



# CONTRACTS AND SERVICES

*We Lead. We Serve.*

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# Contracts and Services

At ESC Region 11, we are committed to providing high-quality, cost-effective services and solutions that support the success of our school districts and charters. This **ESC Region 11 Contracts and Services** document outlines the diverse range of contracts and services available to you—each carefully designed to meet your needs while maximizing resources and saving costs. Our goal is to be your trusted partner in education, offering specialized expertise, tailored support, and unmatched value that commercial vendors often cannot provide. Whether you are seeking professional development, technology solutions, instructional support, or operational efficiencies, we are here to help.

If you do not see exactly what you need, please reach out to us at [contracts@esc11.net](mailto:contracts@esc11.net). We are always open to collaboration and are dedicated to finding the right solutions to support your students, staff, and community.

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# Contracts and Services

## Comprehensive Services

### Comprehensive Services Basic

**Description:** This basic contract serves as a prerequisite to signing up for one or more ESC contracts. It provides technical assistance and participation in TASA Study Group meetings, the TASA Midwinter Breakfast meeting, Superintendents' Fall Conference, Superintendent cluster meetings (quarterly), Technology Directors meetings, and Instructional Leaders meetings.

**Market Value Rationale:** There are no comparable programs or services available elsewhere.

## Administrative and Business Services

### Background Screening Consortium

**Description:** Consortium members receive highly accurate background screening results from national provider JD Palatine, with proven quality and value. Screening fees are significantly discounted from standard retail rates for members. Members receive the same-price guarantee for volunteer and employment-related searches.

**Market Value Rationale:** Member districts pay an average of \$1.10 per screening instead of the \$4.50 that JD Palatine charges per background screening for non-contract districts. This offers a savings of \$2.95 per screening. Districts are using this service for all volunteers, so the total savings vary.

### Benefits Co-op

**Description:** ESC Region 11's Benefits Co-op provides supplemental health benefits to member districts/charters.

**Market Value Rationale:** No market value is available. This co-op leverages buying power (based on the number of districts/charters that participate each year) in order to drive down benefits costs. Because of this, the savings percentages are dependent on the plans/options selected.

**Business Services**

**Description:** ESC Region 11’s Business Center provides full-charge bookkeeping/finance and payroll to ISDs and charter schools.

**Market Value Rationale:** Market value is based on a conservative estimate of the median salaries of Business Office personnel in a school district who are trained and experienced in performing these key, full-service bookkeeping functions. ESC 11’s business services can supplement or replace payroll and finance personnel:

<b>Function</b>	<b>Market</b>	<b>Business Services</b>	
	<b>Salary</b>	<b>Min</b>	<b>Max</b>
Payroll Only	\$62,000	\$25,688	\$35,360
Finance Only.	\$70,000	\$25,688	\$35,360
Payroll and Finance.	\$130,000	\$40,664	\$63,752
Bank Reconciliations Only.	\$15,000	\$4,200	\$12,840

**Superintendent and School Board Member Training**

**Description:** ESC Region 11 offers a standard menu of school board training as well as customized training designed to meet the needs of individual school districts. Training packages include Levels I, II, III, and III for the ISD School Board, and charter School Board training.

**Market Value Rationale:** TASB training costs \$900 for a half-day training, plus annual TASB membership (\$100 per trustee) and travel expenses. Therefore, training for four hours would cost approximately \$1,850 (\$900 + \$800 membership + \$150 travel). Our contract charges the district \$1000, which includes unlimited technical support, new board member training, TEC update/orientation training, and Evaluating and Improving Student Outcome training at no extra charge.

**Digital Resources**

**Discovery Education Region 4**

**Description:** This contract provides Discovery Education only for Region 4 district and charter schools that want to purchase. (ESC Region 4 does not currently sell Discovery.)

**Market Value Rationale:** Discovery Education is sold in other states through non-channel distribution at \$4,000 per site (or estimated at \$6.50 per student). Mystery Science is \$1,500 per site. Discovery Education Supplemental Science is \$2,000 per site.

### Discovery Education Supplemental Science Options

**Description:** Districts that purchase this contract may opt to receive Discovery Education Science Supplemental K-8 and Mystery Science K-5.

**Market Value Rationale:** ESC Region 11 has negotiated special pricing through Discovery Education for these products. Market value is based on the price a district would pay if they purchased these items directly from Discovery Education.

Market Value:

- Discovery Education Supplemental Science \$2000 per campus/site
- Mystery Science \$1500 per campus/site

### Librarian Services

**Description:** This contract provides a certified librarian on a part-time, daily basis to school libraries.

**Market Value Rationale:** Market value is based on consultant fees assessed to non-contract districts of \$1,900 per day.

### Technology Resources Education Consortium (TREC)

**Description:** TREC is a multi-regional school library system formed to create a network of school libraries in Texas that share the cost of implementing, maintaining, and operating a school library automation system. Member libraries have access to continuing professional development, digital resources, personal tech support, and other services.

**Market Value Rationale:** Market value is based on:

1. Retail costs from Follett for Destiny products, services, and training if the ESC consortium were not available, such as software licenses, subscription services, training, and cataloging services.
2. A portion of the shared costs of the consortium resources, including e-books, databases, and servers (purchase, upgrades, license renewals, and maintenance).
3. A portion of the district employees' time to installing (replace with "to install") new servers and maintaining (replace with ", maintain") and upgrading (replace with "upgrade") library servers.
4. Employee's time to upgrade the Destiny software and troubleshoot problems.
5. Employee's time to assist the library with software issues.
6. Cost of professional development for non-member districts.

For example, a non-member district could pay as much as \$1,999 for one day of training on the Destiny system through Follett vs. \$0 for TREC consortium members. A district could spend \$5,000 on a new server from Dell for the district to host the Destiny software. The estimated market value of a district with 4 campuses using Destiny Library Manager at each site hosted on TREC servers, 4 Title Peek subscriptions, using TREC tech support, attending as many as 7-8 Webinars, taking 1 online library course, and the central e-book library is \$30,318 (which includes the \$5,000 cost of a server). The TREC district would pay \$5,900 for these products, services, and server support.

**Human Resources**

**HR Services**

**Description:** The HR department provides services designed to give LEAs access to essential HR expertise, resources, and professional development.

**Market Value Rationale:** The cost of a TASB HR Training is \$2,300 per session (\$1,750 training + approximately \$500 for travel) and TASB HR membership costs \$2,000 annually. Under our contract, we will provide two TASB HR Trainings for two LEA staff members, quarterly roundtables, and technical support from a certified HR Professional. The rate for an HR Professional is \$75 per hour.

**HR Systems**

**Description:** The HR Consortium offers an employment application, electronic records management, and absence/substitute management.

**Market Value Rationale:** The consortium provides members with the following savings:

- employment application (20%)
- electronic records management (15%)
- absence/substitute management (12.5%)

**Instructional Services**

**DMAC Solutions**

**(Data Management for Assessment and Curriculum Solutions)**

**Description:** DMAC is an ESC component that exists to supply Texas educators with the tools and services necessary to develop and improve the quality of education provided to students. Educators can utilize DMAC software for: Assessments, Data disaggregation, Benchmarking, Student Achievement/Progress Monitoring, Curriculum, Campus Planning, Personal Graduation Plans, Student Portfolios, etc.

**Market Value Rationale:** Based on district RFPs acquired through market research analysis, the average cost for data analysis products and services of this type would cost a district \$4.28 per student.

# of Campuses in District	Enrollment	Market Research Analysis	DMAC Price
7	10,500	\$44,940	\$1,500 per District
10	12,000	\$51,360	\$1,500 per District
24	65,000	\$278,200	\$1,500 per District

**Eduphoria! Suite**

**Description:** Eduphoria components include:

- Aware – data analysis/assessment tool
- Forethought – curriculum/lesson planning module
- Facilities & Events – Inventory management tool
- Helpdesk – Service management tool
- Strive – Appraisal and internal workshop tool
- Formspace – Tool to automate district forms and approval processes

**Market Value Rationale:** Based on district RFPs acquired through market research analysis, the average cost for data analysis products and services of this type it would cost a district \$3.57 per student.

# of Campuses in District	Enrollment	Market Research Analysis	Eduphoria Price
7	10,500	\$44,940	\$26,705 per District
10	12,000	\$51,360	\$38,150 per District
24	65,000	\$278,200	\$91,560 per District

**Instructional Solutions and Support**

**Description:** The ISS contract provides reduced rates for Administrative Services, Instructional Services, and Digital Learning services. LEAs pay a fixed fee, based upon current enrollment, for the majority of Instructional Service professional development, along with unlimited phone/email technical assistance for initiatives, programs, and other instructional or budgetary support. Comparable consulting fees in the private sector typically range from \$250 to \$400 per hour or more for similar technical and administrative support services.

**Market Value Rationale:** Professional development providers charge an average of \$300 per session. Our contract fee is estimated to be 50% of that cost. In addition, this contract includes three digital products at significant cost savings, which are listed below.

<u>Product Name</u>	<u>Market Value of Product</u>	
Canvas LMS	\$8.60	per enrollment
Discovery Education	\$6.50	per enrollment
TexQuest	\$42.75	per enrollment



**Instructional Services Cooperative**  
**Title I, Part A, Private/Non-Profit Services**

**Description:** ESC Region 11 will act as the fiscal agent for the district set-aside funds for private, non-profit schools and provide the required services to the private, non-profit schools. This will include handling all negotiations with the PNPs, assisting with student identification, ensuring all federal guidelines are followed, processing all financial requests, and reporting to the LEA at the end of the year.

**Market Value Rationale:** Market value is based on TASB's compensation data for the median salary of Federal Program Directors of districts in Region 11. The median salary is \$93,000. Districts that utilize the PNP Service contract can expect to receive the equivalent of a 1 FTE for Private/Non-Profit Services.

**Instructional Services Cooperative**  
**Title II Private/Non-Profit Services**

**Description:** ESC Region 11 will act as the fiscal agent for the district set-aside funds for private, non-profit schools and provide the required services to the private, non-profit schools. This will include handling all negotiations with the PNPs, assisting with student identification, ensuring all federal guidelines are followed, processing all financial requests, and reporting to the LEA at the end of the year.

**Market Value Rationale:** Market value is based on TASB's compensation data for the median salary of Federal Program Directors of districts in Region 11. The median salary is \$93,000. Districts that utilize the PNP Service contract can expect to receive the equivalent of a 1 FTE for Private/Non-Profit Services.

**Instructional Services Cooperative**  
**Title III Private/Non-Profit Services**

**Description:** ESC Region 11 will act as the fiscal agent for the district set-aside funds for private, non-profit schools and provide the required services to the private, non-profit schools. This will include handling all negotiations with the PNPs, assisting with student identification, ensuring all federal guidelines are followed, processing all financial requests, and reporting to the LEA at the end of the year.

**Market Value Rationale:** Market value is based on TASB's compensation data for the median salary of Federal Program Directors of districts in Region 11. The median salary is \$93,000. Districts that utilize the PNP Service contract can expect to receive the equivalent of a 1 FTE for Private/Non-Profit Services.

**Instructional Services Cooperative  
 Title IV, SSA, Private/Non-Profit Services**

**Description:** ESC Region 11 will act as the fiscal agent for the district set-aside funds for private, non-profit schools and provide the required services to the private, non-profit schools. This will include handling all negotiations with the PNPs, assisting with student identification, ensuring all federal guidelines are followed, processing all financial requests, and reporting to the LEA at the end of the year.

**Market Value Rationale:** Market value is based on TASB’s compensation data for the median salary of Federal Program Directors of districts in Region 11. The median salary is \$93,000. Districts that utilize the PNP Service contract can expect to receive the equivalent of a 1 FTE for Private/Non-Profit Services.

**Texas Curriculum Management Program Cooperative (TCMPC)**

**Description:** This contract provides assistance to districts in the design of a Deployment and Implementation Plan, access to the TCMPC Online Curriculum Support System, and training to designated staff in the design and functionality of the TCMPC offered at the ESC or in regional cluster sites.

**Market Value Rationale:** The market value for this service should be determined according to the number of personnel, the development time, and the technology hardware/software required to develop a comparable product. At a minimum (assuming full-time FTEs and the use of minimal technology), a district would need one director to manage the program and four curriculum specialists in each core area. The district’s total cost associated with these personnel would be calculated based on the locally approved salary schedules.

Market Value = 1 director salary + 4 curriculum specialist salaries

**TEKSbank Software**

**Description:** TEKSbank is a software program that allows districts/campuses to generate customized tests. TEKSbank includes an item bank with more than 75,000+ questions available that support math, ELA, science, and social studies. TEKSbank items are aligned to the content, concepts, skills, processes, and rigor of the TEKS Readiness, Supporting, and Process skills.

**Market Value Rationale:** Based on district RFPs acquired through market research analysis, the average cost for data analysis services of this type would cost a district \$4.28 per student.

## Management Information Services

### ASCENDER Business and Student

**Description:** The Web-based Student Information System is designed specifically for Texas schools. Modules include Attendance, Discipline, Grade Reporting, Registration, Scheduling, Health, Special Education, Test Score integration, online Gradebook, Classroom attendance, Parent Portal, and Student Portal. The system is fully PEIMS compliant. The Web-based Business Information System is also designed for Texas schools. Modules include Human Resources, Finance, Budget, Purchasing, and Asset Management. It is fully PEIMS compliant, with an application to manipulate the TEA format file.

**Market Value Rationale:** Market value is based on prices provided by commercial retail providers. For example, a district with 4,500 students would have an annual cost of approximately \$74,000 with Region 11. Using Skyward’s pricing for a Region 11 district, based upon \$12.25 per student for business and \$12.25 per student for the student information system and hosting, the market value would be \$125,700. This market-value price includes 100 hours of field-level support at the rate of \$103 per hour (for the Student System) and 50 hours of support at the rate of \$103 per hour (for the Business System).

### Student Data Entry

**Description:** This is an offering to small districts (less than 200 students) in which the district can contract with the MIS department to maintain student records primarily for submission of PEIMS data.

**Market Value Rationale:** Market value is based on prices provided by commercial retail providers. For example, a small school using this service is charged \$5,833.47 per year with unlimited phone support and training included. The comparable cost of Skyward’s solution for a district of 116 students at \$12.25 plus 100 hours of field-level support at \$103/hour would be \$11,721.

### OnDataSuite

**Description:** OnDataSuite is a web-based PEIMS-focused data analysis tool that adds value to your PEIMS information by providing access to thousands of reports.

**Market Value Rationale:** There is no market value available. ESC Region 11 only passes on the cost for this product to districts.

### Technology Services System Cloud Storage

**Description:** This contract provides secure, off-site Cloud Storage. Features include encrypted data transport and storage, access to the school’s data online 24/7 (except for scheduled and unscheduled maintenance and outages), software and access to the necessary agents to allow schools and entities to manage their own Cloud Storage environment, installation assistance for the agents installed on district hardware, training on system usage and reporting, technical assistance and support, and quarterly billings to districts based upon usage.

**Market Value Rationale:** ESC Region 11’s Cloud Storage contract allows for unlimited uploads and downloads of data for \$30/TB/month. The yearly cost per TB is \$360. Amazon Web Services (AWS) charges \$21/TB/month on the uploaded storage, but \$90/TB/month for any data that is downloaded. For example, the comparative cost for Amazon Web Services on a one-TB upload and download would be \$111 per month. This equates to an annual AWS cost per TB upload and download of \$1,332, making ESC Region 11’s offering a savings of \$772/TB/year.

### Technology Services System Data Backup

**Description:** This service allows districts to back up as much or as little data as it chooses. A client application is installed on the machines to be backed up. This data is encrypted and stored at ESC Region 11 to serve as the district’s off-site backup.

**Market Value Rationale:** ESC Region 11’s data backup contract includes an off-site, non-cloud hosted backup software solution, storage for backups, 30-day retention, unlimited technical support, backup consultation, and on-site restoration assistance. If a district is backing up 1000 GB of data, our price would be \$200 per month for these services (\$100/500GBs/month). Comparable enterprise level backup services would, at minimum, cost \$800 per month for client software, \$100 per month minimum storage needs plus an additional \$1,000 per day for consulting services based on industry standards.

### Technology Services Contract

**Description:** This contract bundles many of the services that our districts use, including DDoS Mitigation, DNS services, Bandwidth Monitoring, Onsite Tech Support, useful workshops, as well as discounted rates for some of our other technology offerings.

**Market Value Rationale:** The cost of the contract is based upon tiered pricing based upon district size. The price for the largest districts (20,001+) is \$20,000 per year. The retail price on the DDoS service alone is \$7,100/month, or \$85,200 per year.

**Texas Student Data System  
(TSDS)/PEIMS**

**Description:** PEIMS Data Quality Services is a contracted service available to all school districts in Region 11. It provides both organized training and technical assistance to district PEIMS Coordinators and other vital district staff, above and beyond the routine reporting tasks required by TEA. Through multiple training sessions and available telephone/e-mail consultation, PDQS assists with procedures, timelines, and interpretation of the Texas Education Data Standards, the Student Attendance Accounting Handbook, and TSDS Reports, covering all aspects of data collection for all fourteen PEIMS Submissions and nine Core Collections.

**Market Value Rationale:** Market value is based on the cost a district would incur if the ESC services were not available. A district employee would need to attend PEIMS training and provide it to district personnel. That person would also have to field any daily PEIMS-related questions as well as utilize that knowledge during submission time. Expertise would need to be in Unique ID (UID), Enrollment Tracking (ET), Ed-Fi reporting requirements, navigating the Data Management Center, submitting and validating TSDS Core Collections, submitting and validating PEIMS Submissions, and Texas Records Exchange (TReX) transactions.

In a mid-sized district (10,000 students), approximately 60 days of service would be required. The contracted daily rate for a consultant is \$125-\$187.50 per hour, with an average of \$156.25 per hour (x 8 hours = \$1,250). The estimated market value of this service for a district is \$1,250 (daily rate) x 60 days of service = \$75,000.

**TxTRACTS**

**Description:** TxTRACTS is a solution that streamlines the data import/export process with Ascender and third-party publishers. TxTRACTS is an approved partner with the Texas Computer Cooperative (TCC) to provide this innovative application that complements the data management functions of Ascender by offering a dynamic approach to creating, customizing, and efficiently integrating business and student information.

**Market Value Rationale:** Market value is based on the median salary for a Junior SQL Developer within the Texas market. This salary is \$75,000. Based on enrollment data and the number of extracts requested by the LEA, this contract charges from \$500 to \$4,000.

## Safety and Security

### Safety, Security, and School Health

**Description:** The Safety, Security, and School Health Contract is designed to increase access to resources and services, improve the efficiency of school and district safety and security operations, and enhance communication-sharing among the entire Region 11 education community.

**Market Value Rationale:** The market value for the Safety, Security, and School Health contract is derived from the aggregate of the cost of the individual contract components. The Safety, Security, and School Health contract provides a high level of knowledge transfer, in addition to one full day of on-site training. Based on the ESC Region 11 Pricing Structure of \$1050/full-day, in-person PD (one consultant) and \$450/virtual, half-day PD (one consultant), the market value of an additional single on-site training versus the full cost of that training would give a contract owner a discount of \$550 per session. Access to the annual Safety, Security, and School Health Summit, Handle with Care Implementation, and Crisis management/incident response team support does not have a comparable service available in the marketplace.

CPR certification courses are typically \$50 per person through the American Heart Association. Under the Safety, Security, and School Health contract, the cost is reduced to \$10 per person. Additionally, access to Sentinel system support and Behavioral threat assessment consultations does not have a market value due to the fact that these services are only offered through Region 11. Contract holders will also receive a 30% discount on legislatively required 3-year safety audits (TEC §37.108).

The New School Nurse Academy includes 4 in-person, full-day sessions and 5 virtual, half-day sessions. The market value of the New School Nurse Academy is \$6450. The Leading Emergency Response for Experienced Nurses Series includes 1 in-person full-day session. Based on the ESC Region 11 Pricing Structure of \$1050/full day, in-person PD (one consultant), the market value of the Leading Emergency Response for Experienced Nurses Series is \$1050. The average cost of a school nurse conference in Texas is \$270 (TSNO \$400, TSNA \$300, Cook Children’s Symposium \$100, McClane Children’s \$275). A survey of recent median salaries for a nurse navigator who would provide technical assistance and customer solutions is \$96,188 annually.