

**EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE  
RFP AWARD SUMMARY**

**RFP TITLE:** Classroom Curriculum Supplies, Equipment & Related –  
ESC Region 19 - Allied States Cooperative

**RFP NUMBER:** 19-7335

**RFP OPENING DATE:** April 9, 2019

**CONTRACT TERM:** Date of award until May 31, 2020 with 4 annual extension options if  
agreed to by ASC and the Vendor.  
**(Extended by Region 19 until May 31, 2021)**  
**(Extended by Region 19 until May 31, 2022)**

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 463

**RESPONSES:** 56

**ADVERTISEMENT DATES:** Washington Post – February 25, 2019 & March 4, 2019  
El Paso Times – February 25, 2019 & March 4, 2019

**BOARD MEETING DATE:** July 25, 2019

**RECOMMENDED FOR AWARD** Adventures in Learning, LLC  
AV Concepts and Security, LLC  
Barnes & Noble Booksellers, Inc.  
Box Cars and One-Eyed Jacks  
Brainchild Unlimited, Inc. dba Brainchild  
Complete Book and Media Supply, LLC  
Didax, Inc. dba Didax Educational Resources, Inc.  
Document Solutions, Inc. dba DSI TX, LLC  
~~Firelight Books, LLC~~ \*removed from award 6/24/19  
Follett School Solutions, Inc. LLC  
Forde-Ferrier, LLC  
Frog Street Press  
Hazel Russell dba Russell's Education Consulting  
HEC Software, Inc. dba Reading Horizons  
itslearning, Inc.  
IXL Learning, Inc.  
Kaduceus, Inc.  
KAMICO Instructional Media, Inc. (HUB)  
Lone Star Office Furniture  
Magazine Subscription Service Agency  
Medicaleshop, Inc.  
n2y, LLC  
Nasco Education, LLC  
Northwest Instructional 'N Educational Enterprises, Inc. dba NINE Enterprises  
~~QuaverMusic.com, LLC~~ QuaverEd, Inc. \*updated 1/21/21  
Quill Corporation  
Read It Once Again  
~~School Technology Associates, Inc.~~ \*updated as of 06/01/2020  
SchoolKidz.com, LLC dba Kits for Kidz  
SchoolSpire, Inc.  
SDE, Inc. dba Stenhouse Publishers and dba Staff Development for Educators  
Superior Text, LLC  
The Markerboard People  
Top Tier Fulfillment  
Waldorf Publishing  
Zaner-Bloser, Inc.

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

## **EXPLANATIONS:**

Award of this contract will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for classroom curriculum supplies, equipment & related for those procurements that must comply with the new federal EDGAR requirement when federal funds are being utilized. Evaluation and award recommendation was based on 70% services/price and 30% references. Audio Resource Group, DynEd International, Inc., Encore Data Products, Inc. and NWA3D were removed from evaluation as they currently are under other ASC Contracts. Carson Dellosa Publishing dba Rourke Educational Media, Classroom Products, LLC, Conn Education, Inc. dba Classroom Library Company, Delany Educational Enterprises, Early Childhood, LLC dba Discount School Supply, Frog Publications, Inc., Imagination Station, Inc. dba Istation, Keystone Books and Media, Kimco Educational Products, Inc. dba Learning Zone, Pacific Learning, Rainbow Book Company, Saddleback Educational, Inc., Scholastic Library Publishing, Inc., Sirius Education Solutions, and Teaching Strategies were not awarded as they did not meet Reference requirements. Lab Resources, Inc. chose to withdraw from evaluations as they could not comply with ASC's pricing evaluation requirements. Awarded vendors' information and pricing can be found below.

## **SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:**

Rebecca Hernandez – ESC Region 19

Debra Oropeza - ESC Region 19

## **Special Conditions**

1. This solicitation is not for a specific quantity or specific location. By earning a contract, vendors will be able to provide future products to any ASC members.
2. This solicitation is a supplemental solicitation to #15-7116 & #18-7283. Vendors awarded on any of the solicitations mentioned above do not need to respond to this solicitation as they are already awarded.
3. This solicitation is for product only. This solicitation will cover any item utilized in a classroom including but not limited to curriculum, books, supplies, equipment, furniture, hardware, software and media. Routine office supplies are not offered under this solicitation.
4. Price information must be uploaded into the electronic bidding system. If pricing is available on a website, vendor must upload information regarding where to locate pricing. Failure to provide pricing information may result in disqualification.
5. If multiple discounts are offered, please provide the minimum discount offered for all catalogs or items. Ranges are not allowed in the system.

**Contact Information:**

**Adventures in Learning, LLC**

Gregory D. Laufer  
7230 Gateway Blvd East, Suite AB  
El Paso, Texas 79915  
P: 888-835-3695  
[greg@ailtq.com](mailto:greg@ailtq.com)  
[HTTP://WWW.AILSHOPPING.COM](http://WWW.AILSHOPPING.COM)

**Services Provided:** Instructional Materials, STEM Materials, Robotics, Books, Kits

**States Served:** All States

**Price Link**

**AV Concepts and Security, LLC**

Mario Dixon  
3465 Lee Boulevard Building C  
El Paso, Texas 79936  
P: 915-595-6160  
[avconceptsandsecurity@gmail.com](mailto:avconceptsandsecurity@gmail.com)  
[HTTP://avconceptsandsecurity.com](http://avconceptsandsecurity.com)

**Services Provided:** Audio Video Products, Installation and Rentals (Example Interactive Displays and Projectors, Screens for class rooms Pa Equipment), Security, Fire and Access Control Installation and Products

**States Served:** Arizona, California, New Mexico and Texas

**Price Link** \*updated 6/10/19, 6/17/19, 03/02/2020, 8/12/21, 11/30/21, 12/3/21

**Barnes & Noble Booksellers, Inc.**

Madeline Noi  
122 Fifth Avenue  
New York, New York 10011  
P: 212-352-3769  
[businessdevelopmentbids@bn.com](mailto:businessdevelopmentbids@bn.com)  
[HTTP://www.bn.com](http://www.bn.com)

**Services Provided:** Books, Instructional Materials, Textbooks, eReaders, Audio Books, Test Prep Materials, Library Books, eBooks

**States Served:** All States

**Price Link**

### **Box Cars and One-Eyed Jacks**

Jennifer Landry  
Suite 101, 17920 105 Avenue  
NW, Edmonton, AB, T5S 2H5, Canada  
P: 780-440-6284

[jenn@boxcarsandoneeyedjacks.com](mailto:jenn@boxcarsandoneeyedjacks.com)  
<https://www.boxcarsandoneeyedjacks.com/>

**Services Provided:** Educational Manipulatives and Resources

**States Served:** All States and Canada

[Price Link](#)

### **Brainchild Unlimited, Inc. dba Brainchild**

Joey Gamble  
3050 Horseshoe Drive N, Suite 218  
Naples, Florida 34104  
P: 239-263-0100 x201

[joey.gamble@brainchild.com](mailto:joey.gamble@brainchild.com)  
<HTTP://www.Brainchild.com>

**Services Provided:** State Standards-Based Assessment and Instruction in Language Arts, Math, Science, and Social Studies; Basic Skill Interventions for Language Arts and Math, High School Equivalency in all four test subjects for adult learners

**States Served:** All States

[Price Link](#)

### **Complete Book and Media Supply, LLC**

Bill Forrester  
1200 Toro Grande Drive, Suite 200  
Cedar Park, Texas 78613  
P: 512-616-0400 x123

[bill@completebook.com](mailto:bill@completebook.com)  
<https://www.completebook.com>

**Services Provided:** Books of any type in any format, including paperback and hardcover, school specialty items and instructional materials at highly discounted pricing

**States Served:** All States

[Price Link](#)

**Didax, Inc. dba Didax Educational Resources, Inc.**

Matt Christiansen  
395 Main Street  
Rowley, Massachusetts 01969  
P: 800-458-0024  
[matt@didax.com](mailto:matt@didax.com)  
[HTTP://www.didax.com](http://www.didax.com)

**Services Provided:** Manipulatives and supplemental resources for mathematics, reading, and character education

**States Served:** Contiguous 48 United States

[Price Link](#)

**Document Solutions, Inc. dba DSI TX, LLC**

Mary Smith  
PO Box 37410  
Albuquerque, New Mexico 87176  
P: 888-386-7834 x7719  
[msmith@dsinm.com](mailto:msmith@dsinm.com)  
[HTTP://www.dsinm.com](http://www.dsinm.com)

**Services Provided:** "One Screen " Interactive Smart Board, for use in the classroom and training centers. We sell, setup, install and provide extensive training

**States Served:** New Mexico and Texas

[Price Link](#) \*updated as of 07/02/2020

**~~Firelight Books, LLC~~** \*removed from award 6/24/19

~~Laura Odom  
11650 CR 4215  
Tyler, Texas 75706  
P: 800-975-0054  
[laura@firelightbooks.com](mailto:laura@firelightbooks.com)  
[HTTP://www.firelightbooks.com](http://www.firelightbooks.com)~~

~~**Services Provided:** Special education curriculum and products for K-12 educators~~

~~**States Served:** All States~~

~~[Price Link](#)~~

**Follett School Solutions, Inc. LLC** \*updated 9/24/21

Lisa Jenerette

1340 Ridgeview Drive

McHenry, IL 60050

P: 877-899-8550 x46404

[ljenerette@follett.com](mailto:ljenerette@follett.com)

[HTTP://www.titlewave.com](http://www.titlewave.com) / [www.FollettLearning.com](http://www.FollettLearning.com)

**Services Provided:** Books, reference materials, digital resources, ebooks and audiovisual materials, as well as pre-owned textbooks

**States Served:** All States

[Price Link](#)

**Forde-Ferrier, LLC**

Hector Rivera

4715 Newcome

San Antonio, Texas 78229

P: 800-575-8269

[hector@forde-ferrier.com](mailto:hector@forde-ferrier.com)

[HTTP://www.forde-ferrier.com](http://www.forde-ferrier.com)

**Services Provided:** Workbooks in the subjects assessed by the STAAR test at each grade level from grades 3 to 8. Workbooks contain rigorous, up-to-date practice items in STAAR format.

**States Served:** Texas

[Price Link](#)

**Frog Street Press**

Shannon Baxter

530 S. Nolen Drive

Southlake, Texas 76092

P: 800-884-3764

[rosen@frogstreet.com](mailto:rosen@frogstreet.com)

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

**Services Provided:** Frog Street Early Childhood Educational Materials, Teaching Aids and Supplies for ages birth to 5 years old as well as Professional Development. Online catalogs may be found on the Frog Street website and attached to this bid.

**States Served:** All States

[Price Link](#) \*updated 5/7/2021

## **Hazel Russell dba Russell's Education Consulting**

Hazel Russell  
3932 Marsh Lane  
Fort Worth, Texas 76123  
P: 817-781-3885  
[hruss@sbcglobal.net](mailto:hruss@sbcglobal.net)  
[HTTP://teksairr.com](http://teksairr.com)

**Services Provided:** Provider of supplemental educational math products for math educators. The product, AIRR: A Book of Practical TEKS Activities is a collection of over 300 activities per grade level, for Grades 1-8, and Algebra 1

**States Served:** Georgia, Louisiana, Mississippi, Texas

[Price Link](#)

## **HEC Software, Inc. dba Reading Horizons**

Layne Latham  
1194 West Flint Meadow Drive  
Kaysville, Utah 84037  
P: 817-781-3885  
[layne.latham@readinghorizons.com](mailto:layne.latham@readinghorizons.com)  
[HTTP://www.readinghorizons.com](http://www.readinghorizons.com)

**Services Provided:** Provides supplemental phonics reading curriculum and professional development (K-Adult). Products include direct instruction materials, online software, and both in-person and online professional development products.

**States Served:** All States

[Price Link](#)

## **itslearning, Inc.**

Ernesto Ayala  
One Gateway Center, Suite 702  
Newton, Massachusetts 02458  
P: 956-463-8153  
[ernesto.ayala@itslearning.com](mailto:ernesto.ayala@itslearning.com)  
[HTTP://www.itslearning.com/us](http://www.itslearning.com/us)

**Services Provided:** Full-featured, cloud-based LMS that delights teachers and inspires students of all ages. We provide training/PD, project management, systems integration, and ongoing implementation and support services.

**States Served:** All States

[Price Link](#)

**IXL Learning, Inc.**

Member Services  
777 Mariners Island Blvd., Suite 600  
San Mateo, California 94404  
P: 650-372-4300  
[orders@ixl.com](mailto:orders@ixl.com)  
[HTTP://www.ixl.com](http://www.ixl.com)

**Services Provided:** IXL Math - IXL ELA - IXL Science - IXL Social Studies - IXL Spanish

**States Served:** All States

[Price Link](#)

**Kaduceus, Inc.**

Claude Green  
PO Box 672573  
Houston, Texas 77267  
P: 832-399-9663  
[cgreen@kaduceusinc.com](mailto:cgreen@kaduceusinc.com)  
[HTTP://www.kaduceusinc.com](http://www.kaduceusinc.com)

**Services Provided:** Online and hands-on curriculum for Pharmacy Technician, Medical Billing & Coding, Veterinary Assistant, Certified Nursing Assistant, Medical Assistant, Foundations of Health Science, Patient Care Technician, and add-ons EKG & Phlebotomy

**States Served:** All States

[Price Link](#)

**KAMICO Instructional Media, Inc. (HUB)**

Kathy Michael  
PO Box 1143  
Salado, Texas 76571  
P: 254-947-7283  
[kmichael@kamico.com](mailto:kmichael@kamico.com)  
<https://www.kamico.com>

**Services Provided:** STAAR- and TEKS-aligned assessments, instructional materials, activities, games, and literature guides for K-12 students. Also provides TEA-certified professional development (CPE #501171)

**States Served:** All States

[Price Link](#) \*updated 1/11/21

**Lone Star Office Furniture**

Alex Paredes  
11140 Montana Ave  
El Paso, Texas 79936  
P: 915-261-7229  
[admin@lonestarcityfurniture.com](mailto:admin@lonestarcityfurniture.com)

**Services Provided:** Installation of commercial furniture, including modular and cubicles, commercial grade office and classroom furniture

**States Served:** New Mexico and Texas

[Price Link](#)

**Magazine Subscription Service Agency**

Richard O. Emmons  
5248 State Road 54  
New Port Richey, Florida 34652  
P: 800-368-7922  
[info@mssa-fl.com](mailto:info@mssa-fl.com)  
[HTTP://www.magazinesubservagy.com](http://www.magazinesubservagy.com)

**Services Provided:** Subscription service for magazines, journals and newspapers

**States Served:** All States

[Price Link](#)

**Medicaleshop, Inc.**

Abbas Ajmeri  
87 Danbury Road, Unit #1  
New Milford, Connecticut 06776  
P: 866-563-6812  
[bids@medicaleshop.com](mailto:bids@medicaleshop.com)  
[HTTP://www.medicaleshop.com](http://www.medicaleshop.com)

**Services Provided:** Authorized dealer of durable, medical and custom rehabilitation equipment and supplies for special needs community

**States Served:** All States

[Price Link](#)

**n2y, LLC**

Nicole Hronek  
PO Box 550  
Huron, Ohio 44839  
P: 419-433-9800 x1173

[bids@n2y.com](mailto:bids@n2y.com)

[HTTP://www.n2y.com](http://www.n2y.com)

**Services Provided:** Integrated, age appropriate, differentiated total solution that supports planning, preparing, and monitoring IEP goals to ensure compliance and help individuals with unique needs (moderate to severe cognitive difficulties)

**States Served:** Texas All \*updated 9/8/2020

[Price Link](#) \*updated 12/2/21

**Nasco Education, LLC**

Michelle Au  
901 Janesville  
Fort Atkins, Wisconsin 53538  
P: 800-558-9595

[quotes@enasco.com](mailto:quotes@enasco.com)

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

**Services Provided:** 96,000 unique products serving agriculture, education and industry.

**States Served:** All States

[Price Link](#)

**Northwest Industrial 'N Educational Enterprises, Inc. dba NINE Enterprises**

Alice Nine  
5725 SE Stark Street  
Portland, Oregon 97215  
P: 503-233-9071

[alice@nine-enterprises.com](mailto:alice@nine-enterprises.com)

[HTTP://www.nine-enterprises.com](http://www.nine-enterprises.com)

**Services Provided:** Instructional materials (print and digital) that focuses on English literacy skills, supporting integration of phonics, handwriting, spelling, grammar.

**States Served:** All States

[Price Link](#) \*updated 8/24/21

**QuaverMusic.com, LLC QuaverEd, Inc.** \*updated 1/21/21

Michele Hobizal  
1706 Grand Avenue 65 Music Square West  
Nashville, Tennessee 37212 37203  
P: 866-917-3633

[vendors@quavermusic.com](mailto:vendors@quavermusic.com)

<https://www.quavermusic.com/info/>

**Services Provided:** Comprehensive set of curriculum resources built on a foundation of standards-based lessons containing interactive elements and PDF lesson plans for a full 36-week school year and engaging student website

**States Served:** All States

**Price Link** \*updated 1/21/21, 1/12/22

**Quill Corporation**

Conni Montrose  
100 Schelter Road  
Lincolnshire, Illinois 60069  
P: 800-634-4809

[bid@quill.com](mailto:bid@quill.com)

<HTTP://www.Quill.com>

**Services Provided:** Classroom products and furniture, customer imprints and classroom technology  
(No Janitorial Items)

**States Served:** Texas

**Price Link**

**Read It Once Again**

Dean Schaper  
161 Sunset Drive  
Inman, South Carolina 29349  
P: 864-472-5156

[dean@readitonceagain.com](mailto:dean@readitonceagain.com)

**Services Provided:** Early Childhood Literacy Curriculum Units

**States Served:** All States

**Price Link**

**School Technology Associates** \*updated as of 06/01/2020

Kristin Wagner

207 Chestnut Street, Suite 150

Chaska, MN 55318

P: 877-436-4657

[sales@k12sta.com](mailto:sales@k12sta.com)

[HTTP://www.k12sta.com](http://www.k12sta.com)

**Services Provided:** Integrated hardware and software solutions for Students and Staff that specifically meet the unique needs of K12 education, products range from Positive Attendance, Tardy Kiosk, ID Badging, Visitor Mgmt and Time Clocks

**States Served:** All States

[Price Link](#)

**SchoolKidz.com, LLC dba Kits for Kidz**

Allison Belhuis Michael George \*updated 1/8/2021

900 Frontage Road

Woodridge, Illinois 60517

P: 800-975-5487 x284

[a.belhuis@kitsforkidz.org](mailto:a.belhuis@kitsforkidz.org) [m.george@KitsForKidz.org](mailto:m.george@KitsForKidz.org)

[HTTP://www.kitforkidz.org](http://www.kitforkidz.org)

**Services Provided:** School supply kits, hygiene kits, and bulk supplies (No Janitorial Items)

**States Served:** All States

[Price Link](#)

**SchoolSpire, Inc.**

Clayton Alexander

2301 Ohio Drive, Suite 245

Plano, Texas 75093

P: 972-490-4044

[sales@schoolspire.com](mailto:sales@schoolspire.com)

<http://www.schoolspire.com>

**Services Provided:** IMS and LMS solutions

**States Served:** All States

[Price Link](#)

**SDE, Inc. dba Stenhouse Publishers and dba Staff Development for Educators**

Elaine Cyr

282 Corporate Drive, Suite 1

Portsmouth, New Hampshire 03801

P: 800-988-9812

[customerservice@stenhouse.com](mailto:customerservice@stenhouse.com)

[HTTP://stenhouse.com and sde.com](http://stenhouse.com and sde.com)

**Services Provided:** Supplemental instructional materials for teachers, professional development services by authors and consultants, and professional books and media

**States Served:** All States

[Price Link](#)

**Superior Text, LLC**

Rick Scott

151 Airport Industrial Drive

Ypsilanti, Michigan 48198

P: 866-482-8762

[sales@superiortext.com](mailto:sales@superiortext.com)

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

**Services Provided:** Wholesale used and new textbooks, workbooks, novels, and teacher materials for K-12 schools and purchase of surplus textbooks and offer rebinding services

**States Served:** All Contiguous States

[Price Link](#)

**The Markerboard People**

Jason Lightner

1611 N Grand River Avenue

Lansing, Michigan 48906

P: 800-379-3727

[feedback@dryerase.com](mailto:feedback@dryerase.com)

<https://dryerase.com>

**Services Provided:** Dry erase boards, markers, erasers and accessories

**States Served:** All States

[Price Link](#)

**Top Tier Fulfillment**

Thomas Gerardo  
1702 Newport Circle, Bldg# K  
Santa Ana, California 92705  
P: 844-291-4646

[tom@toptierfulfillment.com](mailto:tom@toptierfulfillment.com)

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

**Services Provided:** Dry erase boards, markers, erasers and accessories

**States Served:** All States

[Price Link](#)

**Waldorf Publishing**

Barbara Terry  
2140 Hall Johnson Road  
Grapevine, Texas 76051  
P: 303-550-8186

[barbara@waldorfpublishing.com](mailto:barbara@waldorfpublishing.com)

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

**Services Provided:** School and library books

**States Served:** All States

[Price Link](#)

**Zaner-Bloser, Inc.**

Leslie Shawver

1400 Goodale Blvd.

Columbus, Ohio 43212

P: 800-421-3018

[customerexperience@zaner-bloser.com](mailto:customerexperience@zaner-bloser.com)

[HTTP://www.zaner-bloser.com](http://www.zaner-bloser.com)

**Services Provided:** Core Reading, Handwriting, Spelling & Vocabulary, Writing, and Professional Development

**States Served:** All States

[Price Link](#)

Approved By: \_\_\_\_\_

Armando Aguirre  
Armando Aguirre  
Armando Aguirre

Date: \_\_\_\_\_

May 13, 2019  
February 6, 2020  
February 17, 2021