



Southeast New Mexico College
Business Office
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RFQ AWARD ANALYSIS

RFQ: 2026033001

Department: Workforce Development

Recommended Awardee: Advanced Technologies Consultants

Total All-Inclusive Price: \$438,632.24

Purpose

The purpose of this analysis is to document the evaluation of quotations received in response to the above-referenced Request for Quote (RFQ) and to support the recommendation for award to Advanced Technologies Consultants based on its all-inclusive price.

Quote Evaluation

The quotations received were reviewed for responsiveness to the specifications and requirements identified in the RFQ. In evaluating the quotes, the College considered the **total cost necessary to obtain the requested goods/services**, rather than relying solely on the vendors' base or unit pricing.

Advanced Technologies Consultants submitted an all-inclusive price of **\$438,632.24**, which includes all costs necessary to fulfill the RFQ requirements, including, as applicable:

- Equipment/materials specified in the RFQ
- Freight, shipping, and delivery
- Installation and/or setup
- Required accessories or components
- Training
- Travel and related expenses
- Labor
- Fees and other associated charges necessary for completion of the purchase

Because these costs are included in the quoted amount, the College can determine the complete financial obligation associated with the purchase without relying on estimated, variable, or subsequently added charges.

Price Analysis

Although another vendor may have submitted a lower base price for certain items or services, the evaluation must consider the **total evaluated cost** required to satisfy the RFQ.

When freight, delivery, installation, required accessories, training, fees, and other applicable costs are considered, **Advanced Technologies Consultants all-inclusive quote provides the lowest total responsive price / most advantageous total evaluated price** for the College.

The all-inclusive pricing also provides greater cost certainty because the College is not exposed to additional charges that were not incorporated into the original quotation.

Determination

Based on the review of the quotations received, **Advanced Technologies Consultants** is determined to be responsive to the RFQ requirements and its all-inclusive price of \$438,632.24 represents the most advantageous total evaluated cost to the College.**

The recommendation is based on the complete cost of fulfilling the RFQ requirements and not solely on individual line-item or base pricing.

Award Recommendation

It is recommended that the RFQ be awarded to **Advanced Technologies Consultants** for a total amount of **\$438,632.24**.

The recommended award is supported by the vendor's responsiveness to the RFQ specifications and the determination that its all-inclusive pricing represents the lowest total cost to the College when all required components and associated expenses are considered.

CPO Approval:

Rebecca Silva

Title: Director of Finance

Date: 8/25/2026