



PROSPECTIVE VENDOR WEBINAR



ALAMO
COLLEGES
DISTRICT



PRESENTERS



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AGENDA

PART 1 (10 a.m. to 11:00 a.m.)

10:00 to 10:15 a.m.
Welcome and Introduction
Choice Partners Cooperative

10:15 to 10:30 a.m.
Legal Requirements,

10:30 to 10:45 a.m.
Growing Your Business

10:45 to 11:00 a.m.
eBid introduction

PART 2 (11:00 a.m. to 12:30 p.m.)

11:00 to 12:00 p.m.
Job Order Contracting

12:00 to 12:15 p.m.
Q & A

12:15 -12:30 p.m.
Closing



WELCOME

Jeff Drury

Senior Director of Choice Partners

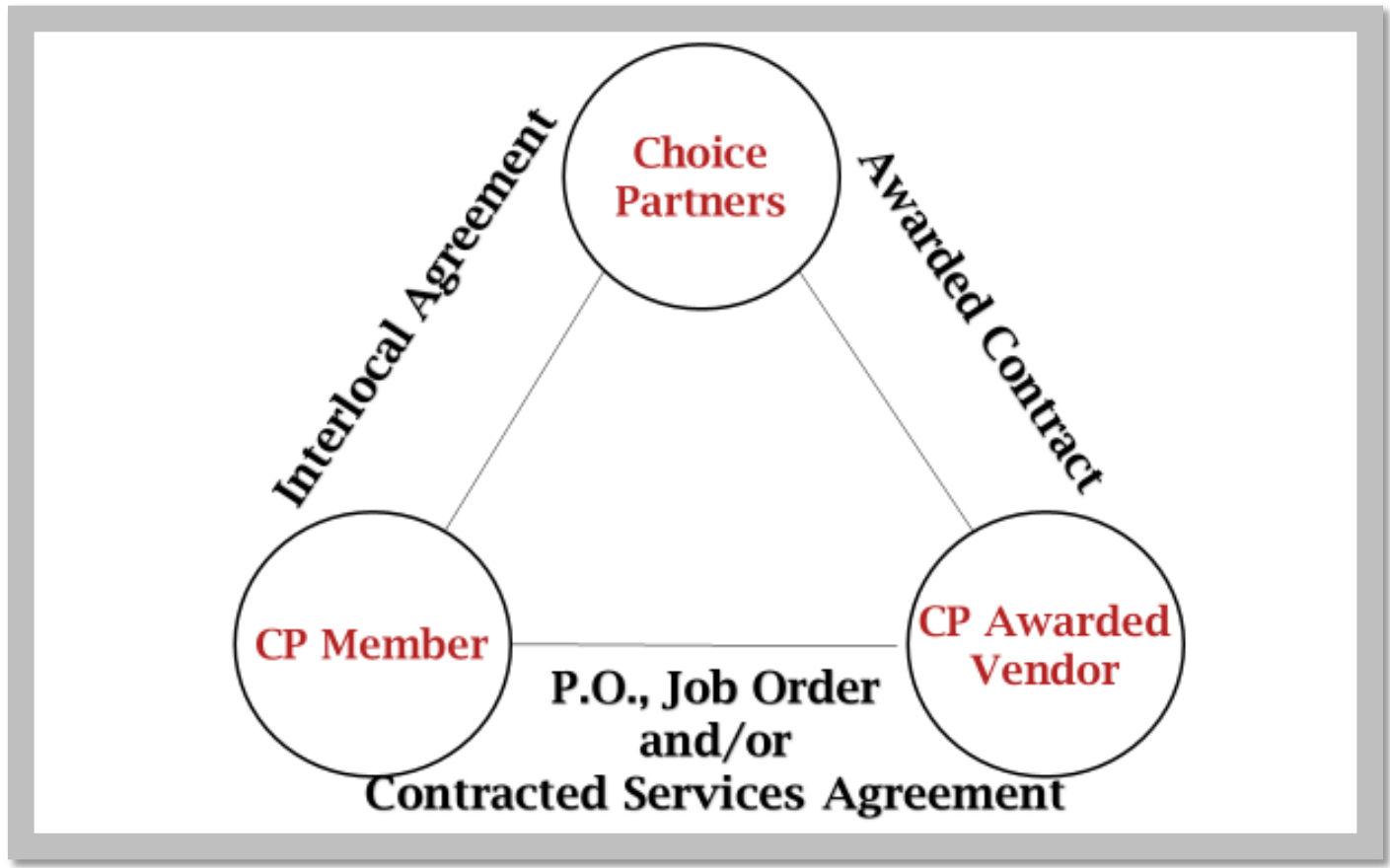
Contract is **b r o a d e r** than HCDE
*School districts, charter schools, counties,
municipalities, colleges, universities*

WIN – WIN – WIN

How can we help you?



WIN, WIN, WIN





HCDE, A GOVERNMENTAL ENTITY

Harris County Department of Education

HCDE is located in Harris County, Texas; it is not a County agency.

HCDE is a governmental agency serving Harris County schools since 1889.

Taxing Authority



THE 5 PILLARS WE SUPPORT

STUDENTS AND EDUCATORS SERVED

GRADUATE
DEDICATED
PURPOSEFUL
CATALYST
PERSISTENT

ADULT EDUCATION
9,121

IMPACT
ENGAGE
DISCOVER
ACHIEVE

CASE FOR KIDS
17,411

SUCCESS
EDUCATION
PREPARE
NUTRITION
HEALTH

HEAD START
3,409

STUDENT
ACADEMIC
ACHIEVER
SCHOLAR
OPPORTUNIST
LEARNER

SPECIAL SCHOOLS
729

TREATMENT
HELPFUL
BENEFIT
UNDERSTANDING
PATIENCE
INSPIRE
ANALYSIS

THERAPY SERVICES
13,898



 CENTER FOR SAFE AND SECURE SCHOOLS
51,655 Students and Educators

 CHOICE PARTNERS
\$28 Million in Support for Districts

 EDUCATOR CERTIFICATION
1,489 Educators Served

 RECORDS MANAGEMENT
42 Government Agencies

 TEACHING AND LEARNING CENTER
9,200 Educators Served



LEGAL REQUIREMENTS





LEGAL REQUIREMENTS - TEXAS

Choice Partners provides legally-procured contracts

Local Government Code 271 - Purchasing & Contracting Authority of Municipalities, Counties, other Government

Education Code Ch. 44 -Procurement (All construction, with the exception of Performance Contracts, is in Code 2269)

Government Code 791 – Interlocal Cooperative Contracts

Government Code 2269
Construction Procurement
for all government
(except Higher Ed.)

Local Gov't Code 252/262
Purchasing & Contracting
Authority of Municipalities,
Counties, other Government

24 CFR 85.36
Housing and Urban
Development



EDGAR/Uniform
Guidance (2 CFR 200)

HB 1295

TEC 51.9335
Higher Education



LEGALLY PROCURED CONTRACTS

WHY IS THAT IMPORTANT?

- Repeat business
- Dollar thresholds of local government entity
- Satisfies requirement for procurement process (TEC 44.031(a) and others)
- Single award to sell to multiple entities
- Less bids/RFPs to respond to
- **Not-to-exceed** pricing applies to **all members**
- At members discretion

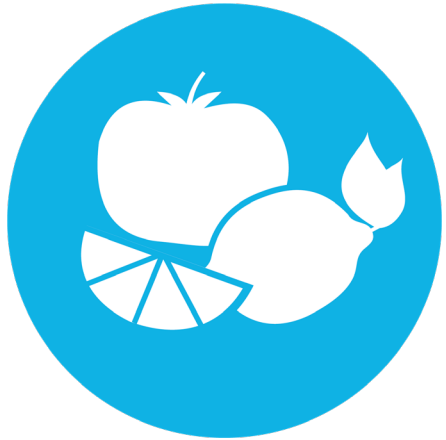


WHY YOUR GOV'T CUSTOMERS ARE USING COOPERATIVE PURCHASING

- Reduce the number of bids to prepare, issue, and monitor
- Appropriate for many needs (but not all)
- Labor in preparing bids/RFPs can be used elsewhere
- Shift procurement cost (and risk) to the cooperative
- 90-days is average time for RFP from development to award. 45-60 for a bid
- Flexibility and convenience to work with the vendors on established pricing and better discounts
- Cooperative Purchasing authorized by Texas Gov't Code 791, LGC 271, TEC 44.031(a) and others



CONTRACTS



FOOD/CAFETERIA

TECHNOLOGY

COMMODITIES

SERVICES

FACILITIES

GROWING YOUR BUSINESS



- Where do you begin?
What is your target?
- Members vs.
nonmembers?
- Get referrals from existing
members including within
the same organization.
- Can you collaborate with
a Choice Partners
contract holder?



Register to Become a CP Vendor

Become a Vendor

To be awarded a contract within HCDE Choice Partners Cooperative, vendors must follow these few simple steps:

- [1. Register as a supplier in the eBid System](#) - you only become a BIDDER not an awarded vendor**
- 2. Respond to a specific bid or proposal advertised by HCDE/Choice Partners**
- 3. Be awarded a contract by the HCDE Board of Trustees**



VENDOR LOGIN

Vendor Login

If you have a contract awarded by Choice Partners, you may log-in below to view partner resources and current RFPs.

If you do not have a contract awarded by Choice Partners and want to view current RFPs or respond to an RFP, log-in below with your username and password. If you do not yet have a log-in, click on **Set Up New Account** Below.

USERNAME

PASSWORD

LOGIN

Helpful Links

[Set Up a New Account](#)

[Forgot your password? Click here to reset password](#), then close the popup window to login on this page again.



VENDOR DASHBOARD

Vendor Dashboard

Welcome Jeff Drury

If you are a Choice Partners vendor with a legal, competitively bid contract awarded by the HCDE governing board, you will have access to information just for awarded contract partners. If not, you will only see the eBid tab.

After being awarded, you may:

- **View your contract information page, as members see it**
- **Access the list of members**
- **Login to eBid system**
- **Get Marketing Resources with seal and guidelines**
- **See Bond results**

Please contact your contract manager or call **877-696-2122** for help and information you need.

eBid

Go to ebid and view/respond to current bids

RECENT ACTIVITY

[2021 February Press Release](#)

March 25, 2021

[2021 January Press Release](#)

January 27, 2021

EVENTS

[TASBO Marketplace and Annual Conference](#)

December 11, 2020

[CP Member Workshop \(Virtual with registration\)](#)

April 14, 2021

[TAPPA 2021 \(Virtual Conference\)](#)

April 26, 2021



VENDOR DASHBOARD

Vendor Dashboard

Welcome Admin Admin

As a Choice Partners vendor with a legal, competitively bid contract awarded by the HCDE governing board, you will have access to information just for awarded contract partners.

You may:

- **View your contract information page as members see it**
- **Access the list of members**
- **Login to eBid system**

Please contact your contract manager or call **877-696-2122** for help and information you need.

View Vendors

Search vendors by name, contract title, or contract number

View Members

Search members by name, type, state and region

Marketing Resources

Find marketing tips, conference/membership lists, reporting files and more

Partners Messages

Get latest vendor news and view new members

eBid

Go to ebid and view/respond to current bids

RECENT ACTIVITY

[2020 April Press Release](#)

April 20, 2020

[February 2020 Press Release](#)

March 5, 2020

EVENTS

[TASBO Annual Conference](#)

March 2, 2020

[Texas Library Association](#)

March 24, 2020

[CMAT](#)

March 31, 2020



VENDOR CONTACT INFORMATION

Balfour Company

Print Info.

Contract Category: Graduation Items, Yearbooks & Commemorative Items

Contract Number: 19/012KC-01

Contract Terms:

Initial Award Date: February 27, 2019

1st Renewal Start Date: February 27, 2020

Current Expiration Date: February 26, 2021

Renewal Options Remaining: 2

CP Contract Manager:

Steve Gibson

steve@choicepartners.org

713-681-6052

Contract Partner: Balfour Company



Contract Partner Web Site:

<http://www.aaljackets.com>

Approved Market Area: National

CONTACT INFO

For SALES

Butch Milks

8525 Westland West Blvd
Houston, Texas 77041

Phone : 832-912-8000

Cell Phone : 713-882-3222

Fax : 832-912-8005

butchm@balfourhouston.com

For SALES

Matt Milks

8525 Westland West Blvd.
Houston, Texas 77041

Phone : 832-912-8000

Fax : 832-912-8005

mattm@balfourhouston.com

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Butch Milks

8525 Westland West Blvd.
Houston, Texas 77041

Phone : 832-912-8000

Fax : 832-912-8005

butchm@balfourhouston.com



DUE DILIGENCE / PARTNERSHIP

Facilities Sources

Print Info.

Contract Category: Construction-JOC (JOC-IDIQ)

Contract Number: 16/054JN-04

Contract Terms:

Initial Award Date: August 16, 2016

1st Renewal Start Date: August 16, 2018

2nd Renewal Start Date: August 16, 2019

Current Expiration Date: August 15, 2020

Renewal Options Remaining: 1

CP Contract Manager:

Joann Nichols

joann@choicepartners.org

713-696-2122

Contract Partner: Facilities Sources



Contract Partner Web Site:

<http://www.facilitiesources.com>

Approved Market Area: TX

APPROVED PRODUCT OR SERVICE: Maintenance, repair, alteration, renovation, remediation, or minor construction of a facility when the work is of a recurring nature but the delivery times, type and quantities of work are indefinite.

TO PLACE AN ORDER: Contact the vendor for all your pricing needs, stating you are using CP contract and send us the confirmation only Purchase Order copy

PRICING: Coefficient on file. Email confirmation copies of all PO's to ecatalog@choicepartners.org

Freight Terms: N/A

HUB Status: Yes

MWBE Status: No

SBE Status: Yes

DUE DILIGENCE: [Download](#)

ABOUT THIS PARTNER:

With specialty licenses for electrical, mechanical and plumbing services, DPFS, Ltd. is able to efficiently coordinate all phases of construction, providing maximum productivity, quality and safety to its customers. This unique combination of services under one roof means one team is efficiently completing the job, ensuring maximum productivity and quality, at the least possible price, adding to customer satisfaction. Dura Pier Facilities Services foundation for success is the ability to plan and manage projects within budgets and within demanding schedules.



RESOURCES

Marketing Resources

Your Marketing Resource Center

Choice Partners wants to work with all contract holders to help expand and grow your business, using your Choice Partners awarded contract. Please let your contract manager or the HCDE Client Engagement ([713-696-1379](tel:713-696-1379)) know how we can help.

Contract holders may use their contract for the region ([ESC region map](#)) or state it was proposed and awarded. While contract use is NOT limited to Texas, good resources for Texas government may be found in the [tips to market to government entities document](#) and a quick reference [list of member entities is here](#). Quick List of current vendor contracts list [here](#).

Become a Featured Vendor

After you have used your Choice Partners contract and have several satisfied customers, you may request to be a featured vendor. Client Engagement will

[Dashboard](#)

[View Vendors](#)

[View Members](#)

[Marketing Resources](#)

[Partners Messages](#)

[Reporting Sales](#)

[Bond Elections](#)

[Graphics](#)

[eBid](#)

[Logout](#)



FEATURED VENDOR

Become a Featured Vendor

- Have 3+ members (not from same entity) that have used your contract and are satisfied. They must be willing to be interviewed and quoted.
- Complete request form found on Marketing Resources page and return to contract manager.
- Be interviewed by Client Engagement and your contract manager. CE will interview contacts.
- Vendor to review article before release.

The article will be published in the Leader's Choice newsletter sent electronically to members and vendors on a monthly basis. The publication is posted on the CP website with a web banner plus a link to the story and distributed by field reps and conference exhibit booth staff.



MEMBER CONTACT LIST

Vendor must:

- display Choice seal on your website home page (or landing page);
- link CP seal on vendor website to vendors page within Choice website; and
- provide proposed marketing material to be used with the list for review.

Client Engagement will:

- review the language of your marketing email to reflect vendor status; and
- provide a contact list of members.

Ask your **contract manager** to provide you the **contact request form link** after you complete the three items at top.



GET A QUOTE

- Members select a category of contract.
- Then select desired vendor(s).
- Member describes product/service to be quoted.
- Member enters date product/service is needed.
- Options available to upload photos/specifications.
- NOTE: Vendors must respond to quote request within 48 hours.

The screenshot shows a web form for requesting a quote. At the top right is a search bar. Below it is a list of contract categories with checkboxes: Data Network Cabling, Debris Removal Service, Digital Signage For Food Service, Direct Delivery Of Snacks And Beverages, Disaster Mitigation With Restoration (JOC-IDIQ), Disaster Recovery Consultants, Document Management, Doors, Windows, And Hardware (JOC-IDIQ), and Drug Testing Services. The "Disaster Mitigation With Restoration (JOC-IDIQ)" checkbox is checked. Below the categories is a section for selecting vendors, with a note that vendors are requested to respond within 48 hours. There are links for "Select All" and "Unselect All". Several vendors are listed with checked checkboxes: Blackmon Mooring/BMS CAT, ERC Environmental & Construction Services, Enterprise Builders LLC, Gerloff Company, Inc, Horizon International Group, and Texas General Contractors, Inc. LLC. Below this is a section for "PRODUCT SERVICE INFORMATION" with a large text area. Further down are fields for *NAME, *EMAIL, *ORGANIZATION NAME (filled with "Harris County Department of Education"), *ORGANIZATION TYPE (dropdown menu showing "School District"), *PHONE (with separate boxes for area code, number, and extension), and *PRODUCT/SERVICE NEED BY DATE (with a calendar icon). There is also an "ATTACH FILE (MAX FILE SIZE 10 MB)" section with a "Choose File" button and "No file chosen" text. At the bottom right is a red "SUBMIT NOW" button.



FAQ's

About Choice Partners

All-in-One Cooperative

Procurement Process

Member Reviews

FAQs

Current News

COVID-19

Vendor Spotlight

Events

Presentations

Contact Us

Frequently Asked Questions

Q : 0. What is Harris County Department of Education?

A : Harris County Department of Education is a governmental entity. Created in 1889, HCDE provides educational services for school districts and learners of all ages. It is located in Harris County but is not part of the governmental entity of Harris County, Texas. See attorney letter [here](#). [See the benefits for membership to learn more.](#)

Q : 1. What is Choice Partners?

A : Choice Partners was created by the merger of three Harris County Department of Education procurement cooperatives, Choice Facility Partners, Gulf Coast Food Co-op and HCDE Purchasing Cooperative. Choice Partners is a national cooperative purchasing service with legally procured contracts. Using these contracts streamlines purchasing, saving time and money for governmental organizations and nonprofits. A division of [Harris County Department of Education](#), organizations in Texas that want to use these competitively bid and legally awarded contracts, sign an interlocal, government-to-government contract. Organizations outside Texas may just sign up and follow their state procurement laws.

Q : 2. Who is eligible to use Choice Partners?

A : Schools, colleges, universities, municipalities, counties, state agencies and other governmental entities, and nonprofits may join and use Choice Partners contracts. Private schools and higher education organizations that operate as nonprofit organizations may also become members.



STAFF CONTACT INFORMATION

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Contact Us

Joann Nichols, RTSBA	Assistant Director/Construction & Commodities	877-696-2122
Trisha Prestigiacomio, RTSBA	Assistant Director/Food	713-696-0742
Stephen Kendrick, RTSBA	Sr. Mgr. Facility Planning	713-696-8252
Kristi Nichols, RTSBA	Contract Manager	713-696-1337
Michael Robles, RTSBA	Contract Manager	713-316-4254
Monique Joseph	Contract Manager	713-316-4259
Steve Gibson	Contract Manager	713-681-6052
Laura Sprehe	Contract Manager/Food	713-696-8213
Melissa Wilder	Contract Coordinator/Food	713-696-8209
Emily Maldonado	Contract Assistant/Food	713-696-8243
Janet Wachs	CE Asst. Director	920-251-1097
Jan Arnold, CPA	Client Services Manager	713-696-0746
Mary Causey, MS, RTSBA	Contract Compliance Specialist	713-696-8270
Cora Day	Contract Coordinator	713-696-8208
Arlita Kyles, CTSBO	Contract Specialist	713-696-8241
Yvonne Johnson, CTSBO	General Office Clerk II	713-696-1886
Kay Vorish, CTSBO	Contract Assistant	713-696-0743
Shandra Powell	Clerk - General Office	713-696-1389
Fred Calhoun	Field Representative	713-203-5365
Ann Marie Harbour	Field Representative	817-703-7901
Jeff Drury, RTSBA	Sr. Director	713-696-0786



ACTION ITEMS AND TAKEAWAYS

- Register to become a vendor.
- Watch for evite to respond to RFP (request for proposal).
- Review Vendor Dashboard.
- Review Market Resources Page.



eBid

A screenshot of the Choice Partners website. The browser address bar shows "https://www.choicepartners.org". The page features a red navigation bar with the phone number "877.696.2122" on the left and menu items "About Us", "Members", "Vendors", "Services", and "Bidders/RFPs" on the right. Below the navigation bar is a "FEATURED VENDORS" section with logos for "CB Advantage USA, Inc.", "D7", and "Falkenberg CONSTRUCTION CO., INC.". To the right of the vendors is an "UPDATE" section with a link to "2021 February Press Release". A dropdown menu is open under the "Vendors" menu item, listing "Vendors/Contracts", "Become a Vendor", "Expired Contracts", "Upcoming Contracts", and "Vendor Login". The "Vendor Login" option is highlighted with a red box. Below the featured vendors are two buttons: "I WANT TO BUY" and "I WANT TO SELL". The main content area is titled "Choice Partners" with the tagline "The Right Resources. Right Now." and a description of the cooperative's services. A list of benefits is provided, including best value resources, training, quality legal contracts, and no membership fees. The page concludes with a statement about the types of members and a link to "Become a Member Today!".



eBid

Vendor Dashboard

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eBid
Go to ebid and view/respond
to current bids

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USERNAME

PASSWORD

LOGIN

Helpful Links

[Set Up a New Account](#)

[Forgot your password? Click here to reset password](#), then close the popup window to login on this page again.



eBid

A screenshot of the eBid website interface. At the top center, there is a white banner with the Harris County Department of Education logo and the Choice Partners Cooperative logo. Below the banner is a login form with fields for "User Name" and "Password", a blue "Login" button, and a green "Trouble Logging In?" link. To the right of the login form is a blue box with a white user icon and a plus sign, and a white "Supplier Registration" button. Below these elements is a grid of six white buttons with blue icons and text: "Current Bids" (document icon), "Closed Bids" (checkered flag icon), "Awarded Bids" (trophy icon), "Non Awarded Bids" (trophy with an 'X' icon), "Active Contracts" (document with signature icon), and "HCDE Cooperatives" (www icon with a mouse cursor). At the bottom center, it says "Powered By IONWAVE technologies".

<https://hcdeebid.ionwave.net>



eBid



- Preliminary Info
- Terms
- Company Info
- Addresses
- Other Info
- Commodity Codes
- Classifications
- Review
- Complete

Preliminary Company Information

Cancel Next

* Company Name

* Main Phone () - - Ext: International

DUNS



eBid



Preliminary Info

Terms

Company Info

Addresses

Other Info

Commodity Codes

Classifications

Review

Complete

HCDE Cooperatives Terms and Conditions

[⇒ Next](#)

HARRIS COUNTY DEPARTMENT OF EDUCATION eBID WEB SITE USAGE AGREEMENT

This Agreement (the Agreement) is between Harris County Department of Education ("HCDE"), you, and, if you are registering on behalf of an entity, the entity. You and any entity you are registering on behalf of shall collectively be referred to as the ("Vendor").

IF YOU ARE REGISTERING AS A BUSINESS ENTITY, YOU REPRESENT THAT YOU HAVE THE AUTHORITY TO BIND THE ENTITY TO THIS AGREEMENT.

This registration enables the Vendor to make application for placement on HCDE's Vendor list and if approved as a Vendor, to receive Solicitation Notices, compile and submit Solicitation Responses, and view tabulated results of Solicitation Responses through the use of HCDE's on-line eProcurement and Vendor Management System ("the HCDE eBid system"), which is hosted by Ion Wave Technologies, Inc. ("IWT"), (see <http://www.Ionwave.net>), using IWT Software. The website through which the HCDE eBid system is accessed is hereinafter referred to as the "HCDE eBid Web Site".

I Accept the HCDE Cooperatives Terms and Conditions

[\[Printer-Friendly Version\]](#)



eBid



Preliminary Info

Terms

Company Info

Addresses

Other Info

Commodity Codes

Classifications

Review

Complete

Company Information

⇒ Save and Next

Company Information

* Trade Name (dba)	<input type="text"/>	▲
Legal Name (if different)	<input type="text"/>	
* Organization Type	<input type="text" value="-- Select --"/>	
Formation Date	<input type="text"/> <input type="text"/>	
* Tax ID Number	<input type="text" value="_-____"/> <input checked="" type="radio"/> FEIN <input type="radio"/> SSN/ITIN <input type="radio"/> Other	
DUNS	<input type="text"/>	
Website	<input type="text"/>	
Company Description	<input type="text"/>	
Keywords	<i>Use comma or [Enter] to separate keywords</i> <input type="text"/>	

User Information

* User Name / Login	<input type="text"/>	
* Password	<input type="text"/>	<input type="text" value="i"/>
* Verify Password	<input type="text"/>	
Prefix	<input type="text"/>	
* First Name	<input type="text"/>	
* Last Name	<input type="text"/>	
Title	<input type="text"/>	
* Email	<input type="text"/>	
* Verify Email	<input type="text"/>	
Office Phone	<input type="text" value="() _-__"/> Ext: <input type="text"/>	<input type="checkbox"/> International
Mobile Phone	<input type="text" value="() _-__"/>	<input type="checkbox"/> International
* Time Zone	<input type="text" value="-- Select --"/>	



eBid

HCDE eBid Supplier Registration Email Verification Required



HCDE eBid <HCDEebid@customer.ionwave.net>

To ○ Michael Robles



Click here to download pictures. To help protect your privacy, Outlook prevented automatic download of some pictures.

Dear Supplier,

Please click the link below to verify your email address and continue the registration process. As you will be automatically saved and can be accessed at any time by clicking this link.

[Click Here to Continue Registration](#)

This link will expire in 14 days. If you have not completed your registration during this time period, it will expire.

Questions about this system can be directed to:

Harris County Department of Education

Email: ebids@hcde-texas.org



eBid

- Commodities
 - Apparel
 - Appliances
 - Art Supplies
 - Recycled Art Paper
 - Athletics
 - Awards, Trophies & Plaques
 - Audio Visual Equipment
 - Technology/A.V.
 - Maintenance Products
 - Maintenance Services**
 - Business Services
 - Child Nutrition
 - Classroom Teaching Materials
 - Construction Services
 - Consulting Services
 - Curriculum Materials
 - Janitorial Supplies
 - Data Processing Supplies
 - File Cabinets
 - Papers
 - Food Service Supplies
 - Furniture
 - Grounds, Maintenance
 - Health and Medical Supplies
 - Insurance
 - Instructional Supplies/Equipment
 - Miscellaneous
 - Office Supplies
 - Performing Arts
 - Safety and Security Supplies
 - Security
 - Special Needs Students
 - Technology
 - Telecommunications
 - Transportation
 - Teaching and Instructional



- Preliminary Info
- Terms
- Company Info
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- Commodity Codes

Commodity Codes

Save and Next Search

- Commodities
 - Apparel
 - Appliances
 - Art Supplies
 - Recycled Art Paper
 - Athletics
 - Awards, Trophies & Plaques**
 - Audio Visual Equipment
 - Technology/A.V.
 - Maintenance Products
 - Maintenance Services
 - Business Services
 - Child Nutrition
 - Classroom Teaching Materials
 - Construction Services

Commodity Codes

Save and Next

- Commodities
 - Apparel**
 - Departmental
 - Formal Wear**
 - Spirit Wear & Embroidery
 - Work Uniforms
 - Appliances**
 - Dryer
 - Refrigerator
 - Washer
 - Art Supplies**
 - Recycled Art Paper**
 - Construction Paper, Recycled
 - Roll Bulletin Board Paper, Recycled



eBid

- Preliminary Info
- Terms
- Company Info
- Addresses
- Other Info
- Commodity Codes
- Classifications**
- Review
- Complete

Special Classifications

⇒ Save and Next

Check any special business classifications that apply to your business; if none, then check "None Apply". Classifications are subject to app

General Classifications

- HUB - Texas Statewide Historically Underutilized Business Program** Texas Stat
 - Minority-Owned Business** MBE busin
publicly ov
and daily t
American ;
 - Small Business Enterprise** SBEs are t
in accorda
 - Woman-Owned Business** WBE busin
business, ;
operations
- None Apply None of the above classifications apply to my business



eBid

A screenshot of the eBid website interface. At the top center, there is a white banner with the Harris County Department of Education logo and the Choice Partners Cooperative logo. Below the banner is a login form with fields for "User Name" and "Password", a blue "Login" button, and a green "Trouble Logging In?" link. To the right of the login form is a blue box with a white user icon and a plus sign, and a white "Supplier Registration" button. Below these elements is a grid of six white buttons with blue icons and text: "Current Bids" (document icon), "Closed Bids" (checkered flag icon), "Awarded Bids" (trophy icon), "Non Awarded Bids" (trophy with an 'X' icon), "Active Contracts" (document with signature icon), and "HCDE Cooperatives" (www icon with a mouse cursor). At the bottom center, it says "Powered By IONWAVE technologies".

<https://hcdeebid.ionwave.net>



eBid

Alerts

Up-to-date

No alerts!



Welcome to the HCDE eBid supplier portal!

This dashboard provides you with helpful alerts related to your activity on the system, including bid events closing soon and a list of opportunities you have been invited to. Simply click on the alert box to be taken to the appropriate area of the supplier portal. You can utilize the menu at the top to access all system functionality, including managing your supplier profile under 'Admin'.

Helpful hints:

- Periodically review your Company Profile to ensure the information is accurate. Your Commodity Code selections will help determine the bid invitations you receive.
- Add additional user accounts or utilize a generic/shared email address on your user account to ensure your company receives notifications.
- Submit your bid early! Submitting early gives you time to correct mistakes in your response or to deal with Internet/computer problems.
- Whitelist the @customer.ionwave.net email domain to ensure you receive email from our system.

Quick Links

 My Profile

 Company Profile

 Help

 Commodity Codes

Support Contact

For support, please contact the agency responsible for the solicitation.



eBid

Available Bids Closed Bids My Responses My Awards

My Invitations

Bid Number	Organization	Title	Type	Issue Date	Close Date ▲
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>		

No records to display.

Other Bid Opportunities

Bid Number	Organization	Title	Type	Issue Date	Close Date ▲
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>		
21/038YR	HCDE Internal Purchasing	Workforce Certification Training for Harris County Department of Education Adult Education Division	Request for Proposal	3/23/2021	4/13/2021 02:00 PM (CT)
21/040SG	Choice Partners	Automotive Equipment, Tires, and Related Services	Request for Proposal	4/2/2021	4/27/2021 02:00 PM (CT)
21/039MR	Choice Partners	CSP for JOC - IDIQ Construction	Competitively Sealed Proposal	3/12/2021	4/30/2021 02:00 PM (CT)
21/042MJ	Choice Partners	Moving, Storage and Related Items	Request for Proposal	4/2/2021	4/30/2021 02:00 PM (CT)
21/041LS	Choice Partners	Ice Cream Products	Request for Proposal	4/2/2021	5/3/2021 02:00 PM (CT)
21/046LS	Choice Partners	Site Based Pizza Program	Request for Proposal	4/9/2021	5/10/2021 02:00 PM (CT)
21/005IA-3	HCDE Internal Purchasing	CASE for Kids Content Area Services and Trainers	Request for Proposal	3/22/2021	5/18/2021 02:00 PM (CT)
21/029IA	HCDE Internal Purchasing	Early Head Start Child Care Partnership	Request for Proposal	3/22/2021	5/18/2021 02:00 PM (CT)
21/004IA-3	HCDE Internal Purchasing	CASE for Kids Youth Services for Afterschool and Summer	Request for Proposal	2/4/2021	6/22/2021 02:00 PM (CT)



eBid

Edit Bid Response - 21/039MR

[Return](#) [No Bid](#) [Documents](#) [Response History](#) [Bid History](#) [Error Check Response](#)

Bid Number	21/039MR (CSP for JOC - IDIQ Construction)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Time Left	17 days 22 hours 26 minutes 24 seconds
Response Status	NOT SUBMITTED - To complete your response, you must click 'Submit Response' in the Response Submission tab.

[Event Details](#) [Questions](#) [Activities](#) [Invitations](#) [Attachments](#) [Attributes](#) [Line Items](#) [Response Attachments](#) [Response Submission](#)

Bid Information

Bid Type	Competitively Sealed Proposal
Issue Date & Time	3/12/2021 03:28:02 PM (CT)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Bid Status	Issued
Question Cutoff Date	4/23/2021 02:00:00 PM (CT)
Bid Notes	Job Order Contracting IDIQ (indefinite Delivery Indefinite Quantity) Minor Construction, Maintenance, Repair, Alteration, Renovation and Remediation Services

Bid Contact Information

Workgroup	Choice Partners
Contact Name	Michael Robles
Address	6005 Westview Drive Houston, TX 77055 USA
Department	Choice Partners
Building	NPO
Floor/Room	2016
Contact Phone	(713) 3164254
Contact Email	mrobles@hcde-texas.org

Ship to Information

No Ship to Information

Bill to Information

No Bill to Information



eBid

Edit Bid Response - 21/039MR

[Return](#) [No Bid](#) [Documents](#) [Response History](#) [Bid History](#) [Error Check Response](#)

Bid Number	21/039MR (CSP for JOC - IDIQ Construction)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Time Left	17 days 22 hours 25 minutes 22 seconds
Response Status	NOT SUBMITTED - To complete your response, you must click 'Submit Response' in the Response Submission tab.

- Event Details
- Questions
- Activities
- Invitations
- Attachments
- Attributes
- Line Items
- Response Attachments
- Response Submission

Bid Questions

[+ Ask Question](#)

Question Cutoff Date: 4/23/2021 02:00 PM (CT)

Question	Evaluation Factors Item 5, page14, Vendor's safety record, including current OSHA safety report. Please specify what does it mean the Vendor's safety record?
Answer	This is your company's safety plan and how safety is handled while on the job site.
Submitted	3/30/2021 07:23:08 PM (CT)



eBid

Edit Bid Response - 21/039MR

[Return](#) [No Bid](#) [Documents](#) [Response History](#) [Bid History](#) [Error Check Response](#)

Bid Number	21/039MR (CSP for JOC - IDIQ Construction)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Time Left	17 days 21 hours 40 minutes 31 seconds
Response Status	NOT SUBMITTED - To complete your response, you must click 'Submit Response' in the Response Submission tab.

- Event Details
- Questions
- Activities**
- Invitations
- Attachments
- Attributes
- Line Items
- Response Attachments
- Response Submission

Event Activities

Activity Date ▲	Activity Time	Activity Type	Activity Name
		All	
3/12/2021	9:00 AM (CT)	Participation	1st Advertisement
3/15/2021	9:00 AM (CT)	Participation	2nd Advertisement
3/25/2021	10:00 AM (CT)	Participation	Pre-Proposal Meeting (Optional)
3/25/2021	11:00 AM (CT)	Participation	RS MEANS Beginner Training (Optional)
4/30/2021	2:00 PM (CT)	Participation	Proposal Closes
7/21/2021	2:00 PM (CT)	Participation	Anticipated Board Award



eBid

Edit Bid Response - 21/039MR

[Return](#) [No Bid](#) [Documents](#) [Response History](#) [Bid History](#) [Error Check Response](#)

Bid Number	21/039MR (CSP for JOC - IDIQ Construction)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Time Left	17 days 21 hours 39 minutes 40 seconds
Response Status	NOT SUBMITTED - To complete your response, you must click 'Submit Response' in the Response Submission tab.

[Event Details](#) [Questions](#) [Activities](#) [Invitations](#) [Attachments](#) [Attributes](#) [Line Items](#) [Response Attachments](#) [Response Submission](#)

Bid Attachments

#	Download All File Name	Description
1	Download Lump Sum Estimate Example.pdf (410 KB)	Lump Sum Estimate Example.
2	Download 10.0 Attachment Packet (swl 1.23.2021).pdf (4.67 MB)	Section 10 Attachment.
3	Download CP Cooperative Member List _FEBRUARY Web 2021.pdf (228 KB)	Membership list as of February 2021.
4	Download 21039MR Job Order Contracting IDIQ.pdf (561 KB)	This is the complete CSP with instructions. Please read completely before asking questions.

Items 1-4 shown of 4



eBid

Edit Bid Response - 21/039MR

[Return](#) [No Bid](#) [Documents](#) [Response History](#) [Bid History](#) [Error Check Response](#)

Bid Number	21/039MR (CSP for JOC - IDIQ Construction)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Time Left	17 days 21 hours 36 minutes 53 seconds
Response Status	NOT SUBMITTED - To complete your response, you must click 'Submit Response' in the Response Submission tab.

- Event Details
- Questions
- Activities
- Invitations
- Attachments
- Attributes
- Line Items
- Response Attachments
- Response Submission

Bid Attributes

[Save](#) [Save & Next](#) [Error Check](#)

Attributes 1 - 30 shown of 79 • Page 1 of 3 shown

#	Attribute	Response
1	Company Name Please provide your company name.	Maximum 1000 characters allowed
2	Company Street Address Please provide your company street address.	Maximum 1000 characters allowed
3	Company City Please provide you company city.	Maximum 1000 characters allowed
4	Company State Please provide your company state.	Maximum 1000 characters allowed
5	Company Zip Code Please provide your company zip code.	Maximum 1000 characters allowed
6	Company Phone Please provide your company phone number.	() - Ext. <input type="checkbox"/> International*
7	Company Website Please provide your company's website address. A website is mandatory for consideration with this proposal. This should be a page that describes the products/services for which you were awarded the contract - if you have many products/services not within the award, it is best to create a unique landing page for our members.	



eBid

- Event Details
- Questions
- Activities
- Invitations
- Attachments
- Attributes
- Line Items
- Response Attachments
- Response Submission

Bid Line Items

Response Total: \$0.00

#	Specification	Quantity	UOM	Response	Extended
1	Coefficient to be used with the RSMeans unit price book for Regular hours as defined in the CSP. Item Note: This is a not to exceed price. This one will be used with the RSMeans online data set. This shall be less than 1.0 to give our members best value.	1	Percentage	<input type="text" value="Coefficient*"/>	No Response Add Notes
2	Coefficient for RSMeans online - after hours and overtime hours	1	Percentage	<input type="text" value="Coefficient*"/>	No Response Add Notes
3	Coefficient for National Construction Estimator book by Craftsman Item Note: This will be more than 1 and usually between 1.15 and 1.25	1	Percentage	<input type="text" value="Coefficient*"/>	No Response Add Notes
4	Coefficient for overtime hours for the National Construction Estimator book by Craftsman Item Note: This is normally over 1.25 but below 1.35	1	Percentage	<input type="text" value="Coefficient*"/>	No Response Add Notes
5	This is the coefficient to be used with the Sierra West Publishing UPB.	1	Percentage	<input type="text" value="Coefficient*"/>	No Response Add Notes
6	Coefficient to be used with Xactimate UPB	1	Percentage	<input type="text" value="Coefficient*"/>	No Response Add Notes
7	Usual and customary mark up for any non-pre-priced items that may come up. This is not a coefficient. It is a percent mark up of actual cost. Item Note: This is normally between 10 and 20%. For best value, we recommend 10%.	1	Percentage	<input type="text" value="Price"/>	No Response Add Alternate <input checked="" type="button" value="No Bid"/> Add Notes



eBid

- Event Details
- Questions
- Activities
- Invitations
- Attachments
- Attributes
- Line Items
- Response Attachments
- Response Submission

Requested Attachments

Error Check

- | # | Requested Attachments |
|----|--|
| 1 | <p>* Section 10.0 Attachments
Upload the completed, executed, dated, and electronically signed (ex: DocuSign) or wet signature documents. If wet signature is used, the originals MUST be mailed or hand d
include/upload these items may result in non-award.</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 2 | <p>* Form 1295
Upload your certified, signed, and notarized form here.</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 3 | <p>* Insurance Coverage
Attach your most recent insurance coverage that meets the requirements as stated in section 5.44 of the CSP Document</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 4 | <p>Company Logo
Attach your company logo in .JPG format</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 5 | <p>HUB/MWBE/SBE etc. Certifications
Attach any HUB or M/WBE, or other Certifications your company may hold</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 6 | <p>* Marketing Plan
How will you market your contract with HCDE/Choice Partners?</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 7 | <p>* Safety Plan
Include your Safety Plan here.</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 8 | <p>* Surety Letter
This should show us your bonding capacity</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 9 | <p>* Give us a RSMean line item example using your suggested coefficient
This will show us your demonstrated ability to perform job order contracting service estimating with the line item estimates that you attached here. Not attaching an example c</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |
| 10 | <p>* Quality Assistance/Quality Control (QA/QC) Program
Attach your responses to Question 65 here.</p> <p><input type="button" value="Upload"/> Click "Upload" to select file</p> |



eBid

Event Details

Questions

Activities

Invitations

Attachments

Attributes

Line Items

Response Attachments

Response Submission

Supplier Response Summary



Save

Supplier Note to Buyer

Supplier Notes

Digital Signature

By submitting your response, you certify that you are authorized to represent and bind your company.

* Your Full Name:

* Your Email Address:

Submit Response



eBid

Edit Bid Response - 21/039MR

[Return](#) [No Bid](#) [Documents](#) [Response History](#) [Bid History](#) [Error Check Response](#)

Bid Number	21/039MR (CSP for JOC - IDIQ Construction)
Close Date & Time	4/30/2021 02:00:00 PM (CT)
Time Left	16 days 23 hours 11 minutes 30 seconds
Response Status	NOT SUBMITTED - To complete your response, you must click 'Submit Response' in the Response Submission tab.

88 validation error(s) present. Please review the following tabs:



- Attributes
- Line Items
- Response Attachments
- Response Submission

Event Details

Questions

Activities

Invitations

Attachments

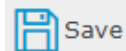
Attributes

Line Items

Response Attachments

Response Submission

Supplier Response Summary



2 validation error(s) present

- Digital Signature: You must enter the full name of the individual responding to this event
- Digital Signature: You must enter the email address of the individual responding to this event



**Job Order
Contracting
(JOC)**

A hand holding a black smartphone. The screen is mostly obscured by a large blue rectangular overlay. The word "Objectives" is written in white text on the blue overlay.

Objectives

Why JOC?

Maintenance vs. Construction

Concepts including Trade JOC & Quoting vs. Bidding

How to Legally Use a CP JOC Contract



Why Does Legal Compliance Matter?

- Different procurement rules apply
 - Contracts not properly procured can be voided or unenforceable
 - Officials and officers who violate procurement statutes can be subject to criminal penalties
- Public works contracts may trigger bonding and prevailing wage requirements
- Legal mistakes can:
 - DELAY projects
 - Jeopardize budgets and result in cost-overruns
 - Subject gov't entity to financial liability to vendors & subcontractors

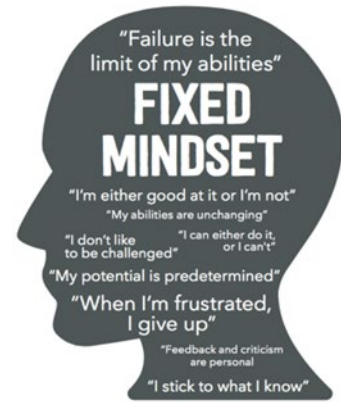


JOC/IDIQ – Why Job Order Contracting (JOC)

• Time & Materials

If providing **construction services**

- Only method allowed to select contractors for future, undefined projects [Texas Education Code 44.031](#)
(a)1-8





JOC/IDIQ – What is JOC/IDIQ Contracting

“A procurement method used for **maintenance, repair, alteration, renovation remediation, or minor construction**” of facilities “when the **work is of a recurring nature**, but the delivery **times, types, and quantities** of work required are **indefinite.**”

TEX. GOV'T CODE § 2269.401



JOC/IDIQ – Maintenance VS. Construction

Factors to Consider

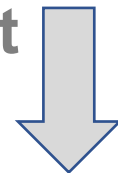
- *Like for like* – NOT new or upgraded
- Scale and complexity of project
- Physical size of object being worked on

JOC contract
(TGC 2269)



Repair &
Maintenance

Maintenance Contract
(TEC 44.031)



Construction
Services

OSHA Letter to Raymond Knobb (11.18.2003)



JOC's procured by Purchasing Cooperatives

- Gov't Entity selects vendor without having to use its own competitive procurement process
- ONLY satisfies the **procurement** requirement, NOT the **contracting** requirement
- Statute **requires a written and signed** job order between the **vendor and the Gov't Entity** **TGC 2269.410(a)**
- Only construction method that allows for use of a cooperative in lieu of self-procurement
- Only method allowed to select contractors for future, undefined projects or tasks



JOC/IDIQ – What's an IDIQ/JOC Estimate?

- MUST contain:
 - CP Contract Number
 - Line item assessment based on Unit Price Book (UPB)
 - Localized by applying City Cost Index (CCI)
 - Legally bid coefficient

- Subcontractor pricing must be estimated using the UPB for ALL scope of work



JOC/IDIQ Estimate

HVAC Example									
Quantity	LineNumber	Description	Unit	O&P	Ext. Total O&P	Labor Type	Data Release	CCI Location	Notes
Vendor Name									
Job Description									
Choice Partners Contract #18/036MC-XX									
Data Release : Year 2019 Quarter 2									
				Total					
10	230505100400	Central station air handler, up thru 15 ton, selective demolition	Ea.	\$ 579.25	\$ 5,792.50	RR	Year 2019 Quarter 2 (Use most updated available at time quote is requested)	TEXAS / HOUSTON (770-772)	Insert any notes to describe where work is being done, what is being provided in this line item, etc
1	237433101100	Rooftop air conditioner, single zone, electric cool, gas heat, 3 ton cooling, 60 MBH heating, includes, standard controls, curb and economizer	Ea.	\$ 4,359.00	\$ 4,359.00	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
3	237433101150	Rooftop air conditioner, single zone, electric cool, gas heat, 7.5 ton cooling, 170 MBH heating, includes, standard controls, curb and economizer	Ea.	\$ 8,213.65	\$ 24,640.95	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
1	237433101156	Rooftop air conditioner, single zone, electric cool, gas heat, 8.5 ton cooling, 170 MBH heating, includes, standard controls, curb and economizer	Ea.	\$ 9,733.10	\$ 9,733.10	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
2	237433101160	Rooftop air conditioner, single zone, electric cool, gas heat, 10 ton cooling, 200 MBH heating, includes, standard controls, curb and economizer	Ea.	\$ 12,186.50	\$ 24,373.00	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
1	237433101170	Rooftop air conditioner, single zone, electric cool, gas heat, 12.5 ton cooling, 230 MBH heating, includes, standard controls, curb and economizer	Ea.	\$ 13,614.90	\$ 13,614.90	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
2	237433101180	Rooftop air conditioner, single zone, electric cool, gas heat, 15 ton cooling, 270 MBH heating, includes, standard controls, curb and economizer	Ea.	\$ 16,839.60	\$ 33,679.20	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
100	239110106050	Curbs/pads prefabricated, pad, condenser, fiberglass reinforced concrete with polystyrene foam core, 2" thick, 20" x 38"	Ea.	\$ 94.70	\$ 9,470.00	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
1	015433602720	Rent crane truck mounted, hydraulic, 100 ton capacity, Incl. Hourly Oper. Cost.	Week	\$ 9,898.76	\$ 9,898.76	RR	Year 2019 Quarter 2	TEXAS / HOUSTON (770-772)	
RS Means Unit Cost Total				\$ 75,519.46	\$ 135,561.41				
Insert what you bid Total with Coefficient (1.0 x RS Means Total)					\$ 135,561.41				
Additional Discount of XX% good for current project only					\$ 122,005.27	***Optional if you need to give additional discount to be competitive.			
2% Bond (Any additional Pass-Through Costs)					\$ 2,440.11				
Total Project Quote					\$ 124,445.37				

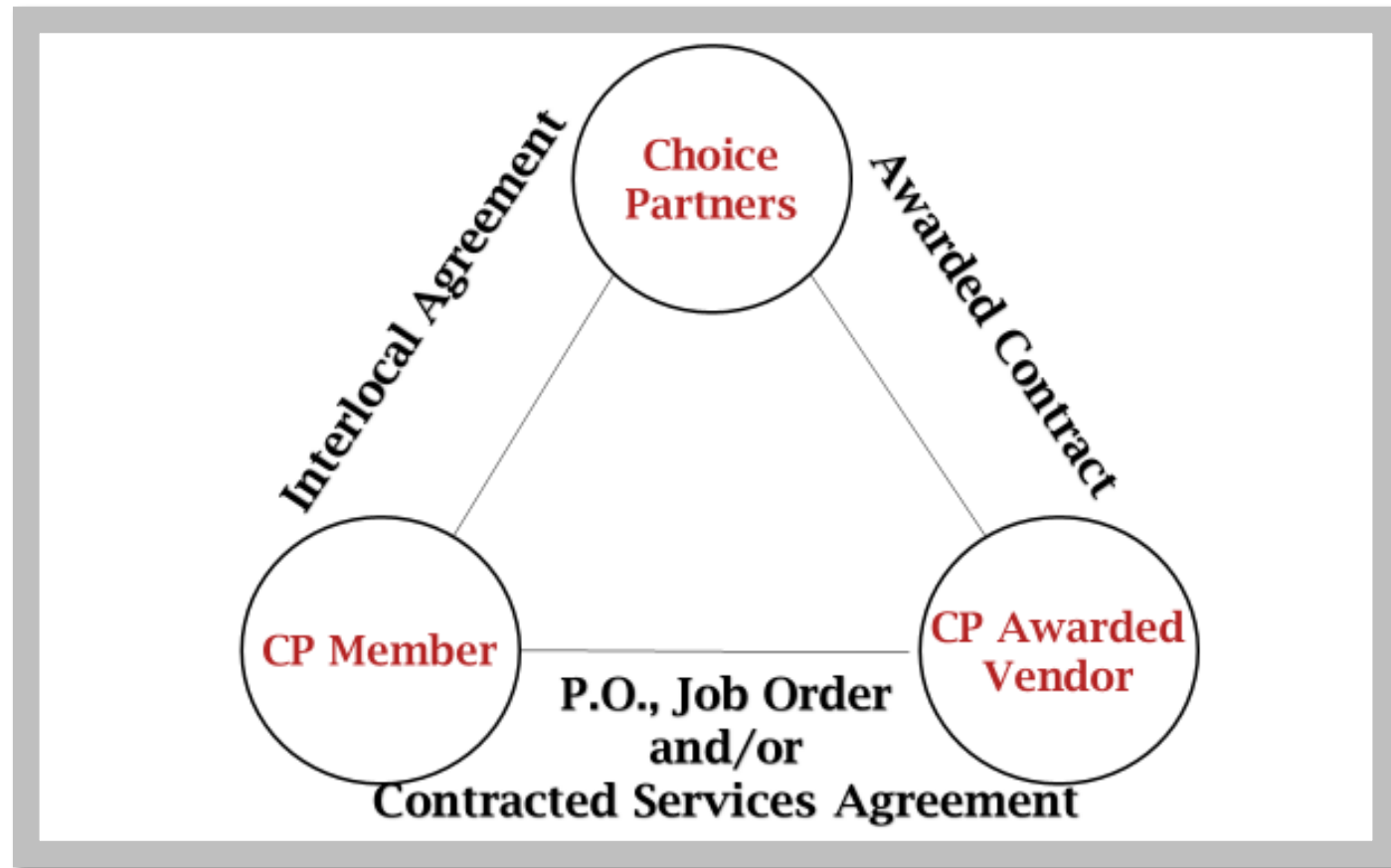


Review the JOC Quote

- CCI location
 - Coefficient
 - O & P Pricing
 - Data release (most recent)
- Non pre-priced items
 - Attempts to pass-through co-op fee
 - Division 1
 - Adjustment Factors



WIN, WIN, WIN





Use A Master Job Order Contract

- Contains Gov't Entity's project specific Scope of Work
- Includes Job Order & Prevailing Wage Rate as Attachments
- Liquidated Damages
- Retainage
- Terms & Conditions Specific to Gov't Entity
- Signed by Gov't Entity & Vendor

“An order for a job or project under a job order contract must be signed by the government entity's representative and the contractor.”



JOC / IDIQ – The JOB Order

- Owner/Gov't Entity - issued
- Signed by both parties
- States scope of work and price of assigned tasks
- Provides Owner's Adopted Prevailing Wage Rates



Public Works Bonds

- Performance bond required if contract is in excess of \$100,000
 - Protects the Gov't Entity from financial losses arising from default, material breach, termination or abandonment
- Payment bond required if a contract is in excess of:
 - \$25,000 & the Gov't Entity is not a municipality or a joint board
 - \$50,000 and the Gov't Entity is a municipality or a joint board
 - Protects the Gov't Entity from claims for nonpayment of suppliers, subcontractors, and sub-subcontractors

TEX. GOV'T CODE § 2253.021



JOCs and Using an Architect or Engineer

- Gov't Entity must independently hire A/E if services required

TEX. GOV'T CODE § 791.011(j)

- Architect required for:

- A new building having construction costs exceeding \$100,000
- An alteration or addition having construction costs exceeding \$50,000

TEX. OCC CODE § 1051.703

- Exceptions to Engineering Services:

- An engineer is **NOT** required for a public work project if:
 - A project involving electrical or mechanical engineering will cost **\$8,000 or less**
 - A project not involving electrical or mechanical engineering will cost **\$20,000 or less** (i.e., structural or civil)

TEX. OCC CODE § 1001.053



What Must Go to the Board?

- **Determination of construction services project delivery method (if other than Competitive Sealed Bids).**
- Approval of competitive procurement results, where procurement is required
- Approval of all Interlocal Contracts for cooperatives
- Approval of the contract with any vendor
- Approval of all contract amendments or change orders
- All contract renewals and contract terminations
- Governing Body may act to delegate all of the above powers (CH or CV Local for ISD's)
- **Job Orders (including cooperative purchases) in excess of \$500,000**



Trade JOC VS. JOC

- **Trade JOC**
 - Allows the use of one trade or division
 - Reduces overhead expenses when multiple trades are not needed to complete project
- **JOC**
 - Allows for the use of all divisions and is typically a general contractor

Case law has clarified that a “public work contract includes both traditional construction and contracts for repair of a building.” LA Ash, Inc. v. Tex. A&M Univ., 2008 Tex. App. LEXIS 8206, 2008 WL 4742135 (Tex. App. Waco Oct. 29, 2008); see also Acrotod Co. v. Housing Auth. Of Houston, 1999 Tex. App. LEXIS 889, 1999 WL 82450 (Tex. App. Houston 1st Dist. Feb. 11, 1999).



JOC / IDIQ – Bidding VS. Quoting

- **BID or PROPOSAL**

vendor's *formal, written, sealed response* that satisfies the state's procurement requirements for a governmental entity.

- **QUOTE**

vendor's *job-specific price in writing* based on their previously bid and awarded contract coefficient and contract specified UPB.



JOC / IDIQ – Final Thoughts

- Establish procurement method with your vendor prior to them quoting the job
- Include contract number on quote and PO
- Verify pricing by requesting the vendor's line item estimate with legally bid coefficient.
- If utilizing a coop, send a confirming copy of each JOC PO issued to Coop
- Not all coefficients are created equal
- Not all Co-ops are created equal, are in State, or are 2 CFR Part 200 (EDGAR) compliant
- Governing Body Approval



THE FOREGOING PRESENTATION WAS CREATED BY HARRIS COUNTY DEPARTMENT OF EDUCATION. THIS PRESENTATION IS INTENDED TO BE USED SOLELY FOR GENERAL INFORMATION PURPOSES AND IS NOT TO BE REGARDED AS LEGAL ADVICE. IF SPECIFIC LEGAL ADVICE IS SOUGHT, PLEASE CONSULT AN ATTORNEY

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skendrick@hcde-texas.org



Q & A





Looking forward to working with you!





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Follow us:

www.twitter.com/choice_partners

www.linkedin.com/company/choice-partners

Email: info@choicepartners.org or jeff@choicepartners.org



PROSPECTIVE VENDOR WEBINAR



ALAMO
COLLEGES
DISTRICT