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ACES INSIGHTS August 2025

ACES Gives Back!

**Do you have a need for any of these types of support?
We offer assistance in a multitude of areas. Let us help you!**

Capacity Building

Contract Negotiations

Data Dashboard

Ed Plan/90 day plans

ELL Support/Training

Federal Applications

Food Services

Facilities

Grant Writing

Operations

SIS

SPED Support

State Reporting

Student and Teacher Recruitment

Strategic Planning

ACES offers **SOME of these for free, OR we have Cadre Staff who can assist, OR we have awarded contract vendors who can provide these services. We are here and have resources for**

PROCUREMENT

CORNER

Fair Quotes Only: Keeping it Competitive

Public procurement rules can be a real headache. They're often time-consuming, confusing, and let's be honest—they can be pretty frustrating. Add in a busy schedule, a long to-do list, and not enough people to do the work - it's easy to see why all the steps feel like a burden.

One area that tends to be particularly burdensome is when written quotes are required. Maybe you already have a vendor you trust—they offer good prices, deliver great service, and make your life easier. So when you're asked to get three quotes, it might seem tempting to cut corners by sharing your preferred vendor's price with others to speed things along.

But here's the thing: sharing prices or information about one vendor to another when they are both vying for business is not just a bad idea, it's illegal for most schools and other public agencies. Sharing details about quotes, bids, or proposals between competing vendors goes against everything public procurement stands for. It's unfair, unethical, and it violates NM law.

What the Law Says:

The New Mexico Antitrust Act and the NM Procurement Code make it clear: any kind of deal or scheme that restricts competition is illegal, which includes assisting or enabling one vendor to have an unfair advantage over another when vying for business. If it is done intentionally, it can lead to serious consequences including fines, civil lawsuits, or jail time. If the amount involved is over \$50,000, it can even be a fourth-degree felony.

Why It Matters:

- It gives one vendor an unfair edge, letting them undercut others or tailor their quote.
- It discourages honest vendors from participating—they won't waste time bidding if they think the game is rigged.
- It damages trust in the system. Taxpayers expect fairness and transparency.
- Anyone can file a report with the State Ethics Commission or the Attorney General if they suspect unethical behavior by a public employee or agency, which can include (and often is) a coworker, other business associate, member of the public or an aggrieved vendor.

Bottom Line:

Price sharing in public procurement isn't just a bad practice; it's against the law. It is the responsibility of all public employees and elected officials to do the right thing: to protect fairness, support real

If you don't have the time, energy, knowledge or enough people to do the job
ACES may be able to help!

Tammy West, ACES Procurement Program Manager
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PROCUREMENT FUNNY OF THE DAY

*What do you call someone obsessed with procuring free pedicures?
A clip-toe-maniac*

ACES Announces RFP for Construction Management Services: Owners Representative and/or Technical Assistance Consultant

ACES is thrilled to announce the publication of a Request for Proposals (RFP) for Construction Manager/Owners Representative and Technical Assistance services. This RFP aims to provide schools and agencies with high-quality management or technical assistance for their construction projects.

The Construction Manager/Owners Representative will act in the best interest of the school or participating agency, engaging with design professionals, agencies, and general contractors. They will lead at any stage of the project, from conception to construction, ensuring the project aligns with the vision and budget of the school or agency.

We seek vendors with strong, verifiable expertise in construction management and proficiency in working with charter and traditional schools, the Construction Industry Division, the State Fire Marshal's Office, general contractors, architects, design professionals, and local and state agencies such as the Public Schools Facility Authority (PSFA). These vendors will manage the complexities of completing locally or multi-agency funded projects.

For smaller projects, we are also looking for vendors to provide Technical Assistance. This service will offer a more focused scope, including space utilization studies, PSFA application assistance, coordination of processes and documents for state agencies overseeing facilities improvement projects, facility occupancy and changes, safety/security assessments and improvement planning, technology improvement planning, and facility renovation or replacement assessments.

Deadline to Submit Questions	September 5, 2025
Response to Written Questions	September 10, 2025
Submission of Proposal Deadline	September 17, 2025 at 2:00 PM MDT

Link to RFP: **[ACES Procurement Portal on BidNet Direct](#)**

We anticipate announcing the awards by early October and look forward to expanding our construction management and technical assistance services for our members.

STRENGTHENING PARTNERSHIPS THROUGH COMMUNICATION

At NMACES, we value the relationships we've built with our schools and vendors. These partnerships are essential to ensuring high-quality service and support for students and staff across our network.

We understand that, at times, challenges may arise—whether it's a vendor not meeting expectations or a school environment presenting unforeseen obstacles. What's most important is how we respond. We encourage open, timely communication from both our schools and vendors when things aren't going as planned. The sooner we're aware of concerns, the sooner we can work together to resolve them constructively and effectively.

Please know that we are here to help! Whether it's through mediation, clarification of expectations, or additional support, our role is to facilitate solutions and maintain strong, productive partnerships. **If something isn't working, don't wait—reach out.** We're committed to supporting success on both sides of every agreement.



ACES Contracted Vendor Highlight - HVAC Services

Yearout Services

Xenergy Mechanical

PC Automated Controls, Inc.

Frisbie Heating & Cooling

Donner Plumbing & Heating

CAC, Inc.

B&D Industries, Inc.

TLC Plumbing, HVAC & Electrical



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