Panel for Educational Policy
Contract Agenda
March 1, 2012

Item: 1 Withdrawn

Item: 2 **Description:** Bus consulting company to help OPT qualify bidders for the pre-k transportation bid.

Term: 5 months **Options:** None **Funding:** Tax Levy

Division: Office of Pupil Transportation **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Management Partnership Services, Inc.	$284,176

Item: 3 **Description:** Professional development for academic intervention services to provide instructional strategies and tools beyond the core curriculum for school based and central staff to help students academically at all grade levels.

Term: 5 years **Options:** None **Funding:** Various

Division: Division of Academics, Performance and Support **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Academic Achievers/S&L Consultants	$40,000
Achieve 3000, Inc	$200,000
Bascom Global Internet Services, Inc	$80,000
Reading Excellence and Discovery (READ) Foundation	$30,000
Reading Reform Foundation of New York	$100,000

Item: 4 **Description:** On-call consulting services as well as application development and implementation services related to the Force.com platform.

Term: 5 years **Options:** 1 two year option **Funding:** Various

Division: Division of Talent, Labor & Innovation **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Accenture - WITHDRAWN	$225,000
Acumen Solutions	$225,000
Fujitsu America Inc. - WITHDRAWN	$225,000
HCL America Inc.	$225,000

Item: 5 Withdrawn

Item: 1

Description:

Withdrawn

Item: 2

Description:

Bus consulting company to help OPT qualify bidders for the pre-k transportation bid.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH MANAGEMENT PARTNERSHIP SERVICES, INC. TO PROVIDE BUS CONSULTING SERVICES

Estimated Contract Amount	Funding Source	Contract Term	Procurement Method	Is Contract Retroactive?	Contract Type
$284,176	Tax Levy	5 Months	Expedited Competitive Solicitation	No	Requirements
Vendor Name & Address	Management Partnership Services, Inc. (MPS) 9710 Traville Gateway Drive #363 Rockville, MD 20850				

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Lisa D'Amato, Director of Contract Management Office of School Support Services (OSSS)	Sande Pisik Procurement Analyst

PURPOSE

Authorization is requested to contract with Management Partnership Services (MPS) for consulting services to determine the service capacity of vendors being considered for transportation of Pre-Kindergarten (Pre-K) and Early Intervention (EI) students. Services will commence in March 2012.

DISCUSSION

In November 2011, the Department released a Request for Bids (RFB) to provide school bus transportation to approximately 13,000 Pre-K/EI students to and from school to approximately 378 Pre-K sites. These sites are divided into 43 geographical service areas and a prospective bidder can bid on one or more service areas up to the maximum of 43.

The bus consultant will work with and advise OPT regarding the qualifications and capacity of bidders to service the areas they stand to be awarded through the bid. The consultant will assess vendors' financial capacity, fleet, organizational capacity, garage facilities, and fleet management and maintenance systems. The consultant will affirm that contractors are experientially, operationally and financially capable of providing school bus transportation in a reliable, efficient, and safe manner.

The Expedited Competitive Solicitation (ECS) procurement method was used to accelerate the procurement process to secure the consulting services when the Pre-K transportation bid evaluations begin. The DOE does not have the expertise or manpower to evaluate and qualify all bidders during the limited time available.

Proposals were received from three companies: Fleet Management Services, Management Partnership Services (MPS), and Sam Schwartz Engineers/HAKS. The evaluation committee consisted of representatives from OPT and OSSS.

All three companies were invited to present their proposals to the evaluation committee and after scoring the proposals and presentations, Fleet was eliminated. Though they had the lowest price, the committee felt their program plan was too heavily skewed toward financial reviews, the company was not actively engaged in reviewing fleet management and operations systems, and they are too understaffed to complete the job on time. The committee also concluded that both remaining companies had priced their proposals based on work that was over and above the scope of services outlined in the RFP. The committee clarified the DOE's requirements so as to limit the proposers' offerings to the services we required and both companies were asked to revise their proposals and pricing to better meet the scope of services outlined in the RFP.

After review of the revised proposals MPS was selected. Although Sam Schwartz scored comparably to MPS on the program criteria and organizational capacity, their pricing was significantly higher than MPS.

MPS has the experience, expertise, staff, and program plan in place to evaluate/qualify transportation vendors for the DOE. Following additional negotiations, MPS final offer was lowered by 2%.

Company	Orig. Proposed Cost*	Revised Proposal*	BAFO*
MPS	$2,614,560	$290,000	$284,176
Sam Schwartz/HAKS	$1,760,000	$1,405,824	NA
Fleet Mgt. Systems	$308,000	NA	NA

* Based on cost to evaluate 40 vendors, plus upfront charges where applicable

As a result of MPS' pricing being the lowest and due to the competitive receipt of three proposals, prices are determined to be fair and reasonable.

A review by DCP of VENDEX, the Federal Debarment List, and Vendor Compliance Investigation Performance (VCIP) reports revealed no significant adverse information. As such, MPS is determined to be responsible.

Item: 3

Description:

Professional development for academic intervention services to provide instructional strategies and tools beyond the core curriculum for school based and central staff to help students academically at all grade levels.

REQUEST FOR AUTHORIZATION (RA #1) FOR ACADEMIC INTERVENTION SERVICES (MTAC R0896)

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$450,000 / $2,250,000	Various, including Tax Levy & Reimbursable	Five Years	None	Multiple Task Award Contract (MTAC)	No	Requirements

	Vendor's Name & Address	Estimated Annual Amount	Estimated Total Amount
1.	**Achieve3000, Inc.** 1091 River Avenue – Bldg 1, Lakewood, NJ 08701	$200,000	$1,000,000
2.	**BASCOM Global Internet Services, Inc.** 601 Veterans Memorial Hwy. Suite 200, Hauppauge, NY 11788	$80,000	$400,000
3.	**Reading Reform Foundation of New York** 333 West 57th Street – Suite 1L, New York, NY 10019	$100,000	$500,000
4.	**Reading Excellence and Discovery Foundation (R.E.A.D.)** 80 Maiden Lane, 11th Floor, New York, NY 10038	$30,000	$150,000
5.	**Academic Achievers / S& L Consultants LLC** 904 East 8th Street, Charlotte, NC 28204	$40,000	$200,000

Service Requestor	Division of Contracts and Purchasing Contact
Gregg Betheil Executive Director, School Programs & Partnerships Division of Academics, Performance & Support	Joy Gentolia Director, Instructional Service Procurement

PURPOSE

Authorization is requested on behalf of the Division of Academics, Performance & Support (DAPS) to contract with the above-named vendors for Academic Intervention Services (AIS). Intervention services are additional instructional strategies and tools provided beyond the core curriculum to help students academically at all grade levels. The awarded vendors will provide professional development services to support central offices, cluster/network teams, and school staff in the planning, development, implementation, and/or evaluation of AIS in the areas of literacy, mathematics, science, and social studies. These programs will be provided at the discretion of each participating school or central office operating on behalf of a school or consortium of schools.

DISCUSSION

AISs are designed to help students meet NYSED learning standards by using instructional strategies and tools that supplement regular classroom instruction and/or student support services to address barriers to improved academic performance. Services of this nature are primarily centered on at-risk

students with social, emotional, and academic difficulties. The range of professional development services include:

- Assessment /diagnostic or intervention programs, strategies, and tools;
- Multi-sensory teaching methods using visual, auditory, touch and movement;
- Team building;
- Core subject intervention for literacy, mathematics, science and social studies.

Under previous contracts for like services, 597 schools and central/field offices have acquired AIS services with expenditures of $14 million over the period of fiscal years 2007-11.

To meet NYSED requirements to provide tools for students who are struggling academically, the DOE requires a pool of qualified academic intervention providers. Accordingly, the Division of Contracts and Purchasing (DCP) released an MTAC in August 2011.

Twenty-six proposals were received and evaluated by a minimum of three members drawn from a pool of nineteen evaluators. These five proposals were evaluated by a Deputy Network Leader (former Principal), a Director of Student Services (former Assistant Principal), a Coordinated Early Intervening Services Coordinator (CEIS), a Director of Instructional Support, an Education Administrative Supervisor (former AIS middle school teacher), and a Special Achievement Coach (former Assistant Principal). Proposals were scored on: program plan (25 points), organizational capacity (25 points), pricing (25 points), and demonstrated effectiveness (25 points). Successful vendors were required to achieve a minimum score of 80 points.

The committee recommended 10 proposals for award, five of which are named in this request for authorization. The remaining recommended awardees are still undergoing cost/price analysis and background checks.

Achieve 3000's differentiated web-based literacy program focuses on reading intervention practices for teachers of grades 2-12. The program provides on-site classroom observation and modeling, student needs analysis, and reading-level appropriate writing assignments. Teachers learn how to identify students in need of intervention, place and monitor students, and integrate instruction with differentiated reading practice.

Bascom's workshops focus on helping teachers, administrators, and support staff implement best practices for students Pre-K to grade 12. Workshops occur on-site, on-line, or in a blended model, depending on each school's needs, and include needs assessment and ongoing follow-up.

Reading Reform Foundation's (RRF) in-school training program focuses on multi-sensory techniques for teaching students in K-3 sound-symbol relationships, phonetics, syllable division, and spelling rules. RRF also provides pre- and post-training assessments and ongoing twice-weekly follow-up.

Reading Excellence and Discovery (R.E.A.D.) focuses its service offerings on teachers with at-risk students in K-2, helping them to assess fluency and create progress reports. Technical assistance in analyzing student data and in-school visits to monitor and model best practices are also provided.

Academic Achievers offers programs that provide differentiated project-based learning for grades 3-12. Their programs offer diagnostics for early reading assessments, curriculum mapping, demonstrations, and unit lesson plans.

Hourly rates for similar services by vendors contracted under the previous solicitation averaged $305. The rates for all of the vendors listed in this RA are lower. The DCP's Vendor Cost Price Analysis (VCPA) unit has therefore determined pricing to be fair and reasonable.

Awarded Vendor	Original Hourly Rate	BAFO
Achieve 3000	$414	$238
Bascom	$325	$287
Reading Reform	$240	$197
READ	$250	$250
Academic Achievers	$186	$108

The estimated annual contract amount for these vendors was derived from an average spend analysis of their previous contracts.

All five vendors have held several contracts with the DOE and all were found to have performed satisfactorily. Background checks included VENDEX, the Uniform Commercial Code, Federal Tax Liens, the Federal Excluded Parties List System, and a comprehensive background check by VRPA unit. No significant adverse information was uncovered. All of these vendors have therefore been determined to be responsible.

It is necessary to contract for these services because the DOE does not possess the expertise necessary to meet the objectives of this program.

The MTAC process is the preferred procurement method as this process allows the DOE to award contracts for similar services to multiple vendors in order to meet demand for such services and to offer a choice among vendors.

As a part of the MTAC process, all service requests over $25,000 must go through a competitive process for procurement of services. Users will be required to create a scope of services and conduct a mini-solicitation process among the awarded vendors in their component areas. Vendors will be required to provide a statement of work and pricing based on their contracted services, which will be evaluated and scored by the user. Upon completion of this mini-solicitation process, schools will be able to secure services via purchase order. This process is to ensure competition among the large number of vendors who have been awarded contracts as a result of this procurement. Future RAs for these services will be submitted in batches as new providers are presented for award of contracts.

Item: 4

Description:

On-call consulting services as well as application development and implementation services related to the Force.com platform.

REQUEST FOR AUTHORIZATION FOR FORCE.COM CONSULTING SERVICES RA # 1

Estimated Annual/Total Contract Amount	Funding Source	Contract Term	Options	Option Amount	Procurement Method	Is Contract Retroactive?	Contract Type
Annual: $225,000 per vendor /$450,000 all vendors Five Year Total: $1,125,000 per vendor / $2,250,000 all vendors	Various	Five Years	Two-Year Extension	$450,000 per vendor / $900,000 all vendors	Multiple Task Award Contract (MTAC)	No	Requirements

Vendor Names & Addresses	Acumen Solutions 1660 International Drive, Suite 500 McLean, VA 22102
	HCL America Inc. 330 Potnero Avenue Sunnyvale, CA 94085

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Amrit Singh, Deputy Executive Director Office of Product Development	James J. McBride, Chief Administrator Central Office Procurement

PURPOSE

Authorization is requested to contract with Acumen Solutions and HCL America for consulting services using Force.com, a computer application-building software platform. Each five-year contract is estimated to be $1.125 million.

DISCUSSION

In 2011, DOE acquired a five-year enterprise license for Force.com, a cloud computing platform offered by Salesforce.com. The Force.com platform allows DOE to develop custom applications without investment in hardware or hosting services. Having used the platform to build Reading Tracker, an application that tracks student reading progress and provides teachers with real-time student data, the Division of Talent, Labor and Innovation (DTLI) and Division of Instructional and Information Technology (DIIT) are interested in developing additional applications for areas such as student assessment and talent management.

Because DOE does not possess in-house Force.com expertise, a Multiple Task Award Contract (MTAC) solicitation was released in August 2011 to engage multiple vendors with Force.com design experience. It was advertised in the City Record and on the DOE website.

The MTAC process was the preferred procurement method because it will provide a pool of potential development teams for the Force.com platform. Using the MTAC utility, DOE can ensure competition between the vendors for each task, take advantage of each vendor's strengths, implement multiple projects simultaneously, and obtain competitive pricing for each project without compromising speed or quality.

While some of those same advantages could be obtained by hiring additional staff, the demand for Force.com applications is unpredictable, so it would not be appropriate to hire all of the necessary permanent staff to develop applications in-house. Nonetheless, to increase internal capacity and to maintain applications after launch, DIIT has hired a Force.com programmer/system administrator and is also hiring additional technical personnel.

As a part of the MTAC process, all service requests over $25,000 must go through a competitive process for procurement of services. Users will create a scope of services and conduct a mini-solicitation process among the awarded vendors. Vendors will provide a statement of work and pricing equal to or less than their contracted rates, which will be evaluated and scored by the user. Upon completion of this mini-solicitation process, DOE divisions will be able to secure services. This process ensures competition among the vendors who have been awarded contracts.

Vendors were required to be certified Salesforce.com partners and to provide hourly rates for consultant service titles. They were also asked to respond to two sample task orders as if the task orders were real assignments.

An evaluation committee made up of two members from DIIT and one from DTLI evaluated the remaining five proposals using the following criteria: program plan (35 percent), price (25 percent), organizational capacity (25 percent), and experience (15 percent). Vendors scoring 75 points or higher would be recommended for contract award.

Six proposals were received. Brissett & Associates, partnering with EPAM Systems, did not meet the minimum qualifications and was therefore found to be non-responsive but was informed that it could submit a new proposal at a future date. The committee also felt Persistent Systems, Inc., did not adequately demonstrate an understanding of the requirements outlined in the solicitation. They will also be able to submit a new proposal at a later date.

The committee recommended the four remaining vendors - Accenture, Acumen Solutions, Fujitsu America, and HCL America, for award. Pricing is still being negotiated with Accenture and Fujitsu.

Acumen possesses multiple SalesForce certifications and worked with DOE on Reading Tracker. They were found to be particularly strong in project management, testing and change control. HCL has many Salesforce.com certifications and demonstrated evidence of having delivered many Force.com projects on time.

Having developed the Reading Tracker application on the Force.com platform, DIIT had a record of the actual titles and relative hours that were required to create it. These figures were used to estimate the contract amounts for the current vendors, under the assumption that future projects will be of similar size, scope, and complexity. While a complete list of future projects has not yet been developed, several have been identified by the enterprise steering committee, based on the type of information to be captured, the user base, and available development tools.

Because actual task order prices will depend on future vendor proposals, the contract amounts are necessarily estimates. The Office of Vendor Research & Price Analysis (VRPA) is currently reviewing the pricing offered to the DOE. Acumen Solutions and HCL proposed the lowest prices of the four vendors and their prices have been found fair and reasonable. A thorough background check was conducted for Acumen Solutions and no significant adverse findings were identified. A background

check is still being conducted for HCL and any issues will be reported to Panel prior to contract registration.

DOE will own the code for each application developed and will be able to re-use and integrate it with new applications or transfer code from Force.com to another platform (e.g., .NET). Thus, DOE will create a library of re-usable applications that also permit new applications to be built on the existing investments. Future RAs for these services will be submitted in batches as new providers are presented for award of contracts.

Item: 5

Description:

Withdrawn