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ACES INSIGHTS September 2025

ACES Gives Back!

Note from the Executive Director, Christy Takacs

Now that the new school year is in full swing, we'd love the opportunity to connect with you about **any** needs your school may have. Our resources, services, and partnerships have expanded significantly, and **we're here to help**. The ACES team includes professionals with extensive educational experience, strong expertise in procurement, and a shared commitment to supporting our member schools. In addition, we work with more than 50 contracted vendors covering a wide range of services, as well as a team of qualified professionals with diverse backgrounds and skills—**all ready to support your school's success**. Please reach out to me if you are interested in a brief meeting to learn more about how we can help. Email me at ed@nmaces.org or call 575-468-ACES (2237) ext. 1.

Don't forget that the PCSNM Annual Conference is coming up December 10-12 at the Hyatt Tamaya!

Registration is now open to all attendees (link [here](#)). The ACES team is attending and looking forward to see you! Vendors, there are MANY opportunities for you to participate and get connected with Charter School Leaders (sign up to table or sponsor [here](#)!). Be sure to consider at least attending the conference, which will give you the opportunity to mix and mingle with schools, attend some great sessions, and be a part of an amazing community of educators who are making a big difference in the state of New Mexico.



PROCUREMENT CORNER

Vendor Contracts based on ACES Contracts: *Important things to know for both agencies & contractors*

In the world of public procurement and collaborative purchasing, ACES and other master cooperative contracts serve as powerful tools for streamlining vendor relationships and accelerating project timelines. Such agreements are established between a lead agency and selected vendors, setting pre-negotiated and standardized terms, conditions, and pricing frameworks that participating agencies can leverage. However, when it comes to executing specific projects, both agencies and contractors should understand how individual “vendor contracts” fit into the picture.

Not all purchases based on an ACES contract require a separate vendor contract. An issued PO referencing an ACES contract brings the Participating Agency in as a party to an ACES contract. At that point, all terms and conditions of the ACES contract become applicable to the purchase, and any additional terms and pricing set forth in the vendor’s quote become legally binding. However, the ACES Contractor and/or the Participating Agency may require or desire a separate contract based on the master contract.

While the master contract lays the foundation, it’s not a one-size-fits-all solution.

Why Separate Vendor Contracts Matter:

While master contracts set the groundwork by establishing general terms and conditions, they do not cover specific details. To ensure clarity and compliance with individual orders, projects or scopes of work, separate vendor contracts are often necessary in addition to an ACES master contract. These supplemental contracts:

-  Define the specific scope tailored to the Participating Agency’s unique requirements.
-  Detail pricing adjustments based on location, volume, or custom specifications.
-  Outline deliverables, timelines, and performance expectations that may not be covered in the master agreement.

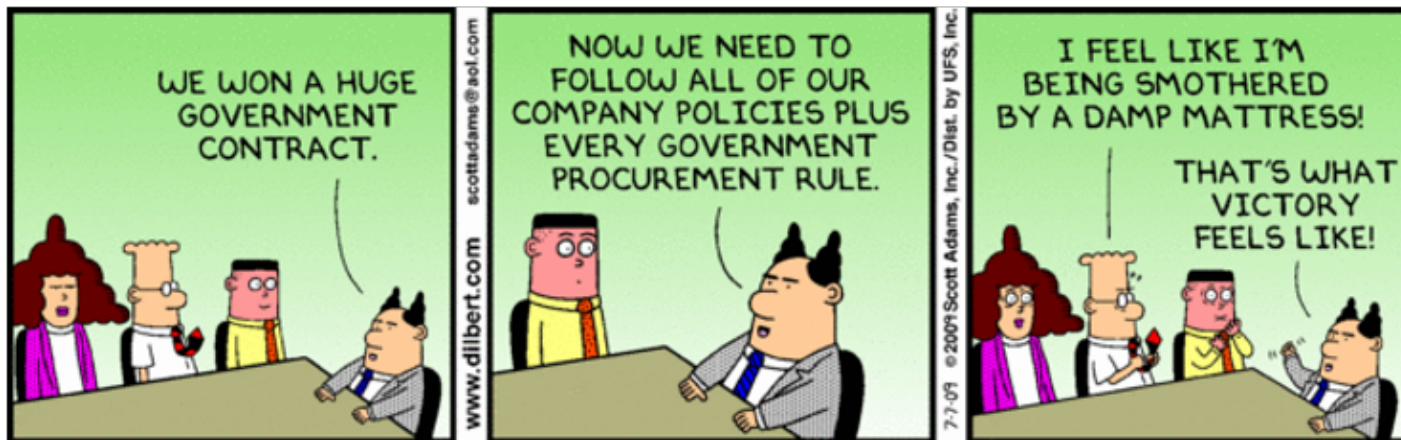
This dual-contract approach ensures that while Participating Agencies benefit from the efficiency and vetted terms of the master contract, they still retain the flexibility to negotiate and document specific needs. For contractors, this is

the moment to confirm expectations, negotiate any necessary changes, and document the full scope of services.

A well-structured vendor contract ensures transparency, accountability, and successful project execution—making the master agreement a launchpad, not the finish line. If you have questions or would like assistance regarding any ACES contract or a related vendor specific contract, we're happy to help.

Tammy West, ACES Procurement Program Manager, procurement1@nmaces.org, 575-468-2237 Ext. 3

PROCUREMENT FUNNY OF THE DAY



ACES Contracted Vendor Highlight



CARROLL STRATEGIES

Do you need help with branding your school?

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Public Relations?

Outreach?

We can Help!

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Media Relations

Public Affairs

Design

Government Relations

Polling

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Advertising

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Design

**Want to chat? We would love to
work with you!**

tc@carrollstrategies.net
505.842.6600



CARROLL STRATEGIES



Introduction

Hello ACES Member schools:



I am Tom Carroll, Founder and President of Carroll Strategies Public Relations, in Albuquerque, NM. We have been officially authorized by ACES to provide your PR, Marketing, Media Relations and Advertising needs, and I wanted to introduce myself and my firm. We have been doing this sort of work for 15 years in Albuquerque, and I have over thirty total years experience.

Carroll Strategies is uniquely poised to provide communication solutions as we have worked heavily in different levels of education. Some of our past, and present New Mexico clients include The Santa Fe School District, UNM-Los Alamos, CNM, Santa Fe Preparatory Academy, Lewis University Albuquerque, the NM Child Care and Education Association, the New Mexico Academy for Media Arts, and the New Mexico School for the Arts.



We like to say "the answer is in the research," and we use our time getting to know you and helping find a solution to your school's communication needs. We are available for video and audio production, advertising, community outreach, marketing of special programs, event management, branding, website development, graphic design, and communications planning.

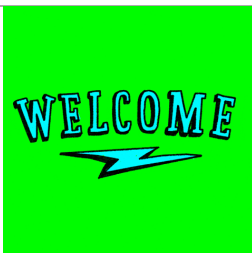
Carroll Strategies has won over ninety awards for Advertising and Public Relations and we pride ourselves on being fast, effective, up-to-date on what's important and sensitive to your needs.

Aside from our work with schools, we have worked to provide Communication Solutions for a wide range of local, New Mexico, national and international firms and agencies including Wal Mart, Bernalillo County, the City of Albuquerque, the State of New Mexico, The Department of Energy, the Waste Isolation Pilot Plant, Cyrq Energy, the Village of Logan, NM, Fisher Sand and Gravel, the Clean Fuels Coalition, the City of Las Vegas, NM, Daniels, Insurance, the Santa Fe Farmer's Market, Eclipse Aviation, and many more.

We have all lived in New Mexico for most, if not all of our lives, love the state and know the importance of improving school educator/administrator communication with parents, students and the local community, and we'd love to talk to you about how we can help.

Thanks.

Tom Carroll



WELCOME NEW ACES MEMBERS!

**COLLINS LAKE OUTDOOR SCHOOL
TOWN OF TAOS**





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