

**RFP 1812**  
**STRUCTURED LITERACY INTERVENTION RESOURCES AND STAFF TRAINING**

**FACT SHEET**

- A. **Overview:** This recommendation is to establish a contract for resources and staff training for structured literacy intervention to be used in Frederick County Public Schools (FCPS). Bids were opened on December 21, 2017.

1. **Bid participation:**

79 bids downloaded  
7 companies submitted a bid

2. **Bids were received from:**

95 Percent Group (Lincolnshire, IL)  
**Atlantic Seaboard Dyslexia Education Center dba: ASDEC (Rockville, MD)**  
Fellow of the Orton Gillingham Academy, LLC (Elkton, MD)  
Houghton Mifflin Harcourt Publishing Company dba: Houghton Mifflin Harcourt (HMH) (Itasca, IL)  
Pearson Education, Inc. (New York, NY)  
School Specialty, Inc. (Cambridge, MA)  
Winsor Learning, Inc. (Bloomington, MN)

3. **Other facts:**

- The contract term will be effective for a five-year period, from the date of award through June 30, 2023, contingent upon efficacy and funding allocation, on a fiscal year basis.
- Resources and training will maximize the FCPS Response to Intervention (RtI) model and allow staff to upgrade their support for students with characteristics of or formally identified with Dyslexia and/or Dysgraphia.
- Full implementation will occur predicated on the effectiveness of the professional learning and measured based on student outcomes and teaching self-efficacy.
- Vendor selection is based on the total score of each vendor's technical and cost proposals, including an evaluation of resource materials, an interview with finalists, and costs.
- The proposal from Pearson Education, Inc. was not considered because it was incomplete.
- This contract will be administered by Jamie Aliveto, Director of System Accountability and School Improvement (SASI).

4. **Source of funding:** FY18 Approved Operating Budget and contingent upon Board approval of FY19, FY20, FY21, FY22 and FY23 Operating Budgets.

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- B. **Recommendation:** Staff recommends the contract for RFP 1812, Structured Literacy Intervention Resources and Staff Training, be awarded to Atlantic Seaboard Dyslexia Education Center dba: ASDEC (Rockville, MD), per the attached bid tabulation.
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C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	BL/kl
____ Date	____ Date	____ Date	____ Date	BOE Mtg.: 02.14.18

**RFP 1812, STRUCTURED LITERACY INTERVENTION RESOURCES AND STAFF TRAINING  
SCORING SUMMARY**

<b>VENDOR</b>	<b>TECHNICAL SCORE POINTS MAX</b> 160	<b>INTERVIEW 50 POINTS MAX</b>	<b>COST SCORE 100 POINTS MAX</b>	<b>TOTAL SCORE</b>
Atlantic Seaboard Dyslexia Education Center	144	46	100	290
Fellows of the Orton Gillingham Academy, LLC	150	37	40	227
95 Percent Group (Lincolnshire, IL)	130			
Houghton Mifflin Harcourt Publishing Company	114			
School Specialty, Inc.	133			
Winsor Learning, Inc.	121			
Pearson Education, Inc.	Incomplete Proposal			

TECHNICAL -- 160 points assigned as follows:

Required Instructional Functionalities:

Evidence based instruction  
Principals of instruction  
Quality of instructional materials for teacher use  
Quality of materials for student use

Additional Resource Availability:

Assessment Package  
Vocabulary and Comprehension Package  
Middle School Age Student Resources  
High School Age Student Resources

Other:

Business Structure  
Financial Strength  
Experience of Staff Assignment to Project  
References  
Understanding of scope and project implementation  
Identification of Outcomes

**RFP 1812, STRUCTURED LITERACY INTERVENTION RESOURCES AND STAFF TRAINING  
BID TABULATION**

<b>ATLANTIC SEABOARD DYSLEXIA EDUCATION CENTER</b>				
<b>PHASE I: FIELD TEST TRAINING</b>		<b>UNIT \$</b>	<b>EST. #</b>	<b>TOTAL \$</b>
A.1	RESOURCE MATERIALS PER TEACHER: 20 Teachers Maximum	\$ 480.00	20	\$ 9,600.00
A.2	TRAINING COURSE	\$ 6,500.00	1	\$ 6,500.00
A.3	PRACTICUM: 9 MONTHS	\$ 2,500.00	20	\$ 50,000.00
	<b>TOTAL COST FOR PHASE I:</b>			<b>\$ 66,100.00</b>
<b>PHASE II: FULL IMPLEMENTATION TRAINING</b>		<b>UNIT \$</b>	<b>EST. #</b>	<b>TOTAL \$</b>
A.1	RESOURCE MATERIALS PER TEACHER: 20 Teachers Maximum	\$ 480.00	120	\$ 57,600.00
A.2	TRAINING COURSE	\$ 6,500.00	6	\$ 39,000.00
A.3	PRACTICUM: 9 MONTHS	\$ 50,000.00	6	\$ 300,000.00
	<b>TOTAL COST FOR PHASE II:</b>			<b>\$ 396,600.00</b>
	<b>TOTAL COST FOR PHASES I AND II:</b>			<b>\$ 462,700.00</b>

<b>FELLOWS OF THE ORTON GILLINGHAM ACADEMY</b>				
<b>PHASE I: FIELD TEST TRAINING</b>		<b>UNIT \$</b>	<b>EST. #</b>	<b>TOTAL \$</b>
A.1	RESOURCE MATERIALS PER TEACHER: 20 Teachers Maximum	\$ 750.00	20	\$ 15,000.00
A.2	TRAINING COURSE	\$ 50,000.00	1	\$ 50,000.00
A.3	PRACTICUM: 10 MONTHS	\$ 4,500.00	20	\$ 90,000.00
	<b>TOTAL COST FOR PHASE I:</b>			<b>\$ 155,000.00</b>
<b>PHASE II: FULL IMPLEMENTATION TRAINING</b>		<b>UNIT \$</b>	<b>EST. #</b>	<b>TOTAL \$</b>
A.1	RESOURCE MATERIALS PER TEACHER	\$ 750.00	120	\$ 90,000.00
A.2	TRAINING COURSE (Price increased for out years)	\$ 60,000.00	6	\$ 360,000.00
A.3	PRACTICUM	\$ 4,500.00	120	\$ 540,000.00
	<b>TOTAL COST FOR PHASE II:</b>			<b>\$ 990,000.00</b>
	<b>TOTAL COST FOR PHASES I AND II:</b>			<b>\$ 1,145,000.00</b>