

# *Contract Guide Book*

2026-2027

**REGION 16**  
Education Service Center



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## Field Services

Troy Seagler, Senior Director of Field Services & ESC Client Relations

### ASCENDER (Business & Student) Software Services AS006

The ASCENDER Enterprise software offers web-based Business and Student Information System applications that are written specifically for Texas schools. ASCENDER features a professionally written designed user interface.

IMS consultants will provide technical support, problem resolution and training on all applications within the ASCENDER enterprise system.

Current 25-26	Contract Details	Contact	Comparison
<p><b>Total – 58</b> Option I – 57 Option II – 58 Option III – 58</p>	<p><b>ASCENDER Student Software Service</b> Based on enrollment 1 campus – \$4,750 plus \$19.50/student 2 campuses – \$9,500 plus \$16.25/student 3 campuses – \$14,250 plus \$10.75/student 4 or more campuses – \$17,850 plus \$7.50/student</p> <p><b>ASCENDER Business Software Services</b> Based on enrollment \$10,800 plus \$3.25/student</p>	<p>Evelyn Jenkins 806.677.5110 evelyn.jenkins@esc16.net</p>	<p>Market Competitors cost \$25,000-\$40,000 more than ASCENDER.</p> <p>Training: A minimum of 40 hours on the average per district. The Market would charge an additional \$60 per hour (\$2,400 each district).</p> <p>We provide a cheaper pricing rate for the software and services because we are partnered with over 900 districts and 19 regions across the state.</p>

### Automated Data Exports AS022

This contract provides automated data exports with ASCENDER and 3rd party publishers (supplementary district software programs).

The automation of the exports includes the setup of data being exported from ASCENDER and the scheduled tasks to create the exported data, encrypt, and securely send the data to the 3rd party publisher.

#### Base Plan

The Automated Data Exports Base Plan includes the first five (5) extracts.

Current 25-26	Contract Details	Contact	Comparison																												
52	<table border="0"> <tr> <td><b>Enrollment</b></td> <td><b>Cost per Year</b></td> </tr> <tr> <td>1-200</td> <td>\$500</td> </tr> <tr> <td>201-500</td> <td>\$750</td> </tr> <tr> <td>501-1,000</td> <td>\$1,000</td> </tr> <tr> <td>1,001-2,000</td> <td>\$1,500</td> </tr> <tr> <td>2,001-3,500</td> <td>\$2,000</td> </tr> <tr> <td>3,501+</td> <td>\$2,500</td> </tr> <tr> <td><b># of Extracts</b></td> <td><b>Cost Per Year</b></td> </tr> <tr> <td>Tier 1: 0-5</td> <td>\$0</td> </tr> <tr> <td>Tier 2: 6-10</td> <td>\$250</td> </tr> <tr> <td>Tier 3: 11-15</td> <td>\$500</td> </tr> <tr> <td>Tier 4: 16-20</td> <td>\$750</td> </tr> <tr> <td>Tier 5: 21-25</td> <td>\$1,000</td> </tr> <tr> <td>Tier 6: 26+</td> <td>\$1,250</td> </tr> </table>	<b>Enrollment</b>	<b>Cost per Year</b>	1-200	\$500	201-500	\$750	501-1,000	\$1,000	1,001-2,000	\$1,500	2,001-3,500	\$2,000	3,501+	\$2,500	<b># of Extracts</b>	<b>Cost Per Year</b>	Tier 1: 0-5	\$0	Tier 2: 6-10	\$250	Tier 3: 11-15	\$500	Tier 4: 16-20	\$750	Tier 5: 21-25	\$1,000	Tier 6: 26+	\$1,250	<p>Evelyn Jenkins 806.677.5110 evelyn.jenkins@esc16.net</p>	<p>Region 16 Market Partner TXTRACTS (Region 16 districts get a cheaper negotiated price because of the partnership agreement)</p>
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## Business Support Services AS004

The challenges within your business office can be frightening and at times seem overwhelming, but the Business Support Services contract will give you the support you need to face these challenges head-on. Region 16 will provide three options with this contract to include: (1) finance/state aid support; (2) additional business services in preparation for districts' audits; (3) and/or full business office services with accounting and budgeting segments. This contract allows districts full control of their finances with the added support and day to day business operations performed by experts.

Current 25-26	Contract Details	Contact	Comparison
<p><b>Total - 45</b> Option 1 - 15 Option 2 - 3 Option 3 - 27 Option 4 - 0</p>	<p><b>Option 1</b> Finance/State Aid Support - \$2,500 Additional Days - \$700 each</p> <p><b>Option 2</b> Additional Business Services - \$2,500 Additional Days - \$700 each</p> <p><b>Option 3</b> Districts with 150 ADA or less: Section I – Accounting, Budget and Finance \$20,000 Section II – Payroll \$20,000 Section I &amp; II \$27,000</p> <p><b>Districts with 151 to 300 ADA:</b> Section I – Accounting, Budget and Finance \$26,000 Section II – Payroll \$26,000 Section I &amp; II \$32,000</p> <p><b>Districts with 301 to 650 ADA:</b> Section I – Accounting, Budget and Finance \$30,000 Section II – Payroll \$30,000 Section I &amp; II \$35,000</p> <p>Districts over 650 ADA the fee will be negotiated</p> <p><b>Option 4</b> The school Finance climate can be highly confusing, and it is nearly impossible for one person to keep up with the vast array of compliance requirements. With the Option 4, Business Office Support contract, your district receives unlimited technical assistance support for any questions your business office may have as it navigates the complicated waters of School Finance. This contract is designed to increase the capacity of your business office by allowing it to access a team of experienced professionals who can answer any questions your business office may come across as it tries to meet any local, state, and federal fiscal compliance and reporting requirements. Additionally, you receive all services included in the Option 1 contract to maximize the services your district receives.</p> <p><b>Cost</b> ADA 3,500 or less – \$7,500 ADA 3,501+ – \$10,000</p>	<p>Troy Seagler 806.677.5087 troy.seagler@esc16.net</p>	<p>Market Value Services Range from \$150-\$300 an hour or \$1,200-\$2,000 daily rate</p> <p>Rates for full Business Services range from \$50,000-\$75,000 per FTE</p>

## Customized Leadership Development and Coaching AS103 **NEW**

### *Escalate Leadership Development and Coaching*

Great leadership is the architect of a positive school culture. Partner with Region 16 ESC's Escalate Leadership Development and Coaching Enterprise to design a tailored development strategy that sharpens your district's vision and amplifies its influence. This customized contract allows you to build a comprehensive leadership plan that includes targeted leadership training, executive TEAM coaching, and a toolkit of actionable strategies. Whether focused on shifting from "command and control" to "connect and coach" or constructing a legacy of excellence, we co-create a roadmap to meet your team's unique needs.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	Pricing varies by scope of work. Contact Region 16 for a custom quote.	Christine Scroggs 806.677.5275 christine.scroggs@esc16.net	

## Customized Services AS019

Region 16 Education Service Center (ESC) offers a variety of services not associated with an individual contract offered to districts. Districts entering into this contract will have the option to request customized services with the understanding that a fee will not be charged if customized services are not provided by the ESC. The ESC reserves the right to not provide requested services due to lack of staffing or any other reason as it deems appropriate.

Current 25-26	Contract Details	Contact	Comparison
60	Pricing based on requests for basic services.	Troy Seagler 806.677.5087 troy.seagler@esc16.net	

## Direct Services Librarian and Health ES018

If you are in need of a certified professional, nurse, and/or librarian for your district, Region 16 can provide this service. The Direct Services contract is offered on a per day basis determined by district participation.

Current 25-26	Contract Details	Contact	Comparison
<b>Total - 21</b> Nurse - 10 Librarian - 11	Nurse – \$375 per day Librarian – \$375 per day Plus \$0.585 per mile	Troy Seagler 806.677.5087 troy.seagler@esc16.net	Market Value Nurse- \$600 per day Librarian - \$500 per day

## Direct Services School Counseling ES018-B

If you are in need of a certified professional counselor, for your district, Region 16 can provide this service. The Direct Services contract is offered on a per day basis determined by district participation.

Current 25-26	Contract Details	Contact	Comparison
3	Counselor – \$375 per day Plus \$0.585 per mile	Rene Cano 806.677.5177 rene.cano@esc16.net	Market Value Counselor - \$600 per day



## Education Foundation, LLC AS104 NEW

Region 16 has partnered with Education Foundation, LLC. to provide area districts with assistance in creating, organizing, or reviving education foundations in your community. This offering is provided to assist you in ensuring your district's foundation has a solid structure, operates within legal boundaries, and maximizes finances to supplement your budget, at the end of the day leveraging another source of funds for the betterment of your students, community, and faculty.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	<p>Education Foundation, LLC. will conduct an analysis of your current setting, provide templates and tools to assist in the process, and provide a roadmap to ensuring your Foundation is in good standing, leading to a well functioning team.</p> <p>5% of fundraising efforts to Education Foundation, LLC. and the annual membership fee. The price will vary for each district.</p>	<p>Troy Seagler 806.677.5087 troy.seagler@esc16.net</p>	

## EduHero AS020

The State of Texas statutes and regulations require school employees to participate in certain staff development trainings. EduHero is a self-paced, interactive, and engaging online e-learning platform that delivers professional development credits for the required training for Texas schools.

Current 25-26	Contract Details	Contact	Comparison
52	<p><b>Heroic</b> FTE x \$7.00 + \$500(existing customers) FTE x \$7.50 + \$500 (new customers)</p> <p><b>Custom Portal</b> FTE x \$12.60 + \$500 (existing customers) FTE x \$13.10 + \$500 (new customers)</p> <p><b>Student Portal</b></p> <ul style="list-style-type: none"> <li>\$1 per Student</li> <li>No additional \$500 fee for current EduHero subscribers</li> <li>Non-subscribers will still be subject to the standard platform access fee</li> </ul>	<p>Troy Seagler 806.677.5087 troy.seagler@esc16.net</p>	Market Value for mandatory PD is \$6,400 - \$10,000

## Executive Leadership Coaching AS101

### Escalate Leadership Development and Coaching

Move from "functioning" to "flourishing" with the single most effective tool for rapid professional growth. This personalized executive coaching program through Region 16 ESC's Escalate Leadership Development and Coaching Enterprise is designed for emerging and established leaders committed to maximizing their potential. Through focused 1-on-1 collaboration with a highly trained Escalate Coach, you will identify blind spots, sharpen decision-making, and increase emotional intelligence. Whether you are looking to navigate complex challenges or accelerate your career trajectory, this partnership ensures you have the expert support needed to lead a legacy of excellence. This service is open to all superintendents and district leaders.

Current 25-26	Contract Details	Contact	Comparison
12	<p>No charge for Region 16 Superintendents for up to 10 sessions if contracted alongside the Superintendent's Leadership Series (SLS) Contract (ES042); Executive Leadership Coaching is generously sponsored for Superintendents by our Partner with Purpose, Coryell Roofing.</p> <p>Pricing for District Leaders: \$375/session</p> <p>Format: 1-on-1 Virtual Sessions via Zoom provided by a highly trained Escalate Coach</p> <p>Cadence: Approximately 1x/month (Minimum 10 sessions   Up to 12 sessions with option to continue)</p>	<p>Christine Scroggs 806.677.5275 christine.scroggs@esc16.net</p>	\$750-\$1500 per coaching session

## Federal Program Services ES013

Let Region 16 provide technical assistance and professional development for your district in meeting programs and fiscal compliance with ESSA and Title Programs. This includes support with the grant application and amendments, grant negotiations with TEA, meeting grant requirements, completion of compliance reports, validations, expenditure reporting, fiscal reporting, and program evaluation. In addition, the district will receive support in planning, budgeting and program decisions as it relates to the ESSA grant.

Current 25-26	Contract Details	Contact	Comparison
48	20% of the first \$20,000 + 8% above \$20,000 \$18,000 Cap	Troy Seagler 806.677.5087 troy.seagler@esc16.net	Market cost would be \$30,000 or ½ FTE Per District

## IMS Coaching and Support AS012

### Student:

1. Enrollment and withdrawal procedures
2. Special programs coding guidance
3. Daily, cycle, semester, and yearly attendance procedures
4. Managing daily master schedule and student schedule information
5. Managing grading processes (report cards, transcripts, GPA/Class rank)
6. Add'l requests subject to hourly rate

### Business:

1. TSDS submissions requiring staff and finance data
2. Budget process and next year's payroll process
3. Requisitions and purchasing processes
4. Monthly finance processes
5. Monthly payroll processes
6. Managing service records
7. Add'l requests subject to hourly rate

### TSDS:

1. Fall PEIMS
2. Mid-Year PEIMS
3. Summer PEIMS
4. Extended Year PEIMS
5. All Core Collection Submission
6. Resubmissions
7. Add'l requests subject to hourly rate

Current 25-26	Contract Details	Contact	Comparison
4	10 days = \$7,000  Student - Base cost of 5 days Business- Base cost of 10 days TSDS - Base cost of 10 days  A 2-year minimum commitment is required for TSDS and Business  *District personnel are required to attend all mandatory trainings. Failure to attend a required training will result in the deduction of one coaching day.	Evelyn Jenkins 806-677-5110 evelyn.jenkins@esc16.net	

## IMS Consultant Services AS009

Provide districts additional days of Information Management System (IMS) one-on-one support for assistance with reporting, additional user training, or technical support.

Current 25-26	Contract Details	Contact	Comparison
28	\$700 per day	Evelyn Jenkins 806.677.5110 evelyn.jenkins@esc16.net	Market value per day is \$1,200

## Level I Escalate Coach Training Program AS102 NEW

### Escalate Leadership Development and Coaching

Step into the calling of transformational leadership. Coaching is more than a skill—it is a way of seeing people, drawing out potential, and leading with purpose. This comprehensive training through Region 16 ESC’s Escalate Leadership Development and Coaching Enterprise equips superintendents, district, and campus leaders with 60 coach education hours and 10 hours of mentor coaching, laying the foundation for International Coaching Federation (ICF) credentialing should participants choose to pursue it following the program’s final accreditation. Grounded in servant leadership, integrity, and deep listening, this program empowers you to evolve from manager to Coach Leader, driving systemic growth and intentional impact across your district. This program is open to all current or aspiring district and campus leaders, including superintendents.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	\$6,750 per participant for the full 70-hr program, including mentoring	Christine Scroggs 806.677.5275 christine.scroggs@esc16.net	\$8,200

## Management Leadership Training AS002

To make sure your administration and central office staff stay on top of the latest mandates, accountability requirements, and legal issues, let Region 16 provide technical assistance and professional development in the form of legal updates, various networks, mandated trainings and optional professional growth opportunities. In addition, this contract allows districts to take advantage of the legal services discount.

**Districts will also have access to the Summertime Data Roadshow**, where Region 16 specialists will provide customized data reviews to help districts analyze student performance, identify trends, and make informed decisions for the upcoming school year.

Staff development and technical assistance are targeted for the following central office and campus administrators:

- Superintendents
- Assistant Superintendents
- Business Managers
- Principals
- Personnel Directors
- Assistant Principals
- District Testing Coordinators
- Athletic Directors

Additional opportunities provided as part of the contract at a reduced cost:

- Campus Data Walks, including a follow-up debrief with administrators (TBD based on campus size)
- HR updates and training by TASPAs and TASBOs at a reduced cost.

Current 25-26	Contract Details	Contact	Comparison
<b>Total - 59</b> Option A - 32 Option B - 27	<p><b>Option A</b> Basic Services + Legal Package \$600 + \$50 Per Participant</p> <p><b>Option B</b> Basic Services Only \$500 + \$50 Per Person Trained for MLT Offerings</p>	Troy Seagler 806.677.5087 troy.seagler@esc16.net	General price: \$1,000 minimum per training day; (10 trainings for \$10,000)

## OCR – Civil Rights Data Collection Services AS010

The Civil Rights Data Collection (CRDC) is a survey of public schools required by the United States Department of Education Office for Civil Rights (OCR). The CRDC collects data on leading civil rights indicators related to access and barriers to educational opportunity in early childhood through grade 12. Data is collected from every public local educational agency (LEA) and campus.

Each contracting school district will work with an IMS Consultant, which will coordinate efforts with district and campus staff to gather, review, and report all required information in the OCR CRDC submission system in accordance with OCR requirements and timelines.

Current 25-26	Contract Details	Contact	Comparison
30	\$3,200 plus \$500 per each additional campus for one year The contract will need to be taken out every year.	Evelyn Jenkins 806.677.5110 evelyn.jenkins@esc16.net	Market Value for this project is \$10,000 - \$12,000

## School Finance Training & Development AS005

Region 16 ESC will provide support and coaching to identified staff in the areas of school finance and school business operations.

\*Coaching and Support activities include:

- Budget preparation – finance and payroll
- Accounting – monthly procedures plus audit preparation
- Compliance – TEA spending requirements and Special Education MOE
- Financial projections – fund balance and cash flow
- Software support
- Foundation School Program submissions
- Federal Programs Management – includes drawdown requests
- Other School Finance issues as needed

\*Coaching and Support will include technical assistance, customized training during scheduled days, “how-to” sessions on various activities as stated above, frequent quality-checks, assistance in building calendar/schedule of activities, observation and feedback on areas of strengths, areas to improve, and certain work jobs that may need to be corrected or repeated. Support and coaching do not include the actual work jobs themselves.

Current 25-26	Contract Details	Contact	Comparison
6	Customized contract to meet district Accounting and School Finance needs. \$1,000 per day	Troy Seagler 806.677.5087 troy.seagler@esc16.net	

## School Health AS030

School Nurses' certifications and recertifications per semester regionally to include:

- DSHS Hearing Certification
- DSHS Hearing Recertification
- DSHS Vision Certification
- DSHS Vision Recertification
- DSHS Spinal Screening Training

School Health and Nursing Professional Development Workshops

- Back to School Nurse Conference (August)
- School Nurse Day Celebration (May)
- Office of Attorney General P.A.P.A (Parenting and Paternity Awareness) Training
- DSHS Nursing Jurisprudence and Ethics for School Nurses
- Stop the Bleed with Chad Curry
- Opioid Antagonist Training
- New School Nurse Academy
- New Clinic Assistant Academy
- UDCA (Unlicensed Diabetes Care Assistant)(\$125 per attendee)
- Provide Mental Health Coordination and Education Training with Region 16 Counseling and Support Services and Safe & Supportive School Services
- American Heart Association Basic Life Support CPR/AED Certification
- American Heart Association Heartsaver CPR/AED and First Aid Certification

- Additional Topics as Requested and/or Needed
- Monthly Virtual School Health Operation Talk Zone (SHOTZ)

- Enlist guest speakers on current topics
- Provide legislative updates
- Offer time for nurses to network and collaborate

Monthly newsletter and TEA updates

- School Health tools
- School Health resources
- Community news, events, and opportunities
- Upcoming workshops and registration
- Additional webinars

Package will also include:

- Communicate with School Nurses via email listserv
- Site Visits
- Help with School Health Advisory Committee (SHAC) and Wellness Policy
- Provide updates on school health laws, rules, and regulations
- Access to resources for developing school health guidelines, health plans, and managing health services
- Hearing and Vision (Spot and Acuity) screening help on campus
- Resource to BSA and Northwest Texas Hospital for trainings, resources, and supplies
- Resource to Standing Order for Epinephrine, Narcan, and Albuterol from Amarillo Health Department
- All of this and more

Current 25-26	Contract Details	Contact	Comparison
6	Enrollment 0 - 600 = \$1,500 601 - 1000 = \$2,250 1001 and Greater = \$3,000	Scott Wilkerson 806.677.5080 scott.wilkerson@esc16.net	

## State Compensatory Education (SCE) ES012

Districts receive state funding to provide support for at-risk and educationally disadvantaged students through the State Compensatory Education (SCE) Program. The Region 16 SCE contract provides support to districts to ensure implementation and compliance with SCE program requirements. Districts receive technical assistance and support with SCE Program Compliance, budgeting, use of funds, identification of eligible students, and properly documenting the SCE program in the district's campus and district plans and the SCE Policies and Procedures.

Current 25-26	Contract Details	Contact	Comparison
36	<p><u>% of Prior Year Allocation</u></p> <p>\$120,000 &amp; Up - 4.00%</p> <p>\$85,000 to \$120,000 - 4.5%</p> <p>\$65,000 to \$85,000 - 5.00 %</p> <p>\$40,000 to \$65,000 - 5.50%</p> <p>\$0 - \$40,000 - 6.00%</p> <p>\$8,000 Cap</p>	<p>Troy Seagler 806.677.5087 troy.seagler@esc16.net</p>	<p>Market cost would be \$30,000 or ½ FTE Per District</p>

## Strategic Planning AS100

Unlock the potential of your district with our comprehensive strategic planning services. We prioritize stakeholder input throughout the process, ensuring that the voices of educators, parents, students, and community members are heard. By collecting and analyzing the current state of your district, we collaboratively identify systemic priorities crucial for enhancing student outcomes. With our guidance, align district initiatives directly with these priorities, ensuring every effort supports student success. Additionally, we offer the opportunity to review and/or create your district's profile of a graduate, envisioning the ideal student experience. Craft a custom-tailored 3-5 year strategic plan designed to maximize impact, entirely customizable to fit your unique needs. Contact Amy Meek today and discover how we can empower your district to achieve its goals through strategic planning.

Current 25-26	Contract Details	Contact	Comparison
0	<p>Customized based on needs</p>	<p>Amy Meek 806-677-5195 amy.meek@esc16.net</p>	

## Texas Student Data System (TSDS) Support Services AS021

Provide services and collection related information to districts in the area of TSDS PEIMS and Core Data Collections. To assist districts with the submission of current, complete, and accurate data in accordance with TEA data standards and timelines. Provide services to school districts in the area of TSDS Data Collections.

### School District Responsibility:

- Submission of current, complete, and accurate data in accordance with TEA Data Standards and timelines
- Superintendent for submitting the electronic Superintendent's Statement of Approval (SOA) for each PEIMS submission based on the final review of the district's data

### ESC 16 Responsibility:

- **Basic** TSDS Data Support Services (No charge)
  - Provide TSDS Data Collection related information to one district contact – District TSDS coordinator
  - Provide assistance as mandated by TSDS Data Standards
  - Provide information on timelines and due dates
  - Provide notices and assistance with TSDS Unique ID Assignment and Enrollment Tracking
  - Review summary reports as requested with district TSDS Coordinator
  - \*TSDS Additional Support available at daily rate (AS009)
  - \*Provide workshop trainings for a fee of \$50.00 per participant
- **Premier** TSDS Data Support Services
  - TSDS submission services (in addition to the basic services)
  - Provide workshops and trainings for each TSDS PEIMS and TSDS Core Data Submissions
  - Provide communication/correspondence on TSDS PEIMS and TSDS Core Collection issues to districts
  - Assist district with resolving of errors and completion of PEIMS and TSDS Core Data Collections
  - Review summary reports as requested by district and communicate findings with district TSDS Coordinator
  - Also includes additional mandated collections or submissions if added

Current 25-26	Contract Details	Contact	Comparison
<p><b>Total 56</b></p> <p>36 Basic</p> <p>20 Premier</p>	<p><b>Basic</b></p> <p>TSDS Data Support Services - No charge</p> <p><b>Premier</b></p> <p>TSDS Data Support Services - \$3,500</p>	<p>Evelyn Jenkins 806.677.5110 evelyn.jenkins@esc16.net</p>	<p>Market Value for support is \$10,000-\$12,000 or would require district to hire staff to support</p>

## TSDS Coordinator Services AS008

The TSDS Coordinator Services will ensure your district accurately reports TEA requested data. Region 16 will provide a TSDS Coordinator for the most comprehensive review and submission of your district's TSDS mandated data requirements.

ESC 16 will perform the TSDS Coordinator services as indicated below. This contract does not replace or reduce the district's legal liability and responsibility for submitting data as outlined in the current year TSDS Data Standards, the TSDS Core Collections district requirements.

IMS Consultant will periodically meet with district staff and administrators throughout the school year to review procedures, data, and reports.

The superintendent should approve the data for each submission and/or resubmission by submitting the electronic Statement of Approval (SOA) before it is accepted by the ESC for submission to TEA. The district TSDS approver or designated completer will be responsible for completing/approving all Core Collection data.

TSDS Coordinator Services provides:

- Extract, submit and verify all required data for each TSDS PEIMS and Core submission.
- Complete data submission on or before the due dates set by TEA
- Coordinate and review reports for each data submission for reasonability
- TSDS Unique ID processing
- Submit TSDS Unique ID Enrollment Tracking files as needed
- Review Unique ID discrepancies and dual enrollment reports

The delivery of the services described in this agreement are contingent to the contact personnel assigned at each district. This requires acknowledgment, availability, and agreement to sign off on all documentation presented to the district contact person by the IMS TSDS consultant.

Current 25-26	Contract Details	Contact	Comparison
32	150 students or less: \$10,000 151 to 300 students: \$12,000 301 to 600 students: \$14,000 601 to 900 students: \$16,000 901 to 1,200 students: \$18,000 1,201 to 1,500 students: \$20,000 1,501 to 1,999 students: \$22,000 2,000+ students will be negotiated	Evelyn Jenkins 806.677.5110 evelyn.jenkins@esc16.net	This same service would cost a distinct \$60,000+ for an FTE.



## Employee Experience & ESC Systems

Heather Newman, Senior Director of Employee Experience and ESC Systems

### Branded Social Media Pack **HR107 NEW**

A comprehensive set of 20 custom Canva templates (15 graphics and 5 Reels) for consistent school district brand identity. Ex: pre-made weather closing alerts, holidays, staff highlights, etc

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	20 Branded Canva Templates (15 graphics, 5 Reels) - \$1,200	Michelle Macha 806.677.5105 michelle.macha@esc16.net	In 2026, a professionally designed, branded social media kit—including both graphic and Reel templates—typically costs between \$300 and \$1,500+

### Marketing Consulting Services **HR103**

Region 16 offers a comprehensive range of marketing services tailored to meet the unique needs of our districts. Our dedicated team is committed to helping you achieve your marketing goals and elevate your brand presence in the education sector.

Current 25-26	Contract Details	Contact	Comparison
2	Complete marketing and communications work on behalf of the district, with or without support of an external consultant, including but not limited to:  Marketing Consulting  Digital Media Creation (limited to 5 total projects; a 'project' is defined as one video up to 3 minutes or one graphic campaign of up to 5 assets)  PR/Comms Training Session (One 3-hour in-person or virtual event)	Michelle Macha 806.677.5105 michelle.macha@esc16.net	Hiring a marketing consultant will cost upwards of \$60,000 a year.  The a la carte options and packages are heavily discounted compared to market agency fees.

### Podcast Production **HR105/HR105B NEW**

Full-service recording and editing suite to manage your show from mic-to-master, or recording-only options. This would be a great opportunity for students interested in learning more about production or to introduce a district-wide podcast.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	Monthly Podcast Recording + Editing - \$10,000 Monthly Podcast Recording - \$5,000	Michelle Macha 806.677.5105 michelle.macha@esc16.net	Renting a podcast studio typically costs between \$30 and \$200+ per hour, with a national average around \$98 per hour.



## Strategic Efficiency Review AS105 NEW

District leaders are increasingly asked to maximize student outcomes while operating within limited financial and human resources. The Strategic Efficiency Review provides districts with a structured review of key operational systems to identify opportunities for greater efficiency, stronger resource alignment, and enhanced student outcomes.

Through this process, Region 16 partners with district leadership to analyze data, review operational systems, and identify opportunities to improve effectiveness across high-leverage district functions.

This contract will provide audit services, data analysis, and strategic recommendations to districts as described in the agreement. Services may include, but are not limited to, the following:

- Initial district consultation to determine priority focus areas and establish the scope of the audit
- Review and analysis of district data related to operational systems and student outcomes
- Identification of opportunities to improve operational efficiency, maximize funding streams, and align staffing and resources to district priorities
- Development of district-specific recommendations to support leadership decision-making
- Presentation of findings and recommendations to district leadership

Audit focus areas may include one or more of the following:

- **Staffing and Master Scheduling**  
Review of staffing allocations, staffing ratios, and master scheduling structures to identify opportunities for improved efficiency and alignment with district priorities.
- **Attendance Systems**  
Analysis of district attendance data and systems to identify opportunities to improve reporting accuracy and maximize attendance funding.
- **PEIMS Data Review**  
Review of PEIMS coding practices and processes to ensure accuracy, compliance, and alignment with reporting requirements.
- **College, Career, and Military Readiness (CCMR)**  
Analysis of CCMR indicators and systems to identify opportunities to increase student outcomes and maximize potential CCMR outcomes bonuses.
- **Instructional Technology Systems**  
Review of district instructional technology usage and systems to ensure alignment with district goals and efficient use of technology resources.
- **Federal Programs Review**  
Review of federal program implementation and funding utilization to ensure compliance and maximize available funding.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	Initial Consultation and Scope Development Fee \$500 Following the consultation, districts will receive a customized audit proposal outlining selected focus areas, deliverables, and pricing based on the scope of services requested. Final audit pricing will vary depending on the number of focus areas selected and the size of the district.	Amy Meek 806-677-5195 amy.meek@esc16.net	Private consulting firms charge between <b>\$15,000–\$40,000+</b> for operational or efficiency audits, depending

## Studio Rental HR104 NEW

Professional creative space. Choose between a dedicated 5-hour monthly block or a single-use session. Includes use of podcast equipment, backdrops, and light kits. A Region 16 media expert will be onsite for scheduled sessions.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	5 hours per month - \$5,000 Single Day Use - \$350	Michelle Macha 806.677.5105 michelle.macha@esc16.net	Renting a studio for a 5-hour video shoot generally costs between \$200 and \$600 (\$40–\$120+ per hour).

## Teacher Incentive Allotment **HR005**

Having an established compensation strategy contributes to your ability to predict costs for hiring new employees and providing salary increases. The Texas Teacher Incentive Allotment (TIA) was created by the Texas Legislature as part of House Bill 3 to provide a realistic pathway for top teachers to earn six-figure salaries and to help attract and retain highly effective teachers at traditionally hard-to-staff schools. Through strategic compensation planning, districts are able to develop a compensation strategy that supports a school district pay strategy, recruitment and retention objectives, and employee needs. As the workforce climate changes, it is even more important for school districts to be innovative and proactive in their recruitment and retention strategies through TIA and strategic compensation planning.

Districts may receive TIA support through:

- Monthly Cohort Meetings (Hybrid)
- Application Support and Review
- Data Collection Support
- Technical Assistance

Compensation support is customizable based on individual district needs.

Current 25-26	Contract Details	Contact	Comparison
21	<p>TIA Cohort Model - \$1,500 per district Cohort Technical Assistance and PD</p> <p><b>YEAR 1 Application Planning and Submission</b> Monthly Cohort Meetings (Hybrid), Application Support and Review, and Technical Assistance \$1,500</p> <p><b>YEAR 2 Data Collection Supports</b> Cohort Technical Assistance and PD Monthly Cohort Meetings (Hybrid) Data Collection and Analysis Technical Assistance \$1,500</p> <p><b>Additional Services</b> On-Site TTESS Update Administration Update and Calibration Staff Update on Domain 2 &amp; 3 \$2,250</p> <p>Data collection Support and Review Quarterly data collection on TTESS teacher observation Fall and Spring student growth data collection review Data analysis and Designation Planning \$6,000 - 1A \$7,500 - 2A-3A \$9,750 - 4A and up</p> <p>Additional days and services prices based on district needs.</p> <p><b>YEAR 3 Designation and Data Analysis</b> Cohort Technical Assistance and PD Monthly Cohort Meetings (Hybrid) Data Collection and Analysis Technical Assistance \$1,500</p> <p>Data Analysis and Validation Submission Support \$2,250</p> <p>(The cost of this contract is reduced or waived with the availability of grant funding.)</p>	<p>Amy Meek 806-677-5195 amy.meek@esc16.net</p>	<p>Average support and services per district 7-10 days at \$3,000-\$5,000 a day</p>

## Video Production **HR106/HR106B NEW**

Tell the story of your district. High-quality storytelling including production and post-production for 1–3 minute or 5-minute features.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	<p>5 Minute Video (Production+Editing) - \$5,000 1-3 Minute Video (Production+Editing) - \$3,500</p>	<p>Michelle Macha 806.677.5105 michelle.macha@esc16.net</p>	<p>Production and editing for a professional 3-minute averages between \$1,500 and \$10,000+. The average cost for a 5-minute, high-quality professional video is roughly \$5,000 to \$15,000+</p>

# School Support and Academic Services

Rene Cano, Senior Director of School Support and Academic Services

## Advanced Academic Services – Gifted & Talented **ES001**

Move your GT from compliance to commitment by taking advantage of the Advanced Academic Services (AAS) – Gifted and Talented (GT) contract. This contract provides outstanding professional development and technical assistance which fulfills the mandated requirements found in 19 TEC 89, Subchapter A and TEC 29, Subchapter D.

Both face-to-face and online trainings are included.

- Mandated 30-hour foundational training for teachers, face-to-face or virtual
- Multiple opportunities for teachers to receive mandated 6-hour updates
- Mandated 6-hour training session for administrators and counselors
- Technical assistance as requested
- Assist with planning for the next year in the spring
- GT Coordinators Academy

Current 25-26	Contract Details	Contact	Comparison
56	\$500 + (5% x prior year ADA x \$50) \$5,000 cap	Rene Cano 806.677.5177 rene.cano@esc16.net	Market cost is \$18,000-\$20,000 per District

## Behavioral Health Partnership Program **ES062 NEW**

The BHPP Liaison serves as a mental health and substance use resource for school districts located in the region. They aid in helping school district personnel gain awareness and a better understanding of mental health and co-occurring mental health and substance use disorders. This also includes helping understand the impact of grief and trauma on students with intellectual or developmental disabilities. The BHPP Liaison provides trainings such as Youth Mental Health First Aid, Suicide Prevention, Trauma Informed Care, and Substance Prevention and Intervention.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	No Cost (commitment through MOU)	Rene Cano 806.677.5177 rene.cano@esc16.net	

## Bookmarked **ES102**

This tool aims to modernize school libraries and strengthen school-community bonds.

Key features include:

- Real-Time Parental Control: Empowers parents to tailor their child's library access, ensuring a personalized reading journey that aligns with family values.
- Instant Librarian Alerts: Our advanced machine learning system notifies librarians about book challenges and flagged content, fostering proactive management without overreaching bans.
- Personalized Library Choices: Supports a diverse library selection while meeting the unique preferences of each family, thus maintaining a harmonious educational ecosystem.

This initiative aligns with Texas's educational objectives and community ethos, offering a balanced library experience for students and parents.

Current 25-26	Contract Details	Contact	Comparison
89	\$3 per student	Lawana Pulliam 806.677.5276 lawana.pulliam@esc16.net	

## Career and Technical Ed SSA ES001-SSA

Joining a Shared Services Agreement (SSA) with the Region 16 Education Service Center (ESC) for the Carl D. Perkins Act is a strategic move, particularly for small to mid-sized districts. Under the **Perkins V Act**, districts that qualify for less than **\$15,000** in federal funds are legally required to join an SSA to access that money. However, the SSA is open to any district who would like to join.

By joining the Region 16 SSA, the district "pools" its allocation with others, ensuring that the funds are maximized to the fullest extent possible and utilized to support Career and Technical Education programs and initiatives.

- **CLNA Support:** Region 16 provides the technical expertise to complete the mandatory **Comprehensive Local Needs Assessment (CLNA)**, which is required every two years to maintain funding.
- **Alignment with Labor Markets:** The ESC provides localized data to ensure the district's CTE pathways align with high-skill, high-wage, and in-demand occupations in the Texas Panhandle.
- **Fiscal Agency:** Region 16 serves as the fiscal agent, handling the complex grant application, budget amendments, and financial reporting.

Current 25-26	Contract Details	Contact	Comparison
38	Total LEA Allocation (Funds are used to provide CTE services and support to participating districts)	Amy Meek 806-677-5195 amy.meek@esc16.net	N/A

## CCMR Playbook ES057 NEW

A robust, K-12 aligned College, Career, and Military Readiness (CCMR) system ensures all students, regardless of background, are equipped to succeed in post-secondary life. This contract allows participants to engage in 4 sessions throughout the year. Each session builds on the previous one and includes guided planning, reflection, and actionable tools aligned to CCMR success criteria.

To further support implementation planning, participants will have the opportunity to receive 10 virtual coaching sessions to ensure continuous work during the planning process.

Professional development sessions will focus on, but are not limited to:

- Deep Dive into CCMR indicators
- Determining Campus and District roles
- Data Reviews
- Goal setting
- Transitional Milestones
- Backwards mapping a scope and sequence and YAG
- Campus and District Leadership communication plan
- Sustainability planning

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	\$2500 Includes 4 PD days, 10 coaching calls, custom materials, scope/sequence templates, customization  Year 2 Implementation:  \$500  Includes CCMR Advising Blueprint training-1 day(virtual or on-site) with 4 coaching one hour follow-ups.  5 CCMR Playbook Implementation coaching/training sessions	Amy Meek 806-677-5195 amy.meek@esc16.net	This is the first of its kind

## Counseling/Mental Health Services ES060 **NEW**

- Counseling and Advising Technical Assistance
- Counselor Connect (virtual) - monthly
- Ethics for School Counselors
- Texas Model Guide Foundational Training
- Counseling Fundamentals Training
- Newsletter Communication
- FAFSA, TASFA & Financial Aid Workshop
- Crisis support
- Youth Mental Health First Aid and Psychological First Aid
- Access to the Texas School Mental Health Database

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	No Cost (commitment through MOU)	Rene Cano 806.677.5177 rene.cano@esc16.net	

## DMAC Solutions – Data Management ES006

The Region 16 Education Service Center will provide this contract for web-based Data Management for Assessment and Curriculum (DMAC) services. DMAC is very user-friendly and offers quick, efficient ways to make data-driven decisions. Thirteen web-based DMAC Solutions products are available for teachers and administrators to use for an annual license fee. Districts utilize DMAC to analyze state and local data, as well as administer local assessments.

Current 25-26	Contract Details	Contact	Comparison
56	<p><b>Optional</b></p> <ul style="list-style-type: none"> <li>• State Assessment - \$1,500 per district</li> <li>• TEKSscore (Benchmarking Tool) - \$1,500 per district</li> <li>• TPRI - \$500 per district</li> <li>• Tejas LEE - \$500 per district</li> <li>• CIA Alignment (Curriculum, Instruction, Assessment) - \$500 per district</li> <li>• TAG (TEKS Assessment Generator) - \$500 per campus</li> <li>• PGP HS &amp; PGP Intervention - \$400 per campus</li> <li>• Appraisals - \$500 per campus</li> <li>• Learning Plans - \$500 per campus</li> <li>• PlanWorks™ - \$500 per campus</li> <li>• lead4ward (Data Tools) - \$395 per campus</li> <li>• FormWorks™ - \$100 per campus</li> <li>• LPAC - \$500 per campus</li> </ul> <p><b>Required</b></p> <p>\$1.65 per student for updates as needed, including daily.</p>	Rene Cano 806.677.5177 rene.cano@esc16.net	Market comparison using other solutions averages approximately \$9,000 for a 3-campus district.

## Effective Advising Framework Implementation Y2-4 ES063 **NEW**

In EAF Implementation, districts

- Implement EAF priorities and monitor progress through continuous improvement cycles.
- Reassess the impact of current advising practices to determine what's working and where to adjust strategies
- Establish priorities, goals and adjustments for the following year of EAF implementation

The EAF coach trains and supports districts using the

- EAF Abridged Diagnostic Tool to analyze data and current processes
- EAF Progress Monitoring Tool to track and update progress on priorities and goals, and
- guides the district using the EAF Planning Tool to set priorities and student outcome goals for the next year

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	All Districts – \$1.00 per student Minimum Cost – \$300 per district Maximum Cost – \$3,500 per district	Rene Cano 806.677.5177 rene.cano@esc16.net	Market Cost Counselor – \$600 per day

## Effective District Framework Diagnostic ES059 **NEW**

Developed by the Texas Education Agency, the Effective District Framework (EDF) outlines the essential practices that high-performing district systems execute to ensure campus success. It serves as the blueprint for district-level continuous improvement, ensuring that the resources, policies, and supports provided by the district align perfectly with the needs of every student and educator.

The EDF Diagnostic provides leadership with an objective analysis of current district systems, identifying strengths and gaps in organizational support. While it can be a vital component of formal improvement plans, it is an invaluable tool for any district committed to scaling excellence and ensuring consistency across all campuses.

Our Partnership & Support

The Region 16 Education Service Center will partner with your leadership team to facilitate the following components of the Effective District Framework Diagnostic:

- **EDF Executive Briefing:** We provide a comprehensive overview for the Superintendent and district leadership to build a shared vision of the EDF and clarify the goals of the diagnostic process.
- **Systemic Pre-Visit Analysis:** We conduct a preliminary review of district systems, artifacts, and data sets aligned to the EDF Essential Actions to establish a baseline for the diagnostic.
- **District Diagnostic Visit:** Our team conducts onsite interviews and focus groups with district-level stakeholders to observe the effectiveness of district systems and support structures in action.
- **Strategic Post-Visit Synthesis:** We facilitate a face-to-face debrief with the Superintendent and key designees to analyze findings, prioritize high-leverage district systems, and draft a roadmap for organizational refinement.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	Customized pricing based on district size	Amy Meek 806-677-5195 amy.meek@esc16.net	

## Gifted & Talented – Student Seminars ES054

Region 16 is excited to present enriching out-of-school learning opportunities tailored for your gifted and talented students. Through partnerships with two esteemed local organizations, we're proud to offer immersive, play-based STEAM experiences! These programs are designed to foster problem-solving skills, analytical thinking, and critical reasoning abilities. Throughout the fall semester, 1st and 2nd graders will dive into one program, while 3rd-5th graders will explore the other. Come spring, they'll swap, ensuring each student benefits from two distinct learning journeys.

Current 25-26	Contract Details	Contact	Comparison
19	\$50 per student	Rene Cano 806.677.5177 rene.cano@esc16.net	N/A

## Guardian Certification Services AS025

This contract provides the following services to participating districts:

- **Tactical Training:** Instruction in firearm proficiency, qualification, tactical movement, and active threat response.
- **Program Building:** Provide technical support either via zoom, or on-site assistance to build the program.
- **On-Site Range Support:** Two (2) guaranteed range days where the instructor travels to the district's designated range.
- **Annual Qualifications:** Support for one to two (1-2) annual qualification sessions.
- **Compliance & Record Keeping:** Region 16 ESC will maintain official records of training hours, qualification scores, and certification dates for district audit-readiness.

### SERVICES FOR CONTRACTING DISTRICTS

#### Role and Responsibilities of the School District:

- **Mental Health Clearance:** Ensure all trainees complete a mental health evaluation **prior** to enrollment.
- **Facility & Equipment:** Provide a suitable **firing range** for training. Supply all **targets and ammunition**.
- **Equipment Standards:** Participants must use a reliable semi-automatic handgun and a sturdy holster that covers the trigger guard. Instructors reserve the right to inspect and reject unsafe equipment.
- **Training Requirements:** New Guardians must complete **two (2) full days** of training (Day 1: Classroom; Day 2: Range).
  - Current Guardians are only required to complete annual qualifications.
- **Instructor-to-Trainee Ratio:** To maintain safety, 1–5 Guardians require one (1) instructor; 6–10 Guardians require two (2) instructors.

#### Role and Responsibility of Region 16 ESC:

- **Instructor Staffing & Stipends:** Region 16 ESC is responsible for providing certified instructors and **paying all law enforcement stipends** associated with the training.
- **Documentation:** Maintain archives of all qualification scores for district recording purposes.
- **SIMS Disclaimer:** No simulation (SIMS) training is provided. ESC can provide a list of approved third-party vendors if requested.

### TRAINING TERMS & CONDITIONS

- **Instructor Authority:** Region 16 ESC instructors reserve the right to immediately dismiss any participant who demonstrates unsafe firearm handling. No refunds will be issued for safety-related dismissals.
- **Inclement Weather:** In the event of extreme weather, Region 16 ESC and the District will coordinate a make-up date.
- **Eligibility Verification:** The District is responsible for ensuring participants meet all legal requirements to serve as a "Guardian."
- **Cancellation:** Districts must provide 48-hour notice for rescheduling to avoid a travel/prep fee.

Note: Region 16 ESC **will not provide ammunition or firearms** for training purposes. The school district or participants must supply the necessary equipment **in compliance with state laws**.

Current 25-26	Contract Details	Contact	Comparison
5	Cost \$2,500 per district (maximum 10 participants)  Covers all training, travel, and instructor stipends	Amy Meek 806-677-5195 amy.meek@esc16.net	\$275-\$400 per participant



## Guidance & Counseling Support Services AS018

This contract is designed to support the school counseling and school mental health program to meet locally identified needs and goals by adhering to the Texas Model for Comprehensive School Counseling Program in alignment with MTSS. This contract will also address the related core functions of the SSSP in TEC § 37.115.

- Professional development workshops including but not limited to the following:
  - Suicide Prevention, Intervention, & Postvention
  - Substance Use & Gang Trends Among Youth
  - Self-Care (Combat Compassion Fatigue)
  - Human Trafficking
  - Brief Counseling
  - School Counselor Guidance lessons, groups, and resources
  - Texas Model Guide
  - Master Scheduling
  - Career Awareness
  - Academic and career advising for all grade levels
  - Individual Student Planning as part of the CSCP
  - Up-to-date information concerning school counseling and CCMR
  - Tier MTSS Overview
  - Tier Behavior and Mental Health
- Monthly virtual "Counselor Connect Webinar"
  - Share local and regional community resources
  - Enlist guest speakers on current topics
  - Provide CTE and CCMR updates
  - Offer time for counselors to network and collaborate
- Provide consultation and technical assistance to district personnel as needed in areas such as:
  - Mental health resources
  - Community resources
  - TEA and legislative requirements
  - Consultation and guidance related to unique school counseling situations
  - MTSS Counseling Framework
  - Transcription for transcripts (local, out-of-state, international, etc.)
  - Planning/Implementing a District/Campus Comprehensive School Counseling Program
  - Provide Regional Counselor PLC meetings
  - District Counseling PLC planning
  - Personal connection to other department contacts as needed
- Monthly newsletter and all TEA updates
  - CTE/CCMR news- College Board, Texas Oncourse, TSIA2
  - School counseling and mental health tools
  - Guidance lesson resources
  - Community news, events, and opportunities
  - School safety/Title IV information
  - Upcoming workshop registration information
  - Additional PD/webinar opportunities (e.g. McKinney Vento, foster care, at-risk, etc.)
  - Regional Counselor PLC dates

Additional Services that may be purchased separately at a discounted rate for contract members or a full rate for non-contract members:

- Customized Staff Mental Health Wellness Professional Development Onsite \*
- Customized on-site staff PD as needed. Please reach out to Counseling Services a month in advance to meet your time and design needs.

Current 25-26	Contract Details	Contact	Comparison
54	All Districts – \$1.00 per student Minimum Cost – \$300 per district Maximum Cost – \$3,500 per district	Rene Cano 806.677.5177 rene.cano@esc16.net	Market Cost Counselor – \$600 per day

## High-Quality Instructional Material Support (HQIM)

### Admin Support **ES065 NEW**

The Leader Support Package provides districts with targeted, high-impact leadership coaching and systems support designed to strengthen instructional implementation, build sustainable structures, and ensure long-term success with HQIM. This package includes a needs assessment, curriculum implementation support, and ongoing leadership development delivered throughout the school year. Below is a detailed breakdown of the included services:

Support Service:

**Admin Needs Assessment** - A collaborative review with district and campus leaders to identify system strengths, gaps, and priority areas related to curriculum implementation, instructional leadership, and campus-wide coherence. Findings inform a customized support plan aligned to district goals. This support could include:

- Curriculum Implementation & System Development - Development and monitoring of curriculum implementation plans, use of the Change Management Matrix to guide decision-making, communication, and rollout, alignment of instructional expectations across campuses and structures that promote sustainability and long-term capacity building
- Monthly Walkthrough support for implementation of HQIM
- Observation & Feedback Support
- PLC Support for Leaders
- Sustainability Planning

This contract includes **10 days of support** delivered throughout the school year. Days may be scheduled flexibly based on district needs, timelines, and instructional priorities.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	\$6,500	Rene Cano 806.677.5177 rene.cano@esc16.net	

## High-Quality Instructional Material Support (HQIM)

### Teacher Support **ES064 NEW**

The Teacher Support Package provides districts with targeted, high-impact professional learning and coaching designed to strengthen instructional practice and improve student outcomes. This package includes a mini needs assessment, customized teacher supports, and ongoing implementation guidance delivered across the school year. Below is a detailed breakdown of the included services:

Support Service:

**Mini Needs Assessment** - A collaborative review with district and campus leaders to identify instructional strengths, gaps, and priority areas. This assessment informs the customized support plan and ensures alignment with district goals. The supports could include:

- PLC Support - Internalization, Modeling, and Lesson Rehearsal
- Instructional Coaching - support with transfer from internalization to execution in the classroom
- Data Analysis with SWAP (Student Work Analysis Protocol) support

This contract includes **12 days of support** delivered throughout the school year. Days may be scheduled flexibly based on district needs, timelines, and instructional priorities.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	\$7,500	Rene Cano 806.677.5177 rene.cano@esc16.net	

## Implementing Artificial Intelligence (AI) ES109

Unlock the potential of your district with our comprehensive AI integration and implementation services. We prioritize stakeholder input throughout the process, ensuring that the voices of school boards, administrators, and staff are heard to foster informed participation in AI-driven initiatives.

By analyzing the current state of your district's technological readiness, we collaboratively identify systemic priorities crucial for ethical and strategic AI implementation. With our guidance, you can align district initiatives directly with these priorities, ensuring every tool and policy supports educational objectives and student success.

### Customizable Service Options include:

- **AI Awareness Training:** Tailored sessions focusing on required AI Awareness Training (participants will receive a certificate that satisfies the DIR requirements for AI Awareness Training)
- **Leadership Strategy Workshops:** Sessions for administrators to enhance understanding of AI applications and leadership strategies.
- **Comprehensive Staff Development:** Staff development to ensure understanding of AI concepts, tools, and practical applications for all staff.
- **Policy and Governance Development:** Collaborative assistance in creating an Acceptable Use Policy (AUP) for AI, providing exemplary models and on-site support to ensure compliance.

Craft a custom-tailored AI support plan designed to maximize impact, entirely customizable to fit your district's unique needs. Contact Robert O'Connor today to discover how we can empower your district to achieve its goals through responsible AI integration.

Current 25-26	Contract Details	Contact	Comparison
5	Customized pricing per district based on needs	Robert O'Connor 806.677.5299 robert.oconnor@esc16.net	

## Instructional Support ES002

The Region 16 Instructional Support Team is better equipped than ever to help you navigate the wide array of complex instructional issues challenging schools today. Whether it's aligning instructional initiatives with your administrative team, planning instructional units, or providing the latest professional development and technical assistance for your instructional staff, the Instructional Support Contract will give you the flexibility you need to meet the challenge.

- Ongoing face to face and virtual instructional professional development and technical assistance for teachers, principals, and district-level instructional support staff
- Core content professional development and technical assistance
- Discount on Curriculum Connect Conference
- Show and Tells - providing lesson planning and curriculum support
- Assessment & Testing Support

Current 25-26	Contract Details	Contact	Comparison
59	\$4,300 + \$1.25 x prior year ADA *customized instructional support services may be purchased at a cost of \$700 per-day-per-consultant	Rene Cano 806.677.5177 rene.cano@esc16.net	Market price for total contract offerings would cost \$60,000 per district

## Master Scheduling ES058 NEW

Navigating the complexities of master scheduling requires precision and expertise. This service provides districts with customized, hands-on assistance led by seasoned elementary and secondary specialists. From foundational design to final implementation, our experts partner with your leadership team to build a strategic schedule tailored to your district's unique staffing, facility, and student programmatic needs.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	\$700 per day \$350 per half day	Amy Meek 806-677-5195 amy.meek@esc16.net	Master Scheduling programs/companies=\$1,200-\$3,000 per school.

## Migrant SSA (Title I, Part C) ES002-SSA

As your district's administrative agent, Region 16 will provide for district compliance with all state and federal regulations applicable to the operation of a Title I, Part C, Migrant Program. The services provided meet the unique needs of migratory children, as precipitated by their highly mobile lifestyle. SSA funds will be used to:

- Provide supplemental support services to eligible migrant students
- Reimburse the member district for approved expenses
- Act as TX-New Generation System data specialist on behalf of the districts

Current 25-26	Contract Details	Contact	Comparison
50	Total LEA Allocation	Amy Meek 806-677-5195 amy.meek@esc16.net	Cost of a ½ Migrant FTE approximately \$15,000-\$25,000

## Multilingual Learner Support ES016

The Region 16 Education Service Center will provide technical assistance and professional development for Emergent Bilingual Programs to districts as described in this agreement. Region 16 ESC program specialists, who have been trained in state policies and procedures concerning the Education of Emergent Bilinguals, will provide these services.

Professional development and technical assistance will include, but not be limited to, the following areas:

- LPAC Framework Training
  - Identification of Emergent Bilingual Students
  - Bilingual/ESL Programs and Certification Requirements
  - LPAC Committee
  - LPAC District and Student Documentation
  - PEIMS Coding Related to Emergent Bilinguals
- Test Administrator training for pre-LAS and LAS Links Assessments
- ELPS Training
- Bilingual Exceptions/ESL Waiver Application Training
- LPAC Decision-Making Training
  - TELPAS Online
  - Assessment Training
  - TELPAS Alternate Training
- Certification Exam Preparation Training
  - 154 ESL Supplemental
  - BTLPT
- LPAC End-of-Year Training
  - Reclassification of Emergent Bilingual Students
  - Required Summer School
  - Program Evaluation
- Test Administrator Training for IOWA Assessments

Training content is based on state requirements for Emergent Bilinguals found in:

- 19 TAC Chapter 89, Subchapter BB - Commissioner's Rules Concerning State Plan for Educating Emergent Bilinguals
- TEC Subchapter B 29.051 - 29.066 - Bilingual Education and Special Language Programs
- 19 TAC Chapter 74.4 - English Language Proficiency Standards
- 19 TAC Chapter 101, Subchapter AA - Commissioner's Rules Concerning the Participation of Emergent Bilinguals in state assessments

Current 25-26	Contract Details	Contact	Comparison
56	10% of prior year Bilingual/ESL allocation  \$7,500 Cap (\$500 Minimum)	Rene Cano 806.677.5177 rene.cano@esc16.net	Market cost would be \$20,000-\$30,000 per District

## New Teacher Academy ES031

The provision of services under this contract is dependent on a sufficient number of participating school districts and sufficient state or federal funding. Contract participation provides teachers the opportunity to attend the New Teacher Academy at the Region 16 Service Center. The fee for New Teacher Academy is \$250 per participant.

This academy will include five, full-day sessions including the content below.

- Characteristics of an Effective Teacher
- 1st day of School- How to Get Prepared
- Classroom Management
- Professionalism and Legalities
- Student Behavior
- Working with Parents & Families
- Understanding Special Ed Accommodations vs Modifications
- How to work in a PLC
- Understanding your Standards
- Understanding how Students Learn
- Instructional Strategies
- Creating and Reflecting on Goals

Current 25-26	Contract Details	Contact	Comparison
17	\$250 per participant 5 session series	Rene Cano 806.677.5177 rene.cano@esc16.net	General consulting for this type of work would range \$1,500-\$3,000 per day

## Opt-In Effective School Framework (ESF) Diagnostic ES035-B

Developed by the Texas Education Agency, the Effective School Framework (ESF) describes the best practices effective schools and districts engage in daily. It also provides the basis for school diagnostics and for aligning resources and support to the needs of each school.

The ESF Diagnostic may be required for specific campuses as part of state and federal accountability interventions. It is an optional, valuable process for campuses outside of improvement.

The Region 16 Education Service Center will partner with you to provide you the following components of the Effective School Framework Diagnostic through this contract:

- Provide an ESF Overview to key leaders of your district/campus to build an understanding of the ESF and the diagnostic process.
- Conduct a pre-visit outlining evidence and artifact collection and analysis aligned to the ESF foundational essential actions. (May be in person, phone, or via email.)
- Conduct on-campus visit(s) alongside the District Coordinator of School Improvement (or other district-level designee if campus is not in required improvement) and Principal to gather artifacts and evidence aligned to the ESF foundational essential actions.
- Conduct a face-to-face post-visit with the District Coordinator of School Improvement or other designee and Principal to analyze the evidence collected and determine highest leverage focus areas for improvement.

Current 25-26	Contract Details	Contact	Comparison
1	\$6,000 per campus	Rene Cano 806.677.5177 rene.cano@esc16.net	Market comparison would be \$10,000 depending on time requirements

## PreK and Early Childhood Special Education Classrooms ES056 **NEW**

Invest in your youngest learners by empowering the educators who lead them. Region 16 is offering a comprehensive, **no-cost** coaching and professional development cohort specifically designed for PreK and ECSE teachers.

### What This Partnership Provides:

- **Monthly Coaching Cycles:** Consistent, high-touch support in the classroom
- **Differentiated PD:** A blend of in-person workshops and convenient Zoom sessions
- **Administrative Support:** Access to a curated **Admin Resource Folder** and "Look-for" templates to streamline your walkthroughs
- **Continuous Engagement:** Ongoing email follow-ups and support between visits

### The End Goal: Excellence in Early Childhood

Our mission is to move the needle on student outcomes and teacher satisfaction by fostering:

- **Data-Driven Decision Making:** Using evidence to guide instruction
- **Balanced Classrooms:** A purposeful mix of teacher-led and student-led activities
- **Play-Based Learning:** Research-based centers that promote discovery
- **Social-Emotional Mastery:** Aligned to PreK Guidelines
- **Teacher Retention:** Building the confidence and ownership teachers need to stay and thrive in the profession

### Commitment to Success

For the Teacher	For the Campus
Commit to an open mind and a growth mindset.	Prioritize attendance for PD (2 full days; 6-10 after-school Zooms).
Attend PD (2 full days; 6-10 after-school Zooms).	Provide coach access to CLI Engage data.
Participate in coaching and data dialogues.	Join two brief admin-focus sessions per year.
Align instruction to research-based strategies.	Engage in BOY, MOY, and EOY data reviews.
<b>Optional, but highly recommended:</b> Attend Pyramid Model Training (June 9-10).	

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	No Cost (commitment through MOU)	Rene Cano 806.677.5177 rene.cano@esc16.net	



## Safe and Supportive School Services AS023

This contract will provide audit services, professional development, and technical assistance to districts as described in the agreements. Services will include, but are not limited to the following:

- Mini safety audits of specific areas may be conducted yearly upon request
- Document filing assistance or onsite assistance as appropriate for additional requirements that arise from TEA or the TXSSC, such as periodic intrusion tests, door audits, and other safety-related compliance reporting or non-standard events
- Individualized district support related solely to any current or new TEA safety grants in 2026-2027

### Professional development workshops including, but not limited to the following:

- Suicide Prevention Intervention and Post-vention training
- Substance Use and Gang Trends Amongst Youth
- School Behavioral Threat Assessment
- Human Trafficking,
- PFA
- ASK
- CALM
- Title IV Part A
- EOP
- SRP/SRM
- Trauma Informed Care
- No cost for attending Region 16 school safety training that are provided by the Texas School Safety Center
- Onsite review of security practices, including number and placement of security cameras or any components of the required minimum safety standards.
- Suicide prevention and protocol support
- Assist the district team in determining specific district threats using the TXSSC threat analysis tool to complete the EOP
- Review EOPs, annexes, and appendices as requested and inform the district of findings
- Guidance for the SSSP Team and the School Safety & Security Committee
- Assistance submitting the annual SSSP Data Collection Report
- One onsite school safety training of the district's choice per calendar year based on date availability (sign-up on a first come, first served basis).

Current 25-26	Contract Details	Contact	Comparison
37	0-1,000 students = \$2,000 1,001-3,000 students = \$5,000 3,001-6,000 students = \$9,000 6,001 + students = \$12,500 *All fees are base	Amy Meek 806-677-5195 amy.meek@esc16.nett	Market Value for Audit and Professional Development  Audit Services Up to \$25,000, depending on type of audit, but do not use TXSSC forms/procedures.  Professional Development \$3,500 - >\$10,000

## School Safety Audit Services AS024

This contract will provide School Safety and Security audit services to districts, which include:

- Pre-audit surveys, intrusion tests, and security audits of district facilities per TEC 37.108
- Review documents including Emergency Operations Plan (EOP), Student Code of Conduct, Student Handbook, Teacher or Staff Handbook, and Visitor Management and Access Control Procedures
- Generate an official audit report with findings for review by the district Safety and Security Committee / Administration / School Board
- Review District Audit Report (DAR) with staff and assist with filing a final report

Districts are placed in a cohort audit cycle based on needs and date of last audit. The current three-year audit cycle began September 1, 2023; the new cycle begins September 1, 2026.

Current 25-26	Contract Details	Contact	Comparison
18	Per campus fee = \$1,000  Per Additional Building fee = \$500/District Specific These include, but are not limited to, activity center, ag building, bus barns, gyms, etc.	Amy Meek 806-677-5195 amy.meek@esc16.net	Audit Services Up to \$25,000, depending on type of audit, but do not use TXSSC forms/procedures.

## Stop School Violence Counseling Services ES061 **NEW**

This program provides 10 special application LEAs with up to 10 days of direct counseling services at no cost. The goal is to proactively prevent school violence through targeted guidance, crisis intervention, and curriculum support. *Additional Direct Service Days may be purchased.*

### Program Features & Requirements

- **Direct Counseling Priorities (Up to 10 Days):**
  - **Counseling Guidance Lessons:** Classroom or assembly instruction on violence prevention and mental health.
  - **Crisis Support:** Immediate on-site or virtual assistance following safety threats or critical incidents.
  - **SEL Support:** Coaching on Social Emotional Learning strategies to improve school climate.
- **Included Technology & Curriculum Access:**
  - **STOPit Platform:** Anonymous reporting system for safety concerns and threats.
  - **Lightspeed Systems:** Student safety monitoring and content filtering.
  - **Move This World:** Digital SEL curriculum for emotional intelligence building.
- **Requirement:**
  - **Special Application Required:** LEAs must complete a specific application process to qualify for and access these services.

Current 25-26	Contract Details	Contact	Comparison
<b>NEW</b>	<b>Special Application Required:</b> LEAs must complete a specific application process to qualify for and access these services.	Rene Cano 806.677.5177 rene.cano@esc16.net	

## Superintendent Leadership Series by Coryell Roofing ES042

Region 16 will provide a leadership academy/series throughout the 2026-2027 school year. This professional development targets current superintendents. Professional development will be developed and offered based on topics such as political climate, organizational growth, budget and finance, navigating board and superintendent relationships, district systems, and district best practices. As an extended service, ESC 16 can provide real-time 1:1 coaching and feedback aligned to superintendent needs, based on request. ESC 16 and Superintendent can determine the appropriate scope of work, including time, content, and contract.

Current 25-26	Contract Details	Contact	Comparison
22	The <i>Superintendent Leadership Series</i> sponsored by Coryell Roofing and Construction, provides one event per semester and a virtual leadership study throughout the year. Additionally, if participating in this contract, the individual can receive up to ten sessions through our Escalate Leadership Development program. This opportunity is exclusive to superintendents and the package is supplemented by Coryell.  \$500 per participant (includes cost of materials/book for study)	Nathan Maxwell 806.677.5130 nathan.maxwell@esc16.net	\$5,000-\$15,000 Per Participant including travel to executive institute



## TCMPC (TEKS Resource System/TCR) ES021

TEC 28.002 specifies that each school district will provide students a “well-balanced” foundation curriculum aligned to the Texas Essential Knowledge and Skills.

- Provides your schools’ access to a continually updated guaranteed and viable curriculum in English language arts, mathematics, science, and social studies
- Provides a scope and sequence, instructional focus documents and common assessments that help teachers and administrators navigate the state standards in an easy-to-use format
- Includes curriculum technical assistance and professional development
- Choice between TEKS Resource Curriculum documents and the Texas Curriculum Resource (TCR) Curriculum documents aligned to the TEA Open-Education Resources (OER) in math and RLA

Current 25-26	Contract Details	Contact	Comparison
58	<p>\$945 per campus for TEKS RS/TCR Support Annual subscription fee based on number of campuses served</p> <p>0-2 Campuses - \$1,620 3-5 Campuses - \$2,160 6-9 Campuses - \$2,430 10+ Campuses - \$3,780</p> <p>*\$1,620 one-time set-up fee per campus</p> <p>TFAR Assessments Pre and Post Tests only - \$810</p>	<p>Rene Cano 806.677.5177 rene.cano@esc16.net</p>	<p>There are no existing comparable products/services on the market at this time.</p>

## Texas Instructional Leadership ES037

Region 16 ESC offers a complete and thorough professional development program entitled: Texas Instructional Leadership (TIL).

The program consists of a suite of trainings intended to foster continuous improvement and systemic change by helping build the leadership capacity of campus and district administrators in concrete instructional leadership skills. Contents available within TIL include:

- Observation and Feedback
- Lesson Alignment & Formative Assessment
- Data Driven Instruction
- Schoolwide Culture & Routines

Each content will include 70-90 hours (16-20 Days) of PD, implementation support, and one-on-one coaching.

Current 25-26	Contract Details	Contact	Comparison
6	<p>\$15,000 / Leadership Team (Teams of 6 members) \$12,500/Teams of 4 or 5 \$10,000/Teams up to 3 \$5,000 Check-in support</p> <p>For districts purchasing more than two contracts, the additional contracts will cost \$10,000 each.</p>	<p>Rene Cano 806.677.5177 rene.cano@esc16.net</p>	<p>Market cost would be \$40,000-\$50,000 for On-Site Professional Development and Leadership Coaching</p>

## Title II Part A TPTR ES014

Increase student achievement in core academic subjects, improve teacher and principal quality, and increase the number of highly qualified teachers and paraprofessionals in your classrooms with professional development and support provided by Region 16 ESC. Participation in this contract affords your district traditional Title II professional development and technical assistance.

Title II Services Include:

- Principal Leadership training in Action Coaching Preview, See It, Name It, Do It, Impact Coaching, First Time Campus Administrators Academy (AEL and TTESS at a discounted rate)
- Participation in any Title II, professional development focused on instructional strategies (includes participation in Private Non-Profit Participation requirements)
- Paraprofessional training to meet "HQ" (highly qualified) requirements
- Teacher appraisal support and technical assistance
- Instructional coaches training & support
- Training and Support for TFAR
- AI sessions at Region 16

Current 25-26	Contract Details	Contact	Comparison
50	18% of LEA Allocation \$12,000 Cap	Rene Cano 806.677.5177 rene.cano@esc16.net	Market cost would be \$40,000-\$50,000 Per District

## Title III English Language Acquisition SSA ES003-SSA

The purpose of the Region 16 Education Service Center Title III, Part A ELA SSA is to help ensure that English Learners attain English proficiency and develop high levels of academic achievement in English. The Region 16 Title III, Part A ELA SSA also advocates and promotes parental, family and community engagement in educational programs for English Learners to improve learning outcomes.

Title III, Part A ELA funds will be used to meet Title III, ELA Part A program requirements as submitted by Region 16 ESC in the ESSA Consolidated Federal Grant Application for Title III, Part A ELA.

Current 25-26	Contract Details	Contact	Comparison
48	18% of LEA Allocation \$12,000 Cap	Rene Cano 806.677.5177 rene.cano@esc16.net	\$8,777 per District Participating in Contract

## Video Streaming ES009

### Discovery Education Experience (DEX)

Discovery Education Experience, our flexible K-12 learning platform, provides compelling high-quality content, ready-to-use digital lessons, unique collaboration tools, and professional learning resources to give you everything you need to create a lasting educational impact.

Built for all learners, grade levels, subject areas, and interests, Experience brings new excitement to the topics you teach and lets you engage every student wherever learning is taking place.

Current 25-26	Contract Details	Contact	Comparison
18	Discovery Education Product DEX \$1.76 X Prior Year ADA + \$100 Per Campus for Districts under 3,000 Students  Discovery Education Product DEX \$1.65 X Prior Year ADA + \$100 Per Campus for Districts over 3,000 Students	Rene Cano 806.677.5177 rene.cano@esc16.net	Direct purchase through Discovery Education is \$4,000 per campus/school. Schools get a better price due to the partnership agreement with Region 16.

## VirtualEd Learning Solutions ES055

Region 16 VirtualEd Learning Solutions connects school districts with captivating, TEKS-aligned virtual curriculum solutions that are both cost-effective and meticulously customized to cater to the distinct requirements of every individual campus. Our virtual instruction allows your students the opportunity to engage with a live teacher while providing flexibility for asynchronous instruction at your convenience.

Region 16 offers a wide array of virtual learning options to comprehensively address all of your needs.

- Core content by the year or semester
- Elective/CTE courses by semester
- Languages by semester
- AP Courses by semester
- Full-time virtual student by the year, semester, or monthly

Current 25-26	Contract Details	Contact	Comparison
0	Core Subject for the Year - \$600 Core Subject for the Semester - \$300 Electives for the Semester - \$300 Languages for the Semester - \$325 AP Courses for the Semester - \$325 Full-Time Student for the Semester - \$1,700 Full-Time Student for the Year - \$2,900 Monthly per Student including 6 courses - \$275 Monthly per Student including 1 course - \$100 LIVE Student Tutoring kindergarten -12th grade - \$33 per session (21 sessions per student are recommended) STAAR Sprint (STAAR Prep) - \$33 per session (15 sessions recommended)	Rene Cano 806.677.5177 rene.cano@esc16.net	N/A



# Technology Services

Michael Keough, Chief Technology Officer

## Cloud Services Audit **TS025**

With most school districts moving to Google or Office 365 for their mail and cloud services, Region 16 will be providing a Comprehensive Technology Report for these services. We analyze all aspects of the product you choose to ensure the district is meeting all the standards and security requirements. The contract starts with a discovery conversation with our point of contact followed by an analysis stage where we examine every setting in your system and end with a walkthrough of the final report. The report will include all findings and recommendations / best practices for the district.

Current 25-26	Contract Details	Contact	Comparison
0	Region 16 Technology will perform a Comprehensive Technology Report (CTR) on the district's cloud environment. This includes Google Admin Console and Office 365 Admin Console for \$2,700.	Michael Keough 806.677.5260 michael.keough@esc16.net	Districts usually pay between \$4,000-\$6,000 for this service from a well known vendor.

## CTO as a Service **TS099**

With most school districts moving to Google or Office 365 for their mail and cloud services, Region 16 will be providing a Comprehensive Technology Report for these services. We analyze all aspects of the product you choose to ensure the district is meeting all the standards and security requirements. The contract starts with a discovery conversation with our point of contact followed by an analysis stage where we examine every setting in your system and end with a walkthrough of the final report. The report will include all findings and recommendations / best practices for the district.

Current 25-26	Contract Details	Contact	Comparison
4	Region 16 Education Service Center (ESC) is offering a new CTO as a Service contract to school districts within the Region 16 area. With this contract, districts will work directly with an experienced IT professional from Region 16 ESC. This employee will provide contracted school districts with strategic planning, management, and support services, ensuring smooth and efficient technology operations. ESC staff will work specified on site days and will provide additional remote support.  Min 4-6 days (\$25,000) Min 12-14 days (\$40,000) Min 16-20 days (\$55,000)	Michael Keough 806.677.5260 michael.keough@esc16.net	We don't charge additional time for virtual / remote support, only on-site days. Compare at \$350 - \$450 per hour where other companies would bill for on-site and virtual hours.

## Device Procurement **TS001**

Region 16 has strong purchasing power with many vendors in the panhandle. Because of this, we will negotiate the best pricing for procurement. Technology quotes will come from Region 16 rather than a specific vendor and when possible, we will purchase similar items in bulk with multiple LEAs including ESC purchase to leverage a higher cost savings for you.

Current 25-26	Contract Details	Contact	Comparison
54	Negotiated at time of purchase for devices and infrastructure needs	Michael Keough 806.677.5260 michael.keough@esc16.net	15% markup on the final quote for the products is a fair market standard in order to pay for time vetting, evaluating bids, and ensuring quotes meet the needs of the districts.  Region 16 charges nothing even though we have staff dedicated to provide this for districts.

## Endpoint Detection and Response **TS050**

This contract will pay the program fees for the acquisition, installation, and management of CrowdStrike endpoint detection and response (EDR) solution for the school district. This will be deployed and maintained by an expert team of qualified cybersecurity professionals and has the ability to identify and stop complex threats with no necessary action from the end user.

Current 25-26	Contract Details	Contact	Comparison
7	<p>Endpoint Detection and Response (EDR) solutions continuously monitor end-user devices to detect and respond proactively to cyber threats like ransomware and malware. This solution can be considered a next-generation anti-virus.</p> <p>\$14.31 per device for 3 years</p>	<p>Michael Keough 806.677.5260 michael.keough@esc16.net</p>	<p>Outside Region 16 for the same product: \$25-\$30 per device</p> <p>ESC 16 has negotiated this price on your behalf.</p>

## FMLA **EH003**

FMLA Tracker+, by EdHive, is a comprehensive solution for managing Family and Medical Leave Act (FMLA) requests. It offers features such as customizable FMLA cycle setup, department configuration, conditional use parameters, and default working calendars. The system ensures a paperless process with easy request tracking, document uploads, and multiple calendar management. Advanced reporting tools provide insights into FMLA data with premade and custom reports, exportable in various formats. Streamline your FMLA management with this user-friendly, efficient tool.

Current 25-26	Contract Details	Contact	Comparison
42	<p><b>Yearly Base Pricing</b> <b># of FTE or less</b></p> <p>50 FTE - \$800 100 FTE - \$1,000 150 FTE - \$1,200 500 FTE - \$1,500 1,000 FTE - \$2,000 3,000 FTE - \$2,500 15,000+ FTE - \$3,000</p> <p><b>Additional Cost</b> \$1 per FTE per year</p>	<p>Michael Keough 806.677.5260 michael.keough@esc16.net</p>	



## Managed Services TS003

Purchasing a LAN Maintenance agreement in conjunction with our Internet Services agreement will provide you support from the workstation to the Internet and/or Internet2. A LAN Maintenance Agreement can be purchased in several options.

### 1. Base LAN Maintenance and Installation which provides:

- Installation or reconfiguration of servers, server OS, and server applications
- Router configuration, support, and real-time monitoring
- Cisco, Dell, HP, and Apple core network switching equipment management experience
- ASA configuration and support
- Next-gen firewall configuration and support
- Workstation/laptop setup, imaging and updates
- Wireless install and configuration
- Software updates and installation
- iPads/Chromebooks/Windows tablets installation and configuration

**2. Help Desk Support** – With help desk support, you receive everything above plus Region 16 will send a help desk technician to your district for a defined number of days per year to carry out standard help desk functions.

**3. Proactive Network Monitoring** on up to 10 devices (districts can purchase extra devices in packages of 10). With the use of a purchased software package, Region 16 will proactively monitor your district's network to identify problems before they happen and assist in troubleshooting once inevitable problems do occur.

Current 25-26	Contract Details	Contact	Comparison
53	<p><b>A La Carte</b></p> <p><b>Network Support</b> Minimum 40 hours at \$106 / hr Additional time (purchased after 9/1 will cost \$112.50 / hour in 8 hour increments)</p> <p><b>Help Desk Support</b> <b>TX-Help free with purchase</b> Minimum 96 Network Support Hours @ \$106 per hour</p> <p>A. 96 hrs + 20 days = \$20,024 B. 96 hrs + 40 = \$29,024 C. 96 hrs + 80 = \$45,024</p> <p><b>Network Monitoring</b> \$1,200 for up to 10 Devices \$1,800 comprehensive option</p> <p><b>Individual Managed Service Options</b> Content Filter - \$2.00 per ADA Classwise - \$2.00 per license Monitor - \$2.40 per license</p> <p><b>Cybersecurity</b> Cyber Assessment Tool, Policy Templates, document repository, and TX-Secure, penetration testing vulnerability scan, critical incident response. \$8,200 covers all cyber security services at one price *Districts with a student enrollment of over 10,000 will receive modified services.</p>	<p>Michael Keough 806.677.5260 michael.keough@esc16.net</p>	<p><b>Network Support</b> Market cost \$175-\$250 /hr</p> <p><b>Help Desk Support</b> Market cost</p> <p><b>TX-Help</b> Market cost \$1,500-\$3,500</p> <p><b>Network Monitoring</b> Districts would have to pay an initial setup cost, use operational time to monitor devices, and pay between \$1,500 and \$3,000</p> <p><b>Content Filter</b> \$6.50</p> <p><b>Classwise</b> \$2,900 (1-1,000 students) \$3.25 / student for larger schools</p> <p><b>NetRef</b> \$5-6 per student</p> <p><b>Cybersecurity</b> PenTesting: \$10K-\$25K Scanning monthly: \$2.5K-\$5K Full Cost for Next Gen Firewall About \$3.5K/yr</p>

## Region 16 Fiber Consortium **TS100**

The Region 16 EdNet Fiber Consortium connects schools directly to Region 16’s distance learning network, enhancing collaboration, cybersecurity, and access to resources. This high-speed network delivers \$10,000–\$15,000 in annual benefits per district, with internet access available as an optional add-on. Schools gain seamless connectivity to Region 16 services, workforce development programs, and cutting-edge learning opportunities in AI and quantum computing—ensuring students stay competitive in a digital world.

Current 25-26	Contract Details	Contact	Comparison
0	Basic membership is \$2,000 per year  Internet add on determined by school size and distance from Region 16	Michael Keough 806.677.5260 michael.keough@esc16.net	The benefits of the consortium offer schools a potential of \$15,000 in service benefits and a whole will save schools over \$300,000 per year

## Videoconference Field Trips **ES010**

This contract will pay the program fees for a wide variety of videoconference enrichment programs for students. School districts will be able to schedule 10 field trips of their choosing during the contract year. Districts have the option to attend additional sessions scheduled by other districts, as available. Districts may elect to purchase additional field trips with the basic package of 10.

Current 25-26	Contract Details	Contact	Comparison
2	\$1,500 for videoconference sites 10 field trips included Option to attend additional sessions scheduled by other districts at no charge. Additional field trips may be purchased for \$150 each	Michael Keough 806.677.5260 michael.keough@esc16.net	The ESC is a pass through entity only on this product. We negotiate for better pricing on your behalf.



## VOIP Services TS010

Voice over Internet Protocol (VoIP) is the routing of voice conversations over the Internet or through any other IP-based network. VoIP offers more features and communication tools than traditional telecom and is easier to manage. School district offices and remote workers communicate easily and at practically no additional cost. VoIP delivers the flexibility and scalability of Internet communications. Customers no longer depend on hardware or locations for their telecom needs. VoIP moves, additions, deletions and changes are done via the web by ESC16 staff. System upgrades are done automatically, ensuring that your district has access to the latest VoIP technology.

- Delivers enterprise type features
- Reduces cost of ownership for districts
- Increases district communications, work efficiency, and productivity
- Calls made via SIP equals free long distance

Current 25-26	Contract Details	Contact	Comparison
4	<p>Webex License \$6.71 (per user, per month)</p> <p>Cisco IP Phone 9851 - \$5.77 leased (per phone, per month)</p> <p>The total monthly cost for licenses and leasing handsets is \$12.48 user/month</p> <p>Schools have the option to lease the devices for 10 years at the following one-time cost. The price for a Cisco 9851 is \$180.</p> <p>In all cases, hardware phones will be entitled and owned by Region 16. Upon contract termination or end of life, the device must be returned to Region 16 ESC.</p>	<p>Michael Keough 806.677.5260 michael.keough@esc16.net</p>	<p>Microsoft Phone System: \$8 - \$20</p> <p>Zoom Phone: \$10 - \$20</p> <p>RingCentral: \$20 - \$50</p> <p>8x8: \$25 - \$55</p> <p>Vonage Business Cloud: \$20 - \$35</p> <p>Mitel MiCloud Connect: \$20 - \$40</p> <p>Hardware Cost Comparison</p> <p>Cisco IP Phone 8841: Lease: \$5 - \$10 Purchase: \$150 - \$250</p> <p>Yealink T42S: Lease: \$5 - \$10 Purchase: \$80 - \$200</p> <p>Grandstream GXV3370: Lease: \$5 - \$15 Purchase: \$100 - \$300</p> <p>Avaya J169: Lease: \$5 - \$10 Purchase: \$150 - \$250</p> <p>Mitel 6867i: Lease: \$5 - \$15 Purchase: \$100 - \$300</p> <p>Panasonic KX-NT560: Lease: \$5 - \$10 Purchase: \$100 - \$250</p> <p>Setup \$1,500-\$4,500</p>



## Services Provided at No Cost to Districts

- Non-financial shared services agreement with all districts in ESC 16
- Coordination of services with regional classes and partners
- Provision of all required statistical reports and data to TEA

### Accountability & Assessment

- Accountability
- Accountability trainings for districts in Region 16
- Technical assistance related to accountability
- Results Driven Accountability (RDA) training, support, and technical assistance
- Support in interpreting data reports and understanding implications of ratings
- Support in goal setting related to student outcomes
- Training and technical assistance on the Texas Performance Reporting System
- Monthly communication, including upcoming events, deadlines, and reminders
- Weekly communication, including testing and reporting reminders, key dates, and updates
- Annual training for District Testing Coordinators on the Texas Assessment Program
- Ongoing support for all state testing programs, including:
  - STAAR
  - STAAR Alternate 2
  - TELPAS
  - TELPAS Alternate
- Guidance on navigating and effectively using the District and Campus Coordinator Resources (DCCR)
- Technical assistance for test administration, security, and compliance
- Support with online testing platforms and procedures
- Technical assistance and support on the Texas Interim Assessments
- Assistance in understanding and implementing state testing policies and updates
- Collaboration with districts to ensure successful test administration and reporting

### Alternative Certification

- Liaison between ESC 4 and ESC 17 Alternative Certification candidates
- Information meetings, technical assistance, and support for those interested in Alternative Certification

### Bilingual/ESL/Compliance

- Provide required basic training related to the identification, assessment and instructional programs for Emergent Bilingual students
- Provide technical assistance via phone or email related to compliance with state laws and TEA guidance for Emergent Bilingual students and language instruction programs

### Career & Technical Education

- Provide technical assistance to school districts related to the Perkins V Act and the State Plan for CTE for developing and implementing quality CTE Programs (including programs of study), providing quality work-based learning opportunities for students, and aligning CTE programs to the labor market
- Provide professional development training that improves the quality of CTE teachers, faculty, administration, and counselors
- Technical assistance includes monitoring and evaluating program effectiveness, assuring compliance with all applicable Federal laws, and supporting relevant State data systems provided by email, telephone and on-site

## Child Nutrition

- Training and technical assistance for School Nutrition Programs including National School Lunch Program (NSLP), School Breakfast Program (SBP), Seamless Summer Option (SSO), and Afterschool Care Program (ASCP), as well as Child and Adult Care Food Program (CACFP) and Summer Food Service Program (SFSP)
- Program support and training in preparation for Texas Department of Agriculture (TDA) administrative reviews as well as all program areas including but not limited to meal patterns, safety and sanitation, financial management, USDA foods usage, Special Provisions, and program policy and compliance updates
- Develop annual Cycle Menu and resources to meet meal pattern regulations
- Training to meet federal professional development requirements
- Annual summer workshop series to provide training for all staff as required by TDA

## Counseling/Mental Health Services

- Counseling and Advising Technical Assistance
- Counselor Connect (virtual) - monthly
- Ethics
- Texas Model Guide Training
- Secondary Counselors 411
- Newsletter Communication
- Texas On Course
- FA and TASFA workshop
- Crisis support
- Mental Health and Psychological First Aid
- Access to the Texas School Mental Health Database

## Curriculum

- Technical assistance by phone and email for any educator in Region 16
- Instructional Materials Allotment technical support
- Teacher job fairs
- Disseminate information from TEA in all areas related to curriculum and instruction and principal leadership

## DMAC

*All DMAC PD that takes place at Region 16 is provided free of charge to districts who have secured the DMAC contract. (Customized DMAC PD on-site at districts is provided at the daily rate.)*

- Technical assistance related to DMAC data disaggregation
- Technical assistance for user setup, data uploads, and troubleshooting
- DMAC User Meetings
- Regional data uploads
- Quick click sheets provided to districts

## ECI

The Early Childhood Intervention (ECI) program is a statewide program within the Texas Health and Human Services Commission.

It is designed to support families with children from birth to 36 months who have developmental delays, disabilities, or certain medical diagnoses that may impact their development. ECI services help families learn how to support their children's growth and learning through therapeutic intervention. Starting at the age of two, ECI begins the transition process. Some children are transitioned into the district.

The Region 16 Early Childhood Intervention program is part of a network of early childhood intervention services across Texas. HHSC contracts with local agencies across Texas to deliver these services. The Individuals with Disabilities Education Act (IDEA) grants states the authority to operate early childhood intervention programs. ECI services are authorized under Part C of IDEA.

## ESSA/Title I Part A

- Parent Involvement workshop
- Campus planning workshop
- Private, non-profit school workshop
- ESSA application and compliance professional development
- Comprehensive needs assessment professional development

## General Services

- New superintendent orientation
- escWorks database for professional development, including teacher transcripts
- ESC 16 website
- Online catalog of professional development
- Technical assistance by phone or e-mail
- Provide technical assistance to LEAs in completing the annual Consolidated Federal Grant application



## Head Start

- Health
  - Coordinated special diets
  - Allergy plans
  - Screenings
    - Vision
    - Hearing
    - Dental
    - Lead
    - Hemoglobin
  - Connect dental and medical homes
  - Connect with specialists
  - Pay for follow ups/specialists
  - Pay for medications
  - Nursebased maternal education
  - Health education
  - Nutrition
- Family Services
  - Goal setting to strengthen family
  - Friends and Family CPR for parents
  - Crisis help
  - Parent curriculum
  - Parent meetings
  - Support positive attendance
  - Connect with resources (food, medical, clothing, food stamps)
- Eligibility, recruitment, selection, enrollment, attendance
  - Recruit and find children
- Education
  - Curriculum support
  - Coaching
  - Conscious Discipline
  - CPR/First aid certification
- Disability
  - Screener 45 days (dev/SE)
  - Disability specialist support
  - Mental wellness specialist support
  - Attend ARDs (need based)
- Mental Wellness
  - Behavior Coach
  - Connect to family counseling

## HR–Personnel Services

- Technical assistance for posting jobs or troubleshooting the website
- Certification / employment concerns technical assistance

## Migrant

- Provide free annually required trainings and year round technical assistance for:
  - Identification and recruitment of migratory children
  - TX-New generation system database
  - Migrant student information exchange
  - Migrant needs assessment, service delivery and program evaluation
  - ESSA Consolidated Application (PS3103), Consolidated Compliance, and Random Validation Process
  - Parent Advisory Council (PAC) and Empowering Migratory Parents
  - A Bright Beginnings Early Childhood curriculum and program
  - Project SMART Migrant Summer School curriculum and program
- Identification and recruitment (ID&R) of all OSY year-round
- Supplemental recruitment for migratory children as needed year-round
- TX-New Generation System (NGS) for tracking migratory data
- Migrant Student Information Exchange (MSIX) nationwide migratory student move notices and data requests
- Conduct Eligibility Verification for LEAs and their TEA selected migratory families
- Act as the Designated Reviewer for all Certificates of Eligibility (COEs) from LEAs
- Conduct database quality control for ID&R, TX-NGS and MSIX to ensure data collection is accurate
- Disseminate TEA updates and program information to LEAs
- Monthly Region 16 Migrant Program Newsletter

## School Improvement

- Accountability trainings for all districts in Region 16
- Required TEA SI trainings and TIP/TAP development support for all state and federally identified campuses
- Targeted support for Overall F and Comprehensive Campuses, including PD, leadership coaching, data analysis, implementation support, and coaching aligned to the ESF
- ESF Overview Trainings for identified campuses
- ESF Diagnostic Process provided for identified campuses
- Technical assistance related to Accountability, Assessment, SI, Data, TIPs, and the ESF
- Customized PD sessions for identified campuses based on needs
- Support in goal setting related to student outcomes
- Training and support on Texas Formative Assessment Resource (TFAR)
- Technical Assistance and support on the Texas Interim Assessments
- Direct Support for the SI appeals process and other related statutes
- Support for TEA site-visits, stepbacks, and superintendent consultations.

## School Safety Services

- AS+K Suicide Intervention Training
- Suicide Safer Schools Training
- Threat Assessment
- Trauma Informed Care
- Mental Health First Aid
- Psychological First Aid
- Prepare Crisis Training
- Substance Abuse
- Monthly Newsletter
- Technical Support with TEA Compliance
- Title IV Part A Information and Updates

## Special Education

***Almost everything we do in SPED is free except for direct services for students.***

Train and implement state required training and coaching sessions for State Initiatives (aka networks)

- Training, technical assistance, resources and support for all areas of Special Education for schools, families and community agencies
- Sessions/support to include:
  - Paraprofessionals
  - Reading by Design (Reduced Cost)
  - Multi-Tiered Systems of Support
  - All things PLAAFPs/IEPs/Progress Monitoring
  - Accommodations/modifications
  - Inclusive practices for students with disabilities
  - Early Childhood Special Education
  - Assistive Technology
  - STAAR accessibility
  - STAAR Supplemental Aids
  - STAAR All Access Pass
  - Autism
  - Differentiated Instructional Tools
  - Meaningful Access
  - Universal Design for Learning
- Provide access to various Assistive Technology devices to trial with students through a Lending Library
- Training, technical assistance, resources and support for behavior
- Disseminate information from TEA in all areas related to integration of Special Education, MTSS, and Mental & Behavior health
- Federal and State compliance monitoring (RDA, SPP, Self-Assessment, Cyclical monitoring, and/or targeted reviews)
- Provide resources to parents and community members related to students with disabilities
- On-site professional development and PLCs
- Intensive and strategic on-site teacher coaching
- Assist LEAs with timelines for policy and procedure linkage, as well as mandatory documents posted to district websites for state and federal compliance
- Monitor submissions of grant assurances and compliance with other state timelines
- Monthly legislative and hot topic legal topics presented by Legal Counsel Monthly for LEA Directors
- LEA Director Meetings
- 2-day Special Education Summer Conference
- Autism Summer Conference
- PreK Summer Summit
- Speech Webinar Series for TISHA credits
- Annual Behavior Toolbox Training presented by Walsh Gallegos Kyle Robinson & De Los Santos P.C.
- Ensure legal compliance using Legal Framework to implement state initiatives and team support (meaning, when we get questions, we go back to and reference Legal Framework and ensure the suggestions and answers are based on legal requirements)
- Direct Services for Special Education in the areas Certified Orientation and Mobility Specialist (COMS)- \$150 per student visit, \$75 per virtual ARD under 1-hour, \$150 per virtual ARD meeting 1-hour or longer, \$150 per face to face ARD, and \$600 per evaluation.
- Non-violent crisis Intervention training–hire Handle w/ Care trainers to train LEA ToT in restraint and de-escalation as well as the required annual recertification (Reduced Cost)
- Support campuses in their decision-making processes of building campus discipline policies and procedures through extensive PBIS training
- Provide teachers/campus staff with instructional tools and resources for behavior management
- On site support for each LEA in cyclical monitoring review
- Ethics and Culture training (required for LSSP license renewal)
- SLP ATSHA credits per sessions that qualify
- Six Texas Dyslexia Academies

- Collaborate with Dyslexia Program providers and administrators
- Provide communication with expectations around changes in dyslexia handbook
- Assisting LEAs to ensure dyslexia procedures meet TEA requirements

## STAAR Coordination

- Annual TEA required trainings and technical assistance
  - STAAR
  - STAAR Accommodated
  - STAAR - L
  - STAAR Alternative
  - Test Security

## Technology

- Members of EDNet get 1 TB of storage
- EdHive Organization Chart Management System
- Schools that buy our Cyber-Security Contract get unlimited support hours for consulting
- Internet services customers get free monitoring of circuits
- CTR Reports (Internet Services) –The CTR report is a great tool for districts to bring to their board regarding services they buy from Region 16
- TETN Network at ESC 16
- Technology Solutions meetings for Technology Coordinators TAG (4-6 times per year)
- E-Rate training and support [3] [4]
- SB820 training and support
- R16.us branded URL shortening system (each school gets their own [r16.us/xyzisd/shortname](http://r16.us/xyzisd/shortname))
- Customized contract - contact Technology directly for these services:
  - Network cabling installation

## TSDS/IMS

- Basic TSDS data support
- Provide TSDS data collection information and assistance to district TSDS Coordinator
- Ensure that all fatal errors are corrected and district submits a fatal-free file
- Provide TEAL management and support
- Provide Unique ID Assignment and Enrollment tracking support
- Provide training, general review and support in the areas of Student Attendance Accounting Handbook (SAAH), Financial Accountability System Resource Guide (FASRG), TSDS Web-Enabled Data Standards (TWEDS), and Chapter 37 Discipline

## PSLA/TASA Study Group (RAC) Meeting Dates

### Region 16 Education Service Center

<b>AUG</b>	Friday, August 28, 2026	TASA Study Group/RAC/ESC Board of Directors Joint Meeting – Lecture Hall (10:30am)	ID 1028854
<b>SEPT</b>	September 25-28, 2026	Region 16 Fall Meeting	
<b>OCT</b>	Wednesday, October 21, 2026	PSLA – Panhandle Conference Center (9:30am) TASA Study Group/RAC – Lecture Hall (11:00am)	ID 1038794 ID 1038769
<b>NOV</b>	Wednesday, November 18, 2026	TASA Study Group/RAC – Lecture Hall (10:00am)	ID 1038770
<b>DEC</b>	Wednesday, December 9, 2026	TASA Study Group/RAC – Lecture Hall (10:00am)	ID 1028771
<b>JAN</b>	Tuesday, January 26, 2027	TASA Midwinter Conference Lunch - San Antonio, TX - Joint Event with Regions 17 and 18 (Time TBD)	ID 1038772
<b>FEB</b>	Wednesday, February 10, 2027	PSLA – Panhandle Conference Center (9:30am) TASA Study Group/RAC – Lecture Hall (11:00am)	ID 1038795 ID 1038773
<b>MAR</b>	Wednesday, March 3, 2027	TASA Study Group/RAC – Lecture Hall (10:00am)	ID 1038774
<b>APR</b>	Wednesday, April 7, 2027	PSLA – Panhandle Conference Center (9:30am) TASA Study Group/RAC – Lecture Hall (11:00am)	ID 1038796 ID 1038790
<b>MAY</b>	Wednesday, May 5, 2027	TASA Study Group/RAC – Lecture Hall (10:00am)	ID 1038792
<b>AUG</b>	Friday, August 27, 2027	TASA Study Group/RAC/ESC Board of Directors Joint Meeting – Lecture Hall (10:30am)	ID 1038793

**Superintendent Hot Topics – Weekly on Wednesday at 1:00 pm**

### 2026-2027 PAASB Meetings

<b>OCT</b>	Thursday, October 1, 2026	6:30pm	ID 1038800
<b>JAN</b>	Thursday, January 14, 2027	6:30pm	ID 1038809
<b>APR</b>	Thursday, April 1, 2027	6:30pm	ID 1038810

***Thank you!***

**REGION 16**  *Serve.  
Lead.  
Ignite.*  
Education Service Center

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