

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

RFP TITLE: Student and Finance Systems - ESC Region 19 Allied States Cooperative
RFP NUMBER: 17-7247
RFP OPENING DATE: June 20, 2017
CONTRACT TERM: Date of award until July 31, 2021 with the option to extend in one year increments annually for an additional three (3) years if agreed to by ASC and Vendor
(Extended by Region 19 until July 31, 2022)
(Extended by Region 19 until July 31, 2023)
(Extended by Region 19 until July 31, 2024)

FUNDING SOURCE: Various
RFP's ISSUED: 56
RESPONSES: 4
ADVERTISEMENT DATES: El Paso Times: May 10, 2017 & May 17, 2017
Washington Post: May 10, 2017 & May 17, 2017
BOARD MEETING DATE: July 20, 2017

RECOMMENDED FOR AWARD **Focus School Software**
~~**Prologic Technology Systems**~~
Frontline Technologies Group, LLC dba Frontline Education *(as of 8/9/18)
Skyward, Inc.

TOTAL (estimated) **\$16,000,000.00 / year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Allied States Cooperative members and its various programs to establish a contract with vendor(s) for student and Finance Systems for those procurements that must comply with the new Federal EDGAR requirements when federal funds are being utilized. The evaluation committee utilized a point system with weight factors of 30% feature/functions, 30% references, 20% support service, ease of use/implementation, ability to interface/integrate and ability to expand system, 20% pricing. Tyler Technologies, Inc. was not awarded a contract as they took exceptions to our Administrative Fee and reference responses did meet requirements. The awarded vendor's price list and link can be accessed on this award summary under the price list link.

SPECIFICATIONS PROVIDED BY: Royce Cleveland - ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland - ESC Region 19
Rebecca Hernandez – ESC Region 19
Debra Oropeza - ESC Region 19

SPECIAL CONDITIONS:

1. Vendor must provide a list of current available modules as well as modules under development. Modules under development must be noted as not currently available and have an expected launch date listed.
2. Vendor must offer at a minimum the following modules: Student Management, Educator Gradebook, Graduation Requirement, Food Service, Fee Tracking, PEIMS, Family Access & Interface, Student Professional Development, New Student Enrollment, Response to Intervention, Crystal Business Intelligence Maintenance & Reporting, Secure Cloud Services, Ports & Connectivity, ERP and Total District Reporting.
3. Vendor should provide a comprehensive price matrix that details products and services offered allowing users to easily access accurate pricing.
4. This bid will have a discount from manufactures suggested retail pricing which in some instances changes routinely due to current market conditions and cost of goods sold. The discount will apply from the current MSRP.
5. Any vendor wishing to be considered for award of a particular company must either keep all accounts current with the latest hard copy of the manufacturers pricing or maintain a web site with PDF files of the current pricing. Failure to maintain current price lists throughout the contract period will be grounds for immediate termination of the contract.
6. Awarded vendors must provide onsite service and installation when the Region 19 Purchasing Cooperative members states services are required in house.

Contact Information:

Focus School Software

Steven Harnois / Jason Warner

475 Central Ave., Suite 400

St. Petersburg, Florida 33701

P: 727-388-7004

F: 727-213-6999

steven@focusschoolsoftware.com / jasonw@focusschoolsoftware.com

www.focusschoolsoftware.com

States Covered: California, Florida, New Jersey, Texas

Services Provided: Student and Finance Systems, Implementation Services, and Annual Maintenance and Support Services

[Price Link](#)

Contact Information:

~~Prologic Technology Systems, Inc.~~

Frontline Technologies Group, LLC dba Frontline Education ~~*(as of 8/9/18)~~ *updated 03/09/2020

~~Scott Crouch (Frontline) *updated 10/1/18~~

~~Jeff Pepper~~

~~10801 1 North Mopac Expressway, Ste. 120~~

~~Austin, Texas 78759~~

~~P: 512-328-9496~~

~~F: 512-342-1705~~

~~jeffpepper@ptsteams.com / cwilliams@ptsteams.com~~

~~<http://teams.solutions>~~

~~Frank Tait Betty Marmolejo Kathy Warnock Alex McKinnis~~

~~1400 Atwater Dr.~~

~~Malvern, PA 19355~~

~~P: 610-722-9745 (484) 328-4067 (484) 328-4021 866-504-8222~~

~~billing@frontlineed.com ftait@FrontlineEd.com bmarmolejo@frontlineed.com kwarnock@frontlineed.com~~

~~frontlinerfp@frontlineed.com~~

States Covered: All States

Services Provided: ~~Finance, Human Resource and student Software Solutions~~ Solutions for financial management, proactive recruiting and hiring, absence and time, professional growth, student information systems, special education, school health management, payroll, medicaid and benefits.

Contact ASC for Pricing *updated 3/26/18, 1/17/19, 6/30/2020, 10/5/2020, 2/15/2021, 3/1/2021, 3/26/21, 6/2/23, 7/17/23, 1/19/24, 6/3/24

Skyward, Inc.

Dave Ilkka

2601 Skyward Drive

Stevens Point, Wisconsin 54482

P: 800-236-7274

F: 715-341-1370

www.skyward.com

davei@skyward.com

States Covered: Florida, New Mexico, Texas, Colorado (*4/10/23), Idaho (*8/25/23), Missouri (*11/9/23), Wisconsin (6/17/24)

Services Provided: Student Information, Budgeting, Payroll and Reporting Solutions

[Price Link](#)

Approved by: _____

Dr. Armando Aguirre

Dr. Armando Aguirre

Dr. Armando Aguirre

Dr. Armando Aguirre

Date: _____

July 27, 2017

March 25, 2021

April 26, 2022

May 1, 2023