

VENDOR NEWSLETTER

Quarterly Update for CES Procurement Partners

Doing Business with CES – A Guide for Vendors

CES Procurement continues to expand cooperative purchasing opportunities across New Mexico, Idaho, and Utah, providing vendors with access to a broad and diverse public sector marketplace. Understanding how to effectively participate in CES solicitations is key to successful engagement.

CES utilizes competitive Request for Proposal (RFP) processes designed to ensure fairness, transparency, and value. Vendors are evaluated based on both technical qualifications and cost proposals, ensuring that awarded contracts reflect quality, capability, and competitive pricing.

To improve success in CES solicitations, vendors should focus on the following:

- Submit complete and well-organized proposals aligned with the scope of work
- Clearly demonstrate relevant experience and project history
- Ensure all required forms and documentation are included
- Provide accurate and competitive pricing aligned with the cost proposal structure
- Carefully review solicitation instructions and deadlines

CES continues to expand into multiple states. To distinguish solicitations: standard numbering reflects New Mexico, 'I' designates Idaho, and 'U' designates Utah. Vendors should ensure compliance with the specific requirements of each jurisdiction.

By participating in CES cooperative contracts, vendors gain access to multiple public entities under a single awarded contract, reducing the need to respond to multiple independent solicitations.

Vendors are encouraged to review each solicitation carefully and submit complete, responsive proposals to maximize evaluation scoring.

Vendors are also encouraged to monitor the CES e-procurement system regularly for updates.

Current & Upcoming Solicitations:

RFP #	RFP Description	Proc. Mgr.	Release	Pre-Prop.	Due	Evaluation	Award
2026-01 (ID & UT only)	<i>Vehicles - Car, SUV, Van, Trucks, Police Car and Related</i>	JV	1/23/26	1/27/26	2/23/26	2/25 - 3/4	3/10/26
2026-02 (ID & UT only)	<i>Medium & Heavy-Duty Trucks</i>	JV	1/23/26	1/27/26	2/23/26	2/25 - 3/4	3/10/26
2026-03 (ID & UT only)	<i>Truck Bodies</i>	M AH	1/23/26	1/27/26	2/23/26	2/25 - 3/4	3/10/26
2026-04 (ID & UT only)	<i>Trailers</i>	LR	1/23/26	1/27/26	2/23/26	2/25 - 3/4	3/10/26
2026-05 (ID & UT)	<i>Electric Charging Stations, Batteries & Related</i>	M AH	4/06/26	4/22/26	6/5/26	6/9 - 18/26	6/23/26
2026-06 (ID & UT)	<i>Material Handling Equipment, Parts, Accessories, Supplies, Rentals, Leasing and Related</i>	LR	4/06/26	4/22/26	6/5/26	6/9 - 18/26	6/23/26
2026-07 (ID & UT)	<i>IT and Business Project Management, Program Management, Process Development, and Related Professional Consulting Services</i>	JV	4/06/26	4/22/26	6/5/26	6/9 - 18/26	6/23/26
2026-10 (2020-30 exp 6/29/26)	<i>Student (K-12) Food Program</i>	GR / JV M AH	4/10/26	4/14/26	5/8/26	5/12-21/26	5/26/26
2026-11 (2020-30 exp 6/29/26)	<i>Food Program for NM Agencies</i>	GR / JV M AH	4/10/26.	4/14/26	5/8/26	5/12-21/26	5/26/26
2026-12 (2022-06 exp 5/30/26)	<i>Electric Charging Stations, Batteries & Related</i>	M AH	3/20/26	3/24/26	4/17/26	4/21-30/26	5/5/26
2026-16 (2022-14 exp 5/16/2026)	<i>IT and Business Project Management, Program Management, Process Development, and Related Professional Consulting Services</i>	JV	3/20/26	3/24/26	4/17/26	4/21-30/26	5/5/26
2026-15 (2022-11 exp 6/19/26)	<i>Material Handling Equipment, Parts, Accessories, Supplies,</i>	LR	3/20/26	3/24/26	4/17/26	4/21-30/26	5/5/26

	<i>Rentals, Leasing and Related</i>						
2026-09 (PaaS)	<i>21 Century Comm. Learning Centers (for LEAs)</i>	JV	3/30/26	3/30/26	4/1/26	4/27-5/8/26	6/4/26
2026-14 (PaaS)	<i>HB-2 Out-of-School Time Programs (CBOs)</i>	JV	4/20/26	3/30/26	4/1/26	4/27-5/8/26	6/4/26
2026-10 (2020-30 exp 6/29/26)	<i>Student (K-12) Food Program</i>	GR	4/10/26	4/14/26	5/8/26	5/12-21/26	5/26/26
2026-11 (2020-30 exp 6/29/26)	<i>Food Program for NM Agencies</i>	GR	4/10/26	4/14/26	5/8/26	5/12-21/26	5/26/26
2026-17 (2022-09 exp 7/5/26)	<i>Fuel-Gasoline, E85, Diesel, Biodiesel, & Related</i>	M AH	4/17/26	4/21/26	5/15/26	5/19-28/26	6/2/26
2026-18 (2022-15 exp 7/5/26)	<i>Above Ground Fuel Storage Tanks, Fuel Dispensing Pumps, Sales, Installation, Maintenance, Repair, and Related</i>	LR	4/17/26	4/21/26	5/15/26	5/19-28/26	6/2/26
2026-19 (2021-33 exp 7/4/26)	<i>JOC Program Consulting Services</i>	GR / JV	4/24/26	4/28/26	5/22/26	5/26 - 6/4	6/9/26

*Dates are subject to change

Important Notice to Procurement Partners

As we approach fiscal year-end, please communicate with our members regarding any open projects. Many members will close purchase orders (POs) in June. Please ensure all billing is submitted through June, and confirm whether the member will issue a new PO if the project will continue beyond that timeframe. Thank you for your attention to this matter.

Quoting Guidance

To help expedite PO processing, please ensure your quote aligns with the pricing format submitted under your CES contract. Lump-sum quotes are not permitted under CES contracts. For example, if you are quoting a project based on the Gordian price book, please submit your quote in the Gordian format rather than as a lump sum. Following these guidelines will support timely processing of your order. If you have questions, please contact CES.

Construction Corner

We would like to take this opportunity to say thank you to all of our CES construction contractors in the State of New Mexico. We acknowledge and recognize the exceptional work you have completed on behalf of NM Public Schools, Universities, Municipalities, Counties, and other government agencies. During July 1, 2025, to February 28, 2026, CES has issued 1,927 purchase orders on behalf of our member agencies totaling \$225,001,030. This is a tremendous amount of quality construction! All of these projects are possible because of you! You are Building New Mexico!! We appreciate you!!!

Business/Procurement Departments Contact List and Information

Website: www.ces.org

Office: 505-344-5470

Fax: 505-344-9343

❖ Purchasing Specialist Contact Information for Member Support

<p>Team 1 New Mexico Members A through D</p>	<p>Anita and Victoria - Team1@ces.org anita@ces.org Ext 110 victoria@ces.org Ext 147</p>
<p>Team 2 New Mexico Members E through K</p>	<p>Kimberly B. and Yolanda - Team2@ces.org kbuckner@ces.org Ext 131 ymares@ces.org Ext 120</p>
<p>Team 3 New Mexico Members L through P</p>	<p>Kim A. and Jenny - Team3@ces.org kalvarado@ces.org Ext 137 jmalvern@ces.org Ext 134</p>
<p>Team 4 New Mexico Members Q through Z</p>	<p>Bertha & Vacant - Team4@ces.org bertha@ces.org Ext 123</p>
<p>Utah & Idaho Members</p>	<p>Katherine katherine@ces.org Ext 148 Utah 435-239-3040 TeamUtah@ces.org Idaho 208-366-5499 TeamIdaho@ces.org</p>
<p>Submit Invoices</p>	<p>invoice@ces.org</p>
<p>Lead Purchasing Specialist</p>	<p>Kara kara@ces.org Ext 125</p>

Construction Documents Link	https://login.imagesilo.com/home/login
CONSTRUCTION DOCUMENTS UPLOAD INSTRUCTIONS LINK	https://www.ces.org/business-department-updates/construction-doc-upload-instructions/

❖ Collections / Accounts Receivable & Accounts Payable

Specialist

Collections/Accounts Receivable	Ilene ilene@ces.org Ext 122
Accounts Payable	Kelly B. kelly@ces.org Ext 135

❖ Payroll Specialist

Payroll	Kelley S. and Margaret kscheib@ces.org Ext 107 margaret@ces.org Ext 126
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❖ Business Department Administration

Chief Financial Officer	Robin Strauser robin@ces.org Ext 108
Finance Manager	Norma Henderson norma@ces.org Ext 104
Administrative Assistant	Monica Myers monica@ces.org Ext 145

❖ Procurement Department

Procurement Director	Gustavo Rossell gustavo@ces.org Ext 117
Administrative Assistant	Angela Valadez avaladez@ces.org Ext 116
Contract Specialist	Lisa Romo lromo@ces.org Ext 129
Contract Specialist	Joe Valencia joe@ces.org Ext 124

Contract Specialist	Mohamed Al-Hussaini mohamed@ces.org Ext 128
Construction Analysts	John King jking@ces.org Ext 150 Cell: 575-607-5800 Thad Phipps thad@ces.org Ext 154 Cell: 575-308-3193
Blue Book	https://eprocurement.ces.org/public/bluebook.html

❖ **Member Services**

New Mexico Northern Services Manager, REAP Services	Paul Benoit paul@ces.org Ext 141 Portales Office Phone: 575-562-2922 Cell: 575-760-9002
New Mexico Southern Services Manager	Jim Barentine jim@ces.org Las Cruces Office Phone: 575-646-5965 Cell: 602-689-0652
Utah Southern Regional Service Managers	Peggy Green pgreen@ces.org Ext 118 Cell: 435-327-1693
Utah Northern Regional Service Manager	Mason Goold mgoold@ces.org Ext 105 Cell: 801-664-0742
Idaho Regional Service Manager	Drew Evans devans@ces.org Ext 115 Cell: 208-899-5537
Idaho Regional Service Manager	Steven Brown Sbrown@ces.org Ext 132 Cell: 208-604-2138

