

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Consulting, Contracting, Staff Development & Related- Education Service Center Region 19 Allied States Cooperative  
**RFP NUMBER:** 16-7200  
**RFP OPENING DATE:** July 14, 2016  
**CONTRACT TERM:** Date of award until July 31, 2017 the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 739  
**RESPONSES:** 36  
**ADVERTISEMENT DATES:** El Paso Times – May 26<sup>th</sup> & June 2<sup>nd</sup>, 2016  
Washington Post- May 27<sup>th</sup> & June 3<sup>rd</sup>, 2016  
**BOARD MEETING DATE:** October 20, 2016

**RECOMMENDED FOR AWARD**

- AIM Consulting**
- Appleton Learning Corporation**
- Asentex, Inc.**
- Center for Applied Linguistics**
- Creart Inc dba Young Rembrandts**
- Demlan Solutions, Inc. dba Favor Consulting**
- Ekon-O-Pac, LLC**
- Fernando Hernandez**
- Four BT, LLC**
- Frontline Technologies Group, LLC**
- Getting Smart, LLC**
- Gilma Inez Smorado**
- Hawkins Development Group, LLC (HUB Certified)**
- Kagan Professional Development**
- Link (HUB Certified)**
- Marshall Cavendish Education**
- Mithoff Burton Partners**
- N & C Consulting**
- Next Tier Education, Inc.**
- Positive Directions, Co.**
- Shmoop University, Inc.**
- Southwest Training Systems, Inc.**
- The Job Order Contract Group, LLC**
- Traci Skrovan Consulting LLC**
- Vital Smarts LC**
- Why Try, LLC**

**TOTAL (estimated)** \$3,000,000.00/ year

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 and its various programs 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 55% pricing, 25% quality of service, and 20% reference checks. Accelerate Learning and Dinah-Might Adventures, LP were not considered due to the fact that they are currently awarded on the original RFP 15-7162. ALALIBO PLLC Socorro Pediatrics and Autism Center were unable to provide email addresses for references, a price list, and the required signatures that were missing from their original submission and therefore were not considered. McIntosh Product Care did not provide any copies of their RFP, a price list, or any references, and therefore was not considered. After multiple attempts to retrieve reference requests, Capitol Region Education Council (CREC), Elegar Blinds & Shutters, LLC, Learning Dynamics Reading, Netsync Network Solutions, Sigma Technology Solutions dba Sigma Solutions, and Texas Kids Dental Care failed to receive the minimum amount of reference responses required and therefore were not considered.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
Procurement Director

**EVALUATION COMMITTEE:** Royce Cleveland  
Procurement Director

Burnette Johnson  
Purchasing Supervisor

Rena Lawrence  
Purchasing Analyst

Debra Oropeza  
Purchasing Analyst

**AWARDED VENDORS (ALPHABETICAL ORDER):**

**AIM Consulting**

Attn: Fred Anaya  
11525 Tony Tejada  
El Paso, TX 79936  
915-269-2890  
Fx-915-581-8391  
[Anaya.fred4@gmail.com](mailto:Anaya.fred4@gmail.com)

**Services-** Bully Intervention, Classroom Management, College & Career Readiness, Counselor Certification, Crisis Intervention, Differentiated Instruction, Distance Learning Support, General Curriculum, Mental Health Counseling & Consulting Training, No Child Left Behind (NCLB), Paraprofessionals, Parental Involvement, Parental Support, Positive Behaviors, Project Based Learning, Shared Services Arrangements Partnering with ESC-Region 19, Trainer in-Aggressive and Self-Injurious Behaviors, Autism, Communication Disorders, Evidence-Based Practices for Autism, Executive Functioning, High Functioning Autism, Social Skills for Autism, Visual Strategies, Universal Learning Programs, Visually Impaired Consulting, Web Consulting & Design, Rigor, Relevance & Relationships (3 R's), Energy Bus for faculty, staff and paraprofessionals as well as k-12 students, Career Technology Education (contextualized instruction, problem based learning, project based learning), Personality Codes (RIASEC) Holland's Codes for Career Discovery (internet required), Career Pathways/Career Clusters (O\*Net/Dept of Labor), Adult Education, (ESL, GED, Distance Learning, Transitioning of Students), Goal Setting, Customer Service (World Class Level), Cognitive Coaching, Conflict Resolution in the workplace

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Appleton Learning Corporation**

Attn: Philip Kovacs or Brian Snyder  
200 West Side Square, Suite 205  
Huntsville, AL 35801  
256-539-6363  
Fx-256-539-6343

[www.appletontalent.com](http://www.appletontalent.com) / [Sarah.fowler@appletontalent.com](mailto:Sarah.fowler@appletontalent.com) / [Brian.snyder@appletontalent.com](mailto:Brian.snyder@appletontalent.com)

**Services-** Paraprofessionals, Web Technologies & Design

**Rating-** 7.2 out of possible 10 points

**Pricing-**

**States Served-** AL, CA, FL, GA, NV, TN, TX

## **Asentex, Inc.**

Attn: Jose Luis Camarena, Jr. or Greg Romero  
100 E. San Marcos Blvd., Suite 400  
San Marcos, CA 92069-2988  
855-468-2736  
Fx-760-687-7413

[www.asentex.com](http://www.asentex.com) / [Luis.c@asentex.com](mailto:Luis.c@asentex.com) / [Greg.r@asentex.com](mailto:Greg.r@asentex.com)

**Services-** Electronic Form Design, Contract Management, Mobile Apps Design, HP Teleform Forms Processing, HP LiquidOffice Electronic Forms Processing, OutSystems Rapid Application Delivery Platform

**Rating-** 9.9 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Center for Applied Linguistics**

Attn: Charles Lorenzetti or Jen Himmel  
4646 40<sup>th</sup> Street, NW  
Washington, DC 20016-1859  
202-355-1560  
Fx-202-362-3740

[www.cal.org](http://www.cal.org) / [clorenzetti@cal.org](mailto:clorenzetti@cal.org) / [jhimmel@cal.org](mailto:jhimmel@cal.org)

**Services-** Bilingual/ESL/Title III Consulting-All PD Offerings, College & Career Readiness- All Adult Education Services, Differentiated Instruction – (Differentiating for needs of ELs- all PD offerings), Early Childhood Intervention (SIOP Model for Pre-K), Life Skills- Adult Education Service #4, Pre-School Education, Training & Assessments, School Climates- Leading DL Programs, Building Educational Communities of Inclusion, School Culture- Leading DL Programs, Building Educational Communities of Inclusion, Staff Development – All PD Offerings, Standards Based IEP- Adult Education Service #3, Literacy for ELs (What’s Different, Spanish Literacy, Developing Academic Literacy), Dual Language Education (Two-way SIOP, Foundations of DL, Leading DL Programs), Newcomers and Students with Interrupted Formal Education (Newcomers In Your School), Integrating Language and Content instructions for Civics and the Workplace- Adult Education #3, Literacy for Adult Learners- Adult Education #4

**Rating-** 8.6 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Creart Inc. dba Young Rembrandts**

Attn: Marcela Riano  
921 Broadmoor Dr.  
El Paso, TX 79902  
915-234-2248

[www.youngrembrandts.com/borderland-tx / Marcela.riano@youngrembrandts.com](http://www.youngrembrandts.com/borderland-tx / Marcela.riano@youngrembrandts.com)

**Services-** Drawing Program for Elementary Students

**Rating-** 8.6 out of possible 10 points

**Pricing-** 5-20 Students, \$65 per hour, 1 hour Drawing Class

**States Served-** NM, TX

## **Demlan Solutions, Inc. dba Favor Consulting**

Attn: Ann Adekunle  
4500 Mercantile Plaza Dr. #300  
Fort Worth, TX 76137  
682-444-3832  
Fx-817-423-7741

[www.demlansolutions.com / ann@favorconsultinginc.com](http://www.demlansolutions.com / ann@favorconsultinginc.com)

**Services-** Instructional Technology, Project Based Learning, Software Design and Programming, Staff Development, Technology and Curriculum Alignment, Technology Product Support, Web Technologies & Design

**Rating-** 9.1 out of possible 10 points

**Pricing-**

**Pricing-part 2**

**States Served-** All 50 States

## **Ekon-O-Pac, LLC**

Attn: Tim West or Juan Castro  
PO Box 1266  
Gallatin, TN 37066  
615-230-9340  
Fx-615-481-4356

[www.ekonopac.com / tim@ekonopac.com / sales@ekonopac.com](http://www.ekonopac.com / tim@ekonopac.com / sales@ekonopac.com)

**Services-** Dietitian/Nutrition Services, Executive Functioning, Time & Motion Study in food service operation, Food prep and presentation, Safety and Sanitation in food service facilities, Staff and Management Motivation

**Rating-** 9.32 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Fernando Hernandez**

125 Santa Paula  
El Paso, TX 79927  
915-539-7627  
[fherna@rocketmail.com](mailto:fherna@rocketmail.com)

**Services-** Mathematics (Pre-K – 5<sup>th</sup>), Staff Development (Pre-K – 5<sup>th</sup>),

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Four BT, LLC**

Attn: Mark Powell or Peter Cholakis  
5430 Lyndon B Johnson FWY, Suite 1200  
Dallas, TX 75240  
972-663-9476  
[www.4BT.US](http://www.4BT.US) / [info@4BT.US](mailto:info@4BT.US) / [pcholakis@4BT.US](mailto:pcholakis@4BT.US)

**Services-** Staff Development, Job Order Contracting Program Set Up & Support, Job Program Audit, JOC Facility Solutions that include JOC Estimating Services, Independent Government Estimating (IGE), 3<sup>rd</sup> Party Independent Estimating Auditing Services, Budget Collaboration Reviews, and Training for JOC and JOC Estimating Software for contract compliance and transparency.

**Rating-** 9.5 out of possible 10 points

**Pricing-** Based upon an hourly rate of \$115/hour, with a minimum of \$1000 per project.

**States Served-** All 50 States

## **Frontline Technologies Group, LLC**

Attn: Tom Hippensteel  
1400 Atwater Drive  
Malvern, PA 19355  
915-605-6491  
Fx-888-492-0337  
[www.frontlinek12.com](http://www.frontlinek12.com) / [thippensteel@frontlineed.com](mailto:thippensteel@frontlineed.com)

**Services-** Staff Development, Professional Development Management Software, Online Employee Evaluation Software (T-TESS/T-PESS), Online Professional Development Content, Courses and Videos, Evaluator Calibration & Collaboration Software. Frontline Education is the developer of Professional Growth Solutions such as MyLearningPlan Professional Development Management System (PDMS), MLPOASYS for T-TESS / T-PESS, MLPElevate, ETC Safety & Compliant Online Content and Professional Development Online content and Human Capital Management Solutions such as Aesop, Applitrack, Veritime, Employee Center and Applitrack FIT. Visit our website: [www.frontlinek12.com](http://www.frontlinek12.com).

**Rating-** 8.85 out of possible 10 points

**Pricing-** Questions, price quote, product demo, product information or anything please contact Tom Hippensteel at [thippensteel@frontlineed.com](mailto:thippensteel@frontlineed.com) or phone/text 916-605-6491.

**States Served-** TX

## **Getting Smart, LLC**

Attn: Karen Vander Ark or Tom Vander Ark  
1600B SW Dash Point Rd #311  
Federal Way, WA 98023  
253-944-1592  
Fx-253-944-1593

[www.gettingsmart.com](http://www.gettingsmart.com) / [Allison@gettingsmart.com](mailto:Allison@gettingsmart.com) / [Karen@gettingsmart.com](mailto:Karen@gettingsmart.com)

**Services-** College & Career Readiness, General Curriculum, Instructional Technology, Media Services, Project Based Learning, School Accountability & Improvement, School Culture, Social Skill Development, Staff Development, Technology and Curriculum Alignment, Virtual Learning Programs

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Gilma Inez Smorado**

6125 Los Fuentes  
El Paso, TX 79912  
915-256-0426

[Gilmams26@gmail.com](mailto:Gilmams26@gmail.com)

**Services-** Mathematics (K-5), Staff Development (Elementary K-5)

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Hawkins Development Group, LLC (HUB)**

Attn: Larry Hawkins II  
10921 Roderick Lawson Lane  
Austin, TX 78754  
512-650-1180

<http://hawdg.com> / [info@hawkdg.com](mailto:info@hawkdg.com) / [larry@hawkdg.com](mailto:larry@hawkdg.com)

**Services-** Staff Development

**Rating-** 9.25 out of possible 10 points

**Pricing-**

**States Served-** TX

## **Kagan Professional Development**

Attn: Mike Heck  
P.O. Box 72008  
San Clemente, CA 92673  
949-545-6333  
Fx-949-369-6599  
[www.kaganonline.com](http://www.kaganonline.com) / [jana@kaganonline.com](mailto:jana@kaganonline.com)

**Services-** Brain Based Learning, Brain Research, Bully Prevention, Classroom Management, Differentiated Instruction, Mathematics, Mathematics K12, Positive Behaviors, Project Based Learning, School Culture, Social Skill Development, Staff Development, Cooperative Learning Structures, Administrative Training, Dynamic Trainer, Content Area Specific Training \*NOTE: Vendor did take exceptions to the contract. Contact Vendor or ESC Region 19 for list of exceptions\*

**Rating-** 7.5 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Link (HUB)**

Attn: Monica Corchado or Linda Corchado  
160 W Castellano, Box 6004  
El Paso, TX 79912  
915-525-3298  
[www.linkadvising.com](http://www.linkadvising.com) / [monica@linkadvising.com](mailto:monica@linkadvising.com)

**Services-** Brain Based Learning, Brain Research, Classroom Management, College Management, College & Career Readiness, Conscious Discipline Consulting, Crisis Intervention, Executive Functioning, General Curriculum, Graphic Design, Instructional Technology, Life Skills, Mental Health Counseling & Consulting Training, Parental Involvement, Parental Support, Positive Behavioral Intervention and Support (PBIS), Positive Behaviors, Progress Monitoring and Grading, Project Based Learning, School Accountability & Improvement, School Climate, School Culture, Social Skill Development, Staff Development, Technology and Curriculum Alignment, Trainer-Executive Functioning, Virtual Learning Programs

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Marshall Cavendish Education**

Attn: Paul Palumbo  
99 White Plains Roads  
Tarrytown, NY 10591  
914-332-8888 Ext. 310  
Fx-914-332-1082  
[www.mceducation.us](http://www.mceducation.us) / [ppalumbo@marshallcavendish.com](mailto:ppalumbo@marshallcavendish.com)

**Services-** Mathematics, Staff Development (Math)

**Rating-** 8.9 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Mithoff Burton Partners**

Attn: Bill Burton or Steffen Poessiger

123 W. Mills

El Paso, TX 79901

915-544-9400

Fx-915-544-9426

[www.mithoffburton.com](http://www.mithoffburton.com) / [bburton@mithoffburton.com](mailto:bburton@mithoffburton.com) / [spoessiger@mithoffburton.com](mailto:spoessiger@mithoffburton.com)

**Services-** Media Services, Web Technologies & Design

**Rating-** 10 out of possible 10 points

**Prices-**

**States Served-** All 50 States

## **N & C Consulting**

Attn: Carol Cooper

7509 Oakhurst Trail

Garland, TX 75044

214-202-5903

[cacooper@tx.rr.com](mailto:cacooper@tx.rr.com)

**Services-** Consulting-Public Procurement & Contract Management, Staff Development- Public Procurement & Contract Management, Supplier Development- Procurement, Administrative/Governing Board Training-Procurement, Process Improvement-Public Procurement & Management Contracts, Process Review- Public Procurement & Contract Management, All Aspects Public Procurement Compliance, Review of Solicitation & Evaluation Criteria, Assist in Establishing a Purchasing Department \*NOTE: Vendor did take exceptions to the contract. Contact Vendor or ESC Region 19 for list of exceptions\*

**Rating-** 9.5 out of possible 10 points

**Prices-**

**States Served-** TX

## **Next Tier Education, Inc.**

Attn: Justin Shiffman

30 North Michigan Avenue, Suite 2100

Chicago, IL 60602

312-690-9996

Fx-312-275-7660

[www.nexttier.com](http://www.nexttier.com) / [justin@nexttier.com](mailto:justin@nexttier.com)

**Services-** College & Career Readiness, Scholarships for Higher Education, Financial Aid for Higher Education

**Rating-** 9.05 out of possible 10 points

**Pricing-**

**States Served-** All 50 States



## **Positive Directions Co.**

Attn: Aliana Apodaca  
814 Wyoming Ave  
El Paso, TX 79902  
915-838-1000  
Fx-915-533-0828  
[alianaapo@gmail.com](mailto:alianaapo@gmail.com)

**Services-** Executive Functioning, Paraprofessionals, Staff Development

**Rating-** 9.35 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Shmoop University, Inc.**

Attn: Ellen F. Siminoff or Tim Kimbrell  
PO Box 0935  
Los Altos, CA 94023  
650-488-7778  
Fx-650-644-3384  
[www.schools.shmoop.com](http://www.schools.shmoop.com) / [ellen@shmoop.com](mailto:ellen@shmoop.com) / [tim@shmoop.com](mailto:tim@shmoop.com)

**Services-** Advanced Academics, Alternative Education, Bully Prevention Course, College & Career Readiness, Differentiated Instruction, Distance Learning Support, English Language Arts, Reading (ELAR) & Dyslexia, Instructional Technology, Life Skills, Mathematics, Mathematics K12, No Child Left Behind (NCLB), Positive Behavioral Intervention and Support (PBIS), Positive Behaviors, Project Based Learning, Response to Intervention (RTI), Technology and Curriculum Alignment \*NOTE: Vendor did take exceptions to the contract. Contact Vendor or ESC Region 19 for list of exceptions\*

**Ratings-** 8.71 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Southwest Training Systems, Inc.**

Attn: Bart Christian  
5111 West Tangerine Road  
Marana, AZ 85658  
520-74-1092  
Toll Free 1-888-838-1550  
Fx-520-744-4733  
[www.swtrainingsystems.com](http://www.swtrainingsystems.com) / [bart@swtrainingsystems.com](mailto:bart@swtrainingsystems.com)

**Services-** Child Nutrition, Dietitian/Nutrition Services, Food Service Nutritional Consulting, Safety Training, Staff Development- Customer Service & Communication Skills, Sanitation And Food Safety Education, Food Code and HACCP Compliance Consulting, Cleaning Material Use and Inventory Management, Onsite Compliance Inspection and Immediate Staff Corrective Action Education

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** AZ, NM, TX

## **The Job Order Contract Group, LLC**

Attn: Mark Powell

11288 West Road

Houston, TX 77065

832-707-0717

[www.thejocgroup.com](http://www.thejocgroup.com) / [joc@thejocgroup.com](mailto:joc@thejocgroup.com)

**Services-** Staff Development, Job Order Contracting Program Set-up & Support, Job Program Audit

**Ratings-** 9.5 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## **Traci Skrovan Consulting LLC**

6400 Magenta Lane

Austin, TX 78739

512-680-1129

[traciskrovan@sbcglobal.net](mailto:traciskrovan@sbcglobal.net)

**Services-** Balanced Literacy, English Language Arts, Reading (ELAR) & Dyslexia, General Curriculum, Collaborative Inquiry with Data Terms, Literacy and Leadership, Instructional Coaching

**Rating-** 10 out of possible 10 points

**Pricing-**

**States Served-** TX

## **Vital Smarts LC**

Attn: Rich Rusick or John Hancey

282 River Bend Lane

Provo, UT 84604

801-765-9600

801-765-0272

[www.vitalsmarts.com](http://www.vitalsmarts.com) / [rrusick@vitalsmarts.com](mailto:rrusick@vitalsmarts.com) / [jhancey@vitalsmarts.com](mailto:jhancey@vitalsmarts.com)

**Services-** Training Offerings- Including Crucial Conversations, Crucial Accountability, Influencer, and Change Anything

**Rating-** 8.34 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

## Why Try, LLC

Attn: Bruce Bushnell  
54551 North River Run Dr.  
Provo, UT 84604  
866-949-8791  
Fx-801-437-3222

[www.whytry.org](http://www.whytry.org) / [Sales@whytry.org](mailto:Sales@whytry.org) / [bruce@whytry.org](mailto:bruce@whytry.org)

**Services-** Alternative Education, Bully Intervention, Bully Prevention, Classroom Management, College & Career Readiness, Crisis Intervention, Drug Prevention, General Curriculum, Inclusion, Life Skills, Mental Health Counseling & Consulting Training, Positive Behavioral Intervention and Support (PBIS), Response to Intervention (RTI), School Accountability & Improvement, School Climate, School Culture, Staff Development, Staff Development

**Rating-** 9.45 out of possible 10 points

**Pricing-**

**States Served-** All 50 States

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(August 9, 2016)