

CES NEWSLETTER

DECEMBER 2021

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Feature Article

In today's fast-paced, tech-driven world, the way students are learning is evolving. The human brain's resting posture is now over-stimulation. The Information Age has evolved into the Experience Age. The young generations are requiring more and more multi-sensory experiences to retain their lessons. The 'Forgetting Curve' states in educational environments that use oral and image-based learning methods, the average person will forget 50% of the information within the first hour.

With this in mind, teachers have to become more and more creative and spend hours creating these multi-sensory experiences. However, an emerging technology might be the answer. This emerging technology can help move our state, schools, and classrooms closer to our desired outcomes, with more student engagement, elevated test scores, and higher graduation rates.

One such study was done in 2017 by Hu-Au and Lee, Extended Reality (Virtual Reality) leads to increased student engagement; provides active, constructivist learning; increases frequency of authentic learning experiences, allows for empathetic experiences; enables students to exercise creativity; and provides an arena for visualizing abstract concepts concretely.

Extended Reality allows students to experience a new level of learning through immersion. Teach Spanish in Teotihuacan or French in front of the Eiffel Tower. Teach about Ancient Rome in the colosseum or go on an archeological dig. Walk on Mars and do experiments with the Perseverance rover or dissect a frog. When students feel like they are performing the activities or are in a location that stimulates awe and wonder, their senses ignite, leading to a higher retention rate.

Article presented by Team 1st Technologies LLC
Contact via success@team1sttech.com or 844-472-6750



Tip of the Month

Treat Your Customers Like Gold

Successful reps know that shoppers/customers aren't chasing immediate resolution. They love it when:

- The customer service representative is kind and empathetic
- Reps are transparent and offer genuine steps to resolve the issue vs. actual resolution time
- Agents go above and beyond to offer personalized customer service

The customer sees you as an extension of your company. Unhappy customers may make abrasive remarks. They aren't attacking you; they're in response to a situation.

Focus on understanding the customer's problem and creating a positive interaction. Besides, getting defensive isn't the most productive use of time here.

(Gaetano Dinardi, Nextiva)

Procurement News

1) Contract Expirations:

17-011A&B (Expiring 11-15-21):

BSN Sports

Lone Mountain

Norcon

(Both Lone Mountain and Norcon have replacement contract 19-027 in place)

2) Contract Extensions:

17-011A:

Creative Recreational Designs

The Playwell Group

PoolPro, LLC

17-011B:

Play Solutions

PoolPro, LLC

3) Terminations: None

4) New Contract Awards: None



5) Ongoing Solicitations

RFP #	RFP Description	Release	Due	Awards
RFP 2022-01	AEPA 022 A – Furniture B – Health & Wellness C – Institutional Kitchen Equipment E – LED Lighting F – Event Seating & Staging Solutions G – Technology Catalog (CDWG)	7/20/21	9/14/21	12/2021
2022-04	Robotic, Self-Motorized, Autonomous Disinfection and Sterilization	11/22/21	12/02/21	12/03/21
2022-05	Devices with iOS Operating System for K-12	01/17/22	02/14/22	02/17/22

The Order Corner

How is it beneficial issuing the Direct Purchase PO to the vendor's name instead of naming CES as the vendor?

- Issuing the PO to the vendor via Direct Purchase gives you the ability to better track specifics regarding your spending with vendors and will make the purchasing process much quicker for you than Traditional CES ordering.

How quickly will the Direct Purchase Pos be verified?

- If the vendor quote and products and services comply with the vendor's contract with CES, your PO will be processed about one business day. If there are contract compliance issues, or if the quote is missing, it will take longer.



Calendar of Events

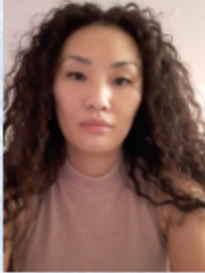
- 12/2 TAP Workshop: All About Emotional Self-Regulation
- 12/2-4 NMSBA Annual Convention
- 12/7 TAP Workshop: Building Relationship Skills Through Social/Emotional Learning
- 12/7 Pearl Harbor Remembrance Day
- 12/8 TAP Workshop: Structured Literacy: Bridges to Practice Activities for the Elementary Classroom
- 12/9 TAP Workshop: Educators Resources for Individuals with Autism Spectrum Disorder & Other Disabilities: Supporting Social Skills
- 12/10 Nobel Prize Day
- 12/13 National Guard Birthday
- 12/14 TAP Workshop: Multi-Layered System of Supports (MLSS)
- 12/15 Bill of Rights Day
- 12/21 December Solstice
- 12/25 Christmas Day
- 12/31 New Year's Eve

DECEMBER 2021

SUN	MON	TUE	WED	THU	FRI	SAT
			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	



We Are New At CES!



I am a new Purchasing Specialist. My name is Meena Chamberlin. I was born in South Korea and have lived here in NM for 35 years. I have recently graduated from UNM, earning a Bachelor's in Business Administration with a concentration in Accounting. I am honored to be a part of such a wonderful and successful company that helps with so many schools across NM. Thank you for having me here!



Hello, my name is Bertha Ochoa, new Purchasing Specialist at CES. I was born and raised in Illinois, lived there for 23 years. My family and I moved here to Albuquerque, NM in 2006. I have experience working as an Administrative Secretary. Some of my interests are spending time with family and friends. I enjoy cooking, attending my children's sport events and creating art/crafts. I am looking forward to my work with the CES Team.



Hello! My name is Val Yoakum, CES' newest Ancillary Admin Assistant. I was born and raised in Belen, NM and currently reside in Albuquerque with my husband. We are empty nesters with four children and two grandchildren, enjoying our time working around our home and riding our new e-bikes! I have 20+ years in administration and look forward to learning Ancillary. I feel blessed to be a part of CES and am looking forward to working with everyone here!



I am Rhonda Hinsen, a CES Purchasing Specialist. I have been enjoying Albuquerque and this Land of Enchantment for over 30 years, having come from Pennsylvania & Delaware. I received a B.S. in Industrial Engineering and Operations Research at Virginia Tech. I am blessed with three young adult children and one new grandson between here and Denver. I also am very involved in volunteering with a therapeutic horsemanship program. Since my first job here in Albuquerque, I have been working in the electronics manufacturing sector in various Procurement/Materials/Supply Chain functions, for which I have a real passion. I am looking forward to starting a new career in the Education sector and am very excited to be working here at CES.



Job Opportunities at CES

Ancillary Program

- Adaptive Physical Educator / RT – Region 4
- Audiologist All Allocations Filled
- Certified Orientation Mobility Specialist – Regions 1, 2, 4
- Educational Diagnostician – Regions 1, 3, 4, 7, 8
- Occupational Therapist – Regions 2, 4, 8
- Physical Therapist – Regions 2, 4
- Physical Therapist w/Doctorate – Region 2
- Registered Nurse – Regions 1, 2, 4, 8
- Rehabilitation Counselor – Region 2
- Recreational Therapist – Region 4
- School Psychologist – Regions 1, 2, 3, 4, 6, 7
- Social Worker – Regions 2, 4, 8
- Speech/Language Pathologist – Regions 1, 2, 4, 7
- Teacher for the Visually Impaired – Regions 1, 2, 4

Other

- Professional Services Consultant



Bulletin Board

November LEAP Teacher of the Month LEAP Pillar – Engagement



Marteena Martinez is a new teacher at Siembra Leadership High School and a very active grandmother as well! Marteena and her co-teacher involved their students in the “Artober Fest, Art Walk”, in downtown Albuquerque, where their students were able to showcase their artwork. Her students researched the downtown area and created flyers and TikTok videos to highlight the many cultural activities in the community. New Mexico is lucky that Marteena took her 20 years of volunteering with Albuquerque youth to be a teacher in the classroom! Thank you, Marteena, for creating an engaging and active environment for your students!



NEW MEXICO SCHOOL BOARDS ASSOCIATION

2021 Annual Convention

December 2 - 4, 2021

Embassy Suites - Albuquerque, NM

CES & NMASBO Proudly Present Superintendents Finance and Budgeting Training

Want a better understanding of New Mexico school budgets? This is the workshop for you! This two-day workshop will benefit Superintendents with three or less years of school budgeting experience, however, all levels of experience are welcome to attend.

TOPICS

- \$ Business Office Structure
- \$ School Board Financial Responsibilities
- \$ School Funding
- \$ Capital Projects
- \$ Certified Purchasing Agent and Procurement
- \$ Bonding and Debt Management
- \$ Superintendent and the Business Official
- \$ Risk Insurance, Property and Liability
- \$ Finance Issues from a Legal Perspective
- \$ Building and Managing the District's Budget
- \$ Financial Reports for the Superintendent
- \$ Financial Pitfalls and Opportunities

[Click here to register](#)



- WHEN: January 12-13, 2022
Time:
Day 1 - 8:00-5:00 pm
Day 2 - 8:00-4:00 pm
- Location: CES
10601 Research Rd SW
Albuquerque, NM 87123
- Registration Information
www.ces.org, under
Announcements
Fee: \$75
- Refreshments & Lunch
Included both days



Presenters:

Terry Dean - NMASBO

Joe Guillen - NMSBA

Claire Cieremans - NMASBO

Martica Casias

Gustavo Rossell

Regina Gaysina - RBC

Julie Garcia - POM'S

Elena Gallegos - Walsh, Gallegos, PC

Superintendent Panel



For more information contact Pam Reed or David Chavez at 505-344-5470



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