

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

RFP TITLE: Consulting, Contracting, Staff Development & Related- Education Service Center Region 19 Allied States Cooperative
RFP NUMBER: 16-7200
RFP OPENING DATE: July 14, 2016
CONTRACT TERM: Date of award until July 31, 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 ASC until July 31, 2018)

(Extended by Region 19 ASC until July 31, 2019)

(Extended by Region 19 ASC until July 31, 2020)

(Extended by Region 19 ASC until July 31, 2021)

FUNDING SOURCE: Various

RFP's ISSUED: 739

RESPONSES: 36

ADVERTISEMENT DATES: El Paso Times – May 26th & June 2nd, 2016

Washington Post- May 27th & June 3rd, 2016

BOARD MEETING DATE: October 20, 2016

RECOMMENDED FOR AWARD ~~AIM Consulting removed October 2016~~
~~Jose Federico Anaya Jr. *Terminated 7/10/2017~~
~~Appleton Learning Corporation~~ Spur Employment, Inc. *11/29/18
Asentex, Inc.
Center for Applied Linguistics
Creart Inc dba Young Rembrandts
Demlan Solutions, Inc. dba Favor Consulting
Ekon-O-Pac, LLC
Fernando Hernandez
Four BT, LLC
~~Frontline Technologies Group, LLC dba Frontline Education-~~
~~*updated 10/2/18 removed 10/6/2020~~
Getting Smart, LLC
Gilma Inez Smorado
Hawkins Development Group, LLC (HUB Certified)
Kagan Professional Development
Link (HUB Certified)
Marshall Cavendish Education
~~Mithoff Burton Partners *(as of 08/17/2017)~~
N & C Consulting
Next Tier Education, Inc.
Positive Directions, Co.
Shmoop University, Inc.
Southwest Training Systems, Inc.
~~The Job Order Contract Group, LLC *removed 11/7/19~~
Traci Skrovan Consulting LLC
Vital Smarts LC
Why Try, LLC

TOTAL (estimated) \$3,000,000.00/ 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 55% pricing, 25% quality of service, and 20% reference checks. Accelerate Learning and Dinah-Might Adventures, LP were not considered due to the fact that they are currently awarded on the original RFP 15-7162. ALALIBO PLLC Socorro Pediatrics and Autism Center were unable to provide email addresses for references, a price list, and the required signatures that were missing from their original submission and therefore were not considered. McIntosh Product Care did not provide any copies of their RFP, a price list, or any references, and therefore was not considered. After multiple attempts to retrieve reference requests, Capitol Region Education Council (CREC), Elegar Blinds & Shutters, LLC, Learning Dynamics Reading, Netsync Network Solutions, Sigma Technology Solutions dba Sigma Solutions, and Texas Kids Dental Care failed to receive the minimum amount of reference responses required and therefore were not considered.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
Procurement Director

EVALUATION COMMITTEE: Royce Cleveland
Procurement Director

Burnette Johnson
Purchasing Supervisor

Rena Lawrence
Purchasing Analyst

Debra Oropeza
Purchasing Analyst

AWARDED VENDORS (ALPHABETICAL ORDER):

AIM Consulting (as of October 4, 2016)

Jose Federico Anaya, Jr. *Terminated 07/10/2017

Attn: Fred Anaya
11525 Tony Tejada
El Paso, TX 79936
915-269-2890
Fx 915-581-8391

Anaya.fred4@gmail.com

~~**Services-** Bully Intervention, Classroom Management, College & Career Readiness, Counselor Certification, Crisis Intervention, Differentiated Instruction, Distance Learning Support, General Curriculum, Mental Health Counseling & Consulting Training, No Child Left Behind (NCLB), Paraprofessionals, Parental Involvement, Parental Support, Positive Behaviors, Project Based Learning, Shared Services Arrangements Partnering with ESC Region 19, Trainer in Aggressive and Self-Injurious Behaviors, Autism, Communication Disorders, Evidence-Based Practices for Autism, Executive Functioning, High Functioning Autism, Social Skills for Autism, Visual Strategies, Universal Learning Programs, Visually Impaired Consulting, Web Consulting & Design, Rigor, Relevance & Relationships (3 R's), Energy Bus for faculty, staff and paraprofessionals as well as k-12 students, Career Technology Education (contextualized instruction, problem-based learning, project based learning), Personality Codes (RIASEC) Holland's Codes for Career Discovery (internet required), Career Pathways/Career Clusters (O*Net/Dept of Labor), Adult Education, (ESL, GED, Distance Learning, Transitioning of Students), Goal Setting, Customer Service (World Class Level), Cognitive Coaching, Conflict Resolution in the workplace~~

~~**Rating-** 10 out of possible 10 points~~

~~**Pricing-**~~

~~**States Served-** All 50 States~~

Appleton Learning Corporation Spur Employment, Inc. *as of 11/29/18

Attn: Philip Kovacs or Brian Snyder Nick Wilbourn/Joy Moore

200 West Side Square, Suite 205
Huntsville, AL 35801
256-539-6363
Fx-256-539-6343

www.appletontalent.com / Sarah.fowler@appletontalent.com / Brian.snyder@appletontalent.com
info@spurjobs.com / joy@spurjobs.com

Services- Paraprofessionals, Web Technologies & Design

Rating- 7.2 out of possible 10 points

Pricing-

***as of 11/29/2018**

States Served- AL, CA, FL, GA, NV, TN, TX

Price Link to Addendum as of December 2016 for additional services - [Appleton](#)

Asentex, Inc.

Attn: Jose Luis Camarena, Jr. or Greg Romero
100 E. San Marcos Blvd., Suite 400
San Marcos, CA 92069-2988
855-468-2736
Fx-760-687-7413

www.asentex.com / Luis.c@asentex.com / Greg.r@asentex.com

Services- Electronic Form Design, Contract Management, Mobile Apps Design, HP Teleform Forms Processing, HP LiquidOffice Electronic Forms Processing, OutSystems Rapid Application Delivery Platform

Rating- 9.9 out of possible 10 points

Pricing-

States Served- All 50 States

Center for Applied Linguistics

Attn: ~~Charles Lorenzetti or Jon Himmel~~

Inge Siggelkow or Ruben Rodriguez ***as of 10/16/2018**

4646 40th Street, NW

Washington, DC 20016-1859

~~202-355-1560~~ 202-355-1527 (Inge Siggelkow) 202-355-1560 (Ruben Rodriguez) ***as of 10/16/18**

Fx-202-362-3740

www.cal.org / clorenzetti@cal.org / jhimmel@cal.org contracts@cal.org rrodriguez@cal.org ***as of 10/16/18**

Services- Bilingual/ESL/Title III Consulting-All PD Offerings, College & Career Readiness- All Adult Education Services, Differentiated Instruction – (Differentiating for needs of ELs- all PD offerings), Early Childhood Intervention (SIOP Model for Pre-K), Life Skills- Adult Education Service #4, Pre-School Education, Training & Assessments, School Climates- Leading DL Programs, Building Educational Communities of Inclusion, School Culture- Leading DL Programs, Building Educational Communities of Inclusion, Staff Development – All PD Offerings, Standards Based IEP- Adult Education Service #3, Literacy for ELs (What's Different, Spanish Literacy, Developing Academic Literacy), Dual Language Education (Two-way SIOP, Foundations of DL, Leading DL Programs), Newcomers and Students with Interrupted Formal Education (Newcomers In Your School), Integrating Language and Content instructions for Civics and the Workplace- Adult Education #3, Literacy for Adult Learners- Adult Education #4

Rating- 8.6 out of possible 10 points

Pricing-

***updated 3/28/2018**

States Served- All 50 States

Creart Inc. dba Young Rembrandts

Attn: Marcela Riano

921 Broadmoor Dr.

El Paso, TX 79902

915-234-2248

www.youngrembrandts.com/borderland-tx / Marcela.riano@youngrembrandts.com

Services- Drawing Program for Elementary Students

Rating- 8.6 out of possible 10 points

Pricing- 5-20 Students, \$65 per hour, 1 hour Drawing Class ***updated as of 11/26/2018, 2/19/21**

States Served- NM, TX

Demlan Solutions, Inc. dba Favor Consulting

Attn: Ann Adekunle
4500 Mercantile Plaza Dr. #300
Fort Worth, TX 76137
682-444-3832
Fx-817-423-7741
[www.demlansolutions.com / ann@favorconsultinginc.com](http://www.demlansolutions.com/ann@favorconsultinginc.com)

Services- Instructional Technology, Project Based Learning, Software Design and Programming, Staff Development, Technology and Curriculum Alignment, Technology Product Support, Web Technologies & Design

Rating- 9.1 out of possible 10 points

Pricing-

Pricing-part 2

States Served- All 50 States

Ekon-O-Pac, LLC

Attn: Tim West or Juan Castro
PO Box 1266
Gallatin, TN 37066
615-230-9340
Fx-615-481-4356
[www.ekonopac.com / tim@ekonopac.com / sales@ekonopac.com](http://www.ekonopac.com/tim@ekonopac.com/sales@ekonopac.com)

Services- Dietitian/Nutrition Services, Executive Functioning, Time & Motion Study in food service operation, Food prep and presentation, Safety and Sanitation in food service facilities, Staff and Management Motivation

Rating- 9.32 out of possible 10 points

Pricing-

States Served- All 50 States

Fernando Hernandez

125 Santa Paula
El Paso, TX 79927
915-539-7627
fherna@rocketmail.com

Services- Mathematics (Pre-K – 5th), Staff Development (Pre-K – 5th),

Rating- 10 out of possible 10 points

Pricing-

States Served- All 50 States

Four BT, LLC (updated as of March 30, 2017)

Attn: Mark Powell or Peter Cholakis
5430 Lyndon B Johnson FWY, Suite 1200
1707 ½ Post Oak Blvd., Ste. 536
Dallas, TX 75240
Houston, TX 77056
972-663-9476
903-326-9965
www.4BT.US / info@4BT.US / pcholakis@4BT.US

Services- Staff Development, Job Order Contracting Program Set Up & Support, Job Program Audit, JOC Facility Solutions that include JOC Estimating Services, Independent Government Estimating (IGE), 3rd Party Independent Estimating Auditing Services, Budget Collaboration Reviews, and Training for JOC and JOC Estimating Software for contract compliance and transparency.

Rating- 9.5 out of possible 10 points

Pricing- Based upon an hourly rate of \$115/hour, with a minimum of \$1000 per project. **Price Link** *updated 3/12/19

States Served- All 50 States

~~**Frontline Technologies Group, LLC dba Frontline Education** *updated as of 03/09/2020~~

~~Removed 10/6/2020~~

~~Attn: Tom Hippensteel Annette Logsdon Rodriguez (as of June 2017) Seth Gurss (*updated 4/19/2018)
Frank Tait *updated 10/2/18 Betty Marmolejo
1400 Atwater Drive
Malvern, PA 19355
915-605-6491 512-349-9979 610-659-3611 (484) 328-4067
Cell: 512-773-5030
Fx 888-492-0337~~

~~www.frontlinek12.com / thippensteel@frontlineed.com / ARodriguez@frontlineed.com sgurss@frontlineed.com
ftait@FrontLineEd.com bmarmolejo@frontlineed.com~~

~~**Services-** Staff Development, Professional Development Management Software, Online Employee Evaluation Software (T-TESS/T-PESS), Online Professional Development Content, Courses and Videos, Evaluator Calibration & Collaboration Software. Frontline Education is the developer of Professional Growth Solutions such as MyLearningPlan Professional Development Management System (PDMS), MLPOASYS for T-TESS / T-PESS, MLPElevate, ETC Safety & Compliant Online Content and Professional Development Online content and Human Capital Management Solutions such as Aesop, Applitrack, Veritime, Employee Center and Applitrack FIT. Visit our website: www.frontlinek12.com.~~

~~**Rating** -8.85 out of possible 10 points~~

~~**Pricing** - Questions, price quote, product demo, product information or anything please contact Tom Hippensteel at thippensteel@frontlineed.com or phone/text 916-605-6491. *updated 11/26/18~~

~~**States Served** - TX All States *updated- 10/4/18~~

Getting Smart, LLC

Attn: Karen Vander Ark or Tom Vander Ark

1600B SW Dash Point Rd #311

Federal Way, WA

98023 253-944-1592

Fx-253-944-1593

www.gettingsmart.com / Allison@gettingsmart.com / Karen@gettingsmart.com

Services- College & Career Readiness, General Curriculum, Instructional Technology, Media Services, Project Based Learning, School Accountability & Improvement, School Culture, Social Skill Development, Staff Development, Technology and Curriculum Alignment, Virtual Learning Programs

Rating- 10 out of possible 10 points

Pricing-

States Served- All 50 States

Gilma Inez Smorado

6125 Los Fuentes

El Paso, TX

79912 915-256-

0426

Gilmams26@aol.com

Services- Mathematics (K-5), Staff Development (Elementary K-5)

Rating- 10 out of possible 10 points

Pricing-

States Served- All 50 States

Hawkins Development Group, LLC (HUB)

Attn: Larry Hawkins II

10921 Roderick Lawson Lane

Austin, TX 78754

512-650-1180

<http://hawkdg.com> / info@hawkdg.com / larry@hawkdg.com

Services- Staff Development

Rating- 9.25 out of possible 10 points

Pricing-

States Served- TX

Kagan Professional Development

Attn: Mike Heck and Lori Allnutt

~~P.O. Box 72008~~

981 Calle Amanecer *as of 6/24/2019

San Clemente, CA

92673 949-545-6333

Fx-949-369-6599

www.kaganonline.com / jana@kaganonline.com * as of 2/14/2018

lori@kaganonline.com

Services- Brain Based Learning, Brain Research, Bully Prevention, Classroom Management, Differentiated Instruction, Mathematics, Mathematics K12, Positive Behaviors, Project Based Learning, School Culture, Social Skill Development, Staff Development, Cooperative Learning Structures, Administrative Training, Dynamic Trainer, Content Area Specific Training *NOTE: Vendor did take exceptions to the contract. Contact Vendor or ESC Region 19 for list of exceptions*

Rating- 7.5 out of possible 10 points

Pricing-

*Updated on 6/19/2018

States Served- All 50 States

Link (HUB)

Attn: Monica Corchado or Linda Corchado

160 W Castellano, Box 6004

El Paso, TX

79912 915-525-

3298

www.linkadvising.com / monica@linkadvising.com

Services- Brain Based Learning, Brain Research, Classroom Management, College Management, College & Career Readiness, Conscious Discipline Consulting, Crisis Intervention, Executive Functioning, General Curriculum, Graphic Design, Instructional Technology, Life Skills, Mental Health Counseling & Consulting Training, Parental Involvement, Parental Support, Positive Behavioral Intervention and Support (PBIS), Positive Behaviors, Progress Monitoring and Grading, Project Based Learning, School Accountability & Improvement, School Climate, School Culture, Social Skill Development, Staff Development, Technology and Curriculum Alignment, Trainer-Executive Functioning, Virtual Learning Programs

Rating- 10 out of possible 10 points

Pricing-

States Served- All 50 States

Marshall Cavendish Education

Attn: Paul Palumbo

99 White Plains

Roads Tarrytown,

NY 10591

914-332-8888 Ext.

310 Fx-914-332-

1082

www.mceducation.us / ppalumbo@marshallcavendish.com

Services- Mathematics, Staff Development (Math)

Rating- 8.9 out of possible 10 points

Pricing-

States Served- All 50 States

Mithoff Burton Partners *(as of 08/17/2017)

Attn: Bill Burton or Steffen Poessiger

123 W. Mills

El Paso, TX

79901-915-544-

9400

Fx-915-544-9426

www.mithoffburton.com / bburton@mithoffburton.com / spoessiger@mithoffburton.com

Services—Media Services, Web Technologies & Design

Rating—10 out of possible 10 points

Prices—

States Served—All 50 States

N & C Consulting

Attn: Carol Cooper

7509 Oakhurst Trail

Garland, TX 75044

214-202-5903

cacooper@tx.rr.com

Services- Consulting-Public Procurement & Contract Management, Staff Development- Public Procurement & Contract Management, Supplier Development- Procurement, Administrative/Governing Board Training-Procurement, Process Improvement-Public Procurement & Management Contracts, Process Review- Public Procurement & Contract Management, All Aspects Public Procurement Compliance, Review of Solicitation & Evaluation Criteria, Assist in Establishing a Purchasing Department *NOTE: Vendor did take exceptions to the contract. Contact Vendor or ESC Region 19 for list of exceptions*

Rating- 9.5 out of possible 10 points

Prices- *updated 7/14/21

States Served- TX

Next Tier Education, Inc.

Attn: Justin Shiffman

30 North Michigan Avenue, Suite 2100

Chicago, IL 60602

312-690-9996

Fx-312-275-7660

www.nexttier.com / justin@nexttier.com

Services- College & Career Readiness, Scholarships for Higher Education, Financial Aid for Higher Education

Rating- 9.05 out of possible 10 points

Pricing—

*****Pricing Structure Modified and Additional Services Added as of March 31, 2017*****

States Served- All 50 States

Positive Directions Co.

Attn: Aliana Apodaca
814 Wyoming Ave
El Paso, TX
79902 915-838-
1000
Fx-915-533-0828
alianaapo@gmail.com

Services- Executive Functioning, Paraprofessionals, Staff Development

Rating- 9.35 out of possible 10 points

Pricing- *updated as of 06/03/2020

States Served- All 50 States

Shmoop University, Inc.

Attn: Ellen F. Siminoff or Tim
Kimbrell PO Box 0935
Los Altos, CA
94023 650-488-
7778
Fx-650-644-3384
www.schools.shmoop.com / ellen@shmoop.com / tim@shmoop.com

Services- Advanced Academics, Alternative Education, Bully Prevention Course, College & Career Readiness, Differentiated Instruction, Distance Learning Support, English Language Arts, Reading (ELAR) & Dyslexia, Instructional Technology, Life Skills, Mathematics, Mathematics K12, No Child Left Behind (NCLB), Positive Behavioral Intervention and Support (PBIS), Positive Behaviors, Project Based Learning, Response to Intervention (RTI), Technology and Curriculum Alignment *NOTE: Vendor did take exceptions to the contract. Contact Vendor or ESC Region 19 for list of exceptions*

Ratings- 8.71 out of possible 10 points

Pricing-

States Served- All 50 States

Southwest Training Systems, Inc.

Attn: Bart Christian
5111 West Tangerine Road
Marana, AZ 85658
520-744-1092
Toll Free 1-888-838-
1550 Fx-520-744-
4733
www.swtrainingsystems.com / bart@swtrainingsystems.com

Services- Child Nutrition, Dietitian/Nutrition Services, Food Service Nutritional Consulting, Safety Training, Staff Development- Customer Service & Communication Skills, Sanitation And Food Safety Education, Food Code and HACCP Compliance Consulting, Cleaning Material Use and Inventory Management, Onsite Compliance Inspection and Immediate Staff Corrective Action Education

Rating- 10 out of possible 10 points

Pricing-

*updated ~~02/28/2018~~, 2/26/2021

States Served- AZ, NM, TX All 50 States

The Job Order Contract Group, LLC (Updated as of March 30, 2017) *removed as of 11/7/19

Attn: Mark Powell

11288 West Road

1707 ½ Post Oak Blvd., Ste. 535

Houston, TX 77065-77056

832-707-0717

www.thejocgroup.com / joc@thejocgroup.com

Services—Staff Development, Job Order Contracting Program Set-up & Support, Job Program Audit

Ratings—9.5 out of possible 10-

points

Pricing—

States Served—All 50 States

Traci Skrovan Consulting LLC *updated as of 02/10/2020

6400 Magenta Lane

Austin, TX 78739

512-680-1129

traciskrovan@sbcglobal.net traciskrovan@gmail.com

Services- Balanced Literacy, English Language Arts, Reading (ELAR) & Dyslexia, General Curriculum, Collaborative Inquiry with Data Terms, Literacy and Leadership, Instructional Coaching

Rating- 10 out of possible 10 points

Pricing—

States Served- TX

Vital Smarts LC

Attn: Rich Rusick or John Hancey

282 River Bend Lane

Provo, UT 84604

801-765-9600

801-765-0272

www.vitalsmarts.com / rrusick@vitalsmarts.com / jhancey@vitalsmarts.com

Services- Training Offerings- Including Crucial Conversations, Crucial Accountability, Influencer, and Change Anything

Rating- 8.34 out of possible 10 points

Pricing—

States Served- All 50 States

Why Try, LLC

Attn: Bruce Bushnell
54551 North River Run Dr.
Provo, UT 84604
866-949-8791
Fx-801-437-3222

www.whytry.org / Sales@whytry.org / bruce@whytry.org

Services- Alternative Education, Bully Intervention, Bully Prevention, Classroom Management, College & Career Readiness, Crisis Intervention, Drug Prevention, General Curriculum, Inclusion, Life Skills, Mental Health Counseling & Consulting Training, Positive Behavioral Intervention and Support (PBIS), Response to Intervention (RTI), School Accountability & Improvement, School Climate, School Culture, Staff Development, Staff Development

Rating- 9.45 out of possible 10 points

Pricing-

States Served- All 50 States

Approved by: _____

(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____

(August 9, 2016)
(May 23, 2019)
(April 22, 2020)