



## **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. Proposals from Lab Resources, Systems Integrations, and Answer Blocks were either received after the closing date or did not meet the scope of requirements and were not considered. 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.

**SPECIFICATIONS PROVIDED BY:** Dean Zajicek  
ESC Region 19 Allied States Cooperative Facilities Consultant

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

Martin Camacho  
ESC-Region 19 Purchasing Allied States Cooperative

Mary Jane Lopez  
ESC-Region 19 Purchasing Allied States Cooperative

Dean Zajicek  
ESC Region 19 Allied States Cooperative Facilities Consultant

## **ORDER INFORMATION:**

### **3P Learning**

Attn: Peter Walters / Jennifer Lewis

37 W. 26<sup>th</sup> Street Suite 201

New York, NY 10010

866-387-9139 / Fax: 866-387-3220

[usa@3plearning.com](mailto:usa@3plearning.com) / [www.mathletics.com](http://www.mathletics.com) / [peter.walters@3plearning.com](mailto:peter.walters@3plearning.com)

3P Learning has grown to become the global leader in online supplemental mathematics learning for students in K-12. Our flagship learning platform is Mathletics. Mathletics is an online math resource aligned to TEKS and Common Core State Standards K-12 math curriculums. Mathletics is used in a diverse range of ways by many different teachers, it may be used to streamline and customize homework and class activities, for extension and consolidation support, as a teaching tool or text resource, or for problem solving also a complete printable workbook series, teacher resources (video, dictionary, search) and curriculum specific activities that address deeper mathematical thinking and problem solving skills.

No Exceptions to RFP

Warranty – 3P Learning provides a 30 day money back guarantee. Contact vendor for more information

All States Covered

## **~~AMX Schoolview (as of April 18, 2017)~~**

~~Attn: Dennis Smith  
3000 Research Drive  
Richardson, TX 75082  
469-624-8000  
Fax: 210-598-9211~~

~~[www.simplifyyourcampus.com / dennis.smith@amx.com](http://www.simplifyyourcampus.com/dennis.smith@amx.com)~~

~~AMX Schoolview offers the following Products and Services; Digital Campus-wide Bell System, Campus-wide Public-Address System, Classroom Audio Visual Management System – these systems include but are not limited to projectors, interactive or non-interactive display devices, document cameras, video and audio playback devices.– Teacher Voice Amplification System, Digital Signage System, AMX Schoolview Unified Bell & PA System, PA/Intercom, AMX Schoolview Classroom Automation, AMX Schoolview ResQ Voice Amplification, and includes a discrete emergency notification feature a small audio pendant with built in panic button, addresses the sudden conditions of a classroom threat or other emergency, AMX Schoolview Digital Signage Campus Wide~~

### No Exceptions to RFP

~~Warranty– With initial software purchase, schools are eligible to receive free lifetime software upgrades which may include new software features. Lifetime agreement provided by AMX Schoolview. AMX Warrants the Products to be free of material defects in materials and workmanship under normal use for three (3) years from The shipping date. This also includes the AMX provided 3<sup>rd</sup> party campus components branded As Barix and Amino. Contact vendor for more information.~~

### All States Covered

## **AVES Audio Visual Systems, Inc.**

Attn: Sandra Ramos  
P.O. BOX 500  
Sugar Land, TX 77487  
281-295-1300 / 800-365-2837  
Fax: 281-295-1310

[www.avesav.com / sales@avesav.com](http://www.avesav.com/sales@avesav.com)

AVES Audio Visual Systems, Inc. is a provider of Audio and Video Equipment, Presentation Products, Laminating Equipment and Supplies. Items are a t a “percentage discount off manufacturer’s retail /list prices.” Discount Varies by manufacturer and we furnish a discount price schedule reflecting discount for manufacturers we represent. AVES Audio Visual Systems has a design and installation department that can solve any audio-visual or presentation challenge.

Exceptions to RFP – Net 30 days, minimum Order \$50.00, upon receipt please Inspect all cartons received. If there is “any” apparent damage, refuse the shipment or write/note on the delivery Receipt presented by the carrier. “Possible concealed damage to product as evidenced by package damage”. Shortages and/or damages must be reported within 24 hours of receipt of shipment. We cannot guarantee that A carrier will accept a claim for damages after a 7day period. Contact Vendor or ASC for more information.

Warranty – All products carry standard warranties as offered by Manufacturers. Contact vendor for information.

### All States Covered

**Brain Hive, LLC**

Attn: Terri L. Soutor  
251 First Avenue North, Suite 300  
Minneapolis, MN 55401  
612-756-8104  
Fax: 612-215-6230  
[www.brainhive.com](http://www.brainhive.com) / [tsoutor@brianhive.com](mailto:tsoutor@brianhive.com)

Brain Hive, LLC provides an innovative eBook rental solution for K-12 schools and libraries.

Technology Category – Software eBooks and Platform - Education / Entertainment Software Graphics, Auto, Video Software Internet/Communication Software Network Software

Mobility Implementation Support – Strategic Planning Mobile Device Management Supported Platforms Brain Hive, LLC supports digital teaching, learning and reading in K-12 schools with a nationwide eBook Delivery service. Brain Hive is a cloud-based service accessible through Internet-enabled tablet devices, laptops, and desktop (PC or MAC) computers. Brain Hive includes free downloadable and reproducible student activities and teaching resources.

**No Exceptions to RFP**

**Warranty** – User acknowledges and agrees that user's use of this site is at user's own risk. All products, materials, And content provided on this site are provided on an "as is" basis without warranty of any kind. Contact vendor for information.

**All States Covered****Capstone**

Attn: Karen Trcka / Marcie Danches 1710  
Roe Crest Drive  
North Mankato, MN 5600.-1806  
800-747-4992  
Fax: 888-262-0705  
[www.thefutureinreading.com](http://www.thefutureinreading.com) / [www.capstonepub.com](http://www.capstonepub.com) / [bids@capstonepub.com](mailto:bids@capstonepub.com)

Capstone is the leading publisher of children's books and digital products and services, offering everything From nonfiction, fiction, and picture books, audio books, and literacy programs and develops personalized learning environments and interactive resources and is proposing the following myON reader, Capstone Interactive Library (CIL), PebbleGo Databases. Capstone consists of Capstone Press, Compass Point Books, Picture Window Books, Stone Arch Books, Heinemann Raintree and Maupin House.

**No Exceptions to RFP**

**Warranty** – Capstone is proposing digital products that are hosted on the Amazon cloud. Products will be new and free of defects. We do not provide parts or labor warranties. Capstone is not a construction or manufacturing company; we are a publishing company of books and digital content. Contact vendor for information.

**All States Covered**

**Checkpoint Services, Inc. (HUB)**

Attn: Kristen Cox  
4120 Rio Bravo St. Ste. 215  
El Paso, TX 79902  
915-581-1185  
Fax: 915-585-7751  
[www.checkpnt.com](http://www.checkpnt.com) / [sales@checkpnt.com](mailto:sales@checkpnt.com)

Checkpoint Services, Inc. is a seller for virtually all leading brands of technology; we sell computer hardware, printers, software, antivirus, audio / visual products and Promethean. Checkpoint Services, Inc. is committed to Government agencies, both at the State and Local levels as well as Education, both K-12 and Higher Education. The Promethean does not have freight included. This is separate and will be added.

No Exceptions to RFP

Warranty – All standard warranty services and extended warranties are provided by each manufacturer. Contact vendor for information.

States Covered – Nevada, Texas

**Collegiate Zone Enterprises, L.P. Attn:**

Greg Malloch / Rashena Flagg 13121  
Louetta Rd. #120  
Cypress, TX 77429  
713-334-5400 / 866-334-5400  
Fax: N/R  
[www.collegiatesone.net](http://www.collegiatesone.net) / [info@collegiatezone.net](mailto:info@collegiatezone.net)

Collegiate Zone Enterprises, L.P. a leader in college and career readiness, as well as workforce readiness, provides the only one-stop resource for student evaluation, administrative systems management, college and career preparation tools and services, and self-marketing for excelling athletes, performing arts and STEM students. Collegiate Zone is an approved Service provider for the Online College and Career Technical Readiness Program, and a Continuing Professional Education (CPE) Provider by the Texas Education Agency (TEA). All CZ systems are translatable to different languages for ease and understandability by all users.

Summary of Features – EDUsystems, MindSight™, Career Awareness Profiler, CZ College Prep Planner™, CZme!, WorkZone™, CZ College Search & Match™, Funding & Resource Center™, CZ College Prep Form™, CZ Power Prep™, CZ Auto-Fill™, TOPQUEST Kids & TOPQUEST U, CZ Counseling Center™, CZconnect™, CZeDOC, Counselor-Admin Dashboard, School Admin™, studioCZ™, Supplemental Tools, TOPSCHOLAR™ And TOPJOCK™. Technical resources and training provided.

No Exceptions to RFP

Warranty – All product(s) and /or service(s) provided by CZ under this contract are warranted to be free from Defects in design for a period of one (1) year upon the later member's acceptance of the product and/or service or payment of the applicable invoice. Contact vendor for information.

All States Covered

## **Comco, Inc. (HUB)**

Attn: Vicki Adkins 200 South Alto Mesa

El Paso, TX 79912

915-833-6651 / Fax: 915.833-6618

[www.comco-solutions.com/](http://www.comco-solutions.com/) / [sadkins@comco-solutions.com](mailto:sadkins@comco-solutions.com)

Comco, Inc provides information technology innovative and cost effective solutions to State and Local Governmental entities, School Districts and Institutions of higher education. These solutions range from structured cabling to network design, installation and management to evaluation and installation of hardware and software products (telephone systems, printers, storage devices, scanning solutions, etc.) to Software as a service. Comco, Inc. strives to utilize their software and online portals to operate in a paperless environment. Comco, Inc. also recycles materials such as old equipment; PC's, monitors and copper cabling to help reduce waste. Training and Technical Resources provided.

### No Exceptions to RFP

Warranty – Offers come in a variety of options from one to five years depending upon the type of product and customer's request. Comco does offer an extended warranty and/or maintenance contract on most of the value added products. Contact vendor for information.

States Covered – Arizona, New Mexico, Texas

## **Decision Tree Technologies (HUB)**

Attn: ~~Erin Berger~~ Courtney Warren/Malu Munoz

306 Thunderbird

El Paso, TX

79912

915-584-3419

Fax: 915-833-1614

[www.dtreetech.com/](http://www.dtreetech.com/) / ~~[erin@dtreetech.com](mailto:erin@dtreetech.com)~~ / [Courtney@dtreetech.com/](mailto:Courtney@dtreetech.com) / [malu@dtreetech.com](mailto:malu@dtreetech.com)

Decision Tree Technologies is a value added reseller offering a full array of information technology products and services. Decision Tree can offer complex network design, configuration and implementation as well as simple order fulfillment. Decision Tree teams with strategic partners through the region to fulfill virtually any IT need including, but not limited to : network design / configuration / implementations, Microsoft Server / Exchange / Active Directory installations, Storage designs and installs, audio / video / convergence design/ implementations, and structured cabling installations.

### No Exceptions to RFP

Warranty – All products sold will be brand new unless the customer requests refurbished product, in which case DecisionTree shall sell certified refurbished product only. All products sold will be subject to MFG warranty. Contact vendor for information.

### All States Covered

**\*Amendment to Decision Tree Technologies Contracts – added manufacturers and web site information to contract as of November 2016\***

**\*\*Amendment to Decision Tree Technologies Contracts - added manufacturers and web site information to contract as of March 2018\*\***

**\*\*Amendment to Decision Tree Technologies Contracts - added manufacturers and web site information to contract as of July 2018\*\***

Subcontractor: HPS Audio and Video LLC. - Cost plus 20% maximum

Manufacture and Discount Price Link - [Region 19 ASC 14-1494 Amendment](#) \*Updated 7/19/18

Website: DTree - <https://usm.channelonline.com/dtree/storesite/Search/External/>

User - sales @dtreetech.com

Password - Region 19

**Electro Systems Engineers, Inc. dba ESEI(HUB)**

Attn: J. Antonio Rico / Patricia Alvarez

4141 Pinnacle St. Ste. 208

El Paso, TX

79902 915-587-

7902

Fax: 915-587-7768

[www.esei.com](http://www.esei.com) / [jarico@esei.com](mailto:jarico@esei.com) / [palvarez@esei.com](mailto:palvarez@esei.com)

Electro Systems Engineers, Inc. (ESEI) is a Telecommunications Engineering and Information Technology Services company that supports clients with planning, design, integration, and management of networks and computer systems. Our IT solutions allow us to support our clients' with the following services; Network and Computer Systems Remote Monitoring, Help Desk, Server Management, Applications Management, Network and System Administration, Remote and On-Site Support, Data Back-Up and Recovery, Network Assessment and Optimization, Disaster Recovery / Business Continuity Planning, Technology Planning & Project Management, Network Design and Installation, Vendor Management and Technical Consulting. We support our clients with Cloud Services that include; Hosted e-mail, Hosted VoIP, Hardware as a Service (HaaS). As a part of this contract, ESEI provides complete IT network infrastructure, computer system maintenance, application support, 24/7 network monitoring, remote PC support, network patch management and updates, full asset and license management, technology policy implementation and management, full help desk and trouble-ticketing services, anti-virus and spam protection, and vendor management services. No

Exceptions to RFP

Warranty – All services furnished by Supplier shall be free of defects for a period of one (1) year following acceptance of such services. Contact vendor for more information.

States Covered – Arizona, New Mexico, Oklahoma, Texas

**Imagine Learning, Inc.**

Attn: Dave Myers / Tisha Schultz / Jesse Sanchez 191

River Park Dr.

Provo, VT 84604

801-377-5071

Fax: 801-377-5072

[info@imaginelearning.com](mailto:info@imaginelearning.com) / [dave.myers@imaginelearning.com](mailto:dave.myers@imaginelearning.com) / [tisha.schultz@imaginelearning.com](mailto:tisha.schultz@imaginelearning.com) [jesse.sanchez@imaginelearning.com](mailto:jesse.sanchez@imaginelearning.com)

Imagine Learning provides the following services; Education / Entertainment Software - for early childhood education students, including struggling readers and English learners. Computer Accessories – headsets to use with the software that allow students to interact with the program; listen to instructions, songs, etc.; and record themselves when prompted by the program. Implementation – of its software product. Support – provides full customer and technical support to its partners. Implementation of Imagine Learning includes installation of the program, an Imagine Learning server if necessary, and two professional development trainings. Each implementation is tailored to the needs of each school / district.

No Exceptions to RFP

Warranty – No extended warranties on parts and labor. If hardware provided by Imagine Learning experiences hardware failure, Imagine Learning will provide a repair or replacement within two business days, plus shipping time, at no cost to the school or district. Contact vendor for information.

All States Covered

**Instructure, Inc.**

Attn: Jonathan Cook / Kasey Rasmussen 6330  
S. E, Suite 700  
Saltlake, UT 84121  
800-203-6755  
Fax: 888-213-3894

[www.instructure.com](http://www.instructure.com) / [jonathan@instructure.com](mailto:jonathan@instructure.com) / [kasey@instructure.com](mailto:kasey@instructure.com) / [info@instructure.com](mailto:info@instructure.com)

Instructure’s relevant market includes Higher Education, K-12 and corporations seeking a Learning Management System (LMS – Canvas). The Canvas cloud and the Amazon web Services infrastructure provide unmatched availability, scalability and reliability. The Canvas architecture and the AWS infrastructure are fully horizontally scalable providing virtually limitless capacity via the provisions of additional resources.

The Canvas architecture and AWS infrastructure provide; Redundancy of computing resources with active monitoring for failure detection and automated fail-over. Real-time performance tuning via automated provisioning of resources to spikes and peak usage times to minimize performance degradation. Data protection through data replication, back/restore, and disaster recovery procedure. Load balanced application servers and aggressive data caching for superior web performance. Rolling release schedule of upgrades and updates, rarely incurring system downtime. Canvas was specifically designed to play well with other standards-based technologies such as IMS Global Learning Tools Interoperability (LTI), enabling Canvas to integrate seamlessly with best-of-breed tools.

Exceptions to RFP – Contract Terms & Conditions, Termination of Contract, Confidentiality, Performance & Payment Bonds, Warranty Conditions, Customer Support, ASC and/or ASC’s Member’s Property, Tax Responsibilities of Vendor and Indemnification for Taxes, Assignment of Contract. Contact Vendor or ASC for more information.

Warranty – All products are new and free from defects.

All States Covered

~~Intrativity o/a SharpSchool~~

~~Attn: Jennifer Tyrell / Gordon Duff 60~~

~~Adelaide Street E. 11<sup>th</sup> Floor~~

~~Toronto, ON M5C 3E4~~

~~1-888-742-7702~~

~~Fax: 1-866-204-6147~~

~~[www.sharpschool.com](http://www.sharpschool.com) / [sales@sharpschool.com](mailto:sales@sharpschool.com) / [Gordon.duff@sharpschool.com](mailto:Gordon.duff@sharpschool.com)~~

SchoolMessenger (As of March 16, 2016)

Attn: Miles Bradley

175 Bloor St. E. South Tower, Suite 9020

Toronto, ON M4W 3R8

888-527-5225 ext. 258

[mbradley@schoolmessenger.com](mailto:mbradley@schoolmessenger.com)

[www.schoolmessenger.com](http://www.schoolmessenger.com)

~~SharpSchool~~ SchoolMessenger is a leading technology provider for K-12 schools and districts. ~~SharpSchool~~ SchoolMessenger has maintained Focus creating innovative tools that maximize staff and students’ opportunities for success . Specializing in Web Hosting, Content Management Systems, Mobile Apps, Learning Management Platforms, Safe Student and Staff Email and Instructional Management Systems. Unified K-12 and Mobile Solutions – CMS, LMS, Web Hosting, Design, Cloud Email, Mobile, Social Networking, Workflow Management, Communication and Collaboration. Technical Resources and Training offered.

No Exceptions to RFP

Warranty – As a hosted service, updates and upgrades are provided for the duration of the contract. Additional warranty information can be found in the licensing agreement contact vendor for information.

All States Covered

**INX, LLC, a wholly-owned subsidiary of Presidio Networked Solutions, Inc.(INX,LLC)**

Attn: Christopher Cagnazzi / ~~James Covey~~/ Jessica Zamora / Margie Rocha (915-613-3258) 1955  
Lakeway Drive, Suite 220  
Lewisville, TX 75057  
469-549-3800  
Fax: 915-533-6384  
[www.presidio.com](http://www.presidio.com) / ~~jcovey@presidio.com~~/ [jazamora@presidio.com](mailto:jzamora@presidio.com) (as of December 2014)  
/ [mrocha@presidio.com](mailto:mrocha@presidio.com) (as of July 2015)

INX, LLC providers of advanced IT infrastructure solutions provider, and managed services firm. Presidio, Inc.'s existing business lines are represented by the following five subsidiaries; INX, Inc. – Provider of IP- based unified communications and data center/cloud infrastructure solutions for enterprise organizations. Bluewater Communications, LLC – provider of high performance, holistic IT infrastructure solutions, with full lifecycle services in Unified Communications, collaboration and video, virtualization, consolidation, datacenter, and security solutions. Atlantix Global – remarketed technology solutions Presidio Technology Capital –a captive leasing operation. We work with our technology partners to address the complete networking and system solutions technology Lifecycle, including planning, design, integration, operation, and optimization. We also work closely with our clients throughout implementation and post implementation offering management expertise and support.

Exceptions to RFP – Warranty, Limitation of Liability, Client Return Material Authorization Policy. Contact Vendor or ASC for more information.

Warranty – As a reseller, provides all products with all original equipment manufacturer (OEM) warranties, certifications and guarantees which are passed through directly to the customer contact vendor for information.

All States Covered

**Istation**

Attn: Sandra K. Thomas / Chris Blevins 8150  
North Central Expressway, Suite 2000  
Dallas, TX 75206  
866-883-7323  
Fax: 214-291-5534  
[www.istation.com](http://www.istation.com) / [proposals@istation.com](mailto:proposals@istation.com) / [cblevins@istation.com](mailto:cblevins@istation.com)

Istations is a leading provider of richly animated and interactive computer-adaptive assessments (known as ISIP), Differentiated computer-delivered intervention programs, teacher resources, Lexile®-leveled online books, instant data reporting, customer support, and professional development for pre-K through grade12 students and educators. Istation's products are standards-and research-based, facilitating response to intervention, personalized and differentiated instruction, and progress monitoring. The company's products are delivered via the Internet and web. Istation's suite of products includes computer-adaptive assessments (ISIP) for reading, Spanish, and math and an interactive, differentiated, computerized reading intervention program with interdisciplinary studies and in the content of science, social studies and writing. Training and webinars offered.

Exceptions to RFP – Promotion of Contract Marketing Plan, Bonding - Contact vendor or ASC for exceptions to RFP.

Warranty – All products purchased under this contract will be new and free from defects. The products offered by Istation are SaaS, so they will always be the latest version of the product (new), and to the best of our abilities will be free from defects. While each customer has an active subscription to Istation products, this is guaranteed. Contact vendor for more information.

All States Covered

**Lakeshore Learning Materials Attn:**

Mariela Benavides / Todd Hays 2695

E. Dominguez St.

Carson, CA 90895

800-421-5354

Fax: 310-537-7990

[www.lakeshorelearning.com](http://www.lakeshorelearning.com) / [biddept@lakeshorelearning.com](mailto:biddept@lakeshorelearning.com) / [thays@lakeshorelearning.com](mailto:thays@lakeshorelearning.com)

Lakeshore Learning Materials is an industry leader in the field of early childhood and elementary instructional materials & educational software. With materials for infants & toddlers through 6<sup>th</sup> grade, all products we carry must meet stringent quality & safety standards-so they are strong enough for daily use in the classroom and safe enough for use by babies and children. We also offer Lakeshore Classroom Designer: Classroom Planning and Customized Solutions. 5% discount on all orders and free shipping on all orders.

No Exceptions to RFP

Warranty – No restocking or return fees, Unconditional Lifetime warranty on all furniture lines. Contact vendor for information.

All States Covered

**Learning List, Inc.** (Removed as of 2/9/2016 and reinstated as a vendor 5/8/2017)

Attn: M'Lynn Mooney

406 E. 11<sup>th</sup> Street, Suite 305

Austin, TX 78701

512-852-2131

Fax: 512-482-8658

[www.learninglist.com](http://www.learninglist.com) / [info@learninglist.com](mailto:info@learninglist.com)

Learning List is a subscription based of K-12 instructional materials and online courses, including open-source materials and review service for educators and parents. Tools on learninglist.com make it easy to identify, compare and select the K-12 instructional materials best suited for students' unique needs. The web site also helps subscribers document compliance laws, regulations and grant requirements governing the selection of instructional materials.

No Exceptions to RFP

Warranty – All products purchased shall be new and free from defects unless authorized rehabilitation of existing is authorized by the member and is considered part of the Vendor's standard of care. Learning List is a service. Contact vendor for information.

All States Covered

~~OfficeMax North America, Inc. (Removed as of 4/20/2015)~~

~~Attn: Rob Gallant / James~~

~~Howard 263 Shuman~~

~~Boulevard Naperville, IL 60563~~

~~630-438-7800~~

~~Fax: 630-773-6708~~

~~www.officemaxworkplace.com / www.customersupport.officemax.com / jameshoward@officemax.com~~

~~OfficeMax offers the following products and services through its Technology Solutions division. Additional Terms and Conditions may apply. OfficeMax offers an array of technology products including essentials like laptop and desktop computers, tablets, servers, storage systems, networking, printers, software and ergonomic solutions. From end-to-end printer management and data center support to managing software licensing agreements, OfficeMax has everything needed to stay current and streamline processes. These services include Asset Disposition, Data Center Solutions, Equipment Maintenance, Asset Tagging & Imaging, and Managed Print Services. OM Workspace has a full service offering including Specifications and Design, Project Management, Move Management, Delivery, Installation and Financial Services, including Leasing and Rental options. Delivery and installation are charged separately from product. Freight charges are applicable based on manufacturer's terms. Training provided~~

~~Exceptions to RFP – Contact vendor or ASC for exceptions to RFP.~~

~~Warranty – The length of warranty and availability will depend on the type of device that requires coverage. – Standard warranty for labor installation is 30 days. Contact vendor for information.~~

~~All States Covered~~

**Plan B Network, Inc.**

Attn: Juan Mares

14395 James Watt Ste. A-6 6501 Boeing Drive, Suite E1 \*as of 12/28/2018

El Paso, TX 79936 79925

915-774-0207

Fax: 915-599-0232

[info@planbnet.com](mailto:info@planbnet.com) / [jmares@planbnet.com](mailto:jmares@planbnet.com)

Plan B Networks, Inc. is an established integrations and consulting networks Solutions Company. Plan B Networks designs, implements and maintains networks, systems and business applications for companies in, but not limited to, government, education, utilities and hospital sectors. Plan B Networks is a single source provider of network and business solutions offering a wide range of services from initial consultative and assessment services to the implementation and deployment to service level agreements and maintenance contracts. Our solutions span the entire technology spectrum in the areas of Converged Networks, TDM and IP Telephony, Data Solutions, Structured Cabling and Special Systems that include surveillance and multimedia applications.

No Exceptions to RFP

Warranty – Warranty is 30 days on all products after customer receiving product. After 30 days will be factory warranty from manufacturer. Contact vendor for more information.

States Covered – New Mexico, Texas

**~~Prologic Technology Systems, Inc.~~**

**Frontline Technologies Group, LLC dba Frontline Education \*(as of 8/9/18)**

Attn: Scott Crouch (Frontline) \*updated 10/1/18

Jeff Pepper

9600 N. Mopac Expressway, Suite 300

Austin, TX 78759

512-328-9496

Fax: 512-342-1705

[www.ptsteams.com](http://www.ptsteams.com) / [rplayer@ptsteams.com](mailto:rplayer@ptsteams.com)

Frank Tait \*updated 10/1/18

1400 Atwater Dr.

Malvern, PA 19355

P: 610-722-9745

[billing@frontlineed.com](mailto:billing@frontlineed.com) - [ftait@FrontlineEd.com](mailto:ftait@FrontlineEd.com)

~~Prologic Technology~~ Frontline Technologies Group, LLC dba Frontline Education \*(as of 8/9/18) developed a Total Education Administrative Management Solution (TEAMS). ~~Prologic~~ Frontline Technologies Group, LLC dba Frontline Education \*(as of 8/9/18) has defined a very structured data conversion plan to ensure the success of the TEAMS implementation. Implementation Basics, Identify the Data we first identify the data that the district wants to convert and what data areas the district wants to start with. Crosswalk the Data Prologic and the district will work closely together ensuring a smooth and accurate transition of data. ~~Prologic~~ Frontline Technologies Group, LLC dba Frontline Education \*(as of 8/9/18) converts from data extracts provided by the district. Standard Student data conversion elements include current year and all available previous year historical records for Student Demographics, Student Enrollment, Course Catalog, Transcripts and Immunizations. Standard Business data conversion elements include Employee, Payroll / Paycheck, Position Inventory, Vendor, Accounting, Purchase / Accounts Payable, Applicant, Warehouse Inventory, Fixed Assets and Benefits. Training and Technical Assistance provided.

No Exceptions to RFP

Warranty – ~~Prologic~~ Frontline Technologies Group, LLC dba Frontline Education \*(as of 8/9/18) licenses TEAMS as an enterprise site license with unlimited users. Any future updates are included and are defined in the license agreement. Contact vendor for more information.

All States Covered

**School Technology Associates, Inc.**

Attn: Kristin Wagner

PO Box 308

Stone Lake, WI

54876 877-436-4657

Fax; 877-466-7157

[k12@sta.com](mailto:k12@sta.com) / [kristink@k12sta.com](mailto:kristink@k12sta.com)

Student Products for Skyward - Student ID Badge Solution, Food Service Peripheral Products, Portable Data Collection Terminals for Text Book Tracking and Food Services, Folder/Sealer, Folder/Sealer Forms, Custom Transcripts Labels, Conversion of Paper or Microfiche Data to Searchable/Indexed CD-Rom. Finance Products for Skyward - STAi™ Time clocks, Staff ID Badge Solution, Building Control, Portable Data Collection Terminals for Fixed Assets, Folder/Sealer, Folder/Sealer Forms, Checks/Advice of Deposits. Time and Attendance Terminals KeepnTrack – cloud-based, access from anywhere, for running instant background and sex offender checks STAi, Inc. works directly with Skywards hardware and software support services to help resolve any technical Issues and training is also provided.

No Exceptions to RFP

Warranty – We offer extended warranty on time clocks, the first year is included and additional warranties can be purchased with original order or before original warranty expires. Warranty does not cover physical damage, drop, power surge, acts of God. One year on parts and labor. Contact vendor for information.

States Covered – Texas

**SHI Government Solutions (HUB)** Attn:  
Natalie Slowick / Paul Thomas 1301 S  
Mo Pac Expressway Ste. 375 Austin, TX  
78746  
915-833-5186  
Fax: 915-833-1020  
[www.shidirect.com/](http://www.shidirect.com/) / [paul\\_thomas@shi.com](mailto:paul_thomas@shi.com)

SHI provides custom solutions for every aspect of your environment from software and hardware procurement to deployment planning, configuration, data center optimization, IT asset management and cloud computing. Providing Software & License Management Services to State & Local Government, K-12 school districts, and Higher Education Institutions.

Exceptions to RFP – Specifications; Warranty, Guarantee, Terms & Conditions; Title & Risk of Loss, Performance, Records Retention, Right to Review and Inspect, Compliance Audits, Indemnifications, Promotion of Contract Marketing Plan, Insurance and Vendor added clauses to contract. Contact vendor or ASC for information.

Warranty – Manufacturer warranty on all products. If extended warranties are available through manufacturer, we will make these available to the customer. Labor warranties are not applicable to the scope of services. Contact vendor for more information.

All States Covered

**\*Amendment to SHI Contracts - added manufacturers and web site information to contract as of October 2016\***

Vislogix Inc. – Cost plus 20% maximum, Lubbock Audio Visual, Inc. - Cost plus 20% maximum

The following Software Publishers: Vislogix Inc. – Including Maintenance and Support – Cost plus 20% maximum. Hiperwall Software – Including Maintenance and Support - Cost plus 20% maximum.

The following hardware manufacturers: Panphonics Sound Systems – 10% discount from list, Barco Systems - 10% discount from list, Extron Systems - 10% discount from list, JBL Audio Systems - 10% discount from list.

SHI - [www.shi.com](http://www.shi.com) [www.texas.gs.shi.com](http://www.texas.gs.shi.com)

User - ESCRegion19 Password - Region19SHI (changed as of November 2016)

SHI Manufacturers Price Link for amendment – SHI Product line--Categories

**\*Amendment to contract as of January 2017**

SANS institute parts with links - cost plus 20% listed under Sans Institute.

<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SASAA-sthen>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-2LICE>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-SIGN>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-HOST>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-PHIS-A>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-PHIS-B>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-CORE>  
<https://texas.gs.shi.com/Products/SearchResults.aspx?keyWord=NPN-SANS-SERV>

**\*Amendment to contract as of July 6, 2017**

Zendesk Software – Cost plus 10%

Zendesk Software Related Services – Cost plus 20%

Warranties are standard Publisher Warranties applied to End User Licensing Agreement

All Software is tailored to each customer individually.

**\*Amendment to contract as of August 8, 2017**

Smartsheet Software (Discount = Cost to SHI = 5%)  
Smartsheet Enterprise Plan – Licensed Users = Training Resource CoE  
Smartsheet Enterprise Plan – Licensed Users – Center of Excellence  
Smartsheet Onboarding Package  
Warranties are standard Publisher Warranties applied to End User Licensing Agreement  
All Software is tailored to each customer individually.

**\*Amendment to contract as of August 9, 2017**

Rapid 7 – 10% Discount from MSRP  
Abydos Learning – 5% Discount from MSRP  
Warranties are standard Publisher Warranties applied to End User Licensing Agreement  
All Software is tailored to each customer individually.

**\*Amendment to contract as of August 17, 2017**

HDI – Training Software – 5% discount from List (MSRP)

**\* Amendment to contract as of August 29, 2017**

Stormwind – Training Software – 5% Discount from List (MSRP)

**\* Amendment to contract as of September 6, 2017**

Windstream Software – 5% Discount from List (MSRP)  
Warranties are standard Publisher Warranties applied to End User Licensing Agreement

**\* Amendment to contract as of September 18, 2017**

Sentinal One Software Services – 10% Discount from List (MSRP)  
Warranties are standard Publisher Warranties applied to End User Licensing Agreement

**\* Amendment to contract as of September 22, 2017**

CitySourced Software and Services – 5% Discount from List (MSRP)  
Warranties are standard Publisher Warranties applied to End User Licensing Agreement

**\* Amendment to contract as of October 4, 2017**

GuideK12 Software, Training and Services – Cost plus 5%  
Warranties are standard Publisher Warranties applied to End User Licensing Agreement  
These are customized solutions for each client and list pricing does not apply.

**\* Amendment to contract as of February 1, 2018**

New Vendors Added with corresponding markups or discounts:

Accelion	10%
Amazon Web Services	10%
Attachmate	10%
Avaya	10%
Barkly Analytics	10%
Bitdefender	10%
Blackboard	Cost plus 10%
Bose	10%
Bretford	15%
Carbon Black	15%
Cashnet	Cost plus 10%
Chief	20%
Christie	10%

Cradlepoint	10%
Crowdstrike	15%
Cylance	15%
Daktronics	Cost plus 20%
Datawatch	10%
Druva	10%
Emaint	3%
Erwin	10%
Fabcon	10%
Fortinet	10%
Harmon Kardon	10%
Hiperwall	15%
Hypersign	Cost plus 10%
IOTA360	Cost plus 15%
Ivanti	15%
Kemp	15%
Logrhythm	10%
Mimecast	10%
Morphisec	10%
Netapp	15%
NetIQ	10%
Palo Alto	15%
Panasonic	10%
Prismview	Cost plus 20%
Rubrik	10%
Safeware	10%
Secdo	10%
Sony	10%
Trustpipe	15%
TSI Touch	10%
UCView	10%
Zonar	10%

Warranties are standard Publisher Warranties applied to End User Licensing Agreement or Manufacturer's standard warranties.

**\*Amendment to contract as of January 4, 2019**

APPRIVER – SOFTWARE AND SOFTWARE MAINTENANCE AND SUPPORT – 5% OFF LIST PRICE

**\*Amendment to contract as of January 18, 2019**

Seamless Docs – 5% off list price

**SHI International Corp.**

Attn: Natalie Slowick / Katie Grennan  
290 Davidson Avenue  
Somerset, NJ 08873  
732-868-5904  
Fax: N/R  
[www.shi.com](http://www.shi.com) / [katie\\_grennan@shi.com](mailto:katie_grennan@shi.com)

SHI International Corp. is a “software-only” regional reseller global provider of information technology products and services. Providing Software & License Management Services to State & Local Government, K-12 School Districts, and Higher Education Institutions.

Exceptions to RFP – Specifications; Warranty, Guarantee, Terms & Conditions; Title & Risk of Loss, Performance, Records Retention, Right to Review and Inspect, Compliance Audits, Indemnifications, Promotion of Contract Marketing Plan, Insurance and Vendor added clauses to contract. Contact vendor or ASC for information.

Warranty – Manufacturer warranty on all products. If extended warranties are available through manufacturer, we will make these available to the customer. Labor warranties are not applicable to the scope of services. Contact vendor for more information.

All States Covered

**Skyward, Inc.**

Attn: Jerry King / Bob Barnard  
5233 Coye Drive  
Stevens Point, WI  
54481 800-236-0001  
Fax: 715-341-1370  
[www.skyward.com](http://www.skyward.com) / [bobb@skyward.com](mailto:bobb@skyward.com) / <http://www.skyward.com/asc>.

Skyward Inc., is a leading provider of K-12 school administrative software that surpasses district's needs in State Reporting, improves operational capabilities. School Business Suite Software from budgeting, to payroll, to reporting. Our extensive list of online tools provides easy access for your staff.

Functionality, Task Manager, Dashboard (Skyport), Reporting, State Reporting, Integrated Add-On Modules, Bid Management, Automatic Check Reconciliation, Employee Access, Employee Review, FastTrack, Fixed Assets, Flex Benefits, Insurance Tracking, Inventory, Salary Negotiations, School Based Activity Accounting, Substitute tracking, True Time, Accounts Receivable, Employee Management and Workflow Manager.

Amendment to contract as of May 2015 Student Information System and all software modules associated and Shall not include fees, for training, support, or professional services and shall further exclude any recurring Annual license fees charged by vendor to the ASC member.

Exceptions to RFP – Scope, Value Add, Bonding Requirements, Performance & Payment Bonds, Warranty Conditions, Customer Support, Invoices; Payments, Reporting, Indemnification, Insurance, Standard Skyward Agreement, Terms & Conditions. Contact vendor or ASC for information.

Warranty – Limited Warranty and Limitation of Liability – Warranty is 90 days from issuance of the PO – Contact vendor for information.

States Covered – Florida, Texas (amendment to include the state of Florida as of September 2016)

**SMARTfiles (HUB)**

Attn: Victoria Bienski / Tom Bienski

P.O. Box 4103

Bryan, TX 77805-4103

979-778-8080

Fax: N/A

[www.smartfile.us](http://www.smartfile.us) / [vbienski@smartfiles.us](mailto:vbienski@smartfiles.us) / [tbienski@smartfiles.us](mailto:tbienski@smartfiles.us)

SMARTfiles is a Value Added Reseller of Laserfiche software products. The products and Services offered are; Laserfiche Rio® on the Cloud, Laserfiche Mobile, Web Access or Laserfiche Client, Laserfiche Document Management Software, Laserfiche Digital Signatures, Laserfiche Forms, Laserfiche Workflow™, Laserfiche Records Management Edition, , Laserfiche Web Access, Laserfiche Audit Trail and Kodak Digital Scanners.

SMARTfiles built a core solution around Laserfiche document management software, working closely with organizations in developing a solution to address their individual needs and requirements –From business process analysis and records/information inventory; to implementation; to training; and finally, to on-going customer service.

**No Exceptions to RFP**

Warranty – SMARTfiles offers standard annual warranty for Laserfiche and manufacturer's warranty for all Kodak scanners. Contact vendor for more information.

**All States Covered****Teaching Systems, Inc.**

Attn: Kimberly Schwartz / Adam McKinnerney 4601

Hollow Tree Drive, Ste. 111

Arlington, TX 76018

800-762-4133

Fax: 817-465-8184

[www.teachingsystems.com](http://www.teachingsystems.com) / [kim@teachingsystems.com](mailto:kim@teachingsystems.com) / [kim@teachingsystems.com](mailto:kim@teachingsystems.com)

Teaching Systems, Inc. has been in the business of selling high end, name brand, technical equipment, Systems software, services, curriculum support and turnkey laboratory solutions to educational institutions. The educational institutions served range from early levels of public and private schools through graduate schools and associated researched institutes with needs for laboratory support for Foreign Languages, ASL, Science, Technology, Engineering and Mathematics (STEM), which are just a few technology solutions we provide. In addition to our support services we also host many training services related to our product solutions. In addition, some selected products are sold by our online store throughout North America. Teaching Systems offers Service, Training and Maintenance after the sale.

**No Exceptions to RFP**

Warranty – Contact vendor for warranties and information for extended warranties.

States Covered –New Mexico, Oklahoma, Texas

**The Lorenz Corporation (Removed as of 4/24/2017)**

Attn: Debra Kaiser  
501 E. Third St.  
PO BOX 802  
Dayton, OH 45401  
800-444-1144  
Fax: 937-223-2042

[www.lorenzeducationalpress.com/starr](http://www.lorenzeducationalpress.com/starr) / [www.staaronline.com](http://www.staaronline.com) / [debk@lorenz.com](mailto:debk@lorenz.com)

~~The Lorenz Corporation is the sole distributor for Show What You Know® Publishing. Show What You Know® Publishing creates printed test preparation books and flashcards, as well as online test preparation software. For Texas schools districts, STAAR online measure student knowledge of the TEKS. Show What You Know® Publishing is an educational publisher that specializes in test preparation and assessments for grades K-12. STAAR Online, our online test preparation system for the state of Texas covers grade 3-8. Our company caters to teachers and schools, providing them with the instructional materials they need in the classroom. Technical Resources and Training offered. No~~

Exceptions to RFP

~~Warranty - Show What You Know® Online content is warranted to be free from typographical error and broken links to third party web pages. Such errors will be corrected within ten (10) days after reporting alleged defect to [support@swykonline.com](mailto:support@swykonline.com) contact vendor for more information.~~

States Covered - Texas

**Troxell Communications, Inc.** Attn:  
Michael Fabio / Desiree Flanagan 11024  
Montgomery Blvd. NE #298  
Albuquerque, NM 87111  
800-578-8858 / 505-266-0608  
Fax: 800-589-5939 / 505-266-5492  
[www.trox.com/product.htm](http://www.trox.com/product.htm) / [desiree.flanagan@trox.com](mailto:desiree.flanagan@trox.com)

Troxell Communications is the largest privately held distributor of Audio-Visual (AV) equipment to the education market by providing services associated with distributors, dealers, resellers & system integrators. Troxell also provides product/system recommendations and specifications, Installation/Integration, Customer Service and Technology.

No Exceptions to RFP

Warranty – Various manufacturers have different levels of initial failure policies and Troxell Communications will honor and implement those policies on behalf of you the customer, however if a manufacturer does not have an initial failure policy, the following will be in effect through Troxell Communications. If a product fails within 15 days of date on invoice, Troxell Communications will make arrangements for the product to be picked up on a call tag by the appropriate shipper to bring back to our facilities for repair. If not repairable, a replacement will be issued. Contact vendor for more information.

All States Covered – Note additional freight charges may apply to AK or HI

**Approved by:** \_\_\_\_\_  
**(James R. Vasquez- Executive Director)**  
**(Armando Aguirre- Executive Director)**  
**(Armando Aguirre- Executive Director)**  
**(Sonia Eubank for Armando Aguirre – Executive Director)**  
**(Armando Aguirre- Executive Director)**

**Date:** \_\_\_\_\_  
**(January 24, 2014)**  
**(January 22, 2015)**  
**(November 16, 2015)**  
**(January 9, 2017)**  
**(November 28, 2017)**