SOUTH TEXAS COLLEGE

Award Proposals/ Rejection of Proposal/ Purchases and Renewals/ Interlocal Agreement

Supporting Documentation

Board of Trustees Meeting

July 28, 2020

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE

Award Proposals/ Reject Proposal/ Purchases and Renewals/ Interlocal Agreement Supporting Documentation

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1. BOOKS AND EDUCATIONAL MATERIALS
PROJECT NO. 19-20-1055

	VENDOR	Ambassador Education Solutions	Barnes & Noble Booksellers, Inc.	Barnes & Noble College Booksellers, LLC.	Complete Book & Media Supply, LLC.	Hertz-New Method, Inc./ dba Perma-Bound Books	Kamico Instructional Media, Inc.	Kaplan Early Learning Company	Lakeshore Equipment Company/ dba Lakeshore Learning Materials	Wolters Kluwer Medical
	ADDRESS	445 Broad Hollow Rd Ste 206	122 Fifth Ave	120 Mountain View Blvd	1200 Toro Grande Dr Ste 200	617 E Vandalia Rd	P O Box 1143	1310 Lewisville-Clemmons Rd	2695 E Dominguez St	2001 Market St
	CITY/STATE/ZIP	Melville, NY 11747	New York, NY 10011	Basking Ridge, NJ 07920	Cedar Park, TX 78613	Jacksonville, IL 62650	Salado, TX 76571	Lewisville, NC 27023	Carson, CA 90895	Philadelphia, PA 19103
	PHONE	631-770-1044	212-352-3769	908-991-2665	800-986-1775	800-637-6581	254-947-7283	800-334-2014	800-421-5354	602-284-5596
	FAX	631-770-1015		956-872-7285	512-616-0410	800-551-1169	254-947-7284	336-712-2243	310-537-4261	301-223-2470
	CONTACT	Kristen White	Tracy Vidakovich	Kim Otte	Kendall Montiegel	Carol Foster	Jeremy McCray	Elizabeth Patterson	Rafael Muro	Tom Kayo
#	**Description**	**Proposed**	**Proposed**	**Proposed**	**Proposed**	**Proposed**	**Proposed**	**Proposed**	**Proposed**	**Proposed**
1	Books - Discount	Ambassador's Cost at a less than 35% discount from publisher's list price/Ambassador's Cost at a 35% or more discount from publisher's list price*	0% - 35%		5% - 50% Some titles are "net" priced. Discount structure will remain the same but list prices are subject to increase.	3%	0-20% Depending on item and quantity	15% Discount applied to current catalog pricing in effect at time order is placed. Exclusions apply as statement in proposal.	5%	30%
2	Books - Mark Up	17% / 20%								
3	Other Educational Materials - % Discount	12% - 25% School discount to Publisher List Price (Catalog Price) at various publisher discount %'s.	0% - 35%		5% - 50% Some titles are "net" priced. Discount structure will remain the same but list prices are subject to increase.	0%	0 - 20% Depending on item and quantity	15% Discount applied to current catalog pricing in effect at time order is placed. Exclusions apply as statement in proposal.	5%	25%
4	Other Educational Materials - % Mark Up	25%								
5	Online Ordering	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
6	Average Time to Fill Orders	5-7 Business Days	7-14 Business Days	1 Day	5-15 Working Days	30 Days	2-4 Days	2-3 Business Days	7-10 Business Days	2 Days
7	Shipping Charges	Shipping charges based on volume, weight size, and destination. No markup on shipping costs.	Free shipping unless a rush shipment is requested or title quantity is over 1,000.	Free Shipping	Orders $50 and above free freight. Orders below will have an $8.50 shipping charge. Please contact us for expedited shipping requests.	Free Shipping	Free Shipping	Free if order is $300 or more. Free shipping excludes truck items, next day air, 2nd day air, and K-Truck delivery services. Orders under $300 will be charged $5.00 or 15% of order value, whichever is greater. Items shipped by truck will be charged $62.50 or 15% of order value, whichever is greater	Free shipping on orders over $500, please estimate freight charges at 15% of the subtotal with a minimum freight charge of $6.99	Free Shipping

The Director of Purchasing has reviewed all the responses and evaluations completed.

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2. CHILDCARE SERVICES
PROJECT NO. 20-21-1002

#	CONTACT	BUSINESS NAME	MAILING ADDRESS	PHYSICAL ADDRESS	CITY/STATE	ZIP	PHONE
1	Felis O. Arrambide	Blessings Learning Academy of Alamo		401 E Business 83	Alamo, TX	78516	781-2325
2	Melina Lerma	New Generation Child Care Center		750 N Alamo Rd	Alamo, TX	78516	781-3745
3	Sylvia Salamanca	Kid'z First Child Care Center, Inc. #2		122 S Alton Blvd	Alton, TX	78573	581-7030
4	Maria S. Perez	Early Start Child Care Development Center		403 N D. Salinas Blvd	Donna, TX	78537	464-4340
5	Diana T. Garza	Garza's Childcare and Development Center	P O Box 1074 Donna, TX 78537	104 E Roberts Ave	Donna, TX	78537	464-4025
6	Estela Ochoa	Stepping Stones Day Care II		5753 N FM 493	Donna, TX	78537	464-4786
7	Alma Sonia Salazar	Alma's Daycare Center		4511 S Veterans Blvd	Edinburg, TX	78542	380-4079
8	Maria L. Pecina	Brighter Future Learning Center		223 Conquest Blvd	Edinburg, TX	78539	383-4221
9	Maria Oralia Rodriguez	Amando, Inc./ dba Genesis Learning Center		4106 S Raul Longoria	Edinburg, TX	78539	787-9611
10	Marcos Lopez	Little U Learning Center		603 N Jackson Rd	Edinburg, TX	78541	292-0131
11	Benjamin Perez	Learning Path Day School		3103 W Alberta Rd	Edinburg, TX	78539	631-2508
12	Yvonne Morales-Garza	The Children's College Learning Center		5117 S Jackson Rd	Edinburg, TX	78539	624-5227
13	Jennifer Perez	The Learning Journey Day School		2602 Cornerstone Blvd	Edinburg, TX	78539	664-2107
14	Marisela Cavazos	VIP Learning Center		2021 E University Dr	Edinburg, TX	78542	316-1155
15	Patricia Martinez	Building My Future Learning Center #2		2500 E Dicker Rd	Hidalgo, TX	78557	540-7411
16	Miriam Marentes	Little Explorers Education Center		124 N 1st St	Hidalgo, TX	78557	800-5404
17	Luis E. Montemayor	Play, Learn, Construct & Conserve Child Care		824 E Expressway 83	La Joya, TX	78560	585-5993
18	Theresa Fasci	All Star Academy Early Learning Center		2800 Zinnia Ave	McAllen, TX	78504	686-0800
19	Jackeline Guillou	Brackenridge Children's Center, LLC.		10 South 27th St	McAllen, TX	78501	630-3647
20	Lorena Canales	Bright Beginnings		3800 N 23rd St	McAllen, TX	78501	618-2355
21	Patricia Martinez	Building My Future Academy		2000 S McColl Rd Ste Q	McAllen, TX	78503	800-4888
22	Diana Bivens	Covenant Christian Academy		4201 N Ware Rd	McAllen, TX	78504	686-7886
23	Patricia Rosenlund	Easter Seals Child Development Center	P O Box 489 McAllen, TX 78501	1217 W Houston Ave	McAllen, TX	78501	631-9171
24	Felix Valle	Kids Cloud Academy		2711 S 23rd St	McAllen, TX	78503	627-0977
25	Martha O. Guillon	Little Shining Stars Daycare, Inc.		6620 N 23rd	McAllen, TX	78504	668-7008
26	Erik Humphrey	Loving Angels Child Development Center, LLC.		3615 N Ware Rd	McAllen, TX	78501	618-1090
27	Graciela Luna	Magic Child Development Daycare		3016 Nyssa Ave	McAllen, TX	78504	821-1822
28	Itzel Hernandez	Mommyland Bilingual Academy		4200 Pecan Blvd	McAllen, TX	78501	800-4226
29	Evon Ibarra	Tony's Playhouse Discovery Center		1929 W Pecan	McAllen, TX	78501	971-8669
30	Sylvia Caratachea	Bright Beginnings Learning Center		1721 E Griffin Parkway	Mission, TX	78574	271-4479
31	Maria Gomez	Honey's Little Bee's Learning Center		2900 W 45th St Ste D/E	Mission, TX	78574	424-0889

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2. CHILDCARE SERVICES
PROJECT NO. 20-21-1002

#	CONTACT	BUSINESS NAME	MAILING ADDRESS	PHYSICAL ADDRESS	CITY/STATE	ZIP	PHONE
32	Monica Garcia	Kidz Crusade Academy, LLC.	2407 Brock St Ste 18	Shary Rd & 495	Mission, TX	78572	584-7474
33	Elvia Isabel Lopez	Little Crayons Institute, LLC.	1640 E Griffin Pkwy	W Mile 5 Rd	Mission, TX	78572	424-1299
34	Martha Alicia Garcia	Martha Alicia Garcia / Precious Moments		3705 N Palm Leaf Circle	Mission, TX	78574	905-0430
35	Maria Rodriguez	Children's Garden Daycare		1840 W Veteran's Blvd	Palmview, TX	78572	598-8878
36	Maria Silvia Perez	Fisher Kids Academy		742 S Bentsen Palm Dr	Palmview, TX	78572	581-0043
37	Lydia Zuniga	Lily's Little Kids Daycare Center		953 W Palm Vista Dr	Palmview, TX	78572	585-3911
38	Patricia Martinez	Building My Future Learning Center		6807 S Jackson Rd.	Pharr, TX	78577	502-5360
39	Felicitas Bazan	Campanitas Day Care		8011-A Cisne	Pharr, TX	78577	782-5221
40	San Juanita Gonzalez	Kids Academy Daycare		5510 N Cage Ste I	Pharr, TX	78577	223-2543
41	San Juanita Gonzalez	Kids Academy Daycare Center #2		202 S Veterans Blvd	Pharr, TX	78577	223-2615
42	Reyna Canto	Royal Education Center		2001 S Jackson Rd	Pharr, TX	78577	666-9011
43	Maria T. Huerta	Betty's Day Care, LLC.		212 N Texas St	Rio Grande City, TX	78582	263-1440
44	Roxana Mascorro	Kami's Cuddling Center		4206 E Juarez St	Rio Grande City, TX	78582	487-4859
45	Isabel Garza	Learning Zone	4201 E Juarez St Rio Grande City, TX	3561 W Hwy 83	Rio Grande City, TX	78582	488-1260
46	Isabel Garza	Learning Zone II	4201 E Juarez St Rio Grande City, TX	307 N FM 3167 Ste A	Rio Grande City, TX	78582	488-9194
47	Maria Y. Longoria	Little Stars Learning Center, LLC.		304 N Mariposa Dr	Rio Grande City, TX	78582	487-8013
48	Dr. Richard L. Hill	El Shaddai International Christian Day Care Ctr		723 S Airport Dr	Weslaco, TX	78596	968-8814
49	Mariano Gutierrez	Mid-Valley Early Childhood Education Center		405 S Nebraska Ave	Weslaco, TX	78596	968-3844

The Director of Purchasing has reviewed all the responses received.

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3. COLLECTION AGENCY SERVICES
PROJECT NO. 19-20-1051

				Secondary	Secondary	Primary	
	NAME	Continental Service Group, Inc./dba ConServe	General Revenue Corporation	Immediate Credit Recovery, Inc.	Key 2 Recovery, Inc.	S & S Recovery, Inc.	Williams & Fudge, Inc.
	ADDRESS	200 CrossKeys Office Park	4660 Duke Dr Ste 200	6 Neptune Rd Ste 110	201 N Brookwood Ave	4210 Altruria Rd Ste 131	300 Chatham Ave
	CITY/STATE/ZIP	Fairport, NY 14450	Mason, OH 45040	Poughkeepsie, NY 12601	Hamilton, OH 45013	Memphis, TN 38135	Rock Hill, SC 29730
	PHONE	800-724-7500	513-605-7512	845-298-0700	888-402-5392	800-467-1144	800-849-9791
	FAX	585-421-1028	800-234-5035	845-297-2226	513-874-3037	901-386-2904	803-324-7003
	CONTACT	Richard N. Klein	Zenon Butts	Lynn Reynolds	Justin Kailer	John Welborn	Christopher P. Ruh
	First Referral Collection Cost %	20%	17%	20%	18%	20%	19%
	Second Referral Collection Cost %	20%	19%	25%	22%	20%	20%
	All Subsequent Referrals	20%	19%	25%	22%	20%	20%
	Litigation Accounts Cost %	24%	30%	28%		30%	
1.A	Years In Business	35	39	30	10	35	34
1.C	Number of Employees	431	115	384	31	32	325
1.D	Sales Volume	$ 62,249,652.00	$58.33 million	$ 94,771,796.00	$ 2,500,000.00	$ 54,352,117.00	$ 45,321,695.00
1.E	Default on Loan Agreement?	No	No	No	No	No	No
1.H	Pending Litigation	Yes	Yes	Yes	No	No	No
1.I	Belong to ACA or other organizations?	ACA, NACUBO, COHEAO,CCBOA, NCMA	ACA International, COHEAO, NACUBO	ACA International, COHEAO, NACUBO,TACCBO	Yes	ACA, COHEAO, NACUBO,TACCBO	ACA, COHEAO
1.J	References	Lone Star College System Rice Univ. Texas A&M Univ. Texas Tech Univ. UT Arlington	St. Mary's Univ - San Antonio Texas A&M - San Antonio Texas A & M - Texarkana UTRGV UT - Medical Branch Galveston	UT El Paso Georgia State Univ University of New Mexico Western Illinois University University of California, Davis	Texas A&M Univ. Howard Payne Univ. Alamo CC System St. Edward's Univ. Southwestern Assemblies of God Southwestern Univ. Southern Careers Institute	Rice University Texas Woman's University Texas Tech University El Paso CC San Jacinto College	Abilene Christian Univ. Angelo State Univ. Baylor Univ. Collin College Our Lady of the Lake Univ.
1.L	Certified Historically Underutilized Business	No	No	Yes	No	No	No
1.M	Unable to agree to any of the terms and conditions of this RFP?	Yes 1. Upon termination would like to continue receiving collection fees on paying accounts. 2. Reimbursement of NSF transactions after 6 months	No	No	No	No	No
2.A	Clients in Higher Education	814 clients	98% higher education; 2% tax collections; Collection credentials in 50 States; 33 Tx institutions; Texas ADAD License	118 College/Universities in 24 states. Average length of contracts is 13 years; Tx licensed	Currently serves over 250 colleges and universities primarily in the Midwest and South regions.	All in Higher Education 100% of portfolio is education related debt.	All in Higher Education 100% of portfolio is education related debt.
2.B	Percentage of accounts that are Student Loan Accounts	77%	79%	96.0%	96%	100%	100%

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	FAX	585-421-1028	800-234-5035	845-297-2226	513-874-3037	901-386-2904	803-324-7003
	CONTACT	Richard N. Klein	Zenon Butts	Lynn Reynolds	Justin Kailer	John Welborn	Christopher P. Ruh
2.C	Value of Student loans placed 2014 - 2019	2014: $65,349,004 2015: $217,228,675 2016: $265,565,964 2017: $315,291,925 2018: $301,853,994 2019: $289,207,994	2014: $767,887,272 2015: $607,970,235 2016: $635,206,345 2017: $581,74,785 2018: $521,375,951 2019: $526,201,184	2014: $83,101,716 2015: $118,071,362 2016: $,80,918,900 2017: $112,178,872 2018: $94,355,289 2019: $90,361,504	2014: $63,910,184 2015: $95,807,680 2016: $63,671,237 2017: $130,446,968 2018: $101,367,186 2019: $92,844,355	2014: $37,504,364 2015: $38,142,038 2016: $40,657,672 2017: $41,576,972 2018: $43,266,574 2019: $57,135,211	2014: $1,391,948,911 2015: $1,421,963,947 2016: $1,337,415,341 2017: $1,477,892,185 2018: $1,383,793,950 2019: $1,139,389,199
2D/ 2P	Recovery Rate	First Referrals 25% Second Referral 6%	First Referrals - 8% Second Referrals - 4%	First Referrals - 35.8% Second Referrals - 25.85% Third Referrals - % Institutional Loans 1st- 24.67% Institutional Loans 1st- 18.01%	*They accept old accounts which may affect the recovery rates:* First Referrals: Installments/Institutional Loans: 8.88%; Title IV: 22.65%; Tuition Loans and Student Receivables: 19.40%	First Referrals - 23.1% Second Referrals - 22.4% Third Referrals - 11.05%	Federal Perkins 1st: 50.22% Federal Perkins 2nd: 18.19% Institutional Loans 1st: 20.57% Institutional Loans 2nd: 7.07% Community College 1st: 20.52% Community College 2nd: 7.51% Private/Alternative Loans 1st: 12.72% Private/Alternative Loans 2nd: 3.14% Proprietary School AR 1st: 7.29% Proprietary School AR 2nd: 2.78%
2.G	Red Flag Rules?	Yes, Attachment 7	Yes: Page 35	Yes Appendix C	Identity Theft Policy	Yes	Yes
2.H	PCI DSS Compliance?	Yes, Attachment 8	Yes: Page 39	Yes Appendix D	Yes	Yes	Yes
2.K	Collector to Supervisor Ratio	10:1	10:1	10:1	5:1	5:1	18:1
2.O	How soon is debtor contacted after account is placed?	Within 24 hours	Within 48 hours	Day 1	Within 24 hours	Within 72 hours	Within 24 hours
2.Q	Is Skip Tracing done?	Yes	Yes	Yes	Yes	Yes	Yes
2.R	AICPA SAS 70 Audit?	AICPA SSAE 18 audit which is the successor to SAS70	No but follows own compliance environment that is superior to SSAE16 (formerly SAS70)	SSAE 18 replaced SAS70 - SOC1 Type 1 assessment	No	Yes, SSAE 18	Statements on Standards for Attestation Engagements No. 16 (SSAE 16) - Resulting in a Service Organization Control (SOC) 1 report. Provided in RFP

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3. COLLECTION AGENCY SERVICES
PROJECT NO. 19-20-1051

				Secondary	Secondary	Primary	
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	FAX	585-421-1028	800-234-5035	845-297-2226	513-874-3037	901-386-2904	803-324-7003
	CONTACT	Richard N. Klein	Zenon Butts	Lynn Reynolds	Justin Kailer	John Welborn	Christopher P. Ruh
2.S	Additional Services valuable to STC:	**ConServe University -** Complementary Training for your Staff **Complimentary One Letter service program-**	Client Webinar training, regulatory updates	Client Training & Collection Consulting Services	**Quick Connect** - message to borrowers for tuition payment due dates, drop/add deadlines, registration, delinquency notices, and payment due date **Debt Counseling - Contract with: Trinity Debt Management 800-793-9049 -** financial literacy advice and counseling free of charge to students placed for collection. Free copy of a book - *The Do It Yourself Guide to Financial Success*	On-site training, regulatory update sessions, and performance reviews.	Student Loans & Receivables Conference free of charge Webinars One-day regional workshops Monthly newsletters
2.T	Pre-Collection Services Fees	One Letter Service: Complimentary for accts that are less than 180 days past due Enhanced Letter Service: $7.50 per account placed	Pre-Collection Services free of charge	Pre-Collection Serviced for 1st time placements free of charge	Pre-Collection Service on 1st referral accts free of charge	Pre-Collection Services for 1st time placements free of charge; Enhanced pre-collection services $5 - $10/ account	Early out program at no additional cost
F	Code of Ethics for Collectors	Employee Code of Conduct, Business Ethics Award Recipient, BBB Torch Award for Ethics	ACA International Code of Ethics and Professional Responsibility	Collector's pledge and code of conduct	Fair Credit Reporting Act, FDCPA Policy, FERPA and Gramm-Leach Bliley	Full compliance with the Fair Debt Collection Practices Act, as well as all state and federal laws	ACA PPMS, annual audits, SSAE 16 Certification, Compliance Attestation Examination of the Title IV Student Financial Assistance Program
N	Accept Credit Cards? Which?	Yes, Visa, Master Card, and Discover	Yes, Visa, Master Card, and Discover	Yes, Visa, Master Card, and Discover	Yes, all major credit cards	Yes, Visa, Master Card, and American Express	Yes, Visa, Master Card, and Discover
O	Frequency of working an Account	Debt counselors will follow the contact strategy schedule assigned to each account until a debt resolution arrangement is reached		Communication practices adhere to FDCPA, TCPA, and other stringent state and local regulations.	Follows up daily on broken promises, late payments, missed payments and non-responsive accounts.	Every 3 Days	Every day for the first 3 days and then every 7 days thereafter
P	Reimburse Contractor for NSF	Yes	No	No	No	No	No
Financial Rating							

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PROJECT NO. 19-20-1051

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	FAX	585-421-1028	800-234-5035	845-297-2226	513-874-3037	901-386-2904	803-324-7003
	CONTACT	Richard N. Klein	Zenon Butts	Lynn Reynolds	Justin Kailer	John Welborn	Christopher P. Ruh
1	Experience in Representing Clients in Higher Education	Federal Perkins/NDSL/NSL/HSPL/ICL Loans, Institutional Student Loans, Student Tuition Receivables, Other Student Receivables.	Approximately 1,000 campus clients (both state-supported and private), Emergency Student Loans, Installment Agreements, institutional loans and tuition receivables, miscellaneous accounts receivables and other fees and unpaid accounts, Nursing Student Loan (NSL) Program, Health Professional Student Loans (HPSL), Perkins Loans	Collected for approximately 400 colleges and universities nationwide. Perkins, institutional loans, emergency loans, tuition accounts, sundry accounts, bookstore accounts, commercial grants and contract accounts	Returned Title IV funds International Students Older Student Receivables - built reputation on collecting older accounts that other agencies have deemed uncollectible.	Full Service collection company. Provided collection services for Federal Perkins/National Direct Student Loans (NDSL) since 1985, Pell Grants, Tuition Accounts, Student Loans, Institutional Loans, A/R Loans, Nursing Loans, Health Professional Loans, Health Care Services, Non-Sufficient Funds	First collection agency to implement the Professional Practices Management System (PPMS) through ACA International. Never lost a client due to client service or recovery concerns. TECH LOCK Certified, PCI-DSS Certified
2	Form Letters?	Yes	Yes	Yes		Yes	Yes
3	Safeguards for Compliance	ACA International Teleseminars/Webinars, regulatory updates, Debt Counselor compliance audit, PPMS audits, one-on-one coaching sessions, refresher courses	Friendly and ethical treatment of debtors in compliance with federal, state, and client rules and regulations. FDCPA training and test for all collector trainees, taken annually. Random call monitoring.	ACA Certifications and intense training for all staff, compliance with federal and state statutes, FDCPA Compliance	ACA International Teleseminars/Webinars, Texas BUC$, The Community College Business Officers, and Coalition of Higher Education Assistance Organizations (COHEAO)	FDCPA Certified, borrower-friendly collection associates, all trained in Red Flag Rules, Telephone Consumer Protection Act, Fair Credit Reporting Act, FERPA, Civil Relief Act, HIPPA, Gramm-Leach - Bliley Act, and ACA.	FDCPA Certified, Oral essay and computerized test required from all new employees
4	Report bad debt accounts?		Yes	Yes		Yes	Yes
5	Report Samples?	Yes	Yes	Yes	No	Yes	No
6	Collection Letters?	Yes	Yes	Yes	No	Yes	No
TOTAL EVALUATION POINTS		76.49	79.16	84.68	87.81	90.66	81.12
RANKING		6	5	3	2	1	4

The Director of Purchasing has reviewed all the responses and evaluations completed.

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
3. COLLECTION AGENCY SERVICES
PROJECT NO. 19-20-1051 -- EVALUATION SUMMARY

						Secondary		Secondary		Primary			
	VENDOR	Continental Service Group, Inc./dba ConServe		General Revenue Corporation		Immediate Credit Recovery, Inc.		Key 2 Recovery, Inc.		S & S Recovery, Inc.		Williams & Fudge, Inc.	
	ADDRESS	200 CrossKeys Office Park		4660 Duke Dr Ste 200		6 Neptune Rd Ste 110		201 N Brookwood Ave		4210 Altruria Rd Ste 131		300 Chatham Ave	
	CITY/STATE/ZIP	Fairport, NY 14450		Mason, OH 45040-8466		Poughkeepsie, NY 12601		Hamilton, OH 45013		Memphis, TN 38135		Rock Hill, SC 29730	
	PHONE	800-724-7500		513-605-7512		845-298-0700		888-402-5392		800-467-1144		800-849-9791	
	FAX	585-421-1028		800-234-5035		845-297-2226		513-874-3037		901-386-2904		803-324-7003	
	CONTACT	Richard N. Klein		Zenon Butts		Lynn Reynolds		Justin Kailer		John Welborn		Christopher P. Ruh	
1	The purchase price for collection services (as a percentage of collected proceeds). (up to 40 points)	36	36	40	40	32.2	32.2	36.15	36.15	36	36	36.89	36.89
		36		40		32.2		36.15		36		36.89	
		36		40		32.2		36.15		36		36.89	
2	The reputation of the respondent and of the respondent's goods or services. (up to 16 points)	12.5	12.66	14	14	13	13.66	14	13	15.5	15	12.45	13.91
		11.5		14		14		12		14		15.3	
		14		14		14		13		15.5		14	
3	The quality of the respondent's goods and/or services. (up to 15 points)	8	10.33	10	8.66	14	13.33	13	13.33	13	14	10	10.83
		11		6		12		14		14		10.5	
		12		10		14		13		15		12	
4	The extent to which the vendor's goods and/or services meet STC's needs. (up to 15 points)	7	8.5	7	6.5	13	13.16	13	13.33	14	14	8	9.83
		11.5		5.5		12.5		14		13		9.5	
		7		7		14		13		15		12	
5	The respondent's past relationship with the College. (up to 3 points)	2	2	2	2	3	3	2	2	3	3	2	2
		2		2		3		2		3		2	
		2		2		3		2		3		2	
6	The impact on the ability of STC to comply with laws relating to Historically Underutilized Businesses. (up to 1 point)	0	0	0	0	1	1	0	0	0	0	0	0
		0		0		1		0		0		0	
		0		0		1		0		0		0	
7	The total long-term cost to STC to acquire the respondent's goods or services. (up to 5 points)	5	5	5	5	5	5	5	5	5	5	5	5
		5		5		5		5		5		5	
		5		5		5		5		5		5	
8	Whether the respondent or the respondent's ultimate parent company or majority owner: 1) has its principal place of business in Texas; or 2) employs at least 500 persons in Texas. (up to 5 points).	1	2	3	3	4	3.33	5	5	4	3.66	2	2.66
		2		3		2		5		4		2	
		3		3		4		5		3		4	
	TOTAL EVALUATION POINTS	76.49		79.16		84.68		87.81		90.66		81.12	
	RANKING	6		5		3		2		1		4	

The Director of Purchasing has reviewed all the responses and evaluations completed.

4

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
4. TRUCK DRIVER / BUS DRIVER TRAINING
PROJECT NO. 19-20-1054

VENDOR		Community Truck Driving School, LLC.	STVT-AAI Education, Inc./ dba Ancora Corporate Training
ADDRESS		1611 Chisholm Trail Ste 470	8701 Bedford Euless Rd Ste 400
CITY/STATE/ZIP		Round Rock, TX 78681	Hurst, TX 76053
PHONE		512-814-0102	910-599-3433
CONTACT		Eldon R. Featherston, Jr.	Natalie Williams
#	**Description**	**Proposed**	**Proposed**
Truck Driver Training Tuition and Fees per Student			
1	Percentage to be Retained by STC 18%	$4,956.00 Tuition $892.08 18%	$5,000.00 Tuition $160.00 Fees $900.00 18%
2	Percentage to be Retained by STC 20%	$5,040.00 Tuition $1,008.00 20%	$5,000.00 Tuition $160.00 Fees $1,000 20%
3	Percentage to be Retained by STC 22%	$5,124.00 Tuition $1,127.28 22%	$5,000.00 Tuition $160.00 Fees $1,100 22%
Bus Driver Training Tuition and Fees per Student			
4	Percentage to be Retained by STC 18%	$3,540.00 Tuition $637.20 18%	$2,800.00 Tuition $160.00 Fees $504.00 18%
5	Percentage to be Retained by STC 20%	$3,600.00 Tuition $720.00 20%	$2,800.00 Tuition $160.00 Fees $560.00 20%
6	Percentage to be Retained by STC 22%	$3,660.00 Tuition $805.20 22%	$2,800.00 Tuition $160.00 Fees $616.00 22%
TOTAL EVALUATION POINTS		90	94
RANKING		2	1

The Director of Purchasing has reviewed all the responses and evaluations completed.

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
4. TRUCK DRIVER/BUS DRIVER TRAINING
PROJECT NO. 19-20-1054
EVALUATION SUMMARY

VENDOR		Community Truck Driving School, LLC.		STVT-AAI Education, Inc./ dba Ancora Corporate Training	
ADDRESS		1611 Chisholm Trail Ste 470		8701 Bedford Euless Rd Ste 400	
CITY/STATE/ZIP		Round Rock, TX 78681		Hurst, TX 76053	
PHONE		512-814-0102		910-599-3433	
CONTACT		Eldon R. Featherston Jr		Natalie Williams	
1	The purchase price. (up to 40 points)	37.59	37.59	40	40
		37.59		40	
		37.59		40	
2	The reputation of the vendor and the vendor's goods and/or services. (up to 18 points)	16	16	16	16.66
		16		17	
		16		17	
3	The quality of the vendor's goods and/or services. (up to 18 points)	16	17	16	17
		18		18	
		17		17	
4	The extent to which the vendor's goods and/or services meet the College's needs. (up to 15 points)	13	12.66	13	13.66
		12		14	
		13		14	
5	The vendor's past relationship with the College. (up to 3 points)	2	2	2	2
		2		2	
		2		2	
6	The impact on the ability of the College to comply with laws relating to Historically Underutilized Businesses. (up to 1 point)	0	0	0	0
		0		0	
		0		0	
7	The total long-term cost to the college to acquire the vendor's goods or services. (up to 5 points)	5	5	5	5
		5		5	
		5		5	
TOTAL EVALUATION POINTS		90		94	
RANKING		2		1	

The Director of Purchasing has reviewed all the responses and evaluations completed.

*The Proposal Criteria follows in the packet for further explanation of each criteria.

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
4. PROPOSAL CRITERIA - SERVICE ONLY

		Service Only		
		Points	Score Key	
1	**Criterion 1: The purchase price** a. The low bidder gets the maximum points b. Divide the lowest proposal by each of the other proposal(s)	40		
2	**Criterion 2: The reputation of the vendor and of the vendor's goods or services** a. Number of Years in Business b. References (similar projects) c. Services/Installation d. Professional Licenses/Certifications	18	15-18 10-14 5-9 0-4	Excellent Acceptable Marginal Poor/No Response
3	**Criterion 3: The quality of the vendor's goods or service** a. Warranty b. Service Support/Response Time c. Goods/Product (manufacturer life) d. Product Performance	18	15-18 10-14 5-9 0-4	Excellent Acceptable Marginal Poor/No Response
4	**Criterion 4: The extent to which the goods or services meet the district's needs** a. Time Frame to complete the project b. Delivery Time Frame of product(s) c. Number of staff d. Meet or exceed the specifications	15	12-15 7-11 3-6 0-2	Excellent Acceptable Marginal Poor/No Response
5	**Criterion 5: The vendor's past relationship with the district** a. Quality of Past Performances with STC ******New Vendors will receive two points**	3	3 2 1 0	Excellent Acceptable/New Vendor Marginal Poor/No Response
6	**Criterion 6: The impact on the ability of the district to comply with laws and rules relating to Historically Underutilized Businesses** a. Provided the Certification	1	1 0	Yes No
7	**Criterion 7: The total long-term cost to the district to acquire the vendor's goods or services; and** a. Annual Escalation Increase	5	5 3-4 1-2 0	Excellent Acceptable Marginal Poor/No Response
8	**Criterion 8: Any other relevant factor specifically listed in the request for bids or proposals, e.g.:** a. Financial Standing b. Potential or Pending Sale of Business			Up to 5 points will be used from the purchase price if applicable
	Total Points	100		

Definitions of evaluation terms:

Excellent - respondent provided information which fully addressed or exceeded the requirements
Acceptable - respondent provided information which addressed most but not all of the requirements
Marginal - respondent provided minimal information on requirements
Poor/No response - respondent provided inadequate responses to requirements or did not respond

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SOUTH TEXAS COLLEGE

NO BACKUP FOR

5. Nursing and Allied Health Building A Analog to Digital Upgrade Phase I (Reject)

6

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
6. AIR CONDITION FILTERS

NAME	Joe W. Fly Company, Inc.
ADDRESS	4820 Memphis St
CITY/STATE/ZIP	Dallas, TX 75207
LOCAL ADDRESS	2810 N Expway 77 Harlingen, TX 78552
PHONE	214-634-2200
CONTACT	Lori Gutierrez

#	Qty	Description	Unit Price	Extension
1	1	Purchase and Installation of Air Conditioning Filters Period: 9/1/20 - 8/31/21	$ 145,000.00	$ 145,000.00
TOTAL AMOUNT			$ 145,000.00	

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
7. BUILDING AUTOMATION CONTROL EQUIPMENT, PARTS, AND EQUIPMENT MAINTENANCE

NAME	Siemens Industry, Inc.
ADDRESS	1000 Deerfield Parkway
CITY/STATE/ZIP	Buffalo Grove, IL 60089
LOCAL ADDRESS	2805 W Expway 83 La Feria, TX 78559
PHONE	972-550-8486
CONTACT	Terri Marroquin

#	Qty	Description	Unit Price	Extension
1	1	Building Automation Control Equipment, Parts, and Equipment Maintenance Period: 9/1/20 - 8/31/21	$ 85,000.00	$ 85,000.00
TOTAL AMOUNT			$ 85,000.00	

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
8. CHILLER CHEMICALS AND MAINTENANCE

NAME	Kurita America, Inc.
ADDRESS	12270 43rd St NE
CITY/STATE/ZIP	St. Michael, MN 55376
PHONE	817-796-7822
CONTACT	Jim McCure

#	Qty	Description	Unit Price	Extension
1	1	Purchase of Chiller Chemicals and Maintenance Period: 9/1/20 - 8/31/21	$ 85,000.00	$ 85,000.00
TOTAL AMOUNT			$ 85,000.00	

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
9. DISTRICT WIDE FURNITURE REQUEST
JULY 28, 2020

#	Qty	Description	Unit Price	Extension	Requesting Department
Datum Filing Systems, Inc. / Gateway Printing and Office Supply, Inc. (TIPS)					
1	4	1824KH Heavy Duty Plus Trakslider Top Shelf	$ 27.34	$ 109.36	Mid Valley Campus Student Srvs Reno FFE - Dr. Shirley A. Reed
	16	1824TH Unslotted Heavy Duty Plus Shelf 24"x18"D	$ 27.34	$ 437.44	Shelves will be used by Student Services Staff
	8	7620LO Open L Upright, 18"Dx 76 1/4"H	$ 45.56	$ 364.48	
	32	HR18- Heavy Duty Plus Shelf Reinforcement 18"	$ 2.75	$ 88.00	
	40	HS-2414 Heavy Duty Plus Shelf Support 24", 14"GA	$ 4.15	$ 166.00	
2	1	Labor to receive, inspect, deliver, install and remove debris	$ 120.00	$ 120.00	
		Datum Filing Systems, Inc. Total		**$ 1,285.28**	
Exemplis Corporation / Gateway Printing and Office Supply, Inc. (OMNIA Partners)					
1	6	40Y.A17 TR2 Sit On It Task Enhanced Synchro Control Chair	$464.60	$2,787.60	'Mid Valley Campus Student Srvs Reno FFE - Dr. Shirley A. Reed
					Faculty/Staff Chairs for the Student Services
					(Manual)
2	1	Labor to receive, inspect, deliver, install and remove debris	$210.00	$210.00	
		Exemplis Corporation Total		**$2,997.60**	
The Hon Company / Gateway Printing and Office Supply, Inc. (OMNIA Partners)					
1	1	HS72ABC Bookcase 5-Shelf 12 5/8D x 341/2W x 71H	$229.24	$229.24	'Mid Valley Campus Student Srvs Reno FFE - Dr. Shirley A. Reed
	3	H314 Vertical File 4 Drawer Letter with Lock	$289.01	$867.03	Bookcase and File Cabinets for the Student Services Staff
					(Manual)
2	1	Labor to receive, inspect, deliver, install and remove debris	$125.00	$125.00	
		The Hon Company Total		**$1,221.27**	
Krueger International, Inc. / Gateway Printing & Office Supply, Inc. (Sourcewell)					
1	1	KI62/JR39 C4-Impress Task Chair with Arms	$454.68	$454.68	New Furniture - Rick De La Garza
	1	Upcharge Per Unit	$36.25	$36.25	Furniture needed to replace old and worn furniture in the student labs
	42	DN5300 Computer Lab Student Chairs-Doni Task	$308.88	$12,972.96	at the Nursing and Allied Health Campus Bldg A (R0107626)
2	1	KI62/JR39 C4-Impress Task Chair with Arms	$488.36	$488.36	New Furniture - Rick De La Garza
	1	Upcharge Per Unit	$36.25	$36.25	Furniture needed to replace old and worn furniture in the student labs
	18	DN5300 New Computer Lab Student Chair-Doni Task	$331.76	$5,971.68	at the Nursing and Allied Health Campus Bldg A (R0107641)
3	12	Torsion Pedestal Base Armless Chair	$374.76	$4,497.12	Learning Commons and Open Labs - Lelia Salinas
	2	WBW2472-74P WorkZone Basic Worksurface	$530.82	$1,061.64	Tables and Chairs that will be used by students and staff at the
	2	WBWD2436-74P WorkZone w/ Power Basic Worksurface	$660.96	$1,321.92	Starr County Campus - Center for Learning Excellence
	13	WBWD2472-74P WorkZone w/ Power Basic Worksurface	$992.52	$12,902.76	(R0107656)
	4	WZ.T6PI.29 WorkZone Floor Infeed	$197.64	$790.56	
	13	WZ.T6RECP.1 WorkZone Receptacle	$15.12	$196.56	

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
9. DISTRICT WIDE FURNITURE REQUEST
JULY 28, 2020

#	Qty	Description	Unit Price	Extension	Requesting Department
	12	WZ.T6RECP.2 WorkZone Receptacle	$15.12	$181.44	
	3	WZ.T6RECP.3 WorkZone Receptacle	$15.12	$45.36	
	9	WZ.T6SC18 Table to Table Jumper	$70.74	$636.66	
4	1	TT5NAP/S4/IT1 Torsion Tandem-4-Seats,1 In-Line Tbl,No Arms, Mardi Grass	$1,342.12	$1,342.12	'Mid Valley Campus Student Srvs Reno FFE - Dr. Shirley A. Reed
	1	TT5NAP/S4/IT1 Torsion Tandem-4-Seats,1 In-Line Tbl,No Arms,Nemo	$1,342.12	$1,342.12	Lobby Seating Benches, Computer Tables, Desks and Chairs for
	1	TT5NAP/S4/IT1 Torsion Tandem-4-Seats,1 In-Line Tbl,No Arms, Surf's Up	$1,342.12	$1,342.12	visitors, students, and staff at the Mid Valley Campus
	1	WBWD2436-74P WorkZone w/Power Basic Worksurface ,74P Edge,24x36"W	$709.92	$709.92	- Student Services (Manual)
	3	WBWD2472-74P WorkZone w/Power Basic Worksurface ,74P Edge,24x72"W	$1,066.04	$3,198.12	
	2	WZ.T6PI.29 WorkZone Floor Infeed for 29" Tall Table	$212.28	$424.56	
	7	WZ.T6RECP.1 WorkZone Receptacle,810 6-2-2 (1.12") 1	$16.24	$113.68	
	2	WZ.T6SC18 WorkZone 810 6-2-2 Table to Table Jumper (17.75 mesh)	$75.98	$151.96	
	5	RAPWAUS Rapture Four-Leg Arm Chair,Uph Seat/Poly Back	$235.98	$1,179.90	
	4	KI63/NA Impress Stool, Pedestal Base, No Arms, Upholstered	$432.00	$1,728.00	
	4	Upcharge per Unit:	$36.25	$145.00	
	1	7D/D3066-74P-F 700 Series Desk, Full Modesty Panel,74P Edge,30x66"W	$676.62	$676.62	
	1	7D/R2448-74P-F 700 Series Desk,Return,Full Modesty Panel,74P Edge,24x48"W	$491.94	$491.94	
	1	S7P/1530WBBF 700 Series Files Supporting Ped-Box/Box/File-30" Nominal Depth	$494.10	$494.10	
	1	S7P/1524WFF 700 Series Files Supporting Ped-File/File-24" Nominal Depth	$428.76	$428.76	
	1	7D/D3048-74P-F 700 Series Desk,Full Modesty Panel,74P Edge,30x48"W	$603.18	$603.18	
	1	S7P/1530WBBF 700 Series Files Supporting Ped-Box/Box/File-30" Nominal Depth	$494.10	$494.10	
	11	DN5300 Doni Task Armless Chair,Uph Seat/Back, Solid Color	$308.88	$3,397.68	
	1	PINR3060C-74P Pirouette, Nesting Collaborative,Rectangular,30x60",74P Edge	$652.32	$652.32	
	2	ITDV1724/E End Divider Screen,17"Hx24"W	$123.12	$246.24	
	3	ITDV1724/M74P Middle Divider Screen,74P Edge,17"Hx24"W	$131.22	$393.66	
	2	ITPS1772 InTandem Privacy Screen,Rect,17"Hx72"W	$254.34	$508.68	
	2	WBWD2472-74P WorkZone w/Power Basic Worksurface ,74P Edge,24x72"W	$992.52	$1,985.04	
	1	WZ.T6PI.29 WorkZone Floor Infeed for 29" Tall Table	$197.64	$197.64	
	2	WZ.T6RECP.1 WorkZone Receptacle,810 6-2-2 (1.12") 1	$15.12	$30.24	
	2	WZ.T6RECP.4I WorkZone Receptacle,810 6-2-2 (1.12") 4I	$15.12	$30.24	
	1	WZ.T6SC18 WorkZone 810 6-2-2 Table to Table Jumper (17.75 mesh)	$70.74	$70.74	
	4	MSP Maestro Stack Chair, Polypropylene	$96.86	$387.44	
5	1	Labor to receive, inspect, deliver, install and remove debris	$6,525.00	$3,700.00	
		Krueger International, Inc. Total		**$68,060.32**	
		Furniture Total		**$ 73,564.47**	

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
10. PARTS AND SUPPLIES

NAME	W.W. Grainger, Inc./ dba Grainger
ADDRESS	7950 Research Blvd
CITY/STATE/ZIP	Austin, TX 78758
LOCAL ADDRESS	921 E Pecan Blvd McAllen, TX
PHONE	800-472-4643
CONTACT	Robert Garcia

#	Qty	Description	Unit Price	Extension
1	1	Purchase of Parts and Supplies Period: 9/1/20 - 8/31/21	$ 100,000.00	$ 100,000.00
TOTAL AMOUNT			$ 100,000.00	

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SOUTH TEXAS COLLEGE

NO BACKUP FOR

11. Commercial Card Services (Accounts Payable Card) (Renewal)

12

SOUTH TEXAS COLLEGE

Purchasing and Distribution Services
3201 W. Pecan Blvd., McAllen, TX 78501

t (956) 872-4681
f (956) 872-4688

P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

July 7, 2020

Interact Communications
Attn: Ms. Cheryl Broom
502 Main Street, 3rd Floor
La Crosse, WI 54602

Dear Ms. Broom:

On June 25, 2019, South Texas College awarded a contract to Interact Communications for Creative Agency Services. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from September 1, 2020 through August 31, 2021.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be returned via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Becky Cavazos

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through August 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
13. ELEVATOR MAINTENANCE AGREEMENT

NAME	Otis Elevator Company
ADDRESS	14444 N Cockrell Hill Rd Ste 102
CITY/STATE/ZIP	Dallas, TX 75211
LOCAL ADDRESS	200 N. McColl Rd McAllen, TX 78501
PHONE	415-583-9526
CONTACT	Brett Morris

#	Qty	Description	Unit Price	Extension
1	1	Elevator Maintenance Agreement - Renewal Period: 9/1/20 - 8/31/21	$ 95,000.00	$ 95,000.00
TOTAL AMOUNT			$ 95,000.00	

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SOUTH TEXAS COLLEGE

NO BACKUP FOR

14. Financial Advisor Services Agreement (Non-Renewal)

15

SOUTH TEXAS COLLEGE

Purchasing and Distribution Services
3201 W. Pecan Blvd., McAllen, TX 78501

t (956) 872-4681
f (956) 872-4688

P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

July 7, 2020

Ms. Emily Parker Myers
Myers McRae, Inc.
515 Mulberry Street, Suite 200
Macon, Georgia 31201

Dear Ms. Myers:

On August 27, 2019, South Texas College awarded a contract to Myers McRae, Inc. for Professional Recruitment Services. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from September 1, 2020 through August 31, 2021.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be returned via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Becky Cavazos

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through August 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

SOUTH TEXAS COLLEGE

Purchasing and Distribution Services
3201 W. Pecan Blvd., McAllen, TX 78501

t (956) 872-4681
f (956) 872-4688

P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

July 7, 2020

Mr. Preston Pulliams
Gold Hill Associates
1065 Stigger Road
Jackson, Mississippi 39209

Dear Mr. Pulliams:

On August 27, 2019, South Texas College awarded a contract to Gold Hill Associates for Professional Recruitment Services. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from September 1, 2020 through August 31, 2021.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be returned via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Becky Cavazos

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through August 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

SOUTH TEXAS COLLEGE

Purchasing and Distribution Services
3201 W. Pecan Blvd., McAllen, TX 78501

t (956) 872-4681
f (956) 872-4688

P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

July 7, 2020

Ms. Jan Greenwood
Greenwood/Asher & Associates, Inc.
42 Business Center Drive, Suite 206
Miramar Beach, Florida 32550

Dear Ms. Greenwood:

On August 27, 2019, South Texas College awarded a contract to Greenwood/Asher & Associates, Inc. for Professional Recruitment Services. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from September 1, 2020 through August 31, 2021.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be returned via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Becky Cavazos

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through August 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

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SOUTH TEXAS COLLEGE

Purchasing and Distribution Services
3201 W. Pecan Blvd., McAllen, TX 78501

t (956) 872-4681
f (956) 872-4688

P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

May 5, 2020

Affordable Attic III, LP
Attn: Alicia Almazan
2805 South 77 Sunshine Strip
Harlingen, TX 78550

Dear Ms. Almazan:

On July 24, 2018, South Texas College awarded a contract to Affordable Attic III, LP for Rental of Storage Facilities. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from August 1, 2020 through July 31, 2021 which includes a 4-5% escalation.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be return via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through July 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

SOUTH TEXAS COLLEGE

Purchasing and Distribution Services
3201 W. Pecan Blvd., McAllen, TX 78501

t (956) 872-4681
f (956) 872-4688

P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

May 5, 2020

Affordable Attic V, LP
Attn: Ana Martinez
2805 South 77 Sunshine Strip
Harlingen, TX 78550

Dear Ms. Martinez:

On July 24, 2018, South Texas College awarded a contract to Affordable Attic V, LP for Rental of Storage Facilities. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from August 1, 2020 through July 31, 2021 which includes 4-5% escalation.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be return via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through July 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

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www.SouthTexasCollege.edu

May 5, 2020

Affordable Attic IX, LP
Attn: Nataly Muniz
2805 South 77 Sunshine Strip
Harlingen, TX 78550

Dear Ms. Muniz:

On July 24, 2018, South Texas College awarded a contract to Affordable Attic IX, LP for Rental of Storage Facilities. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The last renewal period will be from August 1, 2020 through July 31, 2021 which includes a 4-5% escalation.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be return via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through July 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

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P.O. Box 9701, McAllen, TX 78502-9701
www.SouthTexasCollege.edu

June 6, 2020

Move It Management, LLC
Attn: Timothy Springer
12655 North Central Expressway, Suite 925
Dallas, TX 75243

Dear Mr. Springer:

On July 24, 2018, South Texas College awarded a contract to Move It Management, LLC for Rental of Storage Facilities. The award allowed for two one-year renewal options on the contract if the terms and conditions remain the same. We are currently in the last few months of the second year of the contract and would like to renew for an additional one-year period. The first renewal period will be from August 1, 2020 through July 31, 2021 which includes a 8% escalation.

We are requesting that you respond to us in writing if this would be acceptable to your company. For your convenience, we are providing a place for your signature approval at the bottom of the letter. If in acceptance of this extension, you may sign where indicated. The letter may be return via fax at (956) 872-4688 or email to Becky Cavazos at beckyc@southtexascollege.edu.

Sincerely,

Becky Cavazos

Rebecca R. Cavazos
Director of Purchasing

Renewal of contract accepted through July 31, 2021 with no change in terms and conditions as per the South Texas College bid previously submitted.

Authorized Signature: _____

Name Printed: _____

Date: _____

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
17. DISTRICT WIDE TECHNOLOGY REQUEST
APRIL 1, 2020 THROUGH JULY 6, 2020

#	Month Requested	Qty	Description	Unit Price	Extension	Requesting Department
STUDENT COMPUTERS						
1	April	20	Precision 5540, i7-9850H, Intel Core Processor, 500GB Hard Drive,	$ 2,081.74	$ 41,634.80	Learning Commons and Open Labs - Lelia Salinas
			8GB Memory, Warranty (R0107758)			New systems for student lab
			STUDENT COMPUTER TOTAL		**$ 41,634.80**	
STUDENT PRINTERS						
2	April	3	HP LaserJet Printer Enterprise M609dn, LaserJet 2100 Sheet Paper Tray (6),	$ 1,960.00	$ 5,880.00	Learning Commons and Open Labs - Lelia Salinas
			1 GB Memory 90-pin DDR3 DIMM, HP 3 Year Warranty 4hr 9x5 HW Support			Replacement of out of warranty systems for student lab
			(R0107687)			
3	April	6	HP Input Tray Feeder - Media Tray	$ 779.00	$ 4,674.00	Learning Commons and Open Labs - Lelia Salinas
			Feeder - 2100 Sheets In (R0107687)			Replacement of out of warranty systems for student lab
			STUDENT PRINTER TOTAL		**$ 10,554.00**	
			STUDENT COMPUTER/PRINTER TOTAL		**$ 52,188.80**	
STUDENT GRANT LAPTOPS						
4	July	40	Laptop Latitude 5410 BTX Base, Intel Core i5-10210U, 256GB Hard Drive	$ 849.53	$ 33,981.20	Carl Perkins Basic Grant - Samantha Uriegas
			Battery, 8GB Memory, Intel UHD 620 Graphics, Warranty, Briefcase			Laptops will be issued to students majoring in technical programs
5	July	20	Laptop Latitude 7540 CTO Base, Intel Core i7-9750H, 256GB Hard Drive,	$ 1,619.32	$ 32,386.40	Rio South TX ECDF Grant - Carlos Margo
			Battery, 8GB Memory, NVIDA N19E Graphic Card, Warranty, Briefcase			Online Career and Technical Education Programs
			STUDENT GRANT LAPTOP TOTAL		**$ 66,367.60**	
STAFF COMPUTERS						
6	April	5	Precision 3630 Tower CTO Base, Intel Core i7-9700, 512 GB Hard Drive,	$ 1,774.27	$ 8,871.35	Office Administration Program - Iris Jasso
			16GB Memory, Warranty (R0107526)			Replacement of obsolete systems for dept staff
7	April	1	Computer 3070 MT BTX, i5-9500 Processor, 500GB Hard Drive, 8GB Memory	$ 825.00	$ 825.00	Resource Development Mgmt and Compliance - Virginia Champion
			Intel Integrated Graphics, 22" (2) Monitors, Warranty (R0107818)			New system for dept staff
8	April	1	Precision 3630 Tower CTO Base, Intel Core i7-9700, 512 GB Hard Drive,	$ 1,697.79	$ 1,697.79	Educ Tech Maintenance & Replacement - Maria Evans
			16GB Memory, (2) Wireless Mouse, Warranty (R0107657)			Replacement of out-of-warranty system for dept staff
9	May	1	Computer 3070 MT BTX, i5-9500 Processor, 500GB Hard Drive, 8GB Memory	$ 705.00	$ 705.00	Criminal Justice Program - James Blair
			Intel Integrated Graphics, 22" Monitor, Warranty (R018119)			Replacement of out-of-warranty system for dept staff
			STAFF COMPUTER TOTAL		**$ 12,099.14**	

SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
17. DISTRICT WIDE TECHNOLOGY REQUEST
APRIL 1, 2020 THROUGH JULY 6, 2020

#	Month Requested	Qty	Description	Unit Price	Extension	Requesting Department
STAFF LAPTOPS						
10	April	1	Laptop Latitude 5300 2-in-1 BTX, Intel Core i5-8365U, 256GB Hard Drive	$ 1,175.51	$ 1,175.51	Office of Institutional Equity - Lisa Guerra
			Battery, 8GB Memory, Active Pen, Power Companion, Warranty (R0108053)			New system for new dept staff
11	April	4	Laptop Latitude 5300 2-in-1 BTX, Intel Core i5-8365U, 256GB Hard Drive	$ 1,175.51	$ 4,702.04	Business Office - Myriam Lopez
			Battery, 8GB Memory, Active Pen, Power Companion, Warranty (R0108071)			New systems for dept staff to work in the office or remotely
12	April	2	Laptop Latitude 5300 2-in-1 BTX, Intel Core i5-8365U, 256GB Hard Drive	$ 1,175.51	$ 2,351.02	Purchasing Department - Becky Cavazos
			Battery, 8GB Memory, Active Pen, Power Companion, Warranty (R0108153)			New systems for dept staff to work in the office or remotely
13	June	10	Laptop Latitude 5400 CTO Base, Intel Core i5-8265U, 256GB Hard Drive	$ 813.07	$ 8,130.70	Advising Office - Nancy Garcia
			Battery, 8GB Memory, Intel UHD 620 Graphics, Warranty (R0108401)			New systems for dept staff to work in the office or remotely
14	June	1	Latitude 7200 2-in 1 XCTO, i7-8665U Processor, 512 GB Hard Drive, 16GB	$ 1,831.49	$ 1,831.49	Distance Education Instructional Technology - Rachel Sale
			Memory, Keyboard and Mouse, Pen, Adapter, Accessories, Warranty (R0108700)			New system for dept staff to work in the office or remotely
15	June	2	Laptop Latitude 5400 CTO Base, Intel Core i5-8265U, 256GB Hard Drive	$ 828.24	$ 1,656.48	Career and Employer Services - Celinda Salinas
			Battery, 8GB Memory, Intel UHD 620 Graphics, Warranty (R0108710)			New systems for dept staff to work in the office or remotely
			STAFF LAPTOP TOTAL		**$ 19,847.24**	
STAFF TABLETS						
16	June	1	13-inch MacBook Air: 1.1GHz quad-core	$ 1,448.00	$ 1,448.00	Distance Education Instructional Technology - Rachel Sale
			4-Year AppleCare+ for Schools - MacBook Air (R0108283)			New system for dept staff
			STAFF TABLET TOTAL		**$ 1,448.00**	
STAFF MONITORS						
17	April	10	Dell 24" Ultra Sharp Monitor - U2419H	$ 189.09	$ 1,890.90	Learning Commons and Open Labs - Lelia Salinas
			3 Years Advanced Exchange Service (R0107526)			New monitors for dept staff
			STAFF MONITOR TOTAL		**$ 1,890.90**	
			STAFF COMPUTER/LAPTOP/TABLET/MONITOR TOTAL		**$ 35,285.28**	
FACULTY TABLETS						
18	June	1	13 inch MacBook Pro- Space Gray	$ 1,828.00	$ 1,828.00	Drama Program - Joel Rodriguez
			AppleCare+ for 13 inch MacBook Pro (R0108350)			New system for dept faculty to work in the office or remotely
			FACULTY TABLET TOTAL		**$ 1,828.00**	
			FACULTY TABLET TOTAL		**$ 1,828.00**	
			APRIL-JUNE : STUDENT, STAFF, AND FACULTY COMPUTER/LAPTOP/TABLET/MONITOR/PRINTER TOTAL		**$ 155,669.68**	

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
18. COURSE MANAGEMENT AND HOSTING SERVICES

NAME	Blackboard, Inc.
ADDRESS	650 Massachusetts Ave NW
CITY/STATE/ZIP	Washington, DC 20001
PHONE	405-812-6703
CONTACT	Chris Burton

#	Qty	Description	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
1	1	Learn Essentials Saas Advantage	$ 452,636.00	$ 457,162.00	$ 461,734.00	$ 466,351.00	$ 471,015.00
2	1	Blackboard Collaborate	$ 29,779.00	$ 30,077.00	$ 30,377.00	$ 30,681.00	$ 30,988.00
3	1	Blackboard Ally	$ 45,450.00	$ 45,905.00	$ 46,364.00	$ 46,827.00	$ 47,295.00
4	1	Analytics for Learn (A4L)	$ 28,968.00	$ 29,257.00	$ 29,550.00	$ 29,845.00	$ 30,144.00
5	1	Analytics Hosting	$ 11,911.00	$ 12,031.00	$ 12,151.00	$ 12,272.00	$ 12,395.00
6	1	Pyramid A4L-ANNL	$ 11,911.00	$ 12,031.00	$ 12,151.00	$ 12,272.00	$ 12,395.00
7	1	Blackboard Outcomes Assessments	$ 17,867.00	$ 18,046.00	$ 18,226.00	$ 18,409.00	$ 18,593.00
8	1	Blackboard EesySoft	$ 46,111.00	$ 46,572.00	$ 47,038.00	$ 47,508.00	$ 47,983.00
9	1	Blackboard Smartview Seats	$ 2,273.00	$ 2,295.00	$ 2,318.00	$ 2,341.00	$ 2,365.00
10	1	Blackboard Helpdesk	$ 15,034.00	$ 15,184.00	$ 15,336.00	$ 15,489.00	$ 15,644.00
11	1	Innovation Fund Learn Services	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00
12	1	19/20 23TB Learn Storage (Overage)	$ 91,080.00	$ -	$ -	$ -	$ -
13	1	9TB for Learn Storage	$ 72,000.00	$ 72,720.00	$ 73,447.00	$ 74,182.00	$ 74,923.00
14	1	1 TB Collaborate Storage	$ 2,500.00	$ 2,525.00	$ 2,550.00	$ 2,576.00	$ 2,602.00
15	1	Training and Development Manager	$ 24,131.00	$ 13,262.00	$ 13,262.00	$ 13,262.00	$ 13,395.00
TOTAL ANNUAL AMOUNT			$ 881,651.00	$ 787,067.00	$ 794,504.00	$ 802,015.00	$ 809,737.00
TOTAL 5 YR CONTRACT AMOUNT			$4,074,974.00				

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
19. SUPPORT SERVICES TECHNOLOGY

NAME	Dell Marketing, LP.
ADDRESS	P O Box 676021
CITY/STATE/ZIP	Dallas, TX 75267
PHONE	800-456-3355
CONTACT	Emy Blakeney

#	Qty	Description	Unit Price	Extension
1	50	Dell Latitude 5410 - Laptop	$ 813.00	$ 40,650.00
2	50	Dell Thunderbolt Dock - WD19TB	$ 206.00	$ 10,300.00
3	50	Dell Optical Mouse - MS116	$ 12.00	$ 600.00
4	50	Dell KB216 Wired Keyboard	$ 10.00	$ 500.00
TOTAL AMOUNT			$	52,050.00

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SOUTH TEXAS COLLEGE

SOUTH TEXAS COLLEGE
20. PROFESSIONAL DEVELOPMENT SERVICES

NAME	Region One Education Service Center
ADDRESS	1900 W Schunior
CITY/STATE/ZIP	Edinburg, TX 78541
PHONE	956-984-6052
CONTACT	Cornelio Gonzalez

#	Qty	Description	Unit Price	Extension
1	1	Professional Development Services - Renewal (Software and Database Storage) Period: 9/1/20 - 8/31/21	$ 17,500.00	$ 17,500.00
TOTAL AMOUNT			$	17,500.00