

**EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE  
RFP AWARD SUMMARY**

**RFP TITLE:** Leasing Services for IT Equipment & Related Solutions –  
ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 20-7362

**RFP OPENING DATE:** January 21, 2020

**CONTRACT TERM:** April 1, 2020 until March 31, 2021 with 4 annual extension  
options.  
**(Extended by Region 19 until March 31, 2022)**  
**(Extended by Region 19 until March 31, 2023)**  
**(Extended by Region 19 until March 31, 2024)**  
**(Extended by Region 19 until March 31, 2025)**

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 495

**RESPONSES:** 2

**ADVERTISEMENT DATES:** El Paso Times – December 9, 2019 & December 16, 2019

**RECOMMENDED FOR AWARD:** Insight Investments, LLC  
SHI Government Solutions

**TOTAL (estimated)** **\$200,000.00/year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for Leasing Services for IT Equipment & Related Solutions for those procurements that must comply with the new federal EDGAR requirement when federal funds are being utilized. Evaluation and award recommendation were based on 30% Pricing, 30% Reputation, 20% Quality of Goods/Services and 20% Meets the Needs. The awarded vendors' pricing and information can be found below.

**SPECIFICATIONS, PREPARATION AND  
EVALUATION PROVIDED BY:**

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Debbie Oropeza - ESC Region 19

**Special Conditions/Company Qualifications**

1. Vendor must be able to provide an Online portal and/or a customized website for all ASC members to be able to know where they are during the leasing agreements and to provide details of services offered.
2. Conduct meetings and presentations as required during the contract term.
3. Vendor must be able to provide a toll-free telephone line for customer service and billing, as well as bi-lingual service representatives(s) available during normal working hours. Vendor must also provide a dedicated Call Center during open enrollments.
4. Vendor must act as the District or ASC Member liaison for issues involving any leasing contracts.
5. While this contract has the capacity to be utilized for up to five (5) years, it is understood that at the discretion

of an ASC member, a lease agreement in year 5 of the contract would be carried over past the expiration period for multiple years to fulfill the term of the lease agreed upon mutually by the ASC member and awarded contractor.

**Contact Information:**

**Insight Investments, LLC** \*updated as of 09/14/2020

Kyle Singer

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The Woodlands, Texas 77380

P: (281) 210-1221

Email: [ksinger@insightinvestments.com](mailto:ksinger@insightinvestments.com)

Website: [HTTP://www.ifsleasing.com/education](http://www.ifsleasing.com/education)

**States Served:** All States

**Services Provided:** Technology leasing solutions for hardware, software & associated services + Online Asset Management to track leases & Assets

Price Amendment

<u>Manufacturer</u>	<u>Equipment Descriptions</u>	<u>Monthly Lease Rates</u>		
		36mo	48mo	60mo
All OEM's	Video Conference, Audio Visual, Projectors Equipment	0.02085	0.02288	0.01946

**SHI Government Solutions**

Paul Thomas

1301 South MoPac Expressway, Suite 375

Austin, Texas 78746

P: (800) 870-6079

Email: [Paul.Thomas@shi.com](mailto:Paul.Thomas@shi.com)

Website: [HTTP://www.shi.com](http://www.shi.com)

**States Served:** All States

**Services Provided:** Custom IT solutions for every aspect of your environment from software and hardware procurement to deployment planning, configuration, data center optimization, mobility services, Cloud & Innovative Solutions (CIS) and IT asset management

**Approved By:** \_\_\_\_\_

**Dr. Armando Aguirre**  
**Dr. Armando Aguirre**  
**Dr. Armando Aguirre**  
**Dr. Armando Aguirre**  
**Dr. Armando Aguirre**

**Date:** \_\_\_\_\_

**February 19, 2020**  
**December 11, 2020**  
**December 15, 2021**  
**December 12, 2022**  
**December 19, 2023**