EDUCATION SERVICE CENTER REGION 19 RFP AWARD SUMMARY

RFP TITLE: Special Education, Assistive Technology, Curriculum & Related-

Education Service Center Region 19 Allied States Cooperative

RFP NUMBER: 15-7173

RFP OPENING DATE: January 19, 2016

CONTRACT TERM: Date of award until February 28, 2017 the option to extend in

one-year increments annually for an additional four (4) years if

agreed to by ASC and Vendor

(Extended by Region 19 until February 28, 2018) (Extended by Region 19 until February 28, 2019) (Extended by Region 19 until February 29, 2020) (Extended by Region 19 until February 28, 2021)

FUNDING SOURCE: Various RFP's ISSUED: 698 RESPONSES: 27

ADVERTISEMENT DATES: El Paso Times – September 21st & 28th, 2015

Washington Post- September 23rd & 30th, 2015

BOARD MEETING DATE: March 24, 2016
RECOMMENDED FOR AWARD AbleNet, Inc.

Attainment Company

Aves Audio Visual Systems Cadan Technologies

CEV Multimedia, Ltd.
Dancing Dots

Don Johnston, Inc. Edmentum

Express Book Sellers

Frey Scientific*updated as 3/1/2020

Human Ware

KAMICO Instructional Media Lakeshore Learning Materials

Maxi Aids, Inc. Perma Bound Books Read It Once Again

Reading Realm, Inc. dba Babsy B *as of August 17, 2017

Rethink

Rifton Equipment

Santillana U.S.A. Vista Higher Learning

School Health Corporation

School Specialty, Inc. *updated as of 3/1/2020

Special Needs Ware, Inc.
ONEDER (as of April 12, 2016)
State Standards Publishing

The Science Lab

Troxell Communications

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

EXPLANATIONS:

Award of this contract will enable ESC Region 19 and its various programs to comply with the new EDGAR (Education Department General Administration Regulations) 2 CFR Part 200 as it relates to the expenditure of federal funds. The evaluation committee utilized a point system with weight factors of 40% pricing, 30% quality of service, and 30% reference checks. After several attempts via email and telephone, Beamz Interactive, Inc. did not respond to providing references and other required information, and for that reason they were not considered for this award.

Royce Cleveland Procurement Director **SPECIFICATIONS PROVIDED BY:**

Royce Cleveland Procurement Director **EVALUATION COMMITTEE:**

Debra Jeffry Administrative Assistant

Renae Lawrence **Purchasing Analyst**

AWARDED VENDORS (ALPHABETICAL ORDER)

AbleNet, Inc.

Attn: Jen Thalhuber or Mary Sagstetter 2625 Patton Rd.
Roseville, MN 55113
651-294-2200
Fx-651-294-2222
bids@ablenetinc.com msagstetter@ablenetinc.com www.ablenetinc.com

Services- Develop, manufacture, and market a vast portfolio of technology products and curriculum solutions that are designed specifically for individuals with disabilities.

Rating- 8.6 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discount from Catalog. Shipping & Handling not included *Free Shipping when orders are placed online (Customer Service hours are 8am-5pm CST, 1-800-322-0956, customerservice@ablenet.com) - *updated 4/13/18 Free shipping on all items ordered. *updated as of 05/04/2020

States Covered- All 50 States

Attainment Company

Attn: Brent Denu or Autumn Garza 504 Commerce Parkway Verona, WI 53593-0160 800-327-4269 Fx-800-942-3865 info@attainmentcompany.com autumn@attainmentcompany.com www.attainmentcompany.com

Administrative Support Services *updated 12/19/2019

Contract Management: Ann Meyer, Vice President ameyer@attainmentcompany.com 800-327-4269 Bid Specialist: Kandi Lockard, kandi@attainmentcompany.com 800-327-4269 #4513 Financial Dept.: Theresa O'Connor, theresa@attainmentcompany.com, 800-327-4269 #4518 Local account management: Rene Zelt, rzelt@attainmentcompany.com, 800-327-4269 #2291 Customer Service: Jackie Bodenmann, jackie@attainmentcompany.com, 800-327-4269 #4527 Technical Assistance: Ali Wyttenbach, ali@attainmentcompany.com, 800-327-4269 #4530

Services- Developer and publisher of Core Curriculum, curriculum support, instructional/educational materials and assistive technologies for special education students and classrooms.

Rating- 9.9 out of possible 10 points

Pricing- 5% discount on all catalog or website products, additional discounts available dependent on item and quantity. \$1,500 for full day training, \$750 for half day. Free products presentation/demonstration webinars available upon request. 5% fee for shipping and handling- can be waived as part of quote.

States Covered- All 50 States *updated12/19/2019

Texas, New Mexico, Arizona, Oklahoma and the US Territories: Midway Islands, Puerto Rico, US Virgin Islands, Northern Marina Islands and Fed States of Micronesia.

Price Link *updated 12/19/2019

Aves Audio Visual Systems

Attn: Sandra Ramos P.O. Box 500 Sugar Land, TX 77487 281-295-1300 Fx-281-295-1310 sales@avesav.com www.avesav.com

Services- Provides Audio Visual, Presentation, Video Equipment, Supplies, etc.

Rating- 9.5 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. Minimum order of \$50 is required. No shipping and handling charges apply, unless the item is returned through no fault of the vendor. Any damage claims must be filed within 24 hours after receipt of order. Discount percentages vary.

States Covered- All 50 States

Cadan Technologies

Attn: James Rogers 4131 Old Sibley Memorial Hwy #200 Eagan, MN 55122 800-370-0047 Fx-651-457-3534

<u>Jim.rogers@cadan.com</u> / <u>sales@cadan.com</u> / <u>www.cadanat.com</u>

Services- Instructional Equipment & Supplies, Assistive Technologies & Equipment, Special Education Supplies, Consulting, Training and Contracted Services when applicable.

Rating- 9.6 out of possible 10 points

Pricing- 13% Discount from Published Pricing- Discount applies to website. No charge for shipping and handling

States Covered- All 50 States

CEV Multimedia, Ltd.

Attn: Courtney McGee
1020 SE Loop 289
Lubbock, TX 79404
800-922-9965
Fx-800-243-6398
accounting@cevmultimedia.com
www.icevonline.com

Services- Instructional Equipment & Supplies Catalog: Agricultural Science, Career Exploration, Family & Consumer Sciences, Business & Marketing.

Rating- 9.5 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discounton catalog items.

^{*}updated 3/25/19

Dancing Dots

Attn: William R. McLann P.O. Box 927 Valley Forge, PA 19482-0927 610-783-6692 Fx-610-500-5072 admin@dancingdots.com info@dancingdots.com ww w.dancingdots.com

Services- Enable blind and low vision performers to read, write, and record music independently in their Preferred mix of print, magnified print, braille, and various audio formats. Remote and on-site training in the use of allservices offered.

Rating- 9.5 out of possible 10 points

Pricing- Contact Vendor website or Region 19 for a complete list of goods and services provided.

Discounts may apply if payment is received withorder.

States Covered- All 50 States

Don Johnston, Inc.

Attn: Beth Garza or Sarah Brown 26799 W. Commerce Dr. Volo, IL 60073 847-740-0749 Fx-847-740-7326 bids@donjohnston.com sbrown@donjohnston.com www.donjohnston.com

Services- Instructional Equipment & Supplies, Assistive Technologies & Equipment, Special Education Supplies

Rating- 9.6 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discount applied on catalog items. Discount may be applied according to ordervolume.

States Covered- All 50 States

Edmentum

Attn: Jim Stewart or Jason Fennell 2425 North Central Expressway, Suite 1000 Richardson, TX 75080 800-447-5286 Fx-877-519-9555 bidoperations@edmentum.com www.edmentum.com

Services- Intervention, Individualized Learning, School Improvement, Dropout Prevention, Instructional Assistance, College and Career Readiness, Data Analysis.

Rating- 9.1 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discount applied on catalog items. Discount may be applied according to ordervolume.

Express Book Sellers

Attn: Jule Maxwell 6400 Maple Ave. Suite #850*as of 2/7/2018 1250 Majesty Dr. Dallas, TX 7523575247 214-564-3392 Fx-469-916-4313 jule@expressbooksellers.com www.expressbooksellers.com

Services- Express Book Sellers is a book jobber that is able to procure any book publication in print; trade books, textbooks, instruction materials, library books, professional development and classroom sets. They do not offer a catalog.

Rating- 9.8 out of possible 10 points

Pricing- Discount range for trade publications to print 25%-40% off of the publisher's list price. Textbooks, library bindings, instructional materials, and professional publications discounts rangefrom 0%-30% off of the publisher's list price. Discounts vary per type of publication and quantity ordered, there is no minimum order required and free freight is offered on all orders.

States Covered- All 50 States

Frev Scientific*updated as of 3/1/2020

Attn: Amy Fuss or Whitney West W 6316 Design Drive Greenville, WI 54942 800-225-3739 Fx-877-256-3739 bidwestnotices@schoolspecialtv.com

whitney.west@schoolspecialty.com www.freyscientific.co

Services- Instructional Equipment & Supplies, Assistive Technologies & Equipment, Special Education **Supplies**

Rating- 10 out of possible 10 points

Pricing- List price less 27% on Supply items with prefix 7 and 9; List price less 27% on Furniture itemswith prefix 6 and 8- all for 2016 Frey Scientific catalog and 2016 Frey On-Line Elementary, Free shipping on all items- additional charges may apply.

States Covered- All 50 States

Human Ware

Attn: Yves Boisjoli or Jim Sullivan P.O. Box 800, 1 UPS Way Champlain, NY 12919 800-722-3393 Fx-888-871-4824 Francine.callaghan@humanware.com Jim.sullivan@humanware.com www.hum anware.com

Services- Manufacture and distributor of assistive technology products such as the Prodigi, Exploré, and SmartView low vision reading devices, BrailleNote braille and audio note takers, Trekker GPS system and Victor Reader digital book players.

Rating- 9.6 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discount applied on catalog items. Shipping is FOB Destination but charged back as separate item on invoice.

States Covered- TX

KAMICO Instructional Media

Attn: Kathy Michael P.O. Box 1143 Salado, TX 76571 254-947-7283 Fx-254-974-7284 kmichael@kamico.com www.kamico.com

Services- Specializes in TEKS development and mastery and STAAR preparation – hands on activities and games in English and Spanish to ensure development and mastery of the TEKS from grades K-12, assessments to ensure mastery of the TEKS, data disaggregation software to score assessments and to track and analyze academic data, and TEA- approved professional development.

Rating- 8.1 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided; Consulting, training and contracted services cost is \$1,500 per 6 hoursession.

States Covered- All 50 States

Lakeshore Learning Materials

Attn: Tery Amaya or Todd Hays 2695 E. Dominguez St. Carson, CA 90895 800-421-5354 Fx-310-537-7990

biddept@lakeshorelearning.com thays@lakeshorelearnin

g.com

rmartinez@lakeshorelearning.com *added as of 8/3/2016

www.LakeshoreLearning.com

Services- Supplies a variety of Special Education Materials that range in abilities from Moderate to Severe through Gifted and Talented needs. Catalogs available through vendor.

Rating- 9.9 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 5% Discount on catalog items. Free shipping and handling on all products.

States Covered- All 50 States

Maxi Aids, Inc.

Attn: Andrew Strauss Andrea Simmon*2/7/18
42 Executive Blvd.
Farmingdale, NY 11735
800-522-6294 ext. 312
631-752-1148 ext. 312
Fx-631-752-0689
bids@maxiaids.com
www.maxiaids.com

Services- Assistive technology products for those who are blind, have low vision, deaf, hearing impaired, and challenged.

Rating- 9.5 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 10% Discount on catalog items. Extra 2% discount on orders under \$1,000. Password for orders under \$1,000: REGASC10 Password for orders over \$1,000: REGASC12 Shipping and handling prices vary according to amount of purchase.

Perma Bound Books

Attn: Todd Young or Melanie Gallagher Laurie Barton *updated 12/7/17 617 E. Vandalia Road Jacksonville, IL 62650 800-637-6581 Fx-800-551-1169 books@perma-bound.com

melaniegallagher@perma-bound.com | lauriebarton@perma-bound.com | www.perma-bound.com |

Services- Print Books to include the following bindings: Perma-Bound, Publisher's Trade Hard Cover, Publisher's Library Binding, trade paperback for Grades PreK-Grade 12; Teaching aids and professional resources; eBooks, Databases, Interactive eBooks, Subscriptions, Perma e-Hub; A/V products to include: CD Audio, DVD, Digital Audio Box, MP3 Players, Go Readers, Playaway, Playaway Bookpack, Perma Vox. Entire collection is available on website.

Rating- 8.9 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discount on catalog items. Free shipping and handling.

States Covered-NM, TX

Read It Once Again

Attn: Dean Schaper
161 Sunset Drive
Inman, SC 29349
864-472-5156
Fx-864-472-2981
dean@readitonceagain.com
www.readitonceagain.com

Services- Provides a comprehensive curriculum that promotes and establishes an early literacy-based foundation for the development of basic skills. Alignment to Texas State Standards for preschoolers, as well as to Texas Essential Knowledge and Skills for Kindergarten (TEKS).

Rating- 9.3 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discounton catalog items. Shipping and handling is 10% of order.

States Covered- All 50 States

Reading Realm, Inc. d.b.a. Babsy B (as of August 17, 2017)

Attn: Babs Bell Hajdusiewicz 2921 W. Roxboro Rd. NE-Atlanta, GA 30324 713-253-2591 Fx 404-633-9537 babs@babsyb.com

Services- Instructional Equipment & Supplies, Special Education Supplies, Consulting, Training and Contracted services when applicable.

Rating- 9.7 out of possible 10 points

Pricing- Contact Vendor or Region 19 for a complete list of goods and services provided. 0% Discounton-catalog items. Shipping and handling is 12% of order.

Rethink *updated as of 02/28/2020

Attn: Brian Sharp or Summer Allison Diana Frezza 12 W. 21st Street, Suite 403 49 West 27th Street, 8th Floor New York, NY 10010-10001 877-988-8871 1-845-587-1523

Summer.allison@rethinkfirst.com

/ Diana.frezza@rethinked.com www.rethinkfirst.com

Services- Design a platform setup, awareness training, implementation planning, program and policy planning; Deploy Introductory Functionality Training- IEP, Advanced Functionality Training- IEP, Introductory Functionality Training- Behavior (1), Functionality Training- Behavior (2); Develop Introductory Rethink Trainer Program, Awareness Training; Assess Implementation Review; 24/7 Professional Services Support.

Rating- 9.3 out of possible 10 points

Pricing-

Platform Access Rethink Platform: Classroom Bundle 1 Teacher & up to 10 Student Profiles - \$3,500 Platform Access Rethink Platform: Building Bundle Unlimited Access (under 200 Students) - \$4,000 Platform Access Rethink Platform: Building Bundle Unlimited Access (200-499 Students) - \$9,000 Platform Access Rethink Platform: Building Bundle Unlimited Access (450-749 Students) - \$12,500

Platform Access- Rethink Platform: Building Bundle Unlimited Access (Over 750 Students) \$17,500

Online Professional Services, 1 hour online session	\$	<u> 250</u>
Chillie Froressional Services Frour Chillie Session	Ψ	200
Online Professional Services- Online or Offline Flex Use- 1 Hour Session	_ ¢	350
Chillie Froiessional Dervices- Chillie of Chillie Flex Use- Friodi Dession	Ψ	-000
Online Professional Services- Online 6 hour session: One Location		2 200
Offiling Froigssional Scryices Offiling of Hour Session, One Location	Ψ	2,200

Price Link *updated as of 03/05/2020

States Covered- All 50 States

Rifton Equipment

Attn: Annadora Greenyer or Tami Kipphut P.O. Box 260
Rifton, NY 12471
800-571-8198
Fx-800-865-4674
Sales@rifton.com
www.rifton.com

Services- Manufactures and sells rehab equipment for Special Education, OT, and PT departments in the school systems.

Rating- 7.9 out of possible 10 points

Pricing- 25% Discount off of Rifton 2016 Catalog. Contact Vendor for full listing of prices and materials. Free shipping within U.S.

Santillana U.S.A. Vista Higher Learning, Inc *as of 2/7/19

Attn: Miguel A. Tapia or Arturo Castillón 2023 NW 84th Avenue 500 Boylston St., Suite 620 Miami, FL 33122 Boston, MA. 02116 800-245-8584 1-800-269-6311

Fx-888-248-9518

Sales@vistahigherlearning.com cleiva@vistahigherlearning.com acastillon@vistahigherlearning.com www.vistahigherlearning.com www.santillanausa.com

Services- Specializes in textbook and trade publications for the K-12 public and private school US market, and specifically, in Spanish language, dual language (English and Spanish) and bilingual instructional materials and trade publications.

Rating- 9.6 out of possible 10 points

Pricing- 10% Discount from Published Price, 9% charge of total order for shipping and handling (Minimum \$9)

States Covered- All 50 States

School Health Corporation

Attn: Andrew Wlezen or Christine Carlton 865 Muirfield Dr. Hanover Park, IL 60133 866-323-5465 Fx-800-235-1305 bids@schoolhealth.com ccarlton@schoolhea lth.com www.schoolhealth.com

Services- Instructional Equipment & Supplies, Assistive Technologies & Equipment, Special Education Supplies

Rating- 10 out of possible 10 points

Pricing- 7% Discount from Published Pricing. Contact Vendor for full listing of prices and materials. Free Shipping and handling.

States Covered- All 50 States

School Specialty, Inc. *updated as of 3/1/2020

Attn: Amy Fuss or Shawna O'Briant-W 6316 Design Drive Greenville, WI 54942 888-388-3224 Fx-800-675-1775

bidwestnotices@schoolspecialty.com Shaw

na.obriant@schoolspecialty.com-

www.schoolspecialty.com

Services- Instructional Equipment & Supplies, Assistive Technologies & Equipment, Special Education Supplies

Rating-9.6 out of possible 10 points

Pricing- List Price less 31% on all current School Specialty priced catalogs on 9 & 8 prefix items. List Price less 10% on all current School Specialty priced catalogs on 6 & 7 prefix items. Free Shipping. Contact Vendor for full listing of prices and materials.

Special Needs Ware, Inc.

ONEDER (as of April 12, 2016)

Attn: Dan Haskell Cristina Garro (as of 11/5/18) 60 Park Pl. Ste. 504 901*updated 3/22/18

Newark, NJ 07102 646-278-9959 ext. 2 516-732-1369 (cell) Fx-651-262-0838

Dan@Oneder.com / cristina@oneder.com

www.Oneder.com

http://www.oneder.com/asc-oneder

Services- Instructional Equipment & Supplies- ONEder Catalog

Rating- 10 out of possible 10 points

Pricing- 5% Discount on catalog items. Free shipping and handling. ONEder: 1 year student license: \$150 per student

1 full day on-site training: \$2,500 1 half day on-site training: \$1,500

States Covered- All 50 States

State Standards Publishing

Attn: Jill P. Ward P.O. Box 68 Athens, GA 30603 706-621-5225 Fx-706-621-5226

<u>jward@statestandardspublishing.com</u> www.statestandardspublishing.com

Services- Instructional Equipment & Supplies

Rating- 9.1 out of possible 10 points

Pricing- Contact Vendor for full listing of prices and materials. 25% Discount off list price. Free shipping and handling.

States Covered- All 50 States

The Science Lab*updated

Attn: Gilbert Mendez or Ashley Flores

6455 Hiller St. Ste. A- 709 Willow Glen *as of 9/13/2019

El Paso, TX 79925 El Paso, Tx 79922

915-241-5253

Scilab21@sbcglobal.net www.scilab

1.com

Services- Lab equipment, consumables, and furniture

Rating- 8.5 out of possible 10 points

Pricing- Contact Vendor for full listing of prices and materials. 12% Discount on catalog items. Shipping and handling is included in pricing.

States Covered- All 50 States

Price Link - * Updated 9/14/18 *updated 12/10/18 *updated 5/1/2019 *updated 5/23/2019

Troxell Communications, Inc.

Attn: Michael Fabio or Desiree Flanagan 11024 Montgomery Blvd. NE #298 Albuquerque, NM 87111 505-266-0608 Fx-505-266-5492 Desiree.flanagan@trox.com www.trox.com

Services- Instructional Equipment & Supplies, Assistive Technologies & Equipment, Special Education Supplies, Consulting, Training and Contracted Services when applicable.

Rating- 9.9 out of possible 10 points

Pricing- Contact Vendor for full listing of prices and materials. 5-65% Discount on catalog items. Shipping and handling charges may apply.

Approved by:		Date:		
	(Armando Aguirre – Executive Director)	-	(February 26, 2016)	
	(Armando Aguirre– Executive Director)		(January 11, 2018)	
	(Armando Aguirre– Executive Director)		(January 9, 2019)	
	(Armando Aguirre– Executive Director)		(February 12, 2020)	