



## A New Year

Welcome to the 2021-2022 school year! It was great to see many of our Members at the New Mexico Coalition of Educational Leaders Conference. It was wonderful to see the excitement many of you hold for the upcoming school year as we anticipate the return of students to our schools.


CES would like to thank our Members and Vendors for making the roll out of our Direct Purchase model in April a success. We continue to make improvements to the systems that are supporting this new model of doing business and appreciate the constructive feedback we continue to receive from those of you using the system.

As we approach this school year, the CES professional development staff has been busy over this past spring and summer in preparation of programs we will be offering this school year. CES will continue to offer programs through our Technical Assistance Program (TAP), School Improvement Technical Expertise (SITE), Leadership, and Leading Educators Through Alternative Pathways (LEAP).

Each of our programs will incorporate some of the best practices we learned while working in the virtual environment. This environment allowed us to continue to offer high quality professional development through each of our programs. As a result of the lessons learned, all our programs will be offering a hybrid delivery model. Our face-to-face sessions will be supported by quality virtual coaching and support where applicable and appropriate.

CES has initiated a new program that will be offered through Leadership. The focus is to support beginning principals in a year-long leadership academy. Leadership will also continue with the mentor program for new superintendents which includes a year-long Superintendent's Academy that will provide a personal coach for each of the





participants. We will continue to offer virtual monthly topics that are relevant to superintendents and school leaders. Please contact Dr. Gloria Rendon for information concerning these programs.

Last week, we welcomed 119 alternative licensed teacher candidates for their initial week-long professional development in LEAP. We continue to accept applications from late hire candidates. If you have individuals you would like to be considered for the LEAP program, please contact Kim Lanoy-Sandoval for details.

SITE and TAP will continue to offer trainings for school districts desiring professional development in regular education or select special education support for teachers. These two programs are able to be specifically designed to meet your district needs. Please contact Elena Salazar for questions pertaining to SITE and Loretta Garcia for questions pertaining to TAP.

I want to thank our CES Members and Vendors for continuing to support CES. We value our continued positive relationship and look forward to working with you during this next fiscal year.

As with any successful organization, it is the quality of the staff that contribute to the success and/or failure of an organization. CES is blessed to have a great staff supporting you and the children of our great state.

This is an exciting time to be in education, full of new opportunities and learning for all of us. I am looking forward to a year when we all rise to this most unusual occasion to provide those things that are best for our students.

**David Chavez**, CES Executive Director

## Tip of the Month

Logins to the CES Bluebook are according to one's role:

- A vendor should navigate to <https://eprocurement.ces.org> to login
- A member should navigate to <https://www.ces.org> and select 'Bluebook', then 'Member Login' to login
  - A member can review the process by viewing a brief video at <https://youtu.be/53JGtaYrYVQ>.





### Calendar of Events

- 8/4 Coast Guard Birthday
- 8/8 🏆 Summer Olympics ends
- 8/11 Last Day of Dog Days of Summer
- 8/14 V-J Day
- 8/19 🗣️ TAP Seminar: Trauma and the Power of Mindfulness
- 8/19 National Aviation Day
- 8/24 🗣️ TAP Seminar: Dyslexia and A Structured Literacy Approach to Teaching Reading
- 8/28 👥 NMPED EdUprising Conference – Virtual

August 2021						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
8 🏆	9	10	11	12	13	14
15	16	17	18	19 🗣️	20	21
22	23	24 🗣️	25	26	27	28 👥
29	30	31				



## Procurement News

**1. Contract Expirations:**

**17-034** E-Rate Consulting Services → Re-solicited

- E-Rate Central (Tel-Logic)
- E-Rate Elite Services
- eRate 360 Solutions, LLC
- Funds for Learning LLC.

**2. Contract Extensions:** None

**3. Company Name Changes:**

- Trinity 3 Technologies to *Trafera, LLC*
- Albuquerque Image Products to *Nube Group*
- Document Imaging of the Southwest to *Nube Group*
- Levers Inc. to *Claro Consulting*

**4. Terminations:**

- *GSA - Plan B Networks (has CES Contract in place: 2021-22-S111-ALL Technology Solutions)*
- *BSN Sports: 2021-13-C2122-ALL General Office, Classroom & Vocational Supplies, Equipment, Furniture: Category 2 (Did not submit cost for Cat 2)*

**5. New Contract Awards:**

<b>2021-23 AEPA 021.5-B Disaster Recovery</b>	BMS CAT, LLC ServiceMaster of St. Cloud Inc Signal USA, LLC
<b>2021-23 AEPA 021.5-C E-Rate Consulting</b>	E-rate Elite Services Inc. Kellogg & Sovereign Consulting Solix, Inc Tel/Logic Inc. dba E-Rate Central
<b>2021-23 AEPA 021.5-D Mobile &amp; Cellular Connectivity Solutions</b>	Kajeet, Inc.
<b>2021-29 GSA Technology Solutions</b>	SHI
<b>2021-34 Construction Management Services</b>	Bradbury Stamm Const., Inc. Buffalo Design Architects FacilityBUILD, Inc. Northstar NM, LLC Pettigrew & Associates, PA
<b>2021-35-GSA IT Technology Solutions</b>	Abba Technologies

<b>2021-38-GSA</b> <b>Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals, and Services</b>	Grady`s
<b>2021-36A</b> <b>In Vehicle Monitoring Systems</b>	Pro-Vision Solutions, LLC. Tillery Chevrolet - GMC, Inc.
<b>2021-36B</b> <b>Fleet Management System</b>	Dynamic Ideas Routing Tillery Chevrolet – GMC, Inc. Tyler Technologies, Inc. Zonar Systems, Inc.
<b>2021-37</b> <b>E-Rate Consulting</b> <b>(All proposing vendors hold a CES/AEPA contract, which will be used in lieu of 2021-37)</b>	E-rate Elite Services Inc. Solix, Inc Tel/Logic Inc. dba E-Rate Central

## “GET THE EDGE!”

Save the date for the Facility Manager’s Workshop being held at the Embassy Suites in Albuquerque!





## 2021 CES Awards Banquet

We're so grateful to be together and celebrating the incredible work our team accomplished together this past year. Most of our amazing staff is pictured below.



**CES Mailing: PO Box 81045, Albuquerque, NM  
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Remember!  
Technical Assistance Program (TAP)  
Hot Topic On-Demand Library Pre-recorded Webinars  
are available at  
[www.cestap.org](http://www.cestap.org).



## Walking You Through Our New Direct Purchase Program

Printable Directions: <https://www.ces.org/wp-content/uploads/2021/04/Step-by-Step-How-Members-Upload-POs-to-CES.pdf>

Video Demonstration: <https://youtu.be/53JGtaYrYVQ>

## We make purchasing simple.

CES does the solicitation, evaluation, contract award and management so you don't have to.

**CES is LOCAL - COMPLIANT - EASY**





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