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)
	(Extended by Region 19 until January 31, 2024)
FUNDING SOURCE: RFP's ISSUED: RESPONSES:	Various 360 46
ADVERTISEMENT DATES:	The El Paso Times - November 5 & 12, 2018
ADVERTISEMENT DATES.	Washington Post - November 5 & 12, 2018
BOARD MEETING DATE:	March 28, 2019
RECOMMENDED FOR AWARD:	Abacus Computers Inc. (HUB)
	AISYS Consulting, LLC (HUB)
	Anaca Technologies (dba Xello) *updated 12/5/2023
	BrightBytes Inc. *updated 5/13/22
	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 Progress Learning LLC *updated 6/8/22
	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. GoTo Communications, Inc *updated 8/18/22
	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
	Nepris, Inc. EduCTE Acquisition Co. dba Pathful *updated 6/5/23 Pathful, Inc. *updated 9/20/23
	NWA3D, LLC 1
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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 \$ 100,000,000.00 / year

TOTAL (estimated) 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. Anaca Technologies (dba Xello) was awarded a recent contract and therefore removed from this bid 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
	Renae 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 <u>elopez@aisysconsulting.com</u> <u>HTTP://www.aisysconsulting.com</u>

States Served: TX

Pricing and Services Link *updated 5/10/22

Percent Discount from Catalog/Pricelist- 15%

Anaca Technologies (dba Xello) *updated 12/5/2023

Jackelyn Skudra 1867 Yonge St. #700 Toronto, ON, M4S 1Y5 (800) 965-8541 x221 jackelyns@xello.world HTTP://www.xello.world

States Served: All 50 States

Pricing and Services Link *updated 9/21/23

Percent Discount from Catalog/Pricelist- 0% 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 <u>blawson@dtreetech.com</u> <u>HTTP://www.dtreetech.com</u>

States Served: All 50 States

Pricing and Services Link

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

Hourly Rate for Services- \$85.00

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 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
Percent Markup from Cost- 15%	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/hrProject 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 <u>mcarambula23@gmail.com</u> HTTP://www.dei-paperless.weebly.com

States Served: TX

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 12% Percent Markup from Cost- 30%

Hourly Rate for Services- \$50.00

DynEd International Inc.

Luis Amelinckx 75 E. Santa Clara, 6th Floor San Jose, CA 95113 (650) 375-7011 x123 <u>lamelinckx@dyned.com</u> <u>HTTP://www.dyned.com</u>

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 <u>kara@edsighttechnology.com</u> 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

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- 0% Hourly Rate for Services- No Bid Percent Markup from Cost- No Bid

Education Galaxy LLC Progress Learning LLC *updated 6/8/22 Jeremy Verret Stephanie Lozano 2201 N Central Expressway, Suite 121 400 Galleria Pkwy, Suite 1000 Richardson TX 75080 Atlanta, GA 30339 (844) 542-5299 877-377-9537 info@educationgalaxy.com stephanie.lozano@progresslearning.com HTTP://www.educationgalaxy.com https://progresslearning.com/

States Served: All 50 States

Pricing and Services Link *updated 12/10/19

Percent Discount from Catalog/Pricelist- No Bid 0 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

States Served: TX

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 0% Percent Markup from Cost- No Bid Hourly Rate for Services- \$200

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

States Served: AZ, NM, TX

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 15% Percent Markup from Cost- 10%

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.

Encore Data Products, Inc.

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

States Served: All 50 States

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 0% 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

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

States Served: ⊤X

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 <u>customerservice@guardian1.us</u> <u>HTTP://guardian1.us</u>

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 instillation is incorporated into that price

Hi-Fidelity

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

States Served: TX

Pricing and Services Link *updated 8/13/2020, 4/14/21

Percent Discount from Catalog/Pricelist- 15%	Hourly Rate for Services- \$95.00/hour
Travel Rate for Services - \$95.00/hour	Lodging & Per Diem – Local GSA Rates *updated 2/2/21

Jive Communications, Inc. GoTo Communications, Inc. *updated 8/18/22

Kurt Snodgrass 2570 W Pleasant Grove Blvd 2570 W 600 North Lindon, UT 84042 (450) 355-2553 kurt.snodgrass@logmein.comkurt.snodgrass@goto.com HTTP://www.jive.com-goto.com

States Served: All 50 States

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 0% Hourly Rate for Services- No Bid Percent Markup from Cost- 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 <u>PedroL@LDProducts.com</u> <u>DianaA@LDProducts.com</u> <u>https://www.ldproducts.com/</u>

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- 0%Hourly Rate for Services- No BidPercent 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 sthomas@linderconsulting.com http://linderconsulting.com

States Served: ⊤X

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

States Served: FL, TX

Pricing and Services Link

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

Mainline Information Systems, Inc.

Jack McCoy 1700 Summit Lake Drive Tallahassee, FL 32317 (850) 219-5000 jack.mccoy@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- 0% Hourly Rate Percent Markup from Cost- No Bid

Nepris, Inc. EduCTE Acquisition Co. dba Pathful Pathful, Inc. *updated 6/5/23, 9/20/23

Omoniyi Odunaiya Seldon Short 10611 Glass Mountain Trail 750 M Saint Paul St Ste 250 Austin, TX 78750 Dallas, TX 75201-3206 (855) 472-2567-214-766-0658 omoniyi@nepris.com_sshort@pathful.com HTTP://www.nepris.com www.pathful.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

States Served: All 50 States

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 0% Percent Markup from Cost- No Bid Hourly Rate for Services- 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

States Served: TX

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 0% 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

States Served: TX

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 20% Hour Percent Markup from Cost- 15%

Hourly Rate for Services- \$45.00

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

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 \$85.00Telecom 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

States Served: TX

Pricing and Services Link

Percent Discount from Catalog/Pricelist- 0% 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 https://texas.gs.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, 2/1/22, 2/23/22, 3/30/22, 12/14/22, 3/21/23, 4/19/23, 8/31/23, 9/26/23, 1/4/24, 1/26/24

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 <u>carol@southernsciencesupply.com</u> <u>HTTP://www.southernsciencesupply.com</u>

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 <u>csalas@spectrumtexas.net</u> 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, 5/19/22, 8/23/22, 10/12/22, 5/2/23, 6/22/23, 8/9/23, 10/17/23

Percent Discount from Catalog/Pricelist- 0% Hourly Rate for Services- \$175.00 Percent Markup from Cost- 12% 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

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 *updated 4/21/22

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

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

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
Armando Aguirre- Executive Director

Date: _____

January 28, 2019
January 7, 2020
October 15, 2020
October 18, 2021
October 25, 2022