

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

RFP TITLE: Charter Travel Services and Related – ESC Region 19 Allied States Cooperative
RFP NUMBER: 15-7129
RFP OPENING DATE: May 26, 2015
CONTRACT TERM: Date of Award until May 31, 2016 with the option to extend for a period of one (1) year with an option to renew annually for an additional four (4) years
(Extended by Region 19 until May 31, 2017)
(Extended by Region 19 until May 31, 2018)
(Extended by Region 19 until May 31, 2019)
(Extended by Region 19 until May 31, 2020)

FUNDING SOURCE: Various
RFP's ISSUED: 27
RESPONSES: 1
ADVERTISEMENT DATES: May 9th & 16th, 2015 in Washington Post
May 8th & 15th, 2015 in El Paso Times
BOARD MEETING DATE: July 16th, 2015

RECOMMENDED FOR AWARD **All Aboard Tours & Travel**

TOTAL (estimated) **\$4,000,000 / year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Allied States Cooperative members to utilize the contracted services on one vendor who can provide turnkey solutions on travel to include but not be limited to travel, hotels, meals, taxes, gratuities, insurances, security, and event scheduling when required. This is a specialized service; hence there were not many contractors who could provide all requirements. All Aboard Tours specifically targets it markets for educational tours for public schools and colleges. Pricing structure is directly tied to the number of participants, the time of the scheduled event, and numerous market conditions based on availability. Overall reference checks given to this vendor average a 9.3 out of a possible high score of 10 as far as performance.

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

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Mary Jane Lopez
ESC Region 19 Allied States Cooperative

Contact Information

All Aboard Tours & Travel
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Scope

All Aboard Tours & Travel has been in the educational student tour industry with over 30 years of experience. Our focus is to bring your first generation college bound students to a college campus to increase early college awareness and enhance your existing program. Campus visits effectively provide transition activities (i.e., - college exploration and readiness) that will help your students prepare for and succeed in their postsecondary education. Our partnership will expose your students to a full range of college preparatory tools including student enrichment activities in a college environment, and preparedness training – (i.e.,- classroom, laboratory observation – based upon availability, visiting common areas and interaction with students on campuses) – as well as supplement their academic learning and assist GEAR UP personnel in achieving the goal of each student and increase rates of post-secondary enrollment. We also provide them with critically needed educational and comprehensive support services to help them make the most important decision of their lives. Students and parents will be involved in obtaining information regarding the benefits of a college education, enrollment, requirements, and financial aid if necessary in the planning stages of attending college or university. By identifying All Aboard Tours & Travel as a long term partner/sole-source provider for your college tours, you will receive corresponding INKIND Services as well as scholarship opportunities as well as secure the success of your program and, most importantly, your student's future.

- Company Customer Service 24/7 on call
- Customized tours to meet your students' needs and requirements, which includes a wide range of destinations
- ECA (Early College Awareness) Tours specially created for younger GEAR UP students (grades 7-9) concentrating on the STEM program.
- Experienced personnel including selected escorts, bus drivers and local step on guides to ensure safety of each trip.
- Fully insured bus transportation services
- Dedicated tour Management Specialist assigned to every tour\
- Coordination of college tours balanced with educational activities
- Transportation (bus and/or airfare arrangements), accommodations, meal planning, college tour reservations, escort, assistance on hotel check-in-all based on budgetary requirements
- All reservations for attractions and/or local sites of interest if desired
- Free chaperones: one chaperone free for every ten traveling students
- Teacher Incentives
- In-Kind Services
- Private bonded nightly security at your hotel
- All Aboard Tours & Travel – fully insured for \$2,000,000.00 per trip
- Turnkey operation

Pricing

The pricing for each tour is based on the clients' requests and the following;

- Location
- Dates chosen
- Hotel accommodation
- Number of students (paying passengers)
- Number and types of meals
- Attractions
- Bus and/or air transportation
- Full-time tour manager(s) assigned
- Coordination of college visits
- Guide Services
- Security
- Taxes
- Gratuities

The total charge for the tour is divided by the number of paying passengers.

Each member/client benefits from the volume discounts we receive from chain hotels, bus companies, attractions, restaurants, museums, etc.

All Aboard Tours & Travel profit structure is between 5% - 10%

Vendor can provide all or any documentation of special pricing agreements with other vendors required to fulfill the scope and special conditions of this contract for auditing purposes.

Accepted with No Exceptions

States Covered - All States

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

Date: _____
(May 28, 2015)
(May 09, 2016)
(March 9, 2017)
(March 20, 2018)
(March 15, 2019)