

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

October 29, 2025

AGENDA ITEM #9: PROPOSALS

- Proposal for Temporary Security Staffing
- Proposal for Leadership Academy Content Development
- Proposal for PACE Purchasing Cooperative for Office Supplies, Furniture, Janitorial Supplies, Food Service Supplies and Equipment
- Proposal for PACE Purchasing Cooperative for Telecommunications Data Network Security Equipment Services & Supplies
- Proposal for PACE Purchasing Cooperative Outdoor Scoreboard Furniture Recreation Equipment
- Proposal for PACE Purchasing Cooperative for Networking Classroom Tech & Security Tech & Supplies
- Proposal for PACE Purchasing Cooperative for Energy Efficiency Solutions

### **PROPOSAL FOR TEMPORARY SECURITY STAFFING**

The Chief Operating Officer requested that proposal #25004 be solicited for the purchase of Temporary Security Staffing. Four responsive proposals were received. A tabulation of the proposals is attached to this agenda item. **The proposal for Temporary Security Staffing, proposal #25004 is awarded to: Allied Universal.**

### **PROPOSAL FOR LEADERSHIP ACADEMY CONTENT DEVELOPMENT**

The Deputy Director of Teaching and Learning Services (in coordination with the Texas Education Agency) requested that proposal #2500077 be solicited for the purchase of Leadership Academy Content Development. Five responsive proposals were received. A tabulation of the proposals is attached to this agenda item. **The proposal for Leadership Academy Content Development, proposal #2500077 is awarded to: EdBetter and Teaching Lab.**

### **PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR OFFICE SUPPLIES, FURNITURE, JANITORIAL SUPPLIES, FOOD SERVICE SUPPLIES AND EQUIPMENT**

The Chief Operating Officer requested that proposals be solicited for Office Supplies, Furniture, Janitorial Supplies, Food Service Supplies and Equipment to benefit the PACE Purchasing Cooperative membership. Two proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is attached to this agenda item. This PACE proposals term will become effective upon board award. **The proposal for PACE Purchasing Cooperative for Office Supplies, Furniture, Janitorial Supplies, Food Service Supplies and Equipment #P00402, is awarded to responsive bidders: AHI Enterprises.**

### **PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR TELECOMMUNICATIONS DATA NETWORK SECURITY EQUIPMENT SERVICES & SUPPLIES**

The Chief Operating Officer requested that proposals be solicited for Telecommunications Data Network Security Equipment Services & Supplies to benefit the PACE Purchasing Cooperative membership. Four proposals were mailed. Two responsive proposals were received. A tabulation of the responsive proposals is attached to this agenda item. This PACE proposals term will become effective January 1, 2026. **The proposal for PACE Purchasing Cooperative for Telecommunications Data Network Security Equipment Services and Supplies #P00406, is awarded to responsive bidder: Microshare and Central Technologies.**

### **PROPOSAL FOR PACE PURCHASING COOPERATIVE OUTDOOR SCOREBOARD FURNITURE RECREATION EQUIPMENT**

The Chief Operating Officer requested that proposals be solicited for Outdoor Scoreboard Furniture Recreation Equipment to benefit the PACE Purchasing Cooperative membership. Four proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is attached to this agenda item. This PACE proposals term will become effective January 1, 2026. **The proposal for PACE Purchasing Cooperative for Outdoor Scoreboard Furniture Recreation Equipment #P00410, is awarded to responsive bidders: Texas Custom Signs, LTD.**

**PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR NETWORKING CLASSROOM TECH & SECURITY TECH & SUPPLIES**

The Chief Operating Officer requested that proposals be solicited for Networking Classroom Tech & Security Tech & Supplies to benefit the PACE Purchasing Cooperative membership. Nine proposals were mailed. One responsive proposal was received. A tabulation of the responsive proposal is attached to this agenda item. This PACE proposals term will become effective January 1, 2026. **The proposal for PACE Purchasing Cooperative for Networking Classroom Tech & Security Tech & Supplies #P00416, is awarded to responsive bidders: Central Technologies.**

**PROPOSAL FOR PACE PURCHASING COOPERATIVE FOR ENERGY EFFICIENCY SOLUTIONS**

The Chief Operating Officer requested that proposals be solicited for Energy Efficiency Solutions to benefit the PACE Purchasing Cooperative membership. Seven proposals were mailed. Two responsive proposals were received. A tabulation of the responsive proposals is attached to this agenda item. This PACE proposals term will become effective January 1, 2026. **The proposal for PACE Purchasing Cooperative for Energy Efficiency Solutions #P00422, is awarded to responsive bidders: Sunsational Solutions & Veregy, LLC.**

### Temporary Security Staffing, proposal #25004

|                               |     | Allied Universal | SMR Security Services, LLC | Security Solutions of America | Vets Securing America |
|-------------------------------|-----|------------------|----------------------------|-------------------------------|-----------------------|
| Number of Available Personnel |     | 1,508            | 50 - 100                   | 1,800                         | 4.2                   |
| Hourly rate to employee       |     | \$17.50          | \$15 - \$18                | \$16.75                       | \$17.00               |
| Hourly rate to ESC-20         |     | \$25.38          | \$25.00                    | \$23.06                       | \$24.99               |
| Nights                        |     | \$ -             | \$ -                       |                               | \$ -                  |
| Weekends                      |     | \$ -             | \$ -                       |                               | \$ -                  |
| Holiday                       |     | \$38.07          | \$22 - \$27                | \$34.59                       | \$37.48               |
| Other                         |     |                  |                            |                               | \$37.48               |
| Full time Staff               |     | 300,000          | 89                         | 2,100                         | 2,212                 |
| Average Number Placed         |     | 85-100           | 3-5 per month              | Less than 5%                  | 4                     |
|                               | Pts |                  |                            |                               |                       |
| Number of Available Personnel | 10  | 10               | 9                          | 10                            | 6                     |
| Hourly rate to employee       | 25  | 20               | 20                         | 25                            | 22.5                  |
| Hourly rate by ESC-20         | 35  | 30               | 30                         | 35                            | 30                    |
| Quality of Proposal           | 10  | 9                | 9                          | 8                             | 8                     |
| References                    | 15  | 9                | 7                          | 6                             | 5                     |
| Full time Staff               | 10  | 10               | 7                          | 8                             | 8                     |
| Average Number Placed         | 10  | 10               | 6                          | 7                             | 5                     |
| Past relationship with ESC20  | 15  | 14               | 12                         | 10                            | 10                    |
| Total Points                  | 130 | 112              | 100                        | 109                           | 94.5                  |

### Leadership Academy Content Development, proposal #2500077

|                                            | Pts | BNX Business Advisors | EdBetter | Loom Consulting | Regal Education | Teaching Lab |
|--------------------------------------------|-----|-----------------------|----------|-----------------|-----------------|--------------|
| Pricing                                    | 15  | 12.3                  | 12.9     | 12.6            | 12.9            | 12.9         |
| Staffing                                   | 20  | 17                    | 18       | 17              | 19              | 19           |
| Content Area Topic Expertise & Alignment   | 40  | 24                    | 25       | 23              | 25              | 29           |
| Training & Developing Executive Leadership | 25  | 23                    | 25       | 24              | 24              | 24           |
| Ability to Design and Facilitate Discourse | 25  | 12                    | 18       | 18              | 17              | 19           |
| Case Study Curation & Building             | 25  | 14                    | 17       | 17              | 17              | 19           |
| Total Points                               | 150 | 102.3                 | 115.9    | 111.6           | 114.9           | 122.9        |

### PACE Purchasing Cooperative for Office Supplies, Furniture, Janitorial Supplies, Food Service Supplies and Equipment #P00402

|                                                        | Pts | AHI Enterprise |
|--------------------------------------------------------|-----|----------------|
| Conformance to Term and Conditions                     | 5   | 4              |
| Pricing                                                | 38  | 36             |
| Industry and Marketplace Successes                     | 5   | 5              |
| Bidders ability to deliver and service to PACE members | 10  | 10             |
| Bidders marketing plan                                 | 5   | 4              |
| Value added attributes                                 | 5   | 5              |
| Invoicing payment terms                                | 2   | 2              |
| Warranty coverage                                      | 15  | 15             |
| Selection amd variety of products and services offered | 15  | 10             |
| Total Points                                           | 100 | 91             |

**PACE Purchasing Cooperative for Telecommunications Data Network Security Equipment Services and Supplies #P00406**

|                                                        | <b>Pts</b> | <b>Central Technologies, Inc</b> | <b>Microshare</b> |
|--------------------------------------------------------|------------|----------------------------------|-------------------|
| Conformance to Term and Conditions                     | 5          | 4                                | 5                 |
| Pricing                                                | 38         | 38                               | 37                |
| Industry and Marketplace Successes                     | 5          | 5                                | 5                 |
| Bidders ability to deliver and service to PACE members | 10         | 10                               | 9                 |
| Bidders marketing plan                                 | 5          | 4                                | 4                 |
| Value added attributes                                 | 5          | 5                                | 5                 |
| Invoicing payment terms                                | 2          | 2                                | 2                 |
| Warranty coverage                                      | 15         | 15                               | 15                |
| Selection amd variety of products and services offered | 15         | 15                               | 15                |
|                                                        | 100        | 98                               | 97                |

**PACE Purchasing Cooperative for Outdoor Scoreboard Furniture Recreation Equipment #P00410**

|                                                        | <b>Pts</b> | <b>Texas Custom Signs, LTD</b> |
|--------------------------------------------------------|------------|--------------------------------|
| Conformance to Term and Conditions                     | 5          | 4                              |
| Pricing                                                | 38         | 34                             |
| Industry and Marketplace Successes                     | 5          | 3                              |
| Bidders ability to deliver and service to PACE members | 10         | 8                              |
| Bidders marketing plan                                 | 5          | 2                              |
| Value added attributes                                 | 5          | 3                              |
| Invoicing payment terms                                | 2          | 2                              |
| Warranty coverage                                      | 15         | 15                             |
| Selection amd variety of products and services offered | 15         | 15                             |
| Total Points                                           | 100        | 86                             |

**PACE Purchasing Cooperative for Networking Classroom Tech & Security Tech & Supplies #P00416**

|                                                        | <b>Pts</b> | <b>Central Technologies, Inc</b> |
|--------------------------------------------------------|------------|----------------------------------|
| Conformance to Term and Conditions                     | 5          | 4                                |
| Pricing                                                | 38         | 38                               |
| Industry and Marketplace Successes                     | 5          | 5                                |
| Bidders ability to deliver and service to PACE members | 10         | 10                               |
| Bidders marketing plan                                 | 5          | 4                                |
| Value added attributes                                 | 5          | 5                                |
| Invoicing payment terms                                | 2          | 2                                |
| Warranty coverage                                      | 15         | 15                               |
| Selection amd variety of products and services offered | 15         | 15                               |
| Total Points                                           | 100        | 98                               |

**PACE Purchasing Cooperative for Energy Efficiency Solutions #P00422**

|                                                        | <b>Pts</b> | <b>Sunsational Solutions</b> | <b>Veregy, LLC</b> |
|--------------------------------------------------------|------------|------------------------------|--------------------|
| Conformance to Term and Conditions                     | 5          | 5                            | 4                  |
| Pricing                                                | 38         | 34                           | 35                 |
| Industry and Marketplace Successes                     | 5          | 5                            | 5                  |
| Bidders ability to deliver and service to PACE members | 10         | 8                            | 10                 |
| Bidders marketing plan                                 | 5          | 4                            | 5                  |
| Value added attributes                                 | 5          | 3                            | 5                  |
| Invoicing payment terms                                | 2          | 2                            | 2                  |
| Warranty coverage                                      | 15         | 15                           | 15                 |
| Selection amd variety of products and services offered | 15         | 13                           | 14                 |
| Total Points                                           | 100        | 89                           | 95                 |