Services Provided:** Strategic planning and needs assessment~~

~~**Discount:** 20%~~

~~**Warranty:** Limited warranty of software operation; after expiration of limited warranty, an additional warranty can be purchased.~~

~~**Price Link**~~ ~~*updated 3/28/18 *updated 4/16/18~~

In Process Consulting LLC

Mark Meersman
4080 McGinnis Ferry Road, Suite 1304
Alpharetta, Georgia 30005
P: 470-297-5028
mark.meersman@ipc-global.com
www.ipc-global.com

States Covered: All States

Services Provided: Data and BI solutions education

Discount: SOFTWARE PURCHASE ONLY:

	Tiered Discount
Software purchase only <55k	0%
Software purchase only >55k	9%
Software purchase only >125k	18%
Software purchase only >350k	27%
Software purchase only >1M	30%
Software purchase only >1.75M	36%

Warranty: IPC Global warrants it's custom development deliverables free from defects for 45 days from delivery date (not acceptance date). Defects are cited at programming errors or deviation from documented requirements.

Contact IPC Global for pricing on-

Qlik Sense licenses ,Qlik Sense consulting services , Qlik Sense training services

Qlik View licenses, Qlik View consulting services, Qlik View training services

Qlik NPrinting licenses, Qlik NPrinting consulting services, Qlik NPrinting training services

KT Labs licenses & KT Labs consulting services

AWS Cloud Hosting & Managed Services

Price Link

JMT Associates

Joseph Giambri

11200 West F/M 487

Florence, Texas 76527

P: 609-605-0760

jgiambri@ebspc.net

www.ebspc.net

States Covered: All States

Services Provided: Solution provider for municipalities, libraries and schools.

Discount: 12% - 42%

Warranty: Standard 1 year warranty

Price Link

Kishmorr Productions LLC (HUB)

Lori L. Morris

710 Lago Trace

Huffman, Texas 77336

P: 281-415-1382

lori@kishmorrproductions.com

www.kishmorrproductions.com

States Covered: All States

Services Provided: Educational Software in Spanish for grades Pre-Kindergarten – 2nd grade.

Discount: 10% - 30%

Warranty: 100% satisfaction or you will receive a full refund.

Price Link

Kronos, Inc.

Gregg Peterson
297 Billerica Road
Chelmsford, MA 01824
P: 978-250-9800
Gregg.peterson@kronos.com
www.kronos.com

States Covered: All States

Services Provided: Time & Attendance, Scheduling, Absence Management, Workforce Analytics, Human Resources

Discount: 0% - 30%

Warranty: Link

Price Link

~~LCD Concepts, Inc. (HUB)~~ **terminated with cause as of 11/13/2018*

Nancy Olsen
2911 So Shore Blvd. Suite 125
League City, Texas 77573
P: 281-334-5181
Nancy@lcdconcepts.com
www.lcdconcepts.com

States Covered: Texas

~~Services Provided: Technology Community and Communications, Hardware monitors, communications, software, education, and Video Software~~

~~Discount: 57% - 60%~~

~~Warranty: Listed in Price List~~

Price Link

LCD Price List updated January 31, 2017

~~Lightspeed Systems~~ **removed 11/12/19*

Jacque Arnold
106 E 6th Street, Suite 500
Austin, Texas 78701
P: 661-716-7600
jarnold@lightspeedsystems.com
<http://www.lightspeedsystems.com>

States Covered: All States

~~Services Provided: Software Security, Internet/Communication Software: Network Software, Cloud Services and Mobile Device management~~

~~Discount: 10% discount for all districts on software products, Hardware list pricing will stand or be taken on a case by case basis.~~

Warranty: Link

Price Link

Mach B Technologies, Inc.

Alf Nizam
1200 W. Walnut Hill Lane
Irving, Texas 75038
P: 469-644-9363
Alf.nizam@machbtech.com
www.machbtech.com / www.edugence.com

States Covered: All States

Services Provided: Analytics, statistical modeling, building integrated system and system integration

Discount: Discount is offered in additional modules when an application is purchased.

Warranty: No additional cost for support of software and bugs will be corrected for term of contract.

Price Link

Plan B Networks, Inc.

~~Veronica Prieto Juan Mares~~ *updated 10/24/19
41395 James Watt, Suite A6 6501 Boeing Drive, Suite E1*as of 12/28/2018
El Paso, Texas 79936 79925
P: 915-774-0207 / 915-637-6646
~~cprieto@planbnet.com jmares@planbnet.com~~
~~www.planbnet.com~~

States Covered: ~~New Mexico and Texas~~

Services Provided: ~~Monitor, storage, drives, printers, desktops, servers, security, VmWare~~

Discount: ~~3% - 15%~~

Warranty: ~~Varies with manufacturer~~

Price Link

~~* Updated *6/20/2019 10/11/19 08/27/2020 9/2/2020 12/14/2020 12/16/2020 1/12/21, 2/17/21, 2/18/21, 2/19/21~~

Promethean, Inc. *updated 11/24/2016 *updated as of 04/27/2020

~~Jessica Clarke Nicole Blair~~
1165 Sanctuary Parkway, Suite 400 4550 North Point Parkway, Suite 370
Alpharetta, Georgia 30009 30022
P: ~~678-336-8107~~ 678-393-1001
~~Jessica.clarke@prometheanworld.com~~ / us.bids@prometheanworld.com
www.prometheanworld.com

States Covered: All States

Services Provided: Interactive Learning Technology

Discount: 32% off MSRP

Warranty: Free uplift to standard warranty for a number of products buy simply registering the product with Promethean. Additional Warranties available for purchase including onsite support.

Promethean Authorized Resellers:

CDW Government LLC
Melissa Johnson
P: 312-706-2069
www.cdw.com / melijoh@cdw.com

ProComputing
Michael McKinstry
P: 214-634-2450
www.procomputing.com/?page_id=622 / mckinstry@procomputing.com

School Tech Supply
Aaron Toczynski
P: 866-499-2580 ext. 89
<http://schooltechsupply.com/hardware/interactive-technology/> / aaron.toczynski@schooltechsupply.com

Price Link – updated 4/6/18* 11/26/18*

~~Quaest, Inc. dba Scribe Sense~~ *removed 11/12/19

~~John Ruff
2407 S. Congress Ave. Suite E372
Austin, Texas 78704
P: 1-844-727-4237
john@scribesense.com
www.scribesense.com~~

~~States Covered: All States~~

~~Services Provided: Software to aid administration in all tracking needs.~~

~~Discount: 0% – 80%~~

~~Warranty: Link~~

~~Price Link~~

~~Schoolology, Inc. PowerSchool Group, LLC~~ *updated as of 05/05/2020

~~Norman Weissberg / Antonio Montoya / Fletcher Hutson Ed Carlin
Two Penn Plaza, 10th Floor 150 Parkshore Drive
New York, New York 10121 Folsom, California 95630
P: 212-213-8333 ext. 313 610-751-7363
nweissberg@schoolology.com / amontoya@schoolology.com / fhutson@schoolology.com
Ed.carlin@powerschool.com
www.schoolology.com~~

~~States Covered: All States~~

~~Services Provided: Learning management and assessment management.~~

~~Discount: 20% off implementation cost~~

~~Warranty: Link~~

~~Price Link~~ *updated as of 05/05/2020, 10/19/2020, 12/8/2020

~~Sigma Technology Solutions, Inc.~~

Pivot Technology Services Corp. *Effective 1/1/2020

~~Scott Monroe Barbara Garcia (as of August 15, 2017) Ed Loveless
607 East Sonterra Blvd, Suite 250 607 Ease Sonterra Blvd., Suite 250
San Antonio, Texas 78258 San Antonio, TX 78258
P: 210-348-9876 210-387-3111~~

~~Scott.monroe@sigmasolinc.com barbara.garcia@sigmasolinc.com (as of August 15, 2017) Bruce.Gilmore@pivotts.com
www.sigmasolinc.com www.pivotts.com~~

States Covered: All States

Services Provided: IT solution services

Discount: 0% - 38%

Warranty: relies on the manufacturer's warranty and the terms of that warranty to provide the support and services of the product that is provided.

Price Link

Spectrum Technologies (HUB)

Jake Elliott
5900 Gateway Blvd E
El Paso, Texas 79905
P: 915-781-2000
itsales@spectrumtexas.net / melliott@spectrumtexas.net
www.spectrumistechnology.com

States Covered: New Mexico and Texas

Services Provided: Hardware and Software

Discount: 0%

Warranty: Link

Price Link *updated 3/8/18 4/2/18 10/2/18

Sun City Communications (HUB)

Amoreena Garcia
3501 Durazno Ave, Unit C
El Paso, Texas 79905
P: 915-356-7126
amor@suncitycomm.com
www.suncitycomm.com

States Covered: New Mexico and Texas

Services Provided: Laptops, radios and security camera systems

Discount: 5%

Warranty: Link

Price Link

~~SureScore, Inc.~~ *removed 11/12/19

~~Roy Nieto Elizabeth Barraza
3019 Alvin DeVane Suite 110~~

~~Austin, Texas 78741
4301 William Cannon Ste B150 #203 (as of 10/4/18)
Austin, TX 78749
P: 888-545-8378 x 4
roy@surescore.com elizabeth@surescore.com
www.surescore.com~~

States Covered: All States

Services Provided: College and career planning tools, data sharing and targeted test prep initiatives.

Discount: Discounts available at time of quote

Warranty: Link

Price Link

The Cable Source

Bob Burckel
11444 Rojas, Suite C-11 900 Hawkins Ste B-2
El Paso, Texas 79936 79915
P: 915-603-3228 ext. 102
bob@thecablesource.net / delia@thecablesource.net
www.thecablesource.net

States Covered: All States

Services Provided: Cabling, telecommunications, and security/alarm services

Discount: See Price List

Warranty: See Price List

Price Link *Updated 10/11/19, 5/12/21 (Please Contact ASC for Manufacturers' Pricing)

~~Trinity3 Technology~~ Trafera Holdings, LLC *updated 1/12/21

Eric Ogden
650 Pelham Blvd Suite 600
St. Paul, MN 55114
P: 651-888-7922
eogden@trinity3.com / jake@trinity3.com
www.trinity3.com

States Covered: All States

Services Provided: IT Equipment including accessories, printers, networking, Chromebook, and Smart App UPS.

Discount: 5%

Warranty: See price list

Price Link

~~United Data Technologies~~ (removed as of 4/18/17)

James Sykes
3800 North Lamar Blvd, Suite 200
Austin, Texas 78756

P: 800-882-9919
James.sykes@udtonline.com
www.udtonline.com

States Covered: ~~Arkansas, Alabama, Florida, Georgia, North Carolina, Oklahoma, South Carolina, Tennessee and Texas~~

Services Provided: ~~Digital Learning Convergence, Collaboration Technology, networking, Data Center, Security, Mobility, Internet/Communication Software, Network Software, Operating Systems, Project Management, Storage Management, System Management and Virtualization Software~~

Discount: ~~5% - 50%~~

ON-LINE CATALOG AT ~~<https://shop.udtonline.com>~~,
Log-in info: ~~ASCmemberuser@udtonline.com~~
Password: ~~ASC123~~

Warranty: ~~Standard warranty offered.~~

Price Link ~~(online catalog)~~

Waterford Research Institute

~~Pam Palmer~~ Jodi Sohrt * as of 12/4/18
1590 East 9400 South
Sandy, UT 84093
P: 801-349-2200 281-804-2101
~~alfieperin@waterford.org~~ ~~txrfp@waterford.org~~
~~www.waterford.org~~

States Covered: ~~Texas and Tennessee~~ **states updated 5/3/2017

Services Provided: ~~Reading and Math programs for grades K-12 and SmartStart for Pre-K~~

Discount: ~~Multi-year discounts are 10% for a 2 year and 15% for 3 year.~~

Warranty: ~~Services provided are a web-based system; therefore, warranty is not provided.~~

Price Link ~~*updated 12/2/19~~

Approved by: _____
(Armando Aguirre- Executive Director)
(Armando Aguirre- Executive Director)
(Sonia Eubank-Associate Executive Director)
(Armando Aguirre- Executive Director)

Date: _____
(November 10, 2016)
(October 6, 2017)
(September 27, 2018)
(August 20, 2020)