

RFP 17MISC4
PROFESSIONAL DEVELOPMENT SERVICES FOR COMPETENCY BASED LEARNING

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for the development of central resources for competency based education and in preparation for the implementation of LYNX at Frederick High School. Bids were received on November 29, 2016.

1. **Bid participation:**

76 proposals downloaded
6 companies submitted a bid

2. **Bids were received from:**

Blackboard, Inc. (Washington, DC)
Core Education, LLC (Sykesville, MD)
Great Schools Partnership, Inc. (Portland, ME)
Houghton Mifflin Harcourt Publishing Company (HMH) dba: International Center for leadership in Education (ICLE) (Itasca, IL)
Marzano Research, LLC (Centennial, CO)
VIF International Education (Chapel Hill, NC)

3. **Other facts:**

- The contract term will be effective from date of award through December 31, 2017, with two one-year renewal options available.
- Selection is based on a total score of each vendor's technical and cost proposals.
- This contract will be administered by Kevin Cuppett, Executive Director, Curriculum, Instruction and Innovation.

4. **Source of funding:** FY17 Approved Operating Budget and contingent upon Board approval of FY18, Operating Budget.

B. **Recommendation:** Staff recommends the contract for RFP 17MISC4, Professional Development Services for Competency Based Learning, be awarded to Great Schools Partnership, Inc., Portland, ME, per the attached Bid Tabulation.

C. **Action taken by the Board (Purchasing use only):**

_____ Approved	_____ Denied	_____ Deferred	_____ Other	BL/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting 01.11.17

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SCORING SUMMARY

VENDOR	TECHNICAL SCORE 60 POINTS MAX	INTERVIEW 5 POINTS MAX	COST SCORE 35 POINTS MAX	TOTAL SCORE
Great Schools Partnership, Inc.	55.0	5.0	35	95.0
Marzano Research, LLC	54.4	2.0	33.3	89.7
Core Education, LLC	46.0			
Houghton Mifflin Harcourt (HMH) dba: International Center for Leadership in Education (ICLE)	45.6			
Blackboard, Inc.	33.9			
VIF International Education	30.6			

TECHNICAL -- 60 points assigned as follows:

- Thoroughness of Proposal Submission – 3
- Business Structure – 10
- Insurance, Financial and Legal Issues – 2
- Experience of Staff Assigned to the Project – 15
- References – 15
- Understanding of Scope, Project Approach and Clear identification of Outcomes –15

PHONE INTERVIEW – 5 points

COST - 35 points

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BID TABULATION

PHASE I	GREAT SCHOOLS PARTNERSHIP, INC.	MARZANO RESEARCH, LLC
Pricing to include the following deliverables: 1.) working draft set of graduation competencies and secondary performance indicators; 2.) sample scoring criteria in each content area; 3.) workshop training for Central Office instructional staff and key LYNX staff on Competency Based Learning pedagogy; 4.) community engagement and outreach strategies; and 5.) ongoing support and consultation services.	\$60,000	\$61,650