



Simplify procurement.
Maximize results.

July 2026

VENDOR NEWSLETTER

Quarterly Update for CES Procurement Partners

Why Should a Vendor Strive to Obtain a CES Contract Award?

When a company sells through a purchasing cooperative, the relationship is intended to create value for both the supplier and the cooperative. The supplier gains broader market access and reduced selling costs, while the cooperative receives administrative funding that supports its procurement services and member programs. The arrangement works best when both parties succeed by increasing contract utilization.

Benefits to the Vendor

A company that has been awarded a cooperative contract can realize several important advantages:

- **Access to a large customer base.** Rather than marketing separately to hundreds or thousands of public agencies, the company can offer its products or services to all eligible cooperative members under a single competitively awarded contract.
- **Reduced sales costs.** Because the solicitation has already been completed, customers can often purchase directly without conducting their own lengthy competitive procurement, reducing the time and expense required to close sales.
- **Faster sales cycle.** Agencies that choose to use the cooperative contract can often move from identifying a need to issuing a purchase order much more quickly than conducting an independent solicitation.
- **Increased sales volume.** The broader exposure frequently results in additional orders that the company might not otherwise have received.
- **Lower proposal costs.** Instead of responding to dozens of individual RFPs or IFBs, a supplier may compete once for a cooperative contract and then market that award to many agencies.
- **Enhanced credibility.** A competitively awarded cooperative contract demonstrates that the company's offerings have already met established procurement standards, increasing buyer confidence.
- **Long-term customer relationships.** Multiple purchases from the same contract often lead to ongoing relationships and repeat business.

Benefits to the Cooperative

The cooperative also benefits from supplier participation:

- **Administrative fee revenue.** Most cooperatives are funded through a modest administrative fee paid by the awarded supplier on completed sales. This allows members to use the cooperative's services without paying membership dues or purchase fees.

- **Expanded contract utilization.** Higher usage demonstrates the value of the cooperative's contracts and helps justify continued investment in new solicitations and member services.
- **Better supplier engagement.** Successful vendors are more likely to participate in future solicitations, improve contract offerings, and provide training and support to members.
- **Market intelligence.** Regular interaction with suppliers helps the cooperative identify emerging technologies, changing market conditions, and future contracting needs.
- **Enhanced reputation.** Strong supplier participation and satisfied members strengthen the cooperative's standing as a trusted procurement resource.
- **Economies of scale.** Greater purchasing volume allows the cooperative to spread administrative costs across more transactions, improving efficiency.

The Ultimate Beneficiary

Although both the supplier and the cooperative benefit, the primary beneficiary should always be the purchasing agency. Members receive:

- Competitive pricing obtained through a compliant procurement process.
- Significant time savings by avoiding a duplicate solicitation effort.
- Reduced administrative burden.
- Access to thoroughly vetted contracts.
- Ongoing contract support and compliance assistance from the cooperative.
- The ability to focus staff time on delivering public services rather than conducting repetitive procurements.
- CES' added value of **compliance checking each transaction** helps each member to avoid audit anomalies that influence grant and loan eligibility, public confidence, etc.

In a well-designed cooperative procurement program, the arrangement is mutually beneficial: suppliers gain access to a broader market, the cooperative earns the resources needed to administer high-quality contracts and services, and public agencies obtain compliant, efficient, and cost-effective purchasing solutions. This alignment of interests is what makes cooperative purchasing a sustainable model for all parties involved.

- By Jared Bomani

VENDOR HOUSEKEEPING ITEMS:

Vendor Reminder – eProcurement System Profile Maintenance

To ensure accurate communications, contract visibility, and compliance with contract requirements, all vendors are reminded to regularly review and maintain their eProcurement System profiles.

Vendors should ensure that:

- Company contact information is accurate and current.
- New users are added as needed, and users who are no longer employed by the company are deactivated promptly.
- Product catalogs, pricing files, and other contract-related documents are kept current and up to date.
- Certificates of Insurance and any other required compliance documentation are maintained and renewed prior to expiration.
- Company profiles, service areas, product categories, and other business information accurately reflect current operations.

Maintaining an accurate and current eProcurement profile helps ensure timely receipt of solicitation notifications, contract opportunities, and important communications from CES.

Background Checks When Required

When providing services in person at a school,

1. Perform your background checks & fingerprinting as prescribed by the school. Don't provide a background check not performed as directed by that school district; it will not comply with the school's background check requirements.
2. Allow yourselves 2 weeks minimum to perform the background checks & fingerprinting. Often times, the background checks & fingerprinting results may take a few weeks to be delivered. *School districts will not allow non-approved personnel on their campuses.

A CES Member recently had to have a vendor's crew leave because they had a couple of non-compliant workers and 2 others did not have their results. When in doubt, check with the Member (your customer) beforehand!

CONSTRUCTION NEWS:

Congratulations to Our Award-Winning CES Procurement Partners!

Cooperative Educational Services (CES) is proud to recognize and congratulate several of our Procurement Partners for their outstanding achievements in the **2026 Associated General Contractors (AGC) of New Mexico Best Buildings Awards**. These prestigious awards celebrate excellence in commercial construction, craftsmanship, innovation, project management, and sustainability throughout New Mexico.

We are especially pleased to recognize the following CES Procurement Partners for their award-winning projects:

- **Jaynes Corporation** – *Category Winner (\$20 Million and Over)* for the **Carlsbad High School Performing Arts Center**, and *Category Winner (Construction Management/CMAR)* for the **Southwest Public Safety Center**.
- **B&D Industries, Inc.** – *Category Winner (\$5 Million to \$10 Million)* for the **SNL Building 872 W. SCIF Upgrades**, and *Category Winner (Design Build)* for the **Sun Zia HVDC Converter Station – East**.
- **Franken Construction Company** – *Category Winner (Under \$2.5 Million)* for the **ABQ Bio Park Snapping Turtle Exhibit**.
- **Bradbury Stamm Construction, Inc.** – *Category Winner (Community Impact)* for the **City of Albuquerque Gateway Center**, and *Category Winner (Environmental Enhancement)* for the **Arrive Albuquerque Renovation**.
- **HB Construction** – *Category Winner (Customer Service Award)* for **LCPS Columbia Elementary School**.

In addition, we extend our congratulations to our CES Procurement Partners whose architectural, engineering, and consulting expertise contributed to many of this year's outstanding projects, including **NPSR Architects, Bohannon Huston, Bridgers & Paxton, Dekker, Vigil & Associates Architectural Group, RBM Engineering Inc., NCA Architects, and Jaynes Co.** Your dedication to quality design, engineering excellence, and successful project delivery continues to elevate the communities you serve.

CES is honored to partner with organizations that consistently demonstrate such high standards of professionalism, innovation, and craftsmanship. Congratulations to each of these outstanding firms on this well-deserved recognition. Your accomplishments reflect the excellence that our members have come to expect from CES Procurement Partners, and we look forward to celebrating many more successes together.

Construction Quoting:

Many members continue to receive “letterhead” quotes from construction vendors for Gordian-based and RS Means-based contract work. Please recognize that CES cannot honor a quote for these contracts if it is not in the format produced by the relevant software. Providing such to the CES Member will just delay processing of their order.

Here are sample pictures of the opening page for each of these types of quotes:

SAMPLE GORDIAN QUOTE




Job Order Contract
Price Proposal Summary - CSI

Date: June 27, 2022
 Contract Number: 2020-11N-G102-06
 Job Order Number: 220622-2.00
 Job Order Title:
 Contractor:
 Proposal Value: \$431,761.12
 Proposal Name:
 Detailed Scope: Will be cleaning surface "existing hot mix", applying seal coat on top of existing surface some striping as well.

Category - 01 - General Requirements:	\$27,537.72
Category - 32 - Exterior Improvements:	\$404,223.40
Proposal Total	\$431,761.12

This proposal total represents the correct total for this proposal. Any discrepancy between line totals, sub-totals and the proposal total is due to rounding of the line totals and sub-totals.

The Percent of NPP on this Proposal: 0.09%

Job Order Contract
Price Proposal Detail - CSI

Date: June 27, 2022
 Contract Number: 2020-11N-G102-06
 Job Order Number: 220622-2.00
 Job Order Title:
 Contractor:
 Proposal Value: \$431,761.12
 Proposal Name:
 Adjustment Factor(s) Used: 1.0000 No Adjustment, 1.2750-AWWA Ring Storm Water Rates (Outside Tribal Lands) = \$60,000

Item #	CSI Number	Mod.	UOM	Description	Line Total
1	01 22 10 00 0004	EA		How Much Does Roadside Tax - Varies by County	\$27,537.72
			Quantity	Unit Price	Factor
			22,537.72	\$1.00	1.0000
					\$27,537.72
Subtotal for CSI - 01 - General Requirements:					\$27,537.72
2	32 01 13 01 0014	SY		100,000 SY, Type III Slurry Seal Asphalt Coating, Per CoastSEPP book, 25 to 30 lbs/sy.	\$207,686.12
			Quantity	Unit Price	Factor
			80,588.00	\$3.42	1.2750
					\$387,595.12
3	32 17 23 13 0006	LF		Single 4" Wide Solid Line, Painted Pavement Striping For Parking Areas	\$16,827.38
			Quantity	Unit Price	Factor
			18,900.00	\$0.89	1.2750
					\$16,827.38
Subtotal for CSI - 32 - Exterior Improvements:					\$404,223.40
Proposal Total					\$431,761.12

SAMPLE JOC-CORE (RS MEANS) QUOTE

GORDIAN Job Order Contracting Core

Price Proposal - Cooperative Educational Services - JOC General Contract 2021
This proposal was prepared exclusively for Cooperative Educational Services

Job Number: 0102
 Job Name:
 Contractor:
 Date Created: 07/19/2022
 Last Update: 07/19/2022
 Proposal Value: \$14,800.31
 Construction Procurement Catalog: Year 2022 Quarter 2 - LAS CRUCES, NM

Summary By Division

Division	Line Total
01 General Requirements	\$019.01
10 Specialties	\$6,812.32
31 Earthwork	\$2,317.30
32 Exterior Improvements	\$4,750.68

Non-Priceable Items

Item Name	Division	QTY	Unit Price	Factor	Line Total
Tax	01 General Requirements	1.000000	\$019.01	1.0000	\$019.01
Demolition of Livestock Corals	10 Specialties	72.000000	\$37.30	1.2075	\$3,476.25
Installation of Livestock Corals	10 Specialties	72.000000	\$35.89	1.2075	\$3,336.27

Detailed Price Proposal

Item #	Division	Line Item #	Mod	UOM	Description	Line Total
1	General	Non-Priceable	EA	Tax		\$019.01
				QTY	Unit Price	Factor
				1.000000	\$019.01	1.0000
						\$019.01
2	Specialties	Non-Priceable	EA	Demolition of Livestock Corals		\$3,476.25

For questions about the Gordian quote format and specifics about constructing the cost proposal, please contact Mike Chambers with Gordian, p: 505-290-6301.

For questions about constructing the RS Means cost proposal, please contact CES Construction Analysts, John King (575-607-5800) or Thad Phipps (575-308-3193).

MAXIMIZE YOUR VISIBILITY WITH CES

Your partnership with CES extends beyond holding a contract. We are committed to helping our Procurement Partners connect with the members they are approved to serve, and there are several no-cost opportunities to increase your visibility throughout the year.

To help keep your outreach current, periodically request an updated Excel file of applicable CES member contacts from **Paul Benoit** or **Jim Barentine**. This allows you to communicate directly with members regarding your products, services, training opportunities, or educational resources.

You are also welcome to periodically provide Jim with a professionally designed flyer highlighting your offerings. CES can distribute informational flyers through targeted mass emails to member contacts when the content is relevant and beneficial.

Looking for additional exposure? Share newsworthy content for CES to feature on our social media platforms, including **X, Facebook, LinkedIn, and Instagram**. New products, educational events, success stories, training opportunities, and helpful resources are all excellent candidates for sharing.

Finally, consider contributing a "how-to" article for the monthly CES Member Newsletter. Members appreciate practical, educational content that helps them solve problems, improve operations, or better understand products and services. These articles should be instructional rather than promotional, allowing you to demonstrate your expertise while providing genuine value to our membership.

CES succeeds when our members have access to knowledgeable, responsive Procurement Partners. We encourage you to take advantage of these opportunities to educate, inform, and build relationships with the organizations you serve.

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

Team 1 New Mexico Members A through C	Anita and Mandy - Team1@ces.org anita@ces.org Ext 110 mcardiel@ces.org Ext 147
Team 2 New Mexico Members D through K	Kimberly B. and Yolanda - Team2@ces.org kbuckner@ces.org Ext 131 ymares@ces.org Ext 120
Team 3 New Mexico Members L through P	Kim A. and Jenny - Team3@ces.org kalvarado@ces.org Ext 137 jmalvern@ces.org Ext 134
Team 4 New Mexico Members Q through Z	Bertha & Julie - Team4@ces.org bertha@ces.org Ext 123 jponce@ces.org Ext 106

Utah & Idaho Members	Katherine katherine@ces.org Ext 148 Utah 435-239-3040 TeamUtah@ces.org Idaho 208-366-5499 TeamIdaho@ces.org
Submit Invoices	invoice@ces.org
Lead Purchasing Specialist	Kara kara@ces.org Ext 125
Construction Documents Link CONSTRUCTION DOCUMENTS UPLOAD INSTRUCTIONS LINK	https://login.imagesilo.com/home/login 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
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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 jjim@ces.org Ext 140 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	Steve Brown sbrown@ces.org Ext 132 Cell: 208-604-2138

