

SUPPORTING AGENDA DATA
BOARD OF DIRECTORS, EDUCATION SERVICE CENTER, REGION 20

June 25, 2025

AGENDA ITEM #12: PROPOSALS

1. PROPOSAL FOR OUTCOMES BASED CONTRACTING – COHORT

The Deputy Director of Teaching and Learning Services requested that proposal #2500068 be solicited for the purchase of Outcomes Based Contracting - Cohort. Three proposals were mailed. One responsive proposal was received. A tabulation of the proposal is attached to this agenda item. The proposal for Outcomes Based Contracting - Cohort, proposal #2500068 is awarded to the responsive bidder: **Southern Education Foundation** for an estimated amount of \$175,000. This proposal is for services being funded by a TEA grant.

	Points	Southern Education Foundation
Executive Summary	5	4
Reference List	5	5
Resumes	5	4
Understanding of OBC	15	14
Cohort Management Experience	15	15
Cohort Model Experience	10	8
Practice Facilitation Experience	10	10
Coaching & Site Support Experience	5	5
Data Review Experience	5	4
Resource Management Experience	5	4
Case Study Creation Experience	5	4
Monitoring & Evaluation	10	10
Pricing Structure	25	25
Total Points	120	112

2. PROPOSAL FOR JANITORIAL SERVICES

The Chief Operating Officer of Business and Operation Services requested that proposal #25003 be solicited for the purchase of janitorial services. Nine proposals were mailed. Thirteen responsive proposals were received. A tabulation of the proposals is attached to this agenda item. The proposal for Janitorial Services #25003 is awarded to: **4M Building Services** for an estimated annual amount of \$250,236.00.

	4M Building Services	ABM Industry Group	Ambassador Services	Davis Moving and Cleaning	De La Paz	Del Sol Solutions	Jan Pro	No Problem Cleaning	RNA Facility Management	Ruby Janitorial	Service Master Clean	Star Building Services	United Services Association	
Current number of employees	6,500	100,000	932	15	270	190	120	7	1000	15	6	150	460	
Ratio of employees to supervisors	15 to 1	varies	10 to 1	4 to 1	10 to 1	10 to 1	6 to 1	7 to 2	20 to 1	5 to 1	5 to 1	30	10 to 1	
Employees to sq. ft. worked	4,005 sq ft per hr	3,000.00	3,484.00	10,000 to 12,000	5,300 sq ft/per hour	4,000.00	3500 per hr	30,000 sq ft	4,250.00	3,000	4900	5000	3,700	
Minimum hours to clean Region 20	39 hours	50	42	4.5	24	48	38	8 to 10 hrs	46 hours	5	36	30	41	
Minimum number of employees	8	10	9	2 w/ supervisor	4	10	6	5	4 FTE & 4 PT	8 to 10	4.5	6	12	
Monthly cost 9/1/2025 to 8/31/2026	\$ 20,853.00	\$ 30,948.00	\$ 21,857.47	\$ 7,813.43	\$ 13,129.00	\$ 23,250.00	\$ 26,142.00	\$ 55,000.00	\$ 23,490.60	\$ 20,500.00	\$ 19,620.60	\$ 22,540.00	\$ 20,797.68	
Monthly cost 9/1/2026 to 8/31/2027	\$ 21,165.00	\$ 31,876.00	\$ 22,513.20	\$ 7,813.43	\$ 13,589.00	\$ 23,950.00	\$ 26,926.00	\$ 56,320.00	\$ 24,195.31	\$ 21,000.00	\$ 20,209.22	\$ 23,667.00	\$ 21,120.15	
Monthly cost 9/1/2027 to 8/31/2028	\$ 21,482.29	\$ 32,832.00	\$ 23,188.59	\$ 7,969.70	\$ 14,066.00	\$ 24,665.00	\$ 27,734.00	\$ 57,671.00	\$ 24,921.17	\$ 21,500.00	\$ 20,815.50	\$ 24,850.00	\$ 21,120.15	
Annual cost 9/1/2025 to 8/31/2026	\$ 250,236.00	\$ 371,376.00	\$ 262,289.64	\$ 93,761.16	\$ 157,548.00	\$ 279,000.00	\$ 313,704.00	\$ 660,000.00	\$ 281,887.20	\$ 246,000.00	\$ 235,447.20	\$ 270,480.00	\$ 249,572.16	
Annual cost 9/1/2026 to 8/31/2027	\$ 253,980.00	\$ 382,512.00	\$ 270,158.40	\$ 93,761.16	\$ 163,068.00	\$ 287,400.00	\$ 323,112.00	\$ 675,840.00	\$ 290,343.72	\$ 252,000.00	\$ 242,510.64	\$ 284,004.00	\$ 253,441.80	
Annual cost 9/1/2027 to 8/31/2028	\$ 257,787.48	\$ 393,984.00	\$ 278,263.08	\$ 95,636.40	\$ 168,792.00	\$ 295,980.00	\$ 332,808.00	\$ 692,052.00	\$ 299,054.04	\$ 258,000.00	\$ 249,786.00	\$ 298,200.00	\$ 253,441.80	
Total Annual - 1st year	\$ 250,236.00	\$ 371,376.00	\$262,289.64	\$ 93,761.16	\$157,548.00	\$279,000.00	\$313,704.00	\$660,000.00	\$281,887.20	\$ 246,000.00	\$ 235,447.20	\$270,480.00	\$249,572.16	
VENDOR EVALUATION														
	Points													
Current number of employees	5	5	5	4	2	3	4	4	1	4	2	1	3	4
Ratio of employees to supervisors	5	5	3	5	5	5	5	5	5	4	5	5	2	5
Employees to sq. ft. worked	5	4	3	4	1	2	4	5	2	4	5	2	2	4
Minimum hours to clean Region 20	15	13	15	12	4	4	15	13	12	15	12	12	10	14
Minimum number of employees	10	8	8	8	2	4	8	6	4	6	8	4	6	8
Monthly cost 9/1/2025 to 8/31/2026	30	28	8	26	30	30	22	16	2	22	29	30	24	28
References - experience	20	19	19	16	14	15	17	18	14	18	17	16	18	11
Quality of bid response & training procedures	10	9	8	8	6	8	8	9	7	8	7	8	8	7
Total Points	100	91.0	69.0	83.0	64.0	71.0	83.0	76.0	47.0	81.0	85.0	78.0	73.0	81.0

3. PROPOSAL FOR OPERABLE PARTITION WALL

The Chief Operating Officer of Business and Operation Services requested that proposal #2500044 be solicited for the purchase of Operable Partition Wall. Three proposals were mailed. One responsive proposal was received. A tabulation of the proposal is attached to this agenda item. The proposal for Operable Partition Wall #2500044 is awarded to: **DEA Specialties** for an estimated annual amount of \$120,964.00.

	Points	DEA Specialties
Vendor Reputation	15	14
Vendor Background	15	14
Description of Service	10	9
Pricing structure	45	42
Quality of Proposal Response	15	14
Total Points	100	93

4. RENEWAL PROPOSAL FOR SPEECH AND RELATED SERVICES

The Deputy Director of Teaching and Learning Services requested that proposal #24001 be renewed for the purchase of Speech and Related Services. There is one additional renewal option available in this proposal. The proposal for Speech and Related Services #24001 is renewed to responsive bidders: **Accountable Healthcare Staffing, AMN Allied, Positive Behavior, Presence Learning, SA Therapy in Motion DBA School Therapy Services, Speech Specialist of SA and The Stepping Stones Group.**

5. RENEWAL PROPOSAL FOR SPEECH AND RELATED SERVICES

The Deputy Director of Teaching and Learning Services requested that proposal #24011 be renewed for the purchase of Speech and Related Services. There is one additional renewal option available in this proposal. The proposal for Speech and Related Services #24011 is renewed to responsive bidders: **Amplio Learning Technologies; Diagnostic Assessment Services, Inc; Donald L. Mooney Enterprises, LLC dba Nurses Etc. Staffing; and TinyEYE Therapy Services**