

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

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

RFP NUMBER: 20-7359

RFP OPENING DATE: December 3, 2019

CONTRACT TERM: Date of award until January 31, 2021 with four (4) annual extension
options.
(Extended by Region 19 until January 31, 2022)
(Extended by Region 19 until January 31, 2023)

FUNDING SOURCE: Various

RFP's ISSUED: 643

RESPONSES: 41

ADVERTISEMENT DATES: The El Paso Times - November 4, 2019 & November 11, 2019

RECOMMENDED FOR AWARD: AllPlayers Network Inc / dba Rank One Sport
Aperture Education
B & H Foto & Electronics Corp.
Complete Office Technologies Inc (Complete Office (Texas)
Technologies Inc)
Computex, Inc. (Computex Technology Solutions)
Crescent Digital, LLC
ELB US INC.
Exhibit Incorporation, LLC
Howard Industries, Inc. (Howard Technology Solutions)
IPEVO Inc
ISimulate
Metova, Inc
MGT of America Consulting, LLC
Mvation Worldwide Inc.
MYVRSPOT, LLC
OverDrive, Inc.
Patterson Dental
Pro-Tech System Solutions LLC
Rescue Safety Products, LLC (Rescue Simulation Products
International)
School Technology Associates
Shake Up Learning LLC
Southern Computer Warehouse, Inc.
Specialty Bulb Co Inc
Sufian Munir Inc. dba Clary Business Machines
Talavera Networks, LLC
TEG Technologies LLC
TestOut Corporation
VolunteerNow
White Rock Security Group, LLC (White Rock Cybersecurity)
WTK, LLC dba Silicon Mountain Memory
YuJa Inc.
Zarco Electronic Supply, Inc.

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

EXPLANATIONS:

Award of this contract will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for Technology, Hardware, Software, Services and Related for those procurements that must comply with the new federal EDGAR requirement when federal funds are being utilized. Evaluation and award recommendation were based on 70% pricing and 30% references. The awarded vendors' pricing and information can be found below. ACP Direct (Affordable Computer Products, Inc.) and AssetGenie, Inc. DBA AGiRepair and AGParts Education (AssetGenie, Inc.) are awarded on a separate contract with the same products and therefore were not considered for award. Benchmark Education Company LLC, Discount PC, Istation (Imagination Station, Inc.), RTC INC, and The DBQ Project (The DBQ Company) are all awarded on previous RFPs for Technology Services and therefore were not considered. Competent Safety Products (Loera Safety Solutions LLC) and Public Health Institute did not meet the scope of work for this RFP and for that purpose were not considered. Zarco Electronic Supply, Inc. should have been considered for award and was incorrectly eliminated. Award Summary has been amended accordingly.

SPECIFICATIONS, PREPARATION AND

EVALUATION PROVIDED BY:

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Rena Lawrence - ESC Region 19

Special Conditions

- 1. This solicitation is a supplemental solicitation to #16-7210 and #19-7327. Vendors awarded on those solicitations do NOT need to respond to this solicitation. The links above will provide the current awarded vendors.**
- 2. This solicitation is for all software, hardware, cloud services, licensing and any and all technology related items.**
- 3. Vendors should respond with a discount from product price list or markup from vendor cost as well as an hourly rate for services if applicable.**
- 4. This solicitation is not for a specific purchase or specific items. By earning a contract, vendors will be able to provide future products and services to any ASC members.**

Contact Information:

AllPlayers Network Inc / dba Rank One Sport

Brian Mann

P.O. Box 1066

Sanger, TX 76266

P:(888) 544-3637

billing@rankonesport.com

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

States Served: All 50 States

Services Provided: Web based athlete management software

Price Link

Percent Discount from Catalog/Pricelist: 0%

Percent Markup Over Vendor Cost: N/A

Hourly Rate for Services- \$150.00

Aperture Education

Lisa-Anne

100 Main St. Suite 201

Fort Mill, SC 29715

P: (980) 321-7923 x404

lawilliams@apertureed.com

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

States Served: TX

Services Provided: Strength based Social and Emotional Universal Screening, Assessment, progress monitoring and intervention system k-12

Price Link

Percent Discount from Catalog/Pricelist- 5%

Percent Markup Over Vendor Cost: No Bid

Hourly Rate for Services: No Bid

B & H Foto & Electronics Corp.

Robert Meskin
420 9th Ave
New York, NY 10001
P: (212) 239-7500 x7746
govedbids@bhphoto.com
[HTTP://www.bhphoto.com](http://www.bhphoto.com)

States Served: All 50 States

Services Provided: B&H provides Photo, Video, Pro Audio products as well as Computers and Peripherals/Accessories

[Price Link](#)

Percent Discount from Catalog/Pricelist- 1% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

Complete Office Technologies Inc (Complete Office (Texas) Technologies Inc)

Maria Ochoa
1913 E Yandell
El Paso, TX 79903
P: (915) 533-6901
maria@cot-elpaso.com
[HTTP://completeofficetechnologies.com](http://completeofficetechnologies.com)

States Served: NM, TX

Services Provided: IT Network Services, hardware of printers, scanners, multifunction, cloud services, document management software, copy-print tracking software. Any work outside of El Paso County may be charged a mileage rate.

[Price Link](#)

Percent Discount from Catalog/Pricelist: No Bid **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services- \$170.00

Computex, Inc. (Computex Technology Solutions)

Marcia Jones

5355 W. Sam Houston Pkwy N. Suite 390

Houston, TX 77041

P:(915) 584-1287

mjones@computex.net

[HTTP://www.computex.net](http://www.computex.net)

States Served: All 50 States

Services Provided: Computex provides Information Technology solutions for hardware, software, professional services, and managed services.

Price Link

Percent Discount from Catalog/Pricelist- 5%

Hourly Rate for Services- \$225.00

Percent Markup from Cost- 25%

Crescent Digital, LLC

Paul Cordova

3210 Euclid Ave.

Cleveland, Ohio 44115

P: (216) 378-0360

pcordova@crescentdigital.com

<http://www.crescentdigital.com>

States Served: AZ, CA, CO, IL, NM, NY, OH, OK, PA, TX,

Services Provided: Audio Video design and installation, Low voltage structured cabling, Access control systems, Camera security systems, network support services, IP Telephony installation design and support, conference room design and installation, digital signage.

Price Link

Percent Discount from Catalog/Pricelist: 0%

Hourly Rate for Services- \$115.00

Percent Markup from Cost- 30%

ELB US INC.

Laura Caswell
415 Boulder Court, Suite 500
Pleasanton, CA 94566
P: (469) 267-7028
l.caswell@elbglobal.com
[HTTP://www.elbglobal.com](http://www.elbglobal.com)

States Served: All 50 States

Services Provided: ELB US Inc. is the sole North American distributor of Prowise interactive panels, lifts, PC modules, and accessories.

Price Link

Percent Discount from Catalog/Pricelist- 8% **Percent Markup Over Vendor Cost: No Bid**
Hourly Rate for Services: No Bid

Exhibit Incorporation, LLC

Victor Hugo Duran
1326 Myrtle Ave
El Paso, TX 79901
P: (915) 600-2007
vhduran@exhibitllc.com
[HTTP://www.exhibitllc.com](http://www.exhibitllc.com)

States Served: CA, FL, IL, NV, NY, TX

Services Provided: Design, produces and install different structures and graphics for rental exhibition, such backdrops, exhibition booths, registration booths video walls, lounge furniture, etc.

Price Link *updated 02/20/2020, 4/16/21, 8/3/21

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost: N/A**
Hourly Rate for Services- N/A

Howard Industries, Inc. (Howard Technology Solutions)

Krystal Avery

P.O. Box 1590

Laurel, MS 39441

P: (601) 425-3181

bids@howardcomputers.com

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

States Served: All 50 States

Services Provided: Howard has entered into strategic partnerships with various industry leaders such as Polycom, Enterasys, Fujitsu, Panasonic, Cisco, Crestron, Extron, HP, Lenovo, Toshiba, Xirrus, Chief, Mimio, FrontRow, and many more.

Price Link

Percent Discount from Catalog/Pricelist- 3%

Hourly Rate for Services- \$250.00

Percent Markup Over Vendor Cost: No Bid

IPEVO Inc

Rita Kuo

4000 Pimlico Dr, Suite 114-119

Pleasanton, CA 94588

P: (408) 490-3085

sales-america@ipevo.com

<https://ipevo.com/>

States Served: All Mainland States

Services Provided: Document camera, interactive whiteboard system

Price Link

Percent Discount from Catalog/Pricelist: 0%

Hourly Rate for Services: No Bid

Percent Markup Over Vendor Cost: N/A

iSimulate

Anthony Ruggiero
43 New Scotland Ave MC#25
Albany, NY 12208
P: (518) 261-1700
Anthony.ruggiero@isimulate.com
[HTTP://www.isimulate.com](http://www.isimulate.com)

States Served: All 50 States

Services Provided: Simulation Training Equipment

[Price Link](#)

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

Metova, Inc

Josh Smith
1125 Oak St Suite 204
Conway, AR 72032-4360
P: (501) 385-6256
josh.smith@metova.com
[HTTP://metova.com](http://metova.com)

States Served: All 50 States

Services Provided: Custom web and mobile software development, software development staff augmentation, enterprise system integration, UX/UI research and design, marketing strategy and execution

[Price Link](#)

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost:** N/A
Hourly Rate for Services- \$110.00

MGT of America Consulting, LLC

Tony Martinez

4320 West Kennedy Boulevard

Tampa, FL 33609

P: (813) 454-8386

tmartinez@mgtconsulting.com

<https://www.mgtconsulting.com/>

States Served: All 50 States

Services Provided: Cybersecurity Consulting, Vulnerability Assessments, Penetration Testing, Strategic Planning, vCISO, Managed Security Services, Managed Detection and Response

Price Link

Percent Discount from Catalog/Pricelist: 10% (not included on price link) **Percent Markup from Cost:** No Bid
Hourly Rate for Services: \$195.00

Mvation Worldwide Inc.

Guy Gupta

70 Glen Street, Suite 260

Glen Cove, NY 11542

P: (408) 688-5060 x105

guy@mvation.com

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

States Served: All 50 States

Services Provided: IT equipment

Price Link - (Link Issue- Please Contact ASC for Pricing until issue is fixed)

Percent Discount from Catalog/Pricelist: No Bid

Percent Markup from Cost: 5.75%

Hourly Rate for Services: No Bid

MYVRSPOT, LLC

Lisa Harmison
PO BOX 272266
Fort Collins, CO 80527
P: (888) 237-6740 x1006
LISA@MYVRSPOT.COM
[HTTP://WWW.MYVRSPOT.COM](http://WWW.MYVRSPOT.COM)

States Served: All 50 States

Services Provided: Video Hosting and Sharing, Live Broadcasting, Digital Signage, Closed Captioning, Online Digital Story Creation and Video Editing, and Long-Term Video Archiving.

Price Link

Percent Discount from Catalog/Pricelist: 2% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: \$275.00

OverDrive, Inc.

Jack Darden
One OverDrive Way
Cleveland, Ohio 44125
P: (216) 573-6886
jdarden@rakuten.overdrive.com
[HTTP://www.overdrive.com](http://www.overdrive.com)

States Served: ESC 19 for this agreement. OverDrive is licensed to provide services in any area.

Services Provided: Digital content hosting and distribution for ebooks, audiobooks, video for students and staff

Price Link

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost:** N/A
Hourly Rate for Services: No Bid

Patterson Dental

Mark D Williams
9550 San Mateo Blvd NE, Suite E
Albuquerque, NM 87113
P: (505) 761-4369
mark.williams@pattersondental.com
[HTTP://Pattersondental.com](http://Pattersondental.com)

States Served: CO, NM, TX

Services Provided: Dental Supplies, services, technology and equipment

Price Link – *updated 11/11/2020

Percent Discount from Catalog/Pricelist: 29.75%

Percent Markup from Cost:18%

Hourly Rate for Services: \$0.00

Pro-Tech System Solutions LLC

Pedro Almodovar and/or Mario Aviles

6120 Fashion St.

El Paso, TX, 79932

P:(915) 694-0368

systemsolutions.pro.tech@gmail.com

<https://www.facebook.com/Pro.Tech.System.Solutions/>

States Served: TX

Services Provided: Audio, Lighting and Video Production for Live Events, Consulting, Design, Installation and Sells of Professional Audio, Lighting and Video Equipment

[Price Link](#)

Percent Discount from Catalog/Pricelist- 5%

Percent Markup Over Vendor Cost: No Bid

Hourly Rate for Services- \$38.00

Rescue Safety Products, LLC (Rescue Simulation Products International)

Cathy Brown

PO Box 6732

McKinney, TX 75071

P: (469) 247-6632

cbrown@ambulancesimulator.com

<HTTP://www.ambulancesimulator.com>

States Served: All 50 States

Services Provided: Training Ambulance Simulators

[Price Link](#)

Percent Discount from Catalog/Pricelist: 0%

Percent Markup Over Vendor Cost: No Bid

Hourly Rate for Services: No Bid

School Technology Associates

Tanya Ballard
207 Chestnut St, Suite 150
Chaska, MN 55318
P: (507) 399-3281 x702
tanyab@k12sta.com
[HTTP://www.k12sta.com](http://www.k12sta.com)

States Served: All 50 States

Services Provided: Barcode Scanners, ID Badging, Keypads, Labels, Positive Attendance, SchoolTRAK, Tardy Kiosk, Time Clocks, Visitor Mgmt, Touchscreens, POS, Cash Drawers, etc

[Price Link](#)

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost:** N/A
Hourly Rate for Services- \$250.00

Shake Up Learning LLC

Kasey Bell
2512 Rosecroft Court
Celina, TX 75009
P:(512) 431-0104
kasey@shakeuplearning.com
<http://shakeuplearning.com>

States Served: All 50 States

Services Provided: Shake Up Learning provides online training and courses for educators, books, and face-to-face training and workshops

[Price Link](#)

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

Southern Computer Warehouse, Inc.

Julia Stewart
1395 S Marietta Parkway, Building 300, Suite 106
Marietta, GA 30067
P:(877) 468-6729
scwbids@scw.com
[HTTP://www.scw.com](http://www.scw.com)

States Served: All 50 States

Services Provided: SCW offers over 3,000 brands and more than 1 million hardware and software products.

[Price Link](#)

Percent Discount from Catalog/Pricelist: 10% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

Specialty Bulb Co Inc

LuAnn Buckholz
80 Orville Dr., Ste 109
Bohemia, NY 11716
P: (631) 589-3393 x104
luann@bulbspecialists.com
<http://www.bulbspecialists.com>

States Served: All 50 States

Services Provided: Projector Lamps for use with the Classrooms Interactive Boards and Projectors.

[Price Link](#)

Percent Discount from Catalog/Pricelist: 20% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

Sufian Munir Inc. dba Clary Business Machines

Omar Syed
8170 Miramar Road
San Diego, CA 92126
P:(858) 429-9995
omair@clarybusinessmachines.com
[HTTP://www.onescreensolutions.com](http://www.onescreensolutions.com)

States Served: All 50 States

Services Provided: Interactive Flat Panel Displays, Distance & Blended Learning Solutions, Video Conferencing Hardware and Software

[Price Link](#)

Percent Discount from Catalog/Pricelist: 12% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

Talavera Networks, LLC

Andrew Clelland
PO Box 848
Las Cruces, NM 88001
P: (575) 652-6258

andy@talaveranetworks.com
<https://www.talaveranetworks.com>

States Served: NM, TX

Services Provided: Wireless Network design, implementation and troubleshooting. Network Access Control design, implementation and troubleshooting. Layer 2 and Layer 3 design, implementation and troubleshooting

[Price Link](#)

Percent Discount from Catalog/Pricelist: No Bid **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: \$225.00

TEG Technologies LLC

Hugh Norwood, Founder and CEO
5616 S. 1st Street, #28
Austin, TX 78745
P: (410) 531-7555 x701

terri@tegtech.io
[HTTP://www.tegtech.io](http://www.tegtech.io)

States Served: All 50 States

Services Provided: IT products and services including software products, SaaS and implementation services. Can custom configure, modify and deploy any/all of the services listed on our pricing sheet, to deliver a strategic customer-specific training/learning solution.

[Price Link](#)

Percent Discount from Catalog/Pricelist: 5% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: \$325.00

TestOut Corporation

Aubrey Barnett
50 S. Main Street
Pleasant Grove, Ut 84062
P: (385) 233-5326 x219
abarnett@testout.com
[HTTP://testout.com](http://testout.com)

States Served: All 50 States

Services Provided: Online courseware

[Price Link](#)

Percent Discount from Catalog/Pricelist: 0% **Percent Markup Over Vendor Cost:** N/A
Hourly Rate for Services: No Bid

VolunteerNow

Patrick Hicks
2800 Live Oak St.
Dallas, TX 75204
P: (469) 221-2964
Phicks@volnow.org
[HTTP://www.volnow.org](http://www.volnow.org)

States Served: All 50 States

Services: VOLY.org is an ADA compliant web-based solution that recruits, manages and tracks volunteers, as well as matching donation needs with donation partners. Volunteers quickly sign-up for opportunities, and VOLY integrates a criminal background check.

[Price Link](#)

Percent Discount from Catalog/Pricelist: 5% **Percent Markup Over Vendor Cost:** N/A
Hourly Rate for Services: \$200.00

White Rock Security Group, LLC (White Rock Cybersecurity)

Odessa Criales-Smith
8533 Ferndale Rd #101
Dallas, TX 75238
P: (214) 613-1568

odessa@wrsecure.com
[HTTP://www.wrsecure.com](http://www.wrsecure.com)

States Served: All 50 States

Services Provided: Software, technology, cybersecurity solutions, Microsoft, Adobe, vmware, veeam, veritas and more

[Price Link](#)

Percent Discount from Catalog/Pricelist: 6% **Percent Markup Over Vendor Cost:** No Bid
Hourly Rate for Services: No Bid

WTK, LLC dba Silicon Mountain Memory

Audrey Chapel
1600 Headland Dr
Fenton, MO 63026
P:(888) 745-6866 x112

achapel@smmdirect.com
[HTTP://www.smmdirect.com](http://www.smmdirect.com)

States Served: All 50 States

Services Provided: We are a provider of computer memory upgrades for desktops, laptops and servers, as well as storage solutions, IE; hard drives, solid state drives and USB flash drives.

Price Link – (Link Issue- Please Contact ASC for Pricing until issue is fixed)

Percent Discount from Catalog/Pricelist: 50% **Percent Markup from Cost:**18%
Hourly Rate for Services: No Bid

YuJa Inc.

Isaac Smith
84 W. Santa Clara St. Suite #690
San Jose, CA 95113
P: (888) 257-2278
isaac.smith@yuja.com
[HTTP://www.yuja.com](http://www.yuja.com)

States Served: All 50 States

Services Provided: We serve organizations of all sizes, within all sectors, delivering video experiences that include lecture capture, media management, live streaming, video conferencing, video quizzing, and immersive social & mobile engagement tools.

Price Link

Percent Discount from Catalog/Pricelist- 15% **Percent Markup Over Vendor Cost:** N/A
Hourly Rate for Services: No Bid

Zarco Electronic Supply, Inc.

Alejandro Arzabala
6831 Commerce Ave.
El Paso, TX 79915
P: (915) 778-3593
alex@zarcoelectronic.com
<http://www.zarcoelectronic.com/>

States Served: All 50 States

Services Provided: Electronic Supply Components and Equipment from authorized and worldwide suppliers; services include mechanical design, electronic design and integration; industrial and electronic board fabrication and repair; industrial equipment repair.

Price Link *updated 5/14/21, 5/27/21, 6/14/21, 8/3/21, 10/1/21, 12/6/21

Freight may be charged on some items

Percent Discount from Catalog/Pricelist: 5% **Percent Markup Over Vendor Cost:** 17%
Hourly Rate for Services: \$75.00

Approved by: _____
(Armando Aguirre- Executive Director)
(Armando Aguirre- Executive Director)
(Armando Aguirre- Executive Director)

Date: _____
(January 10, 2020)
(October 15, 2020)
(October 18, 2021)