

**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 August 30, 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: 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
- Advantage Imaging Supply, Inc.
- Compu-Cel
- Conterra Ultra Broadband, LLC
- Demlan Solutions, Inc. dba Favor Consulting
- Discount Two-Way Radio Corporation
- EDIS, LLC
- Edmentum, Inc.
- Four BT, LLC
- HPS Audio & Video, LLC
- Hatch, Inc.
- Hyland Software, Inc.
- Inprocess Consulting, LLC
- JMT Associates
- Kishmorr Productions, LLC
- Kronos Incorporated
- LCD Concepts, Inc.
- Lightspeed Systems
- Mach B Technologies, Inc.
- Plan B Networks, Inc.
- Promethean
- Quast, Inc. dba Scribe Sense
- Schoology, Inc.
- Sigma Technologies Solution, Inc.
- Spectrum Technologies
- Sun City Communications, LLC
- SureScore, Inc.
- The Cable Source
- Trinity 3 Technology
- United Data Technologies
- 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@4telix.com
roy@4telix.com
www.4telix.com

States Covered: All States

Services provided: Data organization

Discount: Discounts available at time of quote

Warranty: [Link](#)

[Price Link](#)

Access Communications LLC

Eric Gensheimer
3919 Montana Ave
El Paso, Texas 79932
P: 915-845-0007
eric@acglp.com
www.acglp.com

States Covered: Texas

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](#)

Advantage Imaging Supply, Inc.

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 Spraez
2101 Rexford Rd, Suite 200E
Charlotte, North Carolina 28211
P: 877-365-6701

gspraez@conterra.com
jbarrera@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

Ann Adekunle
4500 Mercantile Plaza Dr #300
Fort Worth, Texas 76137
P: 682-444-3832 / 800-558-2209
ann@favorconsultinginc.com
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
2425 North Central Expressway, Suite 1000
Richardson, Texas 75080
P: 800-447-5286
Sharon.roth@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

Peter Cholakis
5430 LBJ Fwy, Suite 1200
Dallas, Texas 75240
P: 972-66-9476
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%

Warranty: [Link](#)

[Price Link](#)

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, 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

[Price Link](#)

HPS Audio & Video LLC

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.

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](#)

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

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.

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](#)

Lightspeed Systems

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
11395 James Watt, Suite A6
El Paso, Texas 79936
P: 915-774-0207
cprieto@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](#)

Promethean, Inc.

Jessica Clarke
1165 Sanctuary Parkway, Suite 400
Alpharetta, Georgia 30009
P: 678-336-8107
Jessica.clarke@prometheanworld.com / us.bids@prometheanworld.com
www.prometheanworld.com

States Covered: All States

Services Provided: Interactive Learning Technology

Discount: \$32

Warranty: 1 year out of box warranty, advanced replacement cost (purchased upgrade), On-site support (purchase upgrade), extended warranty can be 5 years.

[Price Link](#)

Quast, Inc. dba Scribe Sense

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](#)

Schoology, Inc.

Norman Weissberg / Antonio Montoya
Two Penn Plaza, 10th Floor
New York, New York 10121
P: 212-213-8333
nweissberg@schoology.com / amontoya@schoology.com
www.schoology.com

States Covered: All States

Services Provided: Learning management and assessment management.

Discount: 20% off implementation cost

Warranty: [Link](#)

[Price Link](#)

Sigma Technology Solutions, Inc.

Scott Monroe
607 East Sonterra Blvd, Suite 250
San Antonio, Texas 78258
P: 210-348-9876
Scott.monroe@sigmasolinc.com
www.sigmasolinc.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

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](#)

Sun City Communications

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.

Roy Nieto
3019 Alvin DeVane Suite 110
Austin, Texas 78741
P: 888-545-8378
roy@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
El Paso, Texas 79936
P: 603-3228
bob@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](#)

Trinity3 Technology

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

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 Palmee
1590 East 9400 South
Sandy, UT 84093
P: 801-349-2200
alfieperrin@waterford.org
www.waterford.org

States Covered: Texas

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](#)

Approved by: _____
(Armando Aguirre- Executive Director)

Date: _____