Panel for Educational Policy
Contract Agenda
March 21, 2012

Item: 1 **Description:** Extension of a contract for automated external defibrillator management services.

Term: 3 months **Options:** None **Funding:** Tax Levy

Division: Office of School Health **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Emergency Skills, Inc.	$300,000

Item: 2 **Description:** Public/private partnership to bring together City agencies, private funders, and CUNY to create a center that coordinates training and career development services for individuals who work with young children in New York City.

Term: 1 year **Options:** None **Funding:** Tax Levy

Division: Division of Portfolio Planning **Contract Type:** Full Value

Vendor Name	Annual Amount
NYC Early Childhood Professional Development Institute, CUNY	$50,000

Item: 3 **Description:** Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) materials and services for grades 10 and 11 citywide.

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

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

Vendor Name	Estimated Annual Amount
The College Board	$1,510,500

Item: 4 **Description:** Graduate and undergraduate courses for nonpublic school teachers and administrators.

Term: 5 years **Options:** None **Funding:** Title IIA

Division: Bureau of Nonpublic School Reimbursable Services **Contract Type:** Full Value

Vendor Name	Annual Amount
UFT – Educational Foundation, Inc.	$180,000

Item: 5 **Description:** Professional development for academic intervention services to provide instructional strategies and tools beyond the core curriculum 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
Everyone Reading Inc.	$50,000
Learning Through an Expanded Arts (LEAP)	$500,000

Item: 6 **Description:** Professional development for teachers and administrators who provide services to English Language Learners.

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

Division: Office of English Language Learners **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Center for Applied Linguistics (CAL)	$375,000

Item: 7 **Description:** Whole school reform services for transitional plans that ultimately help schools continue reform efforts on their own.

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

Division: Division of Portfolio Planning **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
NYC Outward Bound Center, Inc.	$200,000
Turnaround For Children, Inc.	$200,000

Item: 8 **Description:** Support the UFT Teacher Center's professional development program.

Term: 1 year **Options:** None **Funding:** State Grant - Vendor Named

Division: Office of Curriculum & Professional Development **Contract Type:** Full Value

Vendor Name	Annual Amount
United Federation of Teachers (UFT)	$2,000,000

Item: 9 **Description:** After-school services for children and their parents in high poverty low performing schools in district 16.

Term: 1 year **Options:** None **Funding:** State Grant - Vendor Named

Division: Community School District 16 **Contract Type:** Full Value

Vendor Name	Annual Amount
BENI (Brooklyn Empowerment Neighborhood Initiative)	$75,000

Item: 10 **Description:** After-school services for 25 youths and 40 parents who attend low-performing and high-poverty schools in district 19.

Term: 1 year **Options:** 1 year option **Funding:** State Grant - Vendor Named

Division: Community School District 19 **Contract Type:** Full Value

Vendor Name	Annual Amount
BENI (Brooklyn Empowerment Neighborhood Initiative)	$58,030

Item: 11 **Description:** Development of the web-based tool iPlan that New York City schools use to develop their Comprehensive Educational Plans (CEPs).

Term: 1 year **Options:** None **Funding:** State Grant - Vendor Named

Division: Division of Portfolio Planning **Contract Type:** Full Value

Vendor Name	Annual Amount
Infusiondev. LLC	$800,000

Item: 12 **Description:** Professional development and student services in support of the Perkins Title II Consortium Grant in Community School District 31 and two Manhattan high schools, Murry Bergtraum High School and High School for Health Professional and Human Services.

Term: 1 year **Options:** None **Funding:** State Grant - Vendor Named

Division: Community School District 31 **Contract Type:** Full Value

Vendor Name	Annual Amount
Research Foundation CUNY/ College of Staten Island	$59,422

Item: 13 **Description:** After-school services for 75 students ages 13-21 who reside in temporary housing in the borough of Queens.

Term: 1 year **Options:** 1 year option **Funding:** State Grant - Vendor Named

Division: Office of School and Youth Development **Contract Type:** Full Value

Vendor Name	Annual Amount
YMCA of Greater New York	$82,000

Item: 14 **Description:** Add-on item. Utilizing the Educational Partnership Model to give schools access to alternative instructional and operational models in order to more effectively implement educational programs and increase student achievement.

Term: 3 years **Options:** 1 two year option **Funding:** Yr 1 - Tax Levy, Yrs 2 & 3 - Sch Budgets via NYS Sch Impr Grants

Division: Office of Portfolio Development **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Abyssinian Development Corp.	$750,000
Board of Control for Southern Regional Education (SREB)	$690,000
Institute for Student Achievement	$780,000
Johns Hopkins University	$1,125,000
New Visions for Public Schools	$2,325,752
The Center for Educational -- Public Association	$1,050,000

Item: 1

Description:

Extension of a contract for automated external defibrillator management services.

REQUEST FOR AUTHORIZATION TO EXTEND EXISTING CONTRACT WITH EMERGENCY SKILLS, INC., TO PROVIDE AUTOMATED EXTERNAL DEFIBRILLATOR MANAGEMENT SERVICES

Estimated Contract Cost	Funding Source	Contract Term	Procurement Method	Is Contract Retroactive?	Contract Type
$300,000	Tax Levy	Three Months	Negotiated Service	No	Requirements
Vendor Name & Address	Emergency Skills, Inc. 350 Seventh Avenue, Suite 505 New York, NY 10001				

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Ava Mopper Director Office of School Health	Christopher Bennett Procurement Analyst Central Office Procurement

PURPOSE

Authorization is requested to extend a contract with Emergency Skills, Inc. (ESI) for automated external defibrillator (AED) management services. The contract would otherwise expire on May 31, 2012.

DISCUSSION

The Office of School Health requested a negotiated services contract with ESI, a New York based AED management/training company, to continue to provide and maintain at least one functional AED for use during emergencies in each school facility, as required by New York State Education Law §917. Additionally, public school officials and administrators responsible for such school facilities must ensure the presence of at least one staff person trained in CPR and in the operation and use of an AED.

During the extension term, ESI has agreed to provide all required AED services at the same terms and conditions as specified in the underlying contract. ESI will continue to provide for the management and use of defibrillators, programmatic consultation and management, assembly and installation, inventory management, inspections and equipment maintenance, drills, training, quality assurance, record keeping and reporting, and American Heart Association (AHA) certification courses.

A successor Request for Proposals (RFP) released in November 2011 was delayed by the re-evaluation of acceptable NYS Public Access Defibrillator (PAD) training courses. Although a contract pursuant to the RFP is already complete, it is anticipated that the new contract will not be registered before the existing contract expires.

On March 2, 2012, the Committee on Contracts (COC) approved this contract on the basis of the need for continuity and cost effectiveness. The extension of this contract for three months will allow for AED services to continue during the months when such services have been historically provided most frequently. The extension will also allow for a smoother transition to a new vendor, if necessary, during a non-peak period. ESI will also maintain a database that includes all of the above information which will be readily accessible to both DOE and its designees. if At the end of this extension term, a new vendor is selected, ESI will provide the new contractor with all existing data.

ESI, which was awarded the current contract through a competitive RFP, has provided these services satisfactorily. Since 2006, its prices, which were determined to be fair and reasonable for the purposes

of the competitive award, have not increased. Further, ESI's prices for some training have decreased slightly. Therefore, its pricing has been determined to be fair and reasonable.

DCP has reviewed the City's VENDEX files, its own procurement and performance review files, and Dunn & Bradstreet _reports, and found no significant adverse information. It has therefore determined the vendor to be responsible with respect to this extension.

Item: 2

Description:

Public/private partnership to bring together City agencies, private funders, and CUNY to create a center that coordinates training and career development services for individuals who work with young children in New York City.

REQUEST FOR AUTHORIZATION FOR THE CITY UNIVERSITY OF NEW YORK PROFESSIONAL DEVELOPMENT INSTITUTE

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$50,000	Tax Levy	7/1/11 - 6/30/12	None	Negotiated Service	Yes	Full Value
Vendor Name & Address	Professional Development Institute at the City University of New York 101 West 31st Street, 7th Floor New York, NY 10001					

Service Requestor/Contract Manager:	Division of Contracts and Purchasing Contact
Dominique West, Director of Operations Division of Portfolio Planning	Romayne Jagessar Managing Director

PURPOSE

Authorization is requested on behalf of the Division of Portfolio Planning's Office of Early Childhood Education (OECE) to contract with the City University of New York Professional Development Institute (CUNY PDI) to provide training and career development materials and services to DOE personnel.

DISCUSSION

CUNY PDI is a public/private partnership founded in 2001 that brings together a range of City agencies, a consortium of private funders, and the nation's largest urban university to create a center that coordinates training and career development services for individuals who work with young children in New York City. The Institute's founding partners are the New York City Child Care and Early Education Fund, the Administration for Children's Services, the Department of Education, the Human Resources Administration, and the City University of New York.

CUNY PDI's original and ongoing mission is to serve as a common source of research services across multiple City agencies. The partnership plays a unique role in its multi-institutional setting and offers a diverse range of trainings, research, web development and materials focused on improving information available to teachers on early childhood education. Similar professional development workshops are priced in a range of $64 to $147 per staff hour, compared to CUNY PDI's average price of $65 per hour, while professional development publications range from $12.16 to $29.17, compared to CUNY PDI's price of $2.90 for comparable materials. CUNY PDI's pricing for these services may therefore be determined to be fair and reasonable.

These services have previously been performed by way of an intra-city Memorandum of Understanding (MOU) originally issued in 2004. This contract is retroactive because after the original agreement to provide services lapsed, the DOE's Office of Legal Services determined that the Department's procurement rules would no longer allow such agreements between CUNY and the DOE, and therefore advised that a contract was necessary. We have since advised CUNY PDI to apply for a Multiple Task Award Contract (MTAC) for Professional Development Services for Early Childhood Educators, but because services have already been rendered, they are being procured as a Negotiated Service to expedite the contracting process.

The Mayor's Office of Contract Services exempts CUNY PDI from filing VENDEX questionnaires. A search by DCP of the federal debarment list and DOE internal sources revealed no significant adverse information. CUNY PDI has therefore been determined to be responsible.

Item: 3

Description:

Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) materials and services for grades 10 and 11 citywide.

REQUEST FOR AUTHORIZATION TO EXTEND AN EXISTING CONTRACT WITH THE COLLEGE BOARD TO PROVIDE PSAT/NMSQT TEST MATERIALS AND SERVICES

Estimated Annual / Total Contract Amounts	Funding Source	Extension Term	Original Procurement Method	Procurement Method	Is Contract Retroactive?	Contract Type
Years 1-2: $1,409,800 Years 3-5: $1,510,500 5-Year Total: $7,351,100	Tax Levy	07/01/12 - 06/30/17	Committee on Contracts	Negotiated Service	No	Requirements
Vendor Name & Address	The College Board 45 Columbus Avenue New York, NY 10023					

Service Requestor/ Contract Manager	Division of Contracts & Purchasing Contact
Dan Blair Director of Operations Division of Academics, Performance and Support (DAPS)	Angela Edwards Director Central Office Procurement

PURPOSE

Authorization is requested to extend a contract with the College Board to provide Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) materials and services for grades 10 and 11 citywide. The current contract would otherwise expire on June 30, 2012.

DISCUSSION

The PSAT/NMSQTs are preparation exams to the SAT, the most commonly accepted exam for college admissions and scholarship qualifications, and the College Board is the only provider of these exams. As part of the DOE's college readiness initiative, all credited 10th and 11th graders will have the opportunity to take these exams free of charge through this contract.

The College Board will continue to provide students with score reports that offer personalized feedback on performance, including suggestions on how to improve specific skills. Students will also receive access to college planning tools. Schools will receive summary reports identifying target areas for student improvement, as well as assessments of the students' potential to succeed in Advanced Placement courses.

The College Board is offering a price of $11.20 per test/student, which is a 20 percent discount of the 2011 national list price of $14. The College Board confirmed that no other school district is receiving a greater discount. In the third year, the College Board may vote to increase the national list price by no more than $1 per test, which would increase the cost per exam to no more than $15. However, the College Board will continue to offer the DOE a 20 percent discount, which means the maximum cost to the DOE could amount to $12 for years three through five (2014 to 2016). It should be noted that the 20 percent volume discount is contingent on the DOE administering the exam on the Wednesday test date fixed by the College Board, offering the PSAT/NMSQT exclusively, and paying the test fee for all students in both 10th and 11th grades who elect to take the exam. In addition, the College Board is offering auxiliary services (program rollouts, fees for unused tests, workshops, and access to answer summaries) at no charge to the DOE, resulting in estimated additional savings of $2,579,750 over five years. Therefore, prices have been determined to be fair and reasonable.

The Committee on Contracts approved this award on September 28, 2011 based on the vendor being the sole source for these exams.

The Division of Contracts and Purchasing's background check of the vendor, which included the City's VENDEX files, its own procurement files, and public records, found that the College Board was investigated in 2007 by the New York and Connecticut Attorneys General for inappropriately giving discounts to colleges that promoted its lending services by listing it as a "preferred lender." The College Board settled the matter in 2008 and paid $675,000 to help students find low-cost loan options. This matter, however, does not rise to a significantly adverse level that would preclude contracting with this vendor. Furthermore, the DAPS has attested that the College Board has performed satisfactorily under the prior contract. The vendor has therefore been determined to be responsible with respect to this contract.

Item: 4

Description:

Graduate and undergraduate courses for nonpublic school teachers and administrators.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH UNITED FEDERATION OF TEACHERS EDUCATIONAL FOUNDATION, INC. TO PROVIDE GRADUATE AND UNDERGRADUATE COURSES FOR NONPUBLIC SCHOOL TEACHERS AND ADMINISTRATORS PURSUANT TO TITLE IIA

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$180,000 / $900,000	Federal Reimbursable Funds, Title IIA	Five Years (9/1/12 - 8/31/17)	None	Negotiated Services	No	Not-to-Exceed

Vendor Name & Address	United Federation of Teachers Educational Foundation, Inc. (UFT) 52 Broadway New York, NY 10004

Service Requestor/ Contract Manager	Division of Contracts & Purchasing Contact
Caren Zayde Moncher Executive Director Bureau of Nonpublic School Reimbursable Services	Angela Edwards Director Central Office Procurement

PURPOSE

Authorization is requested to contract with the United Federation of Teachers, Educational Foundation, Inc. (UFT) on behalf of the Bureau of Nonpublic Reimbursable Services for the provision of graduate and undergraduate courses for nonpublic school teachers and administrators for five years, commencing September 1, 2012, for an amount not to exceed $900,000. The current contract expires on August 31, 2012.

DISCUSSION

The Bureau of Nonpublic Schools Reimbursable Services (Bureau) seeks to provide nonpublic school educators access to the greater number and variety of graduate and undergraduate courses UFT offers to New York City public school teachers in the fall, spring and summer terms. *No Child Left Behind* (NCLB) Federal Title IIA requires that teachers receive professional development that supports the development and implementation of sustained and intensive high-quality coursework in core academic areas, to fulfill license and certification requirements.

The UFT leverages its large membership to negotiate tuition costs with individual colleges and universities in the New York City area. The three educational institutions currently offering course enrollments through the UFT are Brooklyn College, College of Mount Saint Vincent, and Touro College. The Bureau wishes to maintain this arrangement in order to comply with Title IIA's requirement that non-public school teachers and administrators receive professional development. These courses will also assist teachers in meeting the requirements for NYS Certification.

An open competitive procurement was not a cost-effective approach to meet the goals of the NCLB Title IIA professional development program. Should vendors able to provide the same quality services as those offered through the UFT become available in the future, a competitive process will be considered.

The UFT charges a $40 registration fee per student to defray clerical, administrative, and fiscal support service costs. This fee has been determined to be nominal in comparison to the cost the Bureau would incur in order to provide these same services.

A comparison of the current cost of tuition, which may vary by semester, and the UFT negotiated tuition rate at each of the participating institutions, is shown below.

Institution	Current Tuition Costs	UFT Negotiated Costs
1. Brooklyn College	$1,030	$1,030
2. The College of Mount Saint Vincent	$2,280 / $2,010	$595
3. Touro College	$1,400	$565

Brooklyn College is the only participating institution that does not extend the UFT a discount. Because it is a CUNY college, it does not have control over tuition rates and must therefore increase its tuition as mandated by the City. The College of Mount Saint Vincent and Touro College have the authority to increase tuition at their own discretion. The UFT does not increase tuition. Tuition increases have averaged less than 30 percent over the past five years.

The estimated annual amount of $180,000 is based on previous enrollment. While enrollment is open to educators in approximately 900 nonpublic schools throughout the City, it will vary annually based on budgetary considerations. As the UFT is the only provider of this service, price comparison was made using previous contacts. The UFT provides a large volume of student clientele to the contracted institutions and can therefore negotiate the lowest possible pricing. Based on the foregoing, DCP has determined that the price offered is fair and reasonable.

The Bureau has determined that UFT has maintained sufficient capacity to provide the services in the timeframes required, at competitive prices, and at the same level of quality as when previously awarded. A background check revealed no adverse information. Therefore, the vendor has been determined to be responsible.

Item: 5

Description:

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

REQUEST FOR AUTHORIZATION (RA #2) FOR ACADEMIC INTERVENTION SERVICES PROFESSIONAL DEVELOPMENT (MTAC R0896)

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$550,000/ $2,750,000	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.	**Everyone Reading Inc.** 71 W. 23rd St. Suite 1527, New York, NY 10010	$50,000	$250,000
2.	**Learning Through an Expanded Arts Program, Inc (L.E.A.P.)** 441 West End Avenue, Suite 2G , New York, NY 10024	$500,000	$2,500,000

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 academic intervention 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 professional development services offered by these vendors 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 2 proposals were evaluated by a Deputy Network Leader (former Principal), a Director of Student Services (former Assistant Principal), an Academic Achievement Coach for Early Literacy, a Director of Instructional Support, a Race to the Top Coach, and a Achievement Coach (former Coordinated Early Intervening Services Coordinator). 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, 5 of which were named in the first request for authorization, 2 of which are named here. The remaining recommended awardees are still undergoing cost/price analysis and background checks.

Everyone Reading Inc. (ERI) offers professional development to teachers of K-12 through a combination of evidence-based instructional approaches, ranging from in-school coaching, in-depth training institutes, conferences on research to practice and workshops at on and offsite locations. ERI provides expertise in dyslexia and related learning disabilities. The program design is based on phonemic awareness, fluency, vocabulary and comprehension. Their service offerings include: diagnostic teaching strategies, follow-up coaching, classroom visits, on-going technical assistance, assessments, and assisting schools to monitor and evaluate Response to Intervention programs.

Learning Through an Expanded Arts Program, Inc.'s (L.E.A.P.) professional development is aimed primarily at teachers and coaches of grades K – 5 offering arts integration into English language arts instruction including: content area literacy, text complexity and phonics. Participants learn to supplement core English language arts instruction through the use of art-infused instructional methodologies: use of drama, creative movement, music, cooking, visual arts and games to promote growth in literacy skills. Included in LEAP's service offerings are: on-going assessment using various rubrics, case studies, reflective practices, trainee portfolios and projects, structured observations, copyrighted lesson plans and delivery of final evaluation report.

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 for Professional Development workshops are lower and DCP's Vendor Cost Price Analysis (VCPA) unit has determined pricing to be fair and reasonable.

Awarded Vendor	Original Hourly Rate for Professional Development	BAFO Hourly Rates for Professional Development
Everyone Reading, Inc.	$667	$250
Learning Through an Expanded Arts Program	$183	$183

The estimated annual contract amount for both vendors is based on spend through their previous contracts.

Both 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 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: 6

Description:

Professional development for teachers and administrators who provide services to English Language Learners.

REQUEST FOR AUTHORIZATION FOR ENGLISH LANGUAGE LEARNERS PROFESSIONAL DEVELOPMENT (MTAC#1C617) RA #3

Estimated Annual / Total Contract Cost	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$375,000 / $1,875,000	Various, including Tax Levy & Reimbursable Funds	Five Years	None	Multiple Task Award Contract	No	Requirements

Vendor Name & Address	Awarded Component(s)
Center for Applied Linguistics 4646 40th Street NW Washington, DC 20016	1, 3, 4

Service Requestor/Contract Manager	Division of Contracts and Purchasing Contact
Angelica Infante Executive Director, Office of English Language Learners Division of Students with Disabilities & ELLs	Joy Gentolia Director, Instructional Service Procurement

PURPOSE

Authorization is requested to contract with Center for Applied Linguistics (CAL) to provide professional development services in academic language development for teachers and administrators working with English language learners. These services will be provided at the discretion of each participating school.

DISCUSSION

This is the third request for authorization (RA) for comprehensive professional development services for ELL programs.

Vendors were asked submit proposals for one or more of the following components:

- Component 1 - Professional development services in Spanish
- Component 2 - Professional development services in one or more languages such as Arabic, Bengali, Chinese, Haitian Creole, Korean, Russian, or Urdu
- Component 3 - Professional development services in academic language development
- Component 4 - Professional development services in mathematics, science social studies, English and/or foreign language instruction

An evaluation committee consisting of three former teachers who are now school administrators within the Office of English Language Learners was established to ensure that the selected vendor will meet schools' needs. Proposals were scored based on: program plan (25 points), demonstrated effectiveness (25 points), organizational capacity (25 points), and price (25 points).

There are already four contracts for these services under the two previous RAs.

Center for Applied Linguistics (CAL) workshops are designed to build the capacity of K-12 dual language program teachers, administrators, and professional development leaders to focus on research-based instructional strategies for improving literacy and oral skills in Spanish and in English. CAL's workshops are designed to prepare teachers in reading/language arts, science, social studies, mathematics, and ESL to meet the needs of a diverse set of English language learners. The core package of services offered includes: in-classroom modeling, observation, coaching, assessments, a trainer's manual, video, study guides and ongoing support via online access, telephone, or as part of a separate training session.

CAL's average rate for all proposed workshops is $681 per hour. Hourly rates for like services by vendors previously contracted under this solicitation averaged $926 per hour. The Vendor Cost Price Analysis (VCPA) unit evaluated pricing and determined it to be fair and reasonable.

The estimated annual contract amount for CAL is based on the average of expenditures for their services under previous contracts.

Background checks included VENDEX, the Uniform Commercial Code, Federal Tax Liens, the Federal Excluded Parties List System, and a comprehensive background check by the VRPA unit. No adverse information was uncovered. The vendor has therefore been determined to be responsible.

Contracts for these services are necessary because the DOE does not possess the personnel required to provide them.

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 a 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: 7

Description:

Whole school reform services for transitional plans that ultimately help schools continue reform efforts on their own.

REQUEST FOR AUTHORIZATION (RA #2) FOR WHOLE SCHOOL REFORM SERVICES (MTAC R0895)

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$400,000 / $2,000,000	Various	Five Years	None	Multiple Task Award Contract (MTAC)	No	Requirements

	Vendor's Name & Address	Component	Estimated Annual Amount	Estimated Total Amount
1	**NYC Outward Bound Center, Inc.** 29-46 Northern Blvd., 4th Floor, Long Island City, NY 11101	A, B, C	$200,000	$1,000,000
2	**Turnaround for Children** 25 West 45th Street, 6th Floor, New York, NY 10036	A, B	$200,000	$1,000,000

Service Requestor	Division of Contracts and Purchasing Contact
Edward Hui Executive Director, Office of School Development Division of Portfolio and Planning	Joy Gentolia Director, Instructional Service Procurement

PURPOSE

Authorization is requested on behalf of the Division of Portfolio and Planning (DPP) to contract with the two above-named vendors for Whole School Reform (WSR) services. WSR services are necessary to support the New York State Education (NYSED) initiative to provide or provided services in schools it has identified as in need of improvement (i.e., SINI, corrective action, restructuring, PLA, or SURR). 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

There are currently 13 WSR contracts that were awarded under a previous solicitation, ten of which will expire on August 31, 2012. These contracts provide services to 201 schools and 31 central/field offices, including the Office of School Improvement, Empowerment Schools Network, Curriculum and Instruction, Bureau of Non-Public Schools, and Learning Support Organizations.

The awarded vendors will provide services to support central offices, cluster/network teams, and school staff in the planning and development of comprehensive whole school restructuring and sustainability programs. The ultimate goal is for program designs to function as transitional plans that lead schools to continue reform efforts on their own.

Vendors proposed for one or more of the following: Component A – Elementary School (Prek-Grade 5); Component B – Middle School (Grades 6-8); Component C – High School (Grades 9-12).

Fifteen proposals were initially received and evaluated by a minimum of three members drawn from a pool of nine evaluators. These two proposals were evaluated by a former math teacher, now Director of New School Development, the Chief Operating Officer from Portfolio Planning, the Director of Title I

Program Reporting and Fiscal Management and a former Quality Assessment Director for Charter Schools, now Deputy Director for School Turnaround. Proposals were scored based on: program plan (30 points), organizational capacity (15 points), pricing (25 points), and demonstrated effectiveness (30 points). Successful vendors were required to achieve a minimum score of 80 points.

The committee recommended seven proposals for award, two of which were named in a previous request for authorization and two are named here. The remaining three vendors opted not to continue with the contracting process following price negotiations with the CPA unit during which the vendors were unable to adjust pricing to meet DOE standards for best value. Currently the evaluation committee is reading a second batch of submissions, which consists of 12 proposals.

NYC Outward Bound Center, Inc. provides a range of programs designed to promote strong leadership and increase student engagement in all grades. The core package of services includes: strategic planning, leadership support, and coaching for principals; teacher professional development, tools, and support for using data effectively; and family and community engagement. Additional student and faculty team building programs using outside the classroom learning expeditions, (i.e., outdoor rock and wall climbing, a high ropes course, backpacking, retreats, and urban explorations), which are aimed at fostering a culture of achievement and self-reliance, are offered throughout the year.

Turnaround for Children will provide training and support for teachers in using classroom and behavior management practices that support social and emotional development of students. The programs are focused on developing school systems that ensures availability of resources, support, and guidance related to youth development. Turnaround's interdisciplinary teams of educators and mental health professionals partner with schools to build capacity and sustain a positive learning environment. Turnaround connects high-risk students to appropriate in-school and community-based services (i.e., intervention referrals, counseling and case management).

Hourly rates for like services by vendors contracted under the previous solicitation averaged $317. NYC Outward Bound Center's and Turnaround for Children's hourly rates, at $175 and $200 respectively, are significantly lower. Pricing was evaluated by DCP's Vendor Cost Price Analysis (VCPA) unit and has been determined to be fair and reasonable.

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

Both vendors have held several contracts with the DOE and were found to have performed satisfactorily. Background checks included VENDEX, the Uniform Commercial Code, the Federal Tax Lien, and the Federal Excluded Parties List System, as well as a comprehensive background check by DCP's Vendor Research & Price Analysis (VRPA) unit. No significant adverse information was uncovered for either vendor. These vendors have thus 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: 8

Description:

Support the UFT Teacher Center's professional development program.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH UFT TEACHER CENTER

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$2,000,000	NYSED	7/1/11-6/30/12	None	Vendor Named in Grant, per Section 1-03 (b) of DOE Procurement Policy & Procedures	Yes	Full Value
Vendor Name & Address	UFT Educational Foundation, Inc. 52 Broadway, 18th Floor New York, NY 10004					

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Rachel Feinberg DAPS Operations, Deputy COO	Maxine Needle Director of Grants

PURPOSE

Authorization is requested to contract with the UFT Educational Foundation, Inc. to support the UFT Teacher Center's professional development program. The program is designed to increase academic achievement for all students by deepening teachers' content knowledge and improving teachers' skills. The Center operates in approximately 180 school-based sites throughout the five boroughs.

DISCUSSION

The Teacher Center's professional development program will assist schools as they adopt the New York State P-12 Common Core Learning Standards, data-driven instruction, and the new teacher evaluation and development system. Funds will also be used to provide instructional materials, equipment, and other professional resources that support professional development at the Teacher Center's school-based sites, including a number of low-performing schools. The selection of materials is determined by school-based advisory committees, and invoices and supporting documentation must be provided to render payment.

The contract will provide $1,435,000 for OTPS and $565,000 for PS expenditures. The OTPS amount will cover instructional supplies and materials for professional development sessions; computer and telecommunications equipment and services; rental, travel, and expense allowances; office furniture and equipment; consultants, trainers, presenters, and curriculum developers to develop and provide PD services; printing and advertising; and general office expenses. The PS expenditures include coverage for general program administration, including compensation and salaries for UFT Teacher Center personnel.

Funds are provided through a State Education Department (SED) Grant. The grant award specifically named this vendor for the amount stated above. To have the services provided by another vendor would be contrary to the grant.

This contract is retroactive because the assignment of grant management roles and responsibilities was delayed during the reorganization of the former Division of Teaching and Learning.

The Contract Manager's office has experience with the vendor providing these services and confirms they performed satisfactorily. DCP reviewed the vendor's background and found no significant adverse information. The vendor has, therefore, been determined to be responsible.

Pricing for the contract services was established by the grantor in the grant award.

Item: 9

Description:

After-school services for children and their parents in high poverty low performing schools in district 16.

REQUEST FOR AUTHORIZATION FOR A 21ST CENTURY COMMUNITY LEARNING CENTER GRANT IN DISTRICT 16

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$75,000	NYSED	9/1/11 – 6/30/12	None	Vendor Named in Grant, Per Section 1-03(b) of DOE Procurement Policy & Procedures	Yes	Full Value
Vendor Name & Address	BENI (Brooklyn Empowerment Neighborhood Initiative) 382 New York Avenue Brooklyn, NY 11213 Attention: Andre Lake					

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Toby Reyes Senior Operations Analyst	Sophia Hargraves Procurement Analyst

PURPOSE

Authorization is requested to contract with BENI (Brooklyn Empowerment Neighborhood Initiative) to provide after-school services for 25 youths and 40 parents who attend low-performing and high-poverty schools in Community Schools District 16.

DISCUSSION

Brooklyn Empowerment Neighborhood Initiative (BENI) will provide after-school programs for students and their families at low-performing and high-poverty schools. Parents will be given the opportunity to participate in workshops covering motivation; discipline; nutrition; homework; gangs; and preparing for middle school, high school, and college. Parents will also receive training on navigating the DOE (e.g., checking their child's attendance and report card grades online), building relationships with their children, and dealing with language and socio-economic barriers.

BENI provides students with academic support and mentoring services that focus on life skills development, physical development, and career exploration. The academic support component will implement the Extended Learning Time (ELT) model, in which mentors offer academic support, class shadowing, and tutoring. In addition, BENI will implement the Young Men's Mentoring program, which provides youth development, mentoring and academic support to participating schools K057, K267, K308, and K455 after school and on weekends.

The grantor's program is a 21st Century Community Learning Center Grant. A contract for these services is necessary because the contract is funded by a grant, and the grant award specifically named this vendor for the amount stated above. To have these services provided by another party would be contrary to the grant.

This contract is retroactive because the vendor did not provide a work plan and budget until after the planning phase began in July, when schools were out of session. A budget was not submitted until December 2011.

The Contract Manager's office has experience with the vendor providing these services and confirms that it has performed satisfactorily. DCP reviewed the vendor's background in the VENDEX system and found no significant adverse information. The vendor has therefore been determined to be responsible.

Pricing for the contracted services was established by the grantor in the grant award.

Item: 10

Description:

After-school services for 25 youths and 40 parents who attend low-performing and high-poverty schools in district 19.

REQUEST FOR AUTHORIZATION FOR A 21ST CENTURY COMMUNITY LEARNING CENTER GRANT IN DISTRICT 19

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Option Amount	Procurement Method	Is Contract Retroactive?	Contract Type
$58,030	NYSED	9/1/11 – 6/30/12	One 1-Year renewal option	$58,030	Vendor Named in Grant, Per Section 1-03(b) of DOE Procurement Policy & Procedures	Yes	Full Value
Vendor Name & Address	BENI (Brooklyn Empowerment Neighborhood Initiative) 382 New York Avenue Brooklyn, NY 11213 Attention: Andre Lake						

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Toby Reyes Senior Operations Analyst	Sophia Hargraves Procurement Analyst

PURPOSE

Authorization is requested to contract with BENI (Brooklyn Empowerment Neighborhood Initiative) to provide after-school services for 25 youths and 40 parents who attend low-performing and high-poverty schools in Community Schools District 19.

DISCUSSION

Brooklyn Empowerment Neighborhood Initiative (BENI) will provide after-school programs for students and their families at low-performing and high-poverty schools. Parents will be given the opportunity to participate in workshops covering motivation; discipline; nutrition; homework; gangs; and preparing for middle school, high school, and college. Parents will also receive training on navigating the DOE (e.g., checking their child's attendance and report card grades online), building relationships with their children, and dealing with language and socio-economic barriers.

BENI provides students with academic support and mentoring services that focus on life skills development, physical development, and career exploration. The academic support component will implement the Extended Learning Time (ELT) model, in which mentors offer academic support, class shadowing, and tutoring. In addition, BENI will implement the Young Men's Mentoring program, which provides youth development, mentoring and academic support to participating schools K166, K174, K306, and K660 after school and on weekends.

The grantor's program is a 21st Century Community Learning Center Grant. A contract for these services is necessary because the contract is funded by a grant, and the grant award specifically named this vendor for the amount stated above. To have these services provided by another party would be contrary to the grant.

This contract is retroactive because the vendor did not provide a work plan and budget until after the planning phase began in July, when schools were out of session. A budget was not submitted until December 2011.

The Contract Manager's office has experience with the vendor providing these services and confirms that it has performed satisfactorily. DCP reviewed the vendor's background in the VENDEX system and found no significant adverse information. The vendor has therefore been determined to be responsible.

Pricing for the contracted services was established by the grantor in the grant award.

Item: 11

Description:

Development of the web-based tool iPlan that New York City schools use to develop their Comprehensive Educational Plans (CEPs).

REQUEST FOR AUTHORIZATION FOR SOFTWARE DEVELOPMENT SERVICES

Annual/Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$800,000	NYSED	9/01/11-8/31/12	None	Vendor Named in Grant, Per Section 1-03(b) of DOE Procurement Policy & Procedures	Yes	Full Value
Vendor Name & Address	InfusionDev, LLC 599 Broadway, 5th Floor New York, NY 10012					

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Melissa Torres Division of Portfolio Planning	Maxine Needle Director of Grants

PURPOSE

Authorization is requested to contract with InfusionDev, LLC to complete development of the web-based tool "iPlan." Schools use iPlan to develop Comprehensive Educational Plans (CEPs) as required for all schools per NYSED and Chancellor's regulations.

DISCUSSION

iPlan is an interactive web-based application that replaces the previously paper-based CEP in one online system. iPlan assists School Leadership Teams (SLTs) with the CEP development process and facilitates communication between SLT members. In addition, iPlan allows for comments and feedback from school stakeholders, network staff, and superintendents to be incorporated into the CEP and streamlines the process for final CEP and related school budget sign-off.

Infusion originally worked with the DOE on iPlan's development as a subcontractor to Software House International (SHI). After SHI's contract expired, InfusionDev received its own contract, which was funded under a Title I School Improvement Grant from the New York State Education Department. The contract covered by this RA will enable the completion of iPlan's final phase, which will accommodate changes in approvals, goals, and budgets without additional development effort.

Given InfusionDev's deep content knowledge of CEPs and the work already done on iPlan, completing development with this vendor is the most cost-effective and efficient course of action for the DOE. Accordingly, the grant award specifically named InfusionDev, LLC for the amount stated above.

This contract is retroactive because NYSED did not release the grant funds to the DOE until March 2012.

DCP reviewed information regarding the vendor's background in the VENDEX system and found no significant adverse information. The contract manager's office has experience with the vendor providing other services and confirms satisfactory performance. The vendor has therefore been determined to be responsible.

Pricing for the contracted services was established by the grantor in the grant award.

Item: 12

Description:

Professional development and student services in support of the Perkins Title II Consortium Grant in Community School District 31 and two Manhattan high schools, Murry Bergtraum High School and High School for Health Professional and Human Services.

REQUEST FOR AUTHORIZATION FOR PROFESSIONAL DEVELOPMENT AND STUDENT SERVICES IN SUPPORT OF A PERKINS TITLE II CONSORTIUM GRANT

Annual/Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$59,422	NYSED	7/1/11 – 6/30/12	None	Vendor Named in Grant, Per Section 1-03(b) of DOE Procurement Policy & Procedures	Yes	Full Value
Vendor Name & Address	Research Foundation of CUNY/College of Staten Island Discovery Institute 2800 Victory Blvd – A309 Staten Island, New York 10314 Attention: Peter M. Takvorian					

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Patricia M. Payne Senior Grants Officer	Sophia Hargraves Procurement Analyst

PURPOSE

Authorization is requested to contract with the Research Foundation of CUNY/ College of Staten Island Discovery Institute (CSI DI) to provide professional development and student services in support of the Perkins Title II Consortium Grant in Community School District 31 and two high schools, Murry Bergtraum High School and High School for Health Professional and Human Services, both in Manhattan.

DISCUSSION

The medical Technology Tech Prep program is a collaborative initiative between the College of Staten Island Discovery Institute (CSI DI) and the DOE, which has been funded by the Perkins Title II Consortium Grant.

The program was developed in association with local health care industry partners to alleviate personnel shortages and to increase student interest in biology and related sciences. CSI DI's Bio-Medical Technologies career program offers students entry into high-skills, high-paying, non-traditional health-related careers, such as biotechnology, pharmaceuticals, and dental technologies.

CSI DI will provide professional development for teachers, administrators, counselors, and grade advisers, enabling them to provide information to students regarding career choices. Teacher professional development will focus on helping students enter degree programs without remediation. In addition, CSI DI will provide dropout prevention and re-entry services, along with entry-level college credit courses for high school juniors and seniors.

The contract is retroactive because of the late release of grant award letters from the New York State Education Department.

A contract for these services is necessary because the contract is funded by a grant, and the grant award specifically named this vendor for the amount stated above. To have these services provided by another party would be contrary to the grant.

The Contract Manager's office has experience with the vendor providing these services and confirms that it performed satisfactorily. DCP reviewed the vendor's background in the VENDEX system and found no significant adverse information. The vendor has therefore been determined to be responsible.

The price for services was established by the grantor in the grant award.

Item: 13

Description:

After-school services for 75 students ages 13-21 who reside in temporary housing in the borough of Queens.

REQUEST FOR AUTHORIZATION FOR YMCA OF GREATER NY TO PROVIDE AFTER-SCHOOL PROGRAMS FOR HOMELESS STUDENTS

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Option Amount	Procurement Method	Is Contract Retroactive?	Contract Type
$82,000 / $164,000	NYSED	9/1/11 – 6/30/12	One 1-Year Renewal Option	$82,000	Vendor Named in Grant, Per Section 1-03(b) of DOE Procurement Policy & Procedures	Yes	Full Value
Vendor Name & Address	YMCA of Greater NY 5 West 63rd Street, 6th Floor New York, NY 10023 Attention: Denise Zimmer						

Service Requestor/Contract Manager	Division of Contracts & Purchasing Contact
Vincent Chin Senior Operations Manager of Funded Programs	Maxine Needle Director of Grants

PURPOSE

Authorization is requested to contract with YMCA of Greater of NY to provide after-school services for middle and high school students in Queens who are living in homeless shelters.

DISCUSSION

The YMCA of Greater of NY/Jamaica Branch will provide after-school services for 75 student's age 13-21 who reside in Temporary Housing in the borough of Queens. The program will focus on academic support, youth development, physical recreation, counseling services, and parental engagement. The YMCA will execute these services through project-based learning groups and clubs focused on learning a craft. Various in-kind programs already in existence at the Jamaica Branch will offer such enrichments as trips, supplies, and guest speakers. To engage parents in the work being conducting with their youngsters, the YMCA will conduct parent workshops and family nights at the branch.

The grantor's program is a McKinney-Vento Education for Homeless Children and Youth grant. A contract for these services is necessary because the contract is funded by a grant, and the grant award specifically named this vendor for the amount stated above. To have these services provided by another party would be contrary to the grant.

The contract is retroactive because notification of the grant award arrived late; consequently, the vendor was late in submitting the necessary documentation after making various revisions to the program.

DCP reviewed the vendor's information in the VENDEX system regarding past performance and found that the vendor has performed unsatisfactorily on other previous City contracts. However, the contract manager's office has experience with the vendor providing these services and confirms that it performed satisfactorily. The vendor has therefore been determined to be responsible.

Pricing for the contracted services was established by the grantor in the grant award.

Item: 14

Description:

Add-on item. Utilizing the Educational Partnership Model to give schools access to alternative instructional and operational models in order to more effectively implement educational programs and increase student achievement.

AMENDED REQUEST FOR AUTHORIZATION TO CONTRACT WITH EDUCATIONAL PARTNERSHIP ORGANIZATIONS (RA#2)

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Estimated Option Amount	Procurement Method	Is Contract Retroactive?	Contract Type
$6,527,170/ $19,581,510	School Budgets via NYS School Improvement Grants (SIG); *Tax Levy for first year*	Three Years	One 2-Year Renewal Option	$13,054,340	Expedited Competitive Solicitation	Yes	Requirements

	Vendor's Name & Address	Estimated Annual Amount	Estimated Total Amount
1.	**Institute for Student Achievement** One Old Country Road, Suite 250 Carle Place, NY 11415	***$735,000**	**$2,205,000**
2.	**Abyssinian Development Corporation** 4 West 125th Street, 3rd Floor New York, NY 10027	**$750,000**	**$2,250,000**
3.	**New Visions for Public Schools, Inc.** 320 West 13th Street, 6th Floor New York, NY 10014	****$2,177,170**	**6,531,510**
4.	**The Center for Educational – Public Educational Association** 28 West 44th Street, Room 300 New York , NY 10036	**$1,050,000**	**$3,150,000**
5.	**Board of Control for Southern Regional Education (SREB)** 592 Tenth Street NW Atlanta, GA 30318	**$690,000**	**$2,070,000**
6.	**Johns Hopkins University** 3400 N. Charles Street Suite 225 – Mergenthaler Hall Baltimore, MD 21218	**$1,125,000**	**$3,375,000**

***Yrs 1 &2 est. annual amount is $780,000. Yr 3 est. annual amount is $650,000**
****Yr 1 est. annual $1,880,000. Yrs 2 & 3 est. annual amount is $2,325,752**

Service Requestor	Division of Contracts & Purchasing Contact
Edward Hui Executive Director Office of School Development	Andrea Black Director, School Based Procurement

STATEMENT OF PURPOSE

Authorization is requested on behalf of the Division of Portfolio Planning (DPP) and the Division of Academics, Performance & Support (DAPS) to contract with the above-named vendors for Educational Partnership Organizations (EPOs) services. These organizations will become fully integrated partners in the management of schools that the New York State Commissioner of Education has designated as persistently lowest-achieving (PLA), pursuant to Education Law §211-e. Funding for this initiative will come from New York State School Improvement Grants (SIG). *Tax levy funding shall be used for first year in the event that grant funding is not approved by New York State Education Department (NYSED). Funding for future years shall be subject to NYSED approval of SIG.* Services will commence on or before September 1, 2011, with a contract term of three years and one 2-year renewal option; however, the length of the individual agreements between providers and individual schools may vary.

DISCUSSION

The Department is in the process of applying for SIG funding from the New York State Education Department (NYSED). These funds are available to schools designated as persistently lowest achieving (PLA) by NYSED in order to implement one of the four federally approved school intervention models (i.e: Turnaround, Restart, Transformation, and School Closure).

Through an expedited competitive solicitation (ECS), the DOE sought qualified EPOs to provide comprehensive school reform services that focus on turning around failing schools, closing the achievement gap and preparing students for success after graduation. The EPO initiative is designed to provide schools access to alternative instructional and operational models in order to implement educational programs more effectively and increase student achievement.

The selected partners will provide schools with support services in the following areas:

(i) accountability, curriculum, instructional, and organizational support;
(ii) special needs services coordination;
(iii) youth development support;
(iv) student discipline support;
(v) organizational and staff development; and
(vi) budget advisement.

In addition, EPOs may make recommendations to the Chancellor pertaining to their assigned schools' budget, principal selection, staff hiring and evaluation, superintendent's suspensions, curriculum, school schedule and calendar, principal evaluations, teacher tenure decisions, discipline and termination of pedagogic staff, and staff development.

The DOE will retain ultimate decisional authority and control over all services provided for in this ECS. Individual schools and school leaders will remain responsible for fulfilling the Department's accountability goals and conforming school operations to both law and relevant DOE policies. School principals will direct educational and provider services, as they deem necessary to improve student performance and achieve school-level accountability goals.

To meet federal and state requirements, DPP requested a procurement method that would expedite the initiative while providing the advantages of a competitive procurement. Accordingly, the Division of Contracts and Purchasing (DCP) released an ECS. Eleven proposals were received and reviewed by a

four-member evaluation committee consisting of senior DOE leaders drawn from the Office of School Development, the Office of Postsecondary Readiness, the Office of School Support, and the Office of School Services, all of whom have extensive pedagogic, operations, and/or managerial experience.

Proposals were evaluated and scored based on program plan (30 points), organizational capacity (20 points), demonstrated effectiveness (25 points), and price (25 points). The evaluation form included benchmarks for restructuring methodologies.

Of the 11 proposals received, the committee selected the following eight for negotiations:

- Abyssinian Development Corporation (ADC)
- Association for Supervision and Curriculum Development (ASCD)
- Board of Control for Southern Regional Education (SREB)
- Center for Educational Innovation-Public Education Association (CEI-PEA)
- Generation Schools Network (GSN)
- Institute for Student Achievement (ISA)
- Johns Hopkins University (JHU)
- New Visions for Public Schools (NVPS)

The selected providers were found to offer clear, detailed, rational, concise descriptions of the supports they will provide, adequate human, organizational, technical, professional resources and abilities, and prior experience providing comparable services in or to public schools.

Folllowing additional negotiations around price, the evaluation committee reconvened and scored the revised submissions and six were selected. GSN did not submit a BAFO, indicating that they did not wish to work with schools in the 2011-12 school year. ASCD was prohibitively expensive.

- Background checks performed on all six vendors and ADC, SREB, NVPS, CEI-PEA, and ISA had no significant adverse findings.
- There were two noteworthy findings related to JHU:

  (1) A vote on John's Hopkins bid to provide support services to West Philadelphia High School was delayed as a result of reports that the group paid up to $500 to four parents on a school advisory council. The latest information we have is that and is still pending, no vote had taken place, and the school had not chosen a support services provider. Despite this matter, JHU was a January 2011 finalist to run six charter schools across the Philadelphia school system, although no final decision has been made.

  (2) JHU's Financial Aid Director resigned after a 2007 investigation by the New York State Attorney General found she had received $65,000 in consulting fees and tuition payments from a student loan company. As part of a settlement, JHU agreed to pay $1.125 million in education funds and to adopt a student-loan code of conduct.

  VRPA has informed JHU that an update to their questionnaire regarding both matters must be submitted to the Mayor's Office on Contracts and an agency request has been entered by the DOE.

A review of the six vendors' financial resources, business integrity, and reference letters indicates that they are responsible to perform the requested services in accordance with these contracts. Although press reports critical of some have been found, none of these reports are extraordinary or warrants a non-responsibility determination. The Institute for Student Achievement, Abyssinian Development Corporation, Board of Control for Southern Regional Education, and Johns Hopkins University are new vendors to the DOE. The Center for Educational Innovation-Public Education Association and New Visions for Public Schools have each held several contracts with the DOE; both were found to have

performed satisfactorily. The execution of these contracts is subject to Office of Equal Opportunity review and approval.

The estimated total cost per vendor varies according to a number of factors. First, the estimated annual per school cost that was negotiated for each EPO varies and reflects different levels of service, depending on the EPO's theory of change and program plan. Some EPOs offered program plans with more centralized support (as opposed to direct in-school support), so costs associated with these EPOs tend to be lower than the others we have. Additionally, some intervention plans provide more intensive support, including onsite support and staffing at schools.

The pricing for EPO services is predominantly attributed to labor, ranging from 82% to 97% of the annual contract cost. The labor rates range from as little as $23 an hour to about $144 per hour (Johns Hopkins). These rates fall within the range of the hourly rates for similar titles and services charged by vendors which will be awarded contracts under IC439 – Whole School Reform, whose prices per hour range from $180 to $19. Further, all proposers indicated that full time staff listed in the EPO budgets whose full salaries are charged to the EPO contract, will be 100% dedicated to the EPO contract, working full time in EPO schools. Therefore, pricing can be deemed fair and reasonable.

Based on individual schools needs, the DOE sought to match schools with an EPO who would best serve them and the school community at large. Therefore, the estimated annual contract amount for each EPO is based on the vendor's negotiated per school cost, multiplied by the number of schools that will work with the EPO. The total cost for Year 1 of this initiative is $6,527,170.

The charts, as seen on the next page provides each vendor's student capacity at each school level, the number of PLA schools identified for each school level, the initial pricing, and BAFO amounts. Each cost supports the innovative intervention models that will be implemented by the selected vendors to demonstrate economies of scale.

Elementary and Middle School Proposers

# of Students	Est. Schools Per Category	BAFO CEI	BAFO ADC	BAFO JHU/DN
<500	1	332,500	375,000	372,609
500-999	2	382,500	375,000	382,609
1000-1499	0			417,609
1500-1999	0			427,609
2000+	0			427,609

High School Proposers

# of Students	Est. Schools Per Category	BAFO CEI	BAFO ADC	BAFO JHU/DN	BAFO SREB	BAFO NV	BAFO NV (Yr. 2 & 3)	BAFO ISA	BAFO ISA (Yr. 3)
<500	2	332,500	375,000	428,359		408,000	484,743	117,899	103,431
500-999	2	382,500	375,000	452,074	344,997	592,000	735,563	189,174	160,446
1000-1499	1			494,095	344,997	786,175	N/A	273,880	230,790
1500-1999	0			522,487	344,997	880,000	N/A	346,375	288,919
2000-2499	2			562,238	344,997	880,000	1,105,446	416,424	344,605
2500-2999	3			562,238	344,997	880,000	1,105,446	501,826	415,642
3000-3499	1					880,000	1,105,446	573,316	472,768
3500-3999	0							643,703	528,791

Note:

CEI - The Center for Educational - Public Educational Association

ADC - Abyssinian Development Corporation

JHU/DN - John Hopkins Univerersity

SREB - Board of Control for Southern Regional Education

NV - New Visions for Public Schools, Inc.

ISA - Institute for Student Achievement