

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

December 19, 2018

SUBJECT: PROPOSALS

Proposal for 508 Compliance

Proposal for Evaluation Capacity Assistance

Proposal for PACE Purchasing Cooperative for Audio, Video & Lighting Supplies & Equipment

Proposal for PACE Purchasing Cooperative for Printing Services Supplies & Equipment

Proposal for PACE Purchasing Cooperative for Musical Instruments Supplies & Accessories

Proposal for PACE Purchasing Cooperative for Outdoor Recreation Equipment

Renewal Proposal for Specialty Printing

Renewal Proposal for Lawn Maintenance

ACTION: It is recommended that the following resolution be adopted:

BE IT RESOLVED, That the Board of Directors approves the proposals listed on the following Page(s).

Respectfully submitted,



Jeff Goldhorn
Executive Director

PROPOSALS

PROPOSAL FOR 508 COMPLIANCE

EXPLANATION: The Deputy Director of Administrative and Instructional Services requested that proposals be solicited for 508 Compliance services, #1808. This proposal has two additional renewal options. The award period for this proposal is from January 1, 2019 through December 31, 2019. **A proposal tabulation is attached to this agenda item. The proposal #1808 is awarded to: StratComm Inc. an estimated amount of \$45,000.00.**

PROPOSAL FOR EVALUATION CAPACITY ASSISTANCE

EXPLANATION: The Deputy Director of Administrative and Instructional Services requested that proposals be solicited for Evaluation Capacity Assistance services, #1809. This proposal has one additional renewal option. The award period for this proposal is from December 19, 2018 through August 31, 2019. **The proposal #1809 is awarded to: recommended vendor(s) tabulation will be provided at Board meeting.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR AUDIO, VIDEO AND LIGHTING SUPPLIES AND EQUIPMENT

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for Audio, Video and Lighting Supplies and Equipment to benefit the PACE Purchasing Cooperative membership. Eight proposals were mailed. Three responsive proposals were received. A tabulation of the responsive proposals is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for Audio, Video and Lighting Supplies and Equipment, Proposal #P00182, is awarded to responsive bidders: Data Projections, Inc. and Troxell Communications/Summit Integration.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR PRINTING SERVICES SUPPLIES AND EQUIPMENT

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for Printing Services Supplies and Equipment to benefit the PACE Purchasing Cooperative membership. Five proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for Printing Services Supplies and Equipment, Proposal #P00183, is awarded to responsive bidders: Clear Visions.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR MUSICAL INSTRUMENTS SUPPLIES AND ACCESSORIES

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for Musical Instruments Supplies and Accessories to benefit the PACE Purchasing Cooperative membership. Five proposals were mailed. Two responsive proposals were received. A tabulation of the responsive proposal is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for Musical Instruments Supplies and Accessories, Proposal #P00181, is awarded to responsive bidders: Casico Interstate Music.**

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR OUTDOOR RECREATION EQUIPMENT

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be solicited for Outdoor Recreation Equipment to benefit the PACE Purchasing Cooperative membership. Six proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is attached to this agenda item. **The proposal for PACE Purchasing Cooperative for Outdoor Recreation Equipment, Proposal #P00184, is awarded to responsive bidders: The Playwell Group Inc.**

RENEWAL PROPOSAL FOR SPECIALTY PRINTING

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be renewed for specialty printing services, #1703. This proposal has no additional renewal options. The award period for this renewal is from January 1, 2019 through December 31, 2019. **The proposal #1703 is renewed to: Litho Press, Smith Print, Thompson Print Solutions and Thomas Reprographics for an estimated amount of \$80,000.00.**

RENEWAL PROPOSAL FOR LAWN MAINTENANCE

EXPLANATION: The Deputy Director of Business and Technology Services requested that proposals be renewed for lawn maintenance, #1702. This proposal has no additional renewal options. The award period for this renewal is from January 1, 2019 through December 31, 2019. **The proposal #1702 is renewed to: Maldonado Nursery for an estimated amount of \$25,800.00.**

PROPOSAL FOR 508 COMPLIANCE, Proposal #1808

Evaluation Criteria	Score	eSSENTIAL Accessibility	Mentor Documents	StratComm
Background/Experience in remediating digital communications	25	25	10	25
Past Relationship with state-level, districts, and/or ESC-20	10	0	0	8
Samples of remediating documents	30	0	0	30
Pricing Structure	35	15	10	30
Total Possible Points	100	40	20	93

Factors considered with pricing: We considered whether the company provided specificity with regards to alt-text and formatting. If the company needs to add alt-text or reformat a document, it could increase the cost dramatically.

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR AUDIO, VIDEO AND LIGHTING SUPPLIES AND EQUIPMENT, Proposal #P00182

Evaluation Criteria	Possible Points	Troxell Communications, Summit Integration	Altex Electronics	Data Projections, Inc.
Conformance to Term and Conditions	5	5	1	1
Pricing	38	36	26	32
Industry and Marketplace Successes	5	5	4	4
Bidders ability to deliver and service to PACE members	10	8	3	6
Bidders marketing plan	5	4	1	4
Value added attributes	5	5	2	4
Invoicing payment terms	2	2	2	2
Warranty coverage	10	10	10	10
Selection and variety of products and services offered	20	19	12	17
Total Possible Points	100	94	61	80

PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR PRINTING SERVICES SUPPLIES AND EQUIPMENT, Proposal #P00183

Evaluation Criteria	Possible Points	Clear Visions Inc.
Conformance to Term and Conditions	5	5
Pricing	38	33
Industry and Marketplace Successes	5	5
Bidders ability to deliver and service to PACE members	10	9
Bidders marketing plan	5	3
Value added attributes	5	4
Invoicing payment terms	2	2
Warranty coverage	10	10
Selection and variety of products and services offered	20	18
Total Possible Points	100	89

**PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR MUSICAL INSTRUMENTS
SUPPLIES AND ACCESSORIES, Proposal #P00181**

Evaluation Criteria	Possible Points	Cascio Interstate Music	Alamo Music Center
Conformance to Term and Conditions	5	5	1
Pricing	38	34	28
Industry and Marketplace Successes	5	5	4
Bidders ability to deliver and service to PACE members	10	8	5
Bidders marketing plan	5	4	0
Value added attributes	5	4	4
Invoicing payment terms	2	2	2
Warranty coverage	10	10	10
Selection and variety of products and services offered	20	19	15
Total Possible Points	100	91	69

**PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR OUTDOOR RECREATION
EQUIPMENT, Proposal #P00184**

Evaluation Criteria	Possible Points	Playwell Group Inc.
Conformance to Term and Conditions	5	5
Pricing	38	34
Industry and Marketplace Successes	5	5
Bidders ability to deliver and service to PACE members	10	8
Bidders marketing plan	5	4
Value added attributes	5	4
Invoicing payment terms	2	2
Warranty coverage	10	10
Selection and variety of products and services offered	20	19
Total Possible Points	100	91