



## Efficiency and Service


At CES, we are continually working toward improvements that best benefit our members. One of the issues we attend to is efficiency.

Since 1979, we have primarily done business by having our members and participating entities issue their purchase orders to CES. We would verify pricing and reissue a PO to our vendors on their behalf. Our vendors would provide the goods and services ordered, and bill CES. We would issue an invoice back to our members who paid CES, and we would in turn pay our vendors, less our administrative fee.

We always attempted to issue POs and invoices in four days or less, but even when we met that goal, there are times orders and payments need to be processed more quickly! We also have had continual feedback from members that they would like to be able to track their purchases with particular vendors by using their software reporting – as opposed to manually extracting that information from their CES purchases. As a result, we have developed a new way to purchase non-construction goods and services, and maybe eventually construction ordering can follow suit.

In April of this year, CES began the use of this process that allows for purchase orders to be made to vendors rather than to CES. The reason for the Direct Purchase model is threefold; members can get their orders placed more quickly, vendors can deliver and get paid more quickly, and members can see what vendors they are using from their financial software and specific spend information; all just as requested by CES members and vendors. CES' new Electronic Blue Book is the "lynch pin" to making all this work. Training and review concerning the new CES Direct Purchase model is available via tools posted on our website, looking under Announcements to the sections "Direct Purchase





– Member Orientation” and “Direct Purchase – Vendor Orientation.” Also, members can turn to our regional managers for training and assistance in using the process, and vendors can consult with our procurement department for any help needed.

Some of the major changes you will see are the new invoicing and payment procedures. With CES Direct Purchase, for those vendors identified as accessible via Direct Purchase (see their Bluebook entry), you will issue your PO to the selected vendor and upload to CES through our online Bluebook. It is important that you upload your PO to CES so we can verify contract and pricing Compliance (we add value by helping you avoid findings by your auditor). The Vendor will invoice you directly and you will pay the vendor.

We have chosen to avoid confusion for vendors by determining the ordering process to be used on a vendor-by-vendor basis. So, if a vendor has ANY construction involved in their CES-awarded contract’s potential scope of work, we keep the ordering process with them in the Traditional process (PO made to CES, invoicing and payment flowing through CES). This means that about half of our contracted vendors are involved in Traditional ordering and half in Direct Purchase ordering.

At CES, we expect continual improvement of processes for the sake of our members, and we truly aim to have the members as raving CES fans. Whenever something interferes with reaching this goal successfully, please contact us for assistance. Our mission is to make your professional lives easier and less costly!

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If you know your preferred Purchasing Specialist, you can also contact them whenever your question relates to issues with specific orders placed. All CES contacts are listed on the last page of the newsletter.



## Tip of the Month

Whenever uploading a PO via Direct Purchase:

- login to the Bluebook by starting from a fresh browser tab, going to [www.ces.org](http://www.ces.org), and selecting 'Bluebook' from the upper right corner of the page. The login link then will appear in the upper right corner of the Bluebook.
- determine if a vendor's order process is Traditional or Direct Purchase by clicking on the vendor's logo/name row and seeing whether there is a 'Submit PO via Direct Purchase' link within their company information.
- click on the calendar icon to select the PO date. This will avoid errors based on formatting of the date.
- upload both the PO and the vendor's Quote, providing either the Quote Number of the Date of the Quote for reference.

## Calendar of Events

- |         |                                |
|---------|--------------------------------|
| 9/1-3   | NM Municipal League Conference |
| 9/6     | Labor Day                      |
| 9/9     | NMSBA Fall Region II Meeting   |
| 9/11    | Patriot Day                    |
| 9/15-17 | NMASBO Conference              |
| 9/17    | Constitution Day               |
| 9/18    | Air Force Birthday             |
| 9/21    | NMSBA Fall Region V Meeting    |
| 9/21-23 | NM Counties Conference         |
| 9/22    | Autumnal Equinox               |
| 9/27    | NMSBA Fall Region VI Meeting   |
| 9/28    | NMSBA Fall Region VIII Meeting |

2021 AUGUST						
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

\*\*\*\*\* Attention buyers, if you have a project that will use federal funds, a grant, or some other special funding source, please let the CES contract-holding vendor know before quoting so they can structure your proposal or quote accordingly. Frequently, administrative fees are not allowed to be paid from the awarded grant, so they must be separated out for payment by the buying organization.

- 1) Contract Expirations: None
- 2) Contract Extensions: None
- 3) Name Changes: None
- 4) Terminations: None
- 5) Newest Contract Awards

<b>2021-36A</b> <b>In Vehicle Monitoring Systems</b>	Tillery Chevrolet - GMC, Inc. Pro-Vision Solutions, LLC.
<b>2021-36B</b> <b>Fleet Management Systems</b>	Tillery Chevrolet - GMC, Inc. Tyler Technologies, Inc Dynamic Ideas Routing Zonar Systems, Inc.
<b>2021-37</b> <b>E-Rate Consulting Services</b>	<p style="text-align: center;"><b>Contracts awarded will be paused. CES and its Members will utilize AEPA contracts awarded to the same vendors</b></p> E-rate Elite Services Inc. Kellogg & Sovereign Consulting Solix, Inc Tel/Logic Inc. dba E-Rate Central

### 6) Ongoing Solicitations

RFP #	RFP Description	Release	Due
2022-01	AEPA 022 <i>Categories:</i> 022-A Furniture 022-B Health & Wellness 022-C Institutional Kitchen Equipment 022-E LED Lighting 022-F Event Seating & Staging Solutions 022-G Technology	07/20/21	09/14/21



**Embassy Suites Hotel  
1000 Woodward Pl  
NE Albuquerque, NM**

**CLICK LOGO TO REGISTER**



**LEADERSHIP ACADEMY**

**CELEBRATING RICH HERITAGE  
AND EDUCATION**

# Leadership Conference 2021

CES welcomes you to the 2021 Leadership Academy. This year's conference theme is "Celebrating Rich Heritage and Education". We're excited to offer you nine practitioner-based breakout sessions provided by New Mexico leaders. We will also have two general sessions, one addressing "Literacy for the World of Work" during the opening session on Monday, October 18th. In this session you will discover how districts are achieving literacy growth five times greater than expected growth. Come learn from Dr. David Miyashiro and Ed Hidalgo how they have transformed their district using career related learning starting from primary school!

**Oct 18, 8:00 a.m.  
to Oct 19, noon**



Cooperative Educational Services Invites You to

# Come and get the professional **EDGE**

at the 36th Annual Facility Managers Workshop

The conference begins on Monday October 18, 2021 with registration starting at 7:00 am and runs through Wednesday October 20, 2021 at noon.

Topics include:

- Modules 2 and 3
- Playground Inspection which includes an offsite field trip
- Roof Inspection which includes an offsite field trip
- HVAC
- Fire Suppression

Events:

- Monday Night Casino Night Social
- Ben Lujan Luncheon or the Vendor and Facility Managers Luncheon
- Leadership Academy
- Graduation for Master Certificate Program



October 18th-20th

Embassy Suites  
Albuquerque, NM





PROFESSIONAL  
DEVELOPMENT



VISIT [CESSITE.ORG](http://CESSITE.ORG)  
FOR MORE INFORMATION





*Innovative Professional Development  
Empowering Educators.*

TAKE ADVANTAGE OF THIS EXCITING TRAINING  
OPPORTUNITY AND EMPOWER EDUCATORS TO  
HELP STUDENTS SUCCEED

CONTACT US FOR A REVIEW AND INTAKE

ELENA SALAZAR  
SITE Program Coordinator  
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**How is SITE different?**

TRAINING COMPONENTS	OUTCOMES <small>(% of participants who demonstrate knowledge, demonstrate new skills in a learning setting, and use new skills in classroom)</small>		
	Knowledge	Skill Demonstration	Use in the Classroom
Theory and Discussion	10%	5%	0%
... Demonstration in Training	30%	20%	0%
... Practice & Feedback in Training	60%	60%	5%
... Coaching in Classroom	95%	95%	95%







**Dr. Gloria O. Rendón**

Dr. Gloria O. Rendón is the former Executive Director of the New Mexico Coalition of Educational Leaders. During her career, Dr. Rendón also served in various district and school level positions spanning from teacher to Superintendent of Schools in Santa Fe. Dr. Rendón's passion for advancing the learning of all students sustains her effort in supporting aspiring and current leaders as they gain the skills and knowledge in their journey to provide the leadership New Mexico's students need and deserve.



**Evan Grasser**

Evan Grasser has served in a variety of administrative positions in small to very large school districts. As an educator, trainer, coach, leader, and facilitator of learning, she strives to build each participant's capacity and group based on their strengths. Evan is committed to continuous learning and is passionate about working with those who are focused on providing the best learning environment for New Mexico students.

## Apply Early!

Participation for all programs is limited.

Application information for each program is located on the CES website.  
[www.ces.org/leadership-development](http://www.ces.org/leadership-development)

### CONTACT INFORMATION:

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# 2021-2022 CES Leadership Development Program





It gives me great pleasure to present our Leadership Professional Development opportunities for the 2021-2022 fiscal year. I want to thank our CES Executive Committee for allowing the CES budget to support our Member districts in meeting your professional development needs. I would also like to extend my appreciation to the following for their collaboration in helping identify the CES training opportunities:

Stan Rounds and the New Mexico School Superintendents Association

Joe Guillen and the School Boards Association Higher Education

Regional Education Cooperative Association Leadership

We continue to research and incorporate best practices when selecting the programs we offer. We encourage you, as a leader or supervisor, to participate in these powerful professional learning opportunities. We have also found that it helps cultivate and preserve your district's best talent when you include your leadership team.

Again, I want to thank our many partners for helping us select the professional development opportunities we plan to offer for this coming fiscal year. Thank you, our members, for supporting CES and the programs we offer in helping you meet our New Mexico Children's needs.

## First Year Superintendents Academy (FYSA)

CES has designed this year-long academy to focus on strategic, relevant content alongside powerful interactions and networking opportunities with educational and legislative leaders across the state. High-intensity executive coaching and quarterly learning opportunities will further support new superintendents throughout their first year as they support students in their district.

## First Year Principals Academy (FYPA)

FYPA provides a year of ongoing learning, support, and coaching. Targeted professional learning designed specifically for new campus administrators begins with an intensive summer workshop designed to fine-tune leadership skills, strategic planning, and preparation for the school year. Monthly learning sessions, check-in meetings, and one-on-one coaching will ensure high levels of support throughout the first year of principalship.

**Requirements:** First-Third Year in Principal position; Superintendent's recommendation

## Aspiring Superintendents Academy (ASA)

The ASA program provides a full year of rich experiences for learners who aspire to ready themselves for Superintendent responsibilities. Designed to be intensive, thorough, and focused on building skills to prepare future leaders, monthly seminars and assignments equip participants well for their professional growth and aspirations in a highly supportive environment

**Requirements:** 3 or more years of Administrative experience; Superintendent's recommendation

## Administrators Leadership Development (ALD) Program

The ALD program is a year-long PED-approved opportunity for current outstanding NM educators to acquire their 3B Administrative License. Focused learning designed for building leadership, instructional knowledge, communication skills, and other significant skills will prepare participants to become strong and valued district educational leaders.

**Requirements:** MA Degree; 2B Instructor License; Superintendent's recommendation

## Leadership Series

Monthly learning opportunities for leaders across the state will focus on critical topics designed to enhance educational practice. All leaders, or aspiring leaders, are welcome to participate in the learning.

## Board Leadership Development (BLD)

This opportunity provides leadership training to new and experienced Board members across New Mexico. Sessions are designed strategically to strengthen educational outcomes across all school districts.





## Take A LEAP. Become a Teacher. Make a Difference.

Visit  
[cesLEAP.org](https://cesleap.org) for  
applicant  
requirements-  
(Starting Feb. 1, 2021)

Engage in  
relevant course-  
work aligned to  
daily instruction

Become a  
community  
builder for New  
Mexico kids

## You can soar when you LEAP!

✓ **APTITUDE-DRIVEN**

✓ **AFFORDABLE**

✓ **APPLICABLE**

✓ **ACHIEVABLE**

Applicant  
Portal-  
**CESLEAP.org**

Contact:  
Ali Nava  
[ali@ces.org](mailto:ali@ces.org)

### 1. Qualified Candidates

- Bachelor's Degree with a 2.75 GPA or higher.
- Passing of Praxis CORE/NM Essential Skills (Candidates are required to pass these and other exams within their first year).
- School District recommendation with intent to hire as a Teacher-of-Record.
- Completed PED background check.

### 2. LEAP Curriculum and Supports

- Instruction includes face-to-face and online modules (270 hours).
- Candidates will be required to attend a pre-service institute, virtually, for a week ~~either July 19-22, or August 30-September 2.~~
- Candidates are required to attend *monthly* seminars in their designated region (Friday 4-6:30pm and Saturday 10am-4:30pm/1 x month).
- District mentor collaboration is required with candidate referrals. Additional LEAP mentor supports are available.

### 3. GEN ED and SPED Licensure

- Candidates will receive instruction in both areas and are able to test and apply for both a General AND Special Education License (candidate must be teacher-of-record to apply for each license).
- Curriculum includes PED required Reading coursework.

## Partner Advertisements



**NEW MEXICO**  
**ASB**

# 2021 FALL CONFERENCE

REGISTRATION OPEN FOR IN-PERSON EVENT

*When: September 15-17*  
*Where: Hotel Encanto de Las Cruces*

NEW MEXICO ASSOCIATION OF SCHOOL BUSINESS OFFICIALS

This banner features a background of red chili peppers hanging from a wooden surface. It includes the ASB logo, a navigation arrow on the left, and a registration status button on the right.



*Adventure Awaits in Lea* COUNTY new mexico

# 84th Annual Conference

September 21-23, 2021  
Lea County, New Mexico

NEW MEXICO COUNTIES  
33 STRONG

This banner features a sunset background with a silhouette of an oil pumpjack. It includes the Lea County logo and the New Mexico Counties logo.



# 2021 NMML ANNUAL CONFERENCE

SEPTEMBER 1-3  
ALBUQUERQUE CONVENTION  
CENTER

This banner features a background of red chili peppers hanging from a wooden surface. The text is centered in white.





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