



Happy New Year from CES!

I along with the staff at CES wish all of you a Happy New Year! We are looking forward to the momentum of 2020 carrying into 2021. CES had another strong year in 2019-2020. We are looking at 2021 as a new year, with new beginnings, and continuing with the same commitment that has made CES your cooperative of choice in New Mexico.

Our CES staff remain committed to providing our Members, participating entities and vendors the quality service you have grown accustomed to receiving from CES. It is refreshing to know, in these trying times, there are many school districts, universities, community colleges, city, county, and other government employees committed to providing the best service possible under these difficult circumstances. The current conditions we find ourselves in have allowed us to explore new and exciting ways to deliver instruction and services for students in New Mexico schools. The effort of school district staff providing those services has not diminished, in fact, they are to be commended for the leadership they have and continue to provide for our New Mexico Children.

Our vendors, procurement partners, have also made every effort to provide the goods, services, and products needed to meet the needs of school staff and students. These goods, services and products have included personal protective equipment, filtration upgrades, IT equipment and services, as well as other goods, services and products required to keep a safe learning environment in our state's schools. There has not been an occasion where I have called one of our procurement partners that they did not do everything humanly possible to meet the needs of our education community.

Our CES staff continue to seek solutions to assist our Members. During the month of August our instructional staff developed and provided the Virtual Academy. This resource provided support for educators across New Mexico. Our instructional staff





developed 33 virtual lessons in seven categories. These lessons may be found in our CES website library.

Leading Educators through Alternative Pathways, CES alternative teacher license program, currently has one hundred twenty-eight candidates in the second cohort LEAP teaching staff, continue to provide school districts and charter schools with the option of hiring a cohort pursuing an alternative license, to a district teaching position. These individuals can receive instructional support and coaching through their year-long LEAP experience.

I want to thank you for supporting CES in 2020. Because of the support from our members, vendors, and staff, CES has been able to continue to provide quality service at competitive prices. We could not have done it without you!

I wish everyone a safe, healthy, and prosperous 2021 and the staff at CES looks forward to working with you another year.

David J. Chavez

**You have the pencil and paper in your hand,
you write the story of the upcoming year.
May your story be a year filled with positive
happenings and successes, with few erase
marks and full of exclamation marks.**

~ Theodore W. Higginsworth





Tip of the Month

If you can be anything, be kind. May the New Year bring joy and prosperity.

Calendar of Events

- 1 – New Year’s Day, CES offices closed
- 2-18 – NM Schools’ “Winter Break Pause”
- 6 – CES Superintendents’ Leadership Academy training #5
- 12-13 – CES Understanding NM School Budgets workshop
- 18 – Martin Luther King Jr. Day
- 19 – NM Legislative Session opens
- 19-21 – NM Counties Virtual Legislative Conference
- 20 – TAP: Reaching Our Students in a Virtual World
- 26 – TAP: Review Existing Evaluation Data (REED) Process for Teachers
- 27 – TAP: Social Emotional Learning: Social Awareness (Part 2)
- 28 – TAP: Writing Functional Behavior Assessments & Behavior Intervention Plans

JANUARY 2021						
SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Printable Calendars From 123Calendars.Com

WE HAVE MOVED!
As of January 1:
CES Mailing: PO Box 80145, Albuquerque, NM 87198
CES Location: 10601 Research Road SE, Albuquerque, NM 87123



Procurement News

1) Contract Expirations

RFP 2017-003 Desktop, Laptop, Tablet, Servers, Workstations*

Education Technologies, Inc.	Ambitions Technology Group	Systems MD
Riverside Technologies, Inc.	CamNet, Inc.	DakTech Computers Inc
Troxell Communications, Inc.	Technology Integration Group	Abba Technologies, Inc
CB Technologies Inc.	Harris Technology Services, Inc	Safari Micro Inc
Valcom, Salt Lake City (VLCM)	Trinity3 Technologies	SHI Intl.

RFP 2017-004 Network, Computer, Hardware Maintenance Parts and Repair*

Education Technologies, Inc.	CamNet, Inc.	Systems MD, LLC
Ambitions Technology Group	Harmonix Technologies	Harris Technology Services, Inc
ITConnect, Inc	Technology Integration Group	VLCM - Valcom, Salt Lake City
Riverside Technologies, Inc.		

RFP 2017-007 Copiers, Printers, MFDE + Managed Printing Services*

Dahill	SW Copies
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*All 3 expiring RFPs are currently being resolicited

2) New Contract Awards

2021 JOC RFP (249 contracts)	Gordian	RS Means	Line-Item Pricing
2021-06 Painting & Stucco			
CAT 1 Painting	3	5	-
CAT 2 Stucco	3	5	-
2021-07 Landscaping	6	4	-
2021-08 Fencing	2	1	-
2021-09 MEP	36	31	-
2021-10 General Construction	46	49	-
2021-11 Roofing	6	4	4
2021-12 Paving & Site Work	15	14	15
TOTALS	117	113	19

• • New JOC info. is being entered into BlueBook and will be available January 2021 at www.ces.org

<p>RFP 2021-02 CES / PSFA Partnership (55 contracts, 22 vendors)</p> <p><i>E- Rate Category 2 Eligible and Ineligible Products and Services</i></p>	<p>Abba Technologies, Inc. A-Com Technologies Advanced Network Management, Inc. Ardham Technologies, Inc. CamNet Converged Networks, LLC ConvergeOne, Inc. Cypress Communication Systems High Point Networks LLC Iota Networking Inc. Millennium Communications Corp. Netsync Network Solutions Network Cabling, Inc. Provelocity Rising Sun Technologies Electrical LLC Valcom Salt Lake City</p>
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RFP 2017-011B *Playground, Recreational, Water Parks, Swimming Pools Layout, Equipment, Replacement Parts, Products, Supplies and Related Services*

(1-year contract extensions)
 Norcon of NM,
 PoolPro, LLC,
 Play Solutions, Inc.,
 Lone Mountain Contracting Inc.

3) Ongoing Solicitations

RFP #	RFP Description	Release	Proposals Due	Current Contracts Expire
2021-19	<i>Computers & Peripherals (Hardware, Software) & Related Services</i>	11/13	12/14	12/29
2021-21	<i>Copiers, Printers, MDFs Products & Related Services + Managed Printing Services</i>	11/13	12/14	12/29
RFP 021.5C (AEPA)	<i>E-Rate Consulting Services</i>	1/18/21	2/24/21	new

May your coming year be filled with magic and dreams and good madness. I hope you read some fine books and kiss someone who thinks you're wonderful. And don't forget to make some art - write or draw or build or sing or live as only you can. And I hope, somewhere in the next year, you surprise yourself.

~ Neil Gaiman





Five Technology Trends To Watch For In 2021

Every year, the innovations unlocked by technology seem to appear faster and faster. But the Covid-19 pandemic has accelerated technology in a way we have never seen before.

Different from the dot-com boom, Covid-19 has forced businesses to adjust not by choice, but by necessity. If you're a local restaurant and you weren't on Postmates, GrubHub or Uber Eats, you are now. If you're a business that had never considered working remotely before, chances are you're now fully remote (or, at a minimum, offering it as an option for certain employees). And if you're an enterprise organization with thousands of employees and you had been thinking about investing more in your own internal technologies, Covid-19 has most likely made that decision for you.

Major disruptions — whether it be a pandemic, an unstable economy or the shifting of a major industry — always reveal opportunities for technology to advance society forward. For example, in this year alone, videoconferencing went from being a slightly stigmatized form of work communication to our everyday standard.

As the year comes to an end, it's important to look to the future for signals of where technology will move the world next. Here are five tech trends to keep an eye on in 2021.

Esports According to Deloitte's 2020 digital media trends survey, "During the crisis, a third of consumers have, for the first time, subscribed to a video gaming service, used a cloud gaming service, or watched esports or a virtual sporting event." Furthermore, in previous years, Deloitte had found that "a quarter of consumers rank playing video games as one of their three favorite entertainment activities." And for millennials and Gen Z consumers, playing video games is in their top three favorite activities.

For an industry that has only started to mature over the past 10 years, Covid-19 was just fuel to the fire of a rapidly growing market that is on pace to surpass \$1.5 billion by 2023. And as trends like streaming, virtual and augmented reality, and in-game entertainment (like the Travis Scott performance within Fortnite) all continue increases, we have only just scratched the surface of the role esports and gaming can play in the future of our society.

Wearable Technology Wearables have been on the rise for the past five years or so. But the whole narrative changed in March when, suddenly, people could no longer go to the gym. Companies like Peloton defined our "new normal," and at-home athletics became synonymous with smart workout devices, wearables, and remote competitions and leaderboards — with everyone tuning in from their living rooms.

According to a Gartner report, consumer spending on wearable technology will double by 2021. And if you've been following Apple's innovation closely, then you already know the company is set to debut its first augmented reality headset in 2022 — with the goal of replacing the phone in your pocket with a pair of glasses.

Blockchain Technology And Cryptocurrencies While much of the hype from 2017 about blockchain technology and cryptocurrencies has died down in the mainstream media, the past few years have been incredibly productive for these industries.





For example, the SEC commissioner recently made a statement saying innovation is welcome and that publicly traded stocks may very well become tokenized in the future. This in itself is a leap forward from three years ago — where lawsuits were being thrown at blockchain startups left and right, and legacy investors like Warren Buffet were calling bitcoin “a delusion.”

Furthermore, in a 2019 survey by State Street Corporation, “94% of the 101 large asset managers and owners who responded said they either have digital assets under management or are planning to add them in 2020.”

My prediction? By 2030, digital assets will become our “new normal.”

Artificial Intelligence For Creativity In just the past few years, the conversation surrounding the future of artificial intelligence has expanded outside the realm of machines being able to process information and equations to also include the possibility of creative output. In 2018, the first AI-generated painting sold for \$432,500.

I am particularly interested in this field because, as the co-founder and CEO of an AI photo editing software company called Skylum, I firmly believe that artificial intelligence has the potential to unlock more of society’s creativity, but not by any means replace it. As these tools become more and more sophisticated, the barrier to entry will become lower. More people will be able to unlock their creative ideas, faster. And what might be considered radically different today may become standard and expected tomorrow.

How people choose to use these new tools and technologies, however, is what will ultimately create and redefine our most artistic industries — photography, music, film, art, graphic design, branding, marketing and beyond.

Digital Health Healthcare is known for being a slower-to-adjust industry, but after being so heavily accelerated over the past year due to Covid-19, the innovation here is no longer a choice — it’s a necessity.

A terrific report by the World Health Organization explains what the next five years of digital health innovation can look like and what the industry’s strategy should be for utilizing these new technologies: “The vision of the global strategy is to improve health for everyone, everywhere by accelerating the development and adoption of appropriate, affordable, scalable, and sustainable digital health solutions.” This includes smart and connected devices, advanced computing, big data analytics, artificial intelligence, machine learning and robotics.

If there’s one thing the Covid-19 pandemic has shown society at large, it’s how quickly we can adapt, innovate and create when we need to. And as technology continues to embed itself into every facet of our everyday lives, our “new normal” will continue to evolve faster and faster.

By Alex Tsepko
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