

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

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

RFP NUMBER: 19-7327

RFP OPENING DATE: December 18, 2018

CONTRACT TERM: Date of award until January 31, 2020 with the option to extend another four (4) years annually.
(Extended by Region 19 until January 31, 2021)
(Extended by Region 19 until January 31, 2022)
(Extended by Region 19 until January 31, 2023)

FUNDING SOURCE: Various

RFP's ISSUED: 360

RESPONSES: 46

ADVERTISEMENT DATES: The El Paso Times - November 5 & 12, 2018
Washington Post - November 5 & 12, 2018

BOARD MEETING DATE: March 28, 2019

RECOMMENDED FOR AWARD: **Abacus Computers Inc. (HUB)**
ALSYS Consulting, LLC (HUB)
Anaca Technologies (dba Xello)
BrightBytes Inc.
Currey Adkins, LP
Decision Tree Inc. (HUB)
Desert Communications, Inc, dba DCI Technology
*updated as of 02/01/2020
Digital Enterprise International, Inc
DynEd International Inc.
EdSight, Inc.
Education by Design, LLC dba School by Design Always Be Learning *as of 7/22/19
Education Galaxy LLC
Eduthings
Electro Systems Engineers, Inc. (d.b.a. ESEI) (HUB)
Encore Data Products. Inc
EqualLevel, Inc.
Evergreen Electronics, Inc. dba Discount PC
Gear Roster, LLC *updated as of 02/01/2020
Guardian 1 LLC
Hi-Fidelity
Jive Communications, Inc.
LD Products, Inc.
Learning List, LLC (HUB)
Linder Consulting LLC (HUB) *updated as of 02/01/2020
Mach B Technologies Inc.
Mainline Information Systems, Inc.
MobyMax
Nepri, Inc.
NWA3D, LLC
Ontic Technologies
Pfeiffer & Son, Ltd.
Plan B Networks, Inc *effective 3/26/21

RALLY! Education
SHI Government Solutions (HUB)
Southern Science Supply (HUB)
Spectrum Technologies (HUB)
~~TeacherPlanBook.com, Inc.~~*updated as of 02/01/2020
The Masser Group Inc. dba Masser Technologies (HUB)
Troxell Communications, Inc. dba Summit Integration Systems
US Computers, Inc

TOTAL (estimated) \$ 100,000,000.00 / year

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Allied States Cooperative (ASC) members to procure a broad spectrum of IT products, services, software, warranties, and related technology as required during the term of the contract. In all instances, the vendors recommended for award have received an 80% or better during the evaluation process regarding the specific goods and/or services submitted for award consideration. A brief overview of award information is provided in this document for each vendor recommended regarding products, services, warranty information, contact information, and markets covered for this national contract. Elevated Solutions and Positive Promotions, Inc did not meet the scope of work and therefore were not considered for evaluation. Frog Street Press, LLC, IXL Learning, Inc., ProComputing Corporation, and Southern Computer Warehouse, Inc. after repeated attempts did not provide the required amount of references needed for evaluation and therefore were not considered for award.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Purchasing Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC-Region 19 Purchasing Allied States Cooperative

Rebecca Hernandez
ESC-Region 19 Purchasing Allied States Cooperative

Rena Lawrence
ESC-Region 19 Purchasing Allied States Cooperative

ORDER INFORMATION:

Abacus Computers Inc. (HUB Certified)

~~Ed Garcia/ Mohan Singh Inez Hernandez/ Tim McNurlen / Justin Hardisty~~ *updated 2/5/19
6 Desta Dr # 1350 *updated as of 12/12/19

Midland, TX 79705

(432) 687-5424 / (432) 553-0196

egarcia@abacustx.com / ihernandez@abacustx.com / tdmcnurlen@abacustx.com / jhardisty@abacustx.com
<https://store.abacustx.com/CustomPages/Home.aspx>

States Served: TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 10% **Hourly Rate for Services-** \$125.00

Percent Markup from Cost- 10%

AISYS Consulting, LLC (HUB Certified)

Elizabeth Lopez

1301 Hackberry Ave.

McAllen, Texas 78501

(956) 686-0101

elopez@aisysconsulting.com

[HTTP://www.aisysconsulting.com](http://www.aisysconsulting.com)

States Served: TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 15%

Anaca Technologies (dba Xello)

Jackelyn Skudra

1867 Yonge St. #700

Toronto, ON, M4S 1Y5

(800) 965-8541 x221

jackelyns@xello.world

[HTTP://www.xello.world](http://www.xello.world)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid

Percent Markup from Cost- No Bid

BrightBytes Inc. *updated 8/10/2020, 9/15/2020, 10/15/21

~~Julianne Peterson, Director of Partnerships Jann Arnold, Director of Partnerships Ken Goldstein~~
717 Market Street Suite 300 795 Folsom Street, Suite 100 3280 Peachtree Rd NE, 7th Floor
San Francisco, CA 94103 94107 Atlanta, GA 30305
(877) 433-4036

~~jpeterson@brightbytes.net jann@brightbytes.net ken@brightbytes.net~~
~~<https://www.brightbytes.net/>~~

States Served: All 50 States

Please contact ASC for Pricing *updated 01/06/20 04/27/20, 11/4/21

Percent Discount from Catalog/Pricelist- 10%

Currey Adkins, LP

Gina Castillo
100 South Alto Mesa
El Paso, TX 79912
(915) 833-6604

sadkins@curreyadkins.com
<HTTP://www.curreyadkins.com>

States Served: AZ, NM, TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 15% **Hourly Rate for Services-** \$75.00
Percent Markup from Cost- 20%

Avaya Product Assurance and Software Support (PASS)- updated 3/12/19

Decision Tree Inc. (HUB Certified)

Richard Brent Lawson
306 Thunderbird Dr.
El Paso, TX 79912
(915) 584-3419

blawson@dtreetech.com
<HTTP://www.dtreetech.com>

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 10% **Hourly Rate for Services-** \$85.00
Percent Markup from Cost- 10%

Desert Communications, Inc., dba DCI Technology *updated as of 02/01/2020

Paul Cordova/ Charles Mosely

2417 East Yandell Drive, Suite B-C *updated as of 2/5/19

El Paso, TX 79903

(915) 584-1287

paul@descominc.com / sales@descominc.com

[HTTP://www.descominc.com](http://www.descominc.com)

States Served: All 50 States

Pricing and Services [Link](#)

~~Percent Discount from Catalog/Pricelist- 31% Hourly Rate for Services- \$185.00 Cisco CCIE Network Level On-Site Support/hr 8am-5pm Mon-Fri \$185.00, Cisco CCIE Network Level Remote Support/hr 8am-5pm Mon-Fri \$125.00 Cisco CCNA Network Level On-Site Support/hr 8am-5pm Mon-Fri \$125.00, Cisco CCNA Network Level Remote Support/hr 8am-5pm Mon-Fri \$85.00 After hours and weekends will be quoted and billed at one and one half times the above rates. Installation other \$54.00/hr Project Management-Cabling/hr \$60.00, RCDD Design/hr \$65.00 Travel and per diem charges will be added in addition to the above hourly rates for customers outside the El Paso, Texas area who contract for on-site installation services.~~

Digital Enterprise International, Inc

Martin C. Arambula

5124 Lakeway Dr.

Brownsville, TX 78520

(956) 455-2588

mcarambula23@gmail.com

[HTTP://www.dei-paperless.weebly.com](http://www.dei-paperless.weebly.com)

States Served: TX

Pricing and Services [Link](#)

~~Percent Discount from Catalog/Pricelist- 12% Hourly Rate for Services- \$50.00~~

~~Percent Markup from Cost- 30%~~

DynEd International Inc.

Luis Amelinckx

75 E. Santa Clara, 6th Floor

San Jose, CA 95113

(650) 375-7011 x123

lamelinckx@dyned.com

[HTTP://www.dyned.com](http://www.dyned.com)

States Served: All 50 States

Pricing and Services [Link](#)

~~Percent Discount from Catalog/Pricelist- 10%~~

EdSight, Inc.

Kara Brady
 6801 N. Capital of Texas Hwy, Bldg 2, Ste 225
 Austin, TX 78731
 (833) 337-4448 x701
kara@edsighttechnology.com
[HTTP://www.EdSightTechnology.com](http://www.EdSightTechnology.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 2%

Hourly Rate for Services- \$187.00 As seen in the EdSight pricelist, hourly rate for product training is \$187/hour. Hourly rate for custom consulting services, software integration or development is \$160/hour.

Education by Design, LLC dba School by Design

Andrew Joseph
 43 Foundry Ave.
 Waltham, MA 02453
 (617) 960-0779
operations@schoolbydesign.com
[HTTP://www.schoolbydesign.com](http://www.schoolbydesign.com)

Always Be Learning, Inc. *as of 7/22/19

Jonathan Hume / Diane M. Cox (Texas/East Coast Rep)
 612 Howard Street, Suite 400
 San Francisco, CA 94105
 P: (678)849-0431 (Jonathan) / (512)560-8785 (Diane)
jon@ablschools.com / dcox@ablschools.com

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

Education Galaxy LLC

Jeremy Verret
 2201 N Central Expressway, Suite 121
 Richardson TX 75080
 (844) 542-5299
info@educationgalaxy.com
[HTTP://www.educationgalaxy.com](http://www.educationgalaxy.com)

States Served: All 50 States

Pricing and Services [Link](#) *updated 12/10/19

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

Eduthings

Sammy Larbi
405 Riverhill Blvd.
Kerrville TX 78028
(888) 628-3795
sam@eduthings.com
[HTTP://www.eduthings.com](http://www.eduthings.com)

States Served: TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

Electro Systems Engineers, Inc. (d.b.a. ESEI) (HUB Certified)

J. Antonio Rico
5400 Suncrest Dr., Ste. B3
El Paso, TX 79912
(915) 587-7902
jarico@esei.com
[HTTP://www.esei.com](http://www.esei.com)

States Served: AZ, NM, TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 15% **Hourly Rate for Services-** \$80.00 The \$80/hour rate is the discounted rate for an IT Technician. Please refer to Pricing Section (uploaded) for a complete list of labor categories and discounted hourly rates.
Percent Markup from Cost- 10%

Encore Data Products, Inc.

Jeff Burgess
1729 Majestic Drive, Suite 2
Lafayette, CO 80026
(303) 926-1669
sales@encoredataproducts.com
<https://www.encoredataproducts.com/>

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

EqualLevel, Inc.

Alexis Gordon / Orville Bailey *updated as of 1/9/20
11140 Rockville Pike, STE 100-350
Rockville, MD, 20852
(301) 560-1492

agordon@equallevel.com / obailey@equallevel.com / info@equallevel.com
<https://www.equallevel.com>

States Served: All 50 States

Pricing and Services [Link](#) *updated 2/10/21

Percent Discount from Catalog/Pricelist- 30% **Hourly Rate for Services-** \$175.00 See attached Pricing Schedule.

Evergreen Electronics, Inc. dba Discount PC

April Potter
8222 North Lamar Blvd. Suite E-42
Austin, TX 78753
(512) 715-4216

april@discountpc.com
[HTTP://www.discountpc.com](http://www.discountpc.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 2% **Percent Markup from Cost-** 2%

~~**Gear Roster, LLC**~~ *updated as of 02/01/2020

~~Bo C Kilpatrick
23522 Enchanted Fall
San Antonio, TX 78260
(210) 508-1449~~

~~bkgearroster@gmail.com
[HTTP://www.gearroster.com](http://www.gearroster.com)~~

~~**States Served:** TX~~

~~**Pricing and Services** [Link](#)~~

~~**Percent Discount from Catalog/Pricelist-** 5% ———~~

Guardian 1 LLC

Michael Barker
981 W Arrow Hwy #171
San Dimas, CA 91773
(909) 720-3589
customerservice@guardian1.us
[HTTP://guardian1.us](http://guardian1.us)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 10%
Percent Markup from Cost- 20%

Hourly Rate for Services- \$3,000.00 our software is \$3000 per camera and \$50 per month monitoring, the hourly rate for installation is incorporated into that price

Hi-Fidelity

John Burk
7619 University Avenue
Lubbock, TX 79423
(806) 794-4507
mike@controlmyworld.com
[HTTP://www.controlmyworld.com](http://www.controlmyworld.com)

States Served: TX

Pricing and Services [Link](#) *updated 8/13/2020, 4/14/21

Percent Discount from Catalog/Pricelist- 15%
Travel Rate for Services - \$95.00/hour

Hourly Rate for Services- \$95.00/hour
Lodging & Per Diem – Local GSA Rates *updated 2/2/21

Jive Communications, Inc.

Kurt Snodgrass
2570 W Pleasant Grove Blvd
Lindon, UT 84042
(450) 355-2553
kurt.snodgrass@logmein.com
[HTTP://www.jive.com](http://www.jive.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid
Percent Markup from Cost- No Bid
Hourly Rate for Services- No Bid

LD Products, Inc.

~~Pedro Leiva~~ Diana Athey *updated as of 12/17/19

3700 Cover Street
Long Beach CA 90808
(888) 375-6648 x7485

PedroL@LDProducts.com DianaA@LDProducts.com
<https://www.ldproducts.com/>

States Served: All 50 States

Please contact ESC Region 19 Allied States Cooperative for Pricing Structure

Percent Discount from Catalog/Pricelist- 20%

Learning List, LLC (HUB Certified)

Jackie Lain
406 E. 11th St., Ste. 305
Austin, TX 78701
(512) 852-2131

JackieL@LearningList.com
<HTTP://www.LearningList.com>

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid

Percent Markup from Cost- No Bid

~~**Linder Consulting LLC (HUB Certified)**~~ *updated as of 02/01/2020

~~Sue Thomas
706 A West Ben White Blvd, Suite 221
Austin, TX 78704
(512) 358-4667~~

~~stomas@linderconsulting.com
<http://linderconsulting.com>~~

~~**States Served:** TX~~

~~**Pricing and Services** [Link](#)~~

~~**Percent Discount from Catalog/Pricelist-** 20% **Hourly Rate for Services-** \$110.00~~

Mach B Technologies Inc.

Alf Nizam
1200 W Walnut hill In, #2050
Irving TX 75038
(469) 644-9363
alf.nizam@machtech.com
[HTTP://www.edugence.com](http://www.edugence.com)

States Served: FL, TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 5% **Hourly Rate for Services-** \$150.00
Percent Markup from Cost- 10%

Mainline Information Systems, Inc.

Jack McCoy
1700 Summit Lake Drive
Tallahassee, FL 32317
(850) 219-5000
jack.mccoy@mainline.com
[HTTP://www.mainline.com](http://www.mainline.com)

States Served: All 50 States

Please contact ESC Region 19 Allied States Cooperative for Pricing Structure *updated as of 04/06/2020

Price [Link Amendment](#) -*updated as of 05/19/2020

Percent Discount from Catalog/Pricelist- 5% **Hourly Rate for Services-** \$295.00

MobyMax

John Jennings
PO Box 392385
Pittsburgh, PA 15251
(715) 498-0459
john.jennings@mobymax.com
<https://www.mobymax.com>

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

Nepris, Inc.

Omoniyi Odunaiya
10611 Glass Mountain Trail
Austin, TX 78750
(855) 472-2567
omoniyi@nepris.com
[HTTP://www.nepris.com](http://www.nepris.com)

States Served: TX

Pricing and Services [Link](#) - *updated 8/20/21

Percent Discount from Catalog/Pricelist- 5%

NWA3D, LLC

Tim Caffrey
3422 N College Ave. Suite 5
Fayetteville, AR 72701
(479) 439-0300
tcaffrey@nwa3d.com
[HTTP://nwa3d.com](http://nwa3d.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

Ontic Technologies

Randy Cavazos
500 N. Capital of Texas Highway Building #2
Austin, TX 78746
(512) 689-9075
rcavazos@ontic.ai
[HTTP://ontictechnologies.com](http://ontictechnologies.com)

States Served: TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

Pfeiffer & Son, Ltd.

Timothy M Kearns
116 N. 16th ST.
La Porte, TX 77571
(281) 417-4222 x4607
timk@pfeifferandson.com
[HTTP://www.pfeifferandson.com](http://www.pfeifferandson.com)

States Served: TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 20% **Hourly Rate for Services-** \$45.00
Percent Markup from Cost- 15%

~~**Plan B Networks, Inc**~~

~~Juan Mares
6501 Boeing Drive, E-1
El Paso, TX 79925
(915) 774-0207
jmares@planbnet.com
[HTTP://www.planbnet.com](http://www.planbnet.com)~~

~~**States Served:** Texas, El Paso County, New Mexico, Dona Ana and Otero County~~

~~**Pricing and Services** [Link](#) *updated 3/30/21~~

~~**Percent Discount from Catalog/Pricelist-** 15% **Hourly Rate for Services-** \$85.00 Network System
Percent Markup from Cost- 15% **Engineer Hourly Rate** \$85.00**Telecom Engineer Hourly**
Rate \$75.00~~

RALLY! Education

Fran Mure
22 Railroad Avenue
Glen Head, NY 11545
(516) 671-9300
Fran@rallyeducation.com
[HTTP://www.rallyeducation.com](http://www.rallyeducation.com)

States Served: TX

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

SHI Government Solutions (HUB Certified)

Paul Thomas Texas Team *updated 9/28/21
1301 S. Mo-Pac Expressway
Austin, TX 78746
(915) 203-4305 800-870-6079
Paul.Thomas@SHI.com southwesttx@shi.com
<https://texas.qs.shi.com>

States Served: All 50 States

Pricing and Services [Link](#) *updated ~~2/18/19, 2/26/19, 3/14/19, 4/23/19, 6/20/19, 8/7/19, 9/10/19, 9/13/19, 10/28/19, 12/3/19, 12/6/19, 12/17/19, 01/15/2020, 01/28/2020, 02/10/2020, 02/13/2020, 02/26/2020, 4/14/2020, 6/23/2020, 07/15/2020, 08/6/2020, 9/10/2020, 09/14/2020, 10/2/2020, 10/13/2020, 1/20/2021, 3/11/2021, 4/6/2021, 5/18/21, 6/14/21, 6/21/21, 8/16/21, 9/2/21~~

Percent Discount from Catalog/Pricelist- 50% **Hourly Rate for Services-** \$600.00
Percent Markup from Cost- 40%

Southern Science Supply (HUB Certified)

Carol Espensen
2914 Oakleaf Dr.
San Antonio, TX 78209
(210) 887-0479
carol@southernsciencesupply.com
[HTTP://www.southernsciencesupply.com](http://www.southernsciencesupply.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 5%

Spectrum Technologies (HUB Certified)

Christian Salas
5900 Gateway Blvd E
El Paso TX 79905
(915) 781-2000
csalas@spectrumtexas.net
[HTTP://spectrumistechnology.com](http://spectrumistechnology.com)

States Served: NM, TX

Pricing and Services [Link](#) *updated ~~02/19/2020, 12/4/2020, 12/15/2020, 3/23/21, 5/7/21, 6/24/21~~

Percent Discount from Catalog/Pricelist- No Bid **Hourly Rate for Services-** No Bid
Percent Markup from Cost- No Bid

TeacherPlanBook.com, Inc. *updated as of 02/01/2020

Marc Leibowitz

611 Montauk Hwy

Eastpost, NY 11941

(516) 384-4693

marc.leibowitz@teacherplanbook.com

[HTTP://www.teacherplanbook.com](http://www.teacherplanbook.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist 10% —

The Masser Group Inc. dba Masser Technologies (HUB Certified)

Hermann Masser

5862 Cromo Dr. STE 145

El Paso, TX 79912

(915) 613-1211 x101

hmasser@massertechnologies.com

<http://www.massertechnologies.com>

States Served: Texas, New Mexico, Georgia, Florida, Virginia and District of Columbia

Pricing and Services [Link](#)

Hourly Rate for Services- \$75.00 We offer several rates: System Analyst=\$75/hr, System Engineer=\$100/hr,
Network Engineer=\$150/hr, Project Management=\$100/hr

Percent Markup from Cost- 5%

Troxell Communications, Inc. dba Summit Integration Systems

Desiree Flanagan, Account Executive

11024 Montgomery Blvd, NE, #298

Albuquerque, NM 87111

(505) 266-0608

desiree.flanagan@trox.com

[HTTP://www.trox.com/products.htm](http://www.trox.com/products.htm)

States Served: All 50 States (Note: Additional shipping charges apply to Alaska and Hawaii)

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 1%

Hourly Rate for Services- \$85.00 Varies by location and service requested. Please contact Desiree Flanagan for quote

US Computers, Inc

Saleem Sheikh

181 W. Orangethorpe Ave, Suite C

Placentia, CA 92870

(800) 550-8783

customerservice@uscomputersinc.com

[HTTP://www.uscomputersinc.com](http://www.uscomputersinc.com)

States Served: All 50 States

Pricing and Services [Link](#)

Percent Discount from Catalog/Pricelist- 1%

Hourly Rate for Services- \$99.99

Approved by: _____

Armando Aguirre- Executive Director
Sonia Eubank – Associate Executive Director
Armando Aguirre- Executive Director
Armando Aguirre- Executive Director

Date: _____

January 28, 2019
January 7, 2020
October 15, 2020
October 18, 2021