EDUCATION SERVICE CENTER REGION 19 RFP AWARD SUMMARY

RFP TITLE: Microsoft Licensing Provider Services- ESC Region 19 Purchasing Cooperative

RFP NUMBER: 12-6801

RFP OPENING DATE: June 19, 2012

CONTRACT TERM: Date of Award until August 31, 2013 with the option to extend in 12 month

increments not to exceed 36 months in the aggregate

(Extended by Region 19 until August 31, 2014) (Extended by Region 19 until August 31, 2015)

Various Region 19 Purchasing Cooperative members **FUNDING SOURCE:**

RFP's ISSUED: **RESPONSES:**

May 23rd & May 30th, 2012 **ADVERTISEMENT DATES:**

July 19th, 2012 **BOARD MEETING DATE:**

RECOMMENDED FOR AWARD SHI Government Solutions (HUB)

\$35,000,000 / year **TOTAL** (estimated)

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Cooperative members to purchase high volume resellers Microsoft software at the best possible price available for Academic, Local, and State Governments. The vendor recommended for award has committed to all aspects of the proposal and special conditions including maintaining a special web site for ESC Region 19 Purchasing Cooperative members. The vendor has key trained staff members throughout the State of Texas and the ability to respond quickly to its client base for issues and questions that come up regularly.

SPECIFICATIONS PROVIDED BY: Royce Cleveland

ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland

ESC Region 19

Nancy Alvarado ESC Region 19

Martin Camacho ESC Region 19

ORDER INFORMATION:

SHI Government Solutions (HUB)

Attn: Paul Thomas 727 Del Mar El Paso, Texas 79932

915-833-5186 / 800-870-6079

Fax: 915-833-1020 www.shi.com/region19

SPECIAL CONDITIONS

- 1. This contract will be awarded "all or none" to the most responsible contractor who can facilitate the requirements outlined in this proposal.
- 2. Members of the ESC- Region 19 Purchasing Cooperative include Educational, Higher Education, Local Governments, Charter Schools, and other non-profit educational institutions.
- 3. Award criteria for this contract will be 65% overall pricing, 15% vendor reputation and past performance with similar type educational and governmental businesses, 10% on service and training model, and 10% on web and program administration.
- 4. Vendor must provide a link to its current web site for Microsoft Licensing Terms, Conditions, Pricing, and Special Conditions for award consideration with its proposal for evaluation purposes.
- 5. Vendor must provide a list of 3 current Educational Clients, 3 local and/or State Governmental Clients, and 3 Higher Education Accounts it has done business with for evaluation and award consideration. The ESC-Region 19 evaluation committee will not be responsible for references that do not contact us back when messages are left after the second effort to contact them is made.
- 6. Potential vendors must provide detailed documentation on its licensing services, how it functions, software upgrade consulting, and training expertise for award consideration.
- 7. Vendors must have a local service representative in the El Paso market who is capable of servicing the current members of the ESC Region 19 Purchasing Cooperative. An established service representative staff will be an important part of this award, as the awarded vendor must be able to expedite and work with established Microsoft accounts on the fly with a minimal learning curve about existing and any new ESC Region 19 Purchasing Cooperative members.
- 8. By responding to this contract, vendor attests that pricing submitted is the lowest pricing it offers any of its customers for the Microsoft Product reselling.
- 9. The written response received will include minimally the following information for award consideration in addition to completion of all forms on this RFP;
 - I. Listing of employees currently working and living in Texas including the names of the communities and offices they work out of;
 - II. Complete listing and description of services, consulting, and functions the vendor agrees to provide to members of the ESC Region 19 Purchasing Cooperative including future members;
 - III. Web site for evaluation purposes showing product listings and Microsoft pricing for the various ESC Region 19 Purchasing Cooperative members based on their status (Educational, Higher Education, Local Government, State Government, and or Non-Profit/ Health Care);
 - IV. Complete details about its training and licensing expertise and protocol;
 - V. A complete current price list in affect as of the date of the due date on this RFP;

V		A complete summary of the history of the company including total number of employees, investments in technology, account tracking, and any other relevant information as it pertains to this contract;	
SPECIAL CONDITIONS			
10. The agreement will be a Select 3 year agreement-Select Standard Enrollment, not Select Plus			
11. The agreement is for Microsoft Volume Licensing			

- 12. The vendor must be classified as a Microsoft Large Account Reseller (LAR).
- 13. The current Microsoft Licensing Agreement started on August 31, 2009 and expires on August 31, 2012.
- 14. Potential vendors will provide pricing on the spread sheet and a complete listing of all Microsoft Pricing as an additional supplement.

SHI comments to terms and conditions attached at the end of award summary

Approved by:	Date:	
(James R. Vasquez)	(July 5, 2012)	
(James R. Vasquez)	(June 19, 2013)	
(Armando Aguirre – Executive Director)	(July 22, 2014)	