

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

**RFP TITLE:** Audio, Video, Security and Low Voltage Equipment, Supplies and Installation - ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 17-7269  
**RFP OPENING DATE:** September 7, 2017  
**CONTRACT TERM:** Date of award until September 30, 2018 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 ASC until September 30, 2019)**  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 1295  
**RESPONSES:** 13  
**ADVERTISEMENT DATES:** El Paso Times: August 11, 2017 & August 18, 2017  
Washington Post: August 11, 2017 & August 18, 2017  
**BOARD MEETING DATE:** October 19, 2017

**RECOMMENDED FOR AWARD** **Abacus Computers, Inc. (HUB)**  
**Access Communications Group, LLC**  
**Advanced Security Contractors, Inc. (HUB)**  
**APIC Solutions, Inc.**  
**DS Integrators LLC**  
**DW Collins dba AVX**  
**Electripro, Inc. dba Integrated Technology & Design (HUB)**  
**EP Techworks LLC**  
**GarCom, Inc. (HUB)**  
**Intraworks, Inc.**  
**MJALP Inc. dba Systems Integrations**  
**Team 1<sup>st</sup> Technologies**  
**Troxell Communications, Inc.**

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

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative to establish a contract with vendor(s) for audio, video, security and low voltage equipment, supplies and installation 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 50% pricing, 30% selection of goods and services, 20% references. The awarded vendors' price lists and links 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. This RFP is for Audio, Video, Security and Low Voltage Equipment, Supplies and Installation by ESC Region 19 and ESC Region 19 ASC Coop members in El Paso and the surrounding area who are members of the ESC Region 19 Allied States Cooperative.
2. Each designated category will be awarded on an "item by item" basis; however the ESC reserves the option to award in categories when it has been determined to be in the best interest of ESC-Region 19 ASC clients.
3. Vendors need not respond to all categories to be considered for award.
4. Proposals received without proof of workers compensation, general liability, and professional legal liability will not be considered for award.
5. Local suppliers for JIT (just in time) pickup and delivery are encouraged to respond to this contact.
6. No submittals will be considered or evaluated for possible award unless wholesale price lists are submitted from either the company, manufacturer, or wholesale supplier.
7. Vendors responding to this proposal must agree to service any new ESC Region 19 Purchasing Cooperative members that join during the contract period, as long as the member is in good financial standing with the awarded vendor.
8. Vendor agrees to furnish copies of all invoices for materials to the client when invoices are submitted for jobs completed.
9. All tools, ladders, extensions, scissor lifts, and trade supply materials will be at vendors cost and will be included with invoices submitted for payment.
10. Any required permits will be the responsibility of the vendor and may invoice the client as a pass through cost only. Required licenses or permits should be provided, if known, at the time proposals are submitted.
11. Clients reserve the option to purchase their own materials to insure the quality of their choice.
12. Vendor agrees to have full crew working to expedite work and be willing to work after hours and on weekends to eliminate interruptions.
13. Any and all cleanup and removal from work site will be the responsibility of the awarded contractor.
14. All work performed under this contract will come with a one year warranty as to workmanship and functionality.
15. Awarded vendors will show the ability to procure, install, configure and certify elements of any associated Scope of Work, to include owner acceptance as well as adherence and continuance of all manufacturers' warranty.
16. Bids to include equipment and installation by manufacturer / factory certified installer, end user training and items which contain electrical power distribution (i.e. UPS Back Up, Power Conditioners and Power Supplies) to include installation by a licensed electrician.
17. Awarded vendors will be responsible for TurnKey purchase, installation & operation for orders received.
18. Vendor must provide hourly rate for installations and must be able to provide bonding when required. Letters showing bonding limits from surety company should be provided.
19. Vendors wishing to submit other services not referenced in this proposal, should qualify their proposals and include additional classifications as a value added service.

**Contact Information:**

**Abacus Computers, Inc. (HUB)**

Edward Garcia  
6 Desta Drive, Suite 1350  
Midland, Texas 79705  
P: 432-687-5424  
F: 532-682-7741  
[egarcia@abacustx.com](mailto:egarcia@abacustx.com)  
[www.abacustx.com](http://www.abacustx.com)

**States Covered:** Texas

**Services Provided:** Audio, Video, Network

**Price Link**

**Access Communications Group, LLC**

Ana Espinoza  
~~3919 Montana Ave.~~ 2017 Texas Ave.  
El Paso, Texas ~~79903~~ 79901  
P: 915-845-0007  
F: 915-565-1717  
[access@acglp.com](mailto:access@acglp.com)  
[www.acglp.com](http://www.acglp.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Audio, Video, Security, CCTV, Network, Communication Systems, Accessories, AV Furniture

**Price Link** \*updated 4/5/18 \*Furniture items listed are only allowed with an install and cannot be purchased separately.

**Advanced Security Contractors, Inc. (HUB)**

Thomas R. Silva  
135 Rio West Drive  
El Paso, Texas 79932  
P: 915-845-0272  
F: 915-845-0280  
[Thomas@ascsecure.com](mailto:Thomas@ascsecure.com)  
[www.ascsecure.com](http://www.ascsecure.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Audio, Video, Security, CCTV, Network, Access Control, Accessories, AV Furniture

**Price Link**

## **APIC Solutions, Inc.**

Andrew DeMattos  
5550 Midway Park Place NE  
Albuquerque, New Mexico 87109  
P: 505-345-1381  
F: 505-345-1365  
[andrew@apicnm.com](mailto:andrew@apicnm.com)  
[www.apicnm.com](http://www.apicnm.com)

**States Covered:** Arizona, Colorado, New Mexico and Texas

**Services Provided:** Audio, Video, Security, CCTV, Network, Communication Systems, Access Control, Accessories, AV Furniture

### **[Price Links](#)**

## **DS Integrators LLC**

Rebecca Sullivan  
840B Kastrin Street  
El Paso, Texas 79907  
P: 915-629-0463  
[rsullivan@dsielpaso.com](mailto:rsullivan@dsielpaso.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Audio, Video, Security, CCTV, Network, Communication Systems, Access Control, AV Furniture

### **[Price Link](#)**

## **D.W. Collins, Inc. dba AVX**

Paul Geesaman  
6600 Montana Suite Q  
El Paso, Texas 79925  
P: 915-778-9111  
F: 915-771-7411  
[paul@avxwholesale.com](mailto:paul@avxwholesale.com)  
[www.avxwholesale.com](http://www.avxwholesale.com)

**States Covered:** All States

**Services Provided:** Audio, Video, Security, CCTV, Network, Communication Systems, Access Control, Accessories, AV Furniture

### **[Price Link](#)**

### **[Price list Added 6/5/2018](#)**

#### **\*Price/Product Update 2/9/18\***

Manufacturer: Atlas	Part #: SNADAH66-8T-BSG	Description: Stadium Speaker	MSRP:\$947.99	Member Price: \$745.12
Manufacturer: Seco-larm	Part #: SNSL-1301-SAQ/B	Description: LED Strobe Light	MSRP:\$89.99	Member Price: \$37.70

**Electripro, Inc. dba Integrated Technologies and Design (HUB)**

Robert A. Martinez / John N. Weaver/ Laura Real Y Vasquez \*updated 3/8/2018 ~~\*updated 10/23/2017~~

230 Chelsea Street

El Paso, Texas 79905

P: 915-532-8687

F: 915-703-2220

[Robert@itdtexas.com](mailto:Robert@itdtexas.com) / [John@itdtexas.com](mailto:John@itdtexas.com) / [sales@itdtexas.com](mailto:sales@itdtexas.com)

[www.itdtexas.com](http://www.itdtexas.com) [laura@itdtexas.com](mailto:laura@itdtexas.com) \*updated 3/8/2018

**States Covered:** All States

**Services Provided:** Audio, Security, CCTV, Network, Communication Systems, Access Control, Accessories, AV Furniture

[Price Link](#) \*updated 3/23/2018

**EP Techworks, LLC**

Debbie Brahs

11560 Pellicano

El Paso, Texas 79936

P: 915-929-8090

F: 1-866-727-0796

[dbrahs@ep-techworks.com](mailto:dbrahs@ep-techworks.com)

[www.ep-techworks.com](http://www.ep-techworks.com)

**States Covered:** Texas

**Services Provided:** Access Control

[Price Link](#)

**GarCom, Inc. (HUB)**

Jesus A. Garcia

1008 Diesel Drive

El Paso, Texas 79907

P: 915-859-2424

F: 915-775-0222

[jesse@garcominc.com](mailto:jesse@garcominc.com)

[www.garcominc.com](http://www.garcominc.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Network

[Price Link](#)

**Intraworks, Inc.**

Jon Lewis  
7618 Boeing Drive Suite C  
El Paso, Texas 79925  
P: 915-772-4307  
F: 915-975-8281  
[jlewis@intraworksusa.com](mailto:jlewis@intraworksusa.com)  
[www.intraworksusa.com](http://www.intraworksusa.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Audio, Security, CCTV, Network, Communication Systems, Access Control, Accessories

**Price Link** \*updated 6/13/18

**MJAMLP Inc., dba System Integrations**

Michael A. LaPorte  
6200 Impala Avenue  
El Paso, Texas 79924  
P: 915-539-6499  
[mlaporte@systemintegrationsep.com](mailto:mlaporte@systemintegrationsep.com)  
[www.systemintegrationsep.com](http://www.systemintegrationsep.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Audio, Video, Security, CCTV, Network, Access Control, Accessories

**Price Link**

**Team 1<sup>st</sup> Technologies LLC**

David Dworsky  
4500 Anaheim Street NE, Building B, Suite 1  
Albuquerque, New Mexico 87113  
P: 505-977-5818  
F: 505-212-0313  
[daved@team1sttech.com](mailto:daved@team1sttech.com)  
[www.team1sttech.com](http://www.team1sttech.com)

**States Covered:** New Mexico and Texas

**Services Provided:** Audio, Video, CCTV, Communication Systems, Accessories, AV Furniture

**Link** \*updated 5/22/18 \*updated 6/12/18

**Troxell Communications, Inc.**

Desiree Flanagan  
11024 Montgomery Blvd NE, #298  
Albuquerque, New Mexico 87113  
P: 505-266-0608  
F: 505-266-5492  
[desiree.flanagan@trox.com](mailto:desiree.flanagan@trox.com)  
[www.trox.com/products.htm](http://www.trox.com/products.htm)

**States Covered:** All States

**Services Provided:** Audio, Video, CCTV, Accessories, AV Furniture

[Price Link](#)

**Approved by:** \_\_\_\_\_  
Armando Aguirre – Executive Director  
(Sonia Eubank – Associate Executive Director)

**Date:** \_\_\_\_\_  
September 25, 2017  
(July 9, 2018)