

BOT Meeting:	<b>February 18, 2019</b>
Solicitation No.:	<b>RFP 19-024LB</b>
References:	<b>District Goal 3</b>
Description:	<p><b>CTE Instructional Resources:</b></p> <p><b><u>Recommendation</u></b></p> <p>The Administration is seeking Board approval for the continued purchase of instructional resources for the Career and Technical Education (CTE) Program from multiple vendors in an amount not to exceed \$8,750,000 over a five-year period, and authorization for the Superintendent to negotiate and execute the agreements and subsequent renewals through 2024.</p> <p><b><u>Summary</u></b></p> <p>On September 17, 2018, Fort Bend ISD issued RFP 19-024LB soliciting proposals for instructional materials for all Career and Technical Education courses. In the past, CTE has used vendors that were available on various other bids to fulfill orders. The CTE Director elected to initiate a bid soliciting CTE specific materials to better meet the department's needs. To support all students in reaching their full potential, Fort Bend ISD offers fifteen different program areas as part of the CTE program. The materials list includes items appropriate for the fifteen program areas offered through CTE.</p> <p>Instructional resources support implementation of the Texas Essential Knowledge and Skills (TEKS), strategies, activities, and assessments that comprise the District curriculum. To meet expectations of the TEKS and to provide students with access to real world learning experiences, instructional materials are utilized to assist students and teachers in the learning process.</p> <p><b><u>Background</u></b></p> <p>In 2017-18, \$1,500,000 was budgeted for CTE instructional resources. Because various bids were used to fulfill orders in the past, Purchasing did not track CTE specific expenditures and cannot provide the exact amount spent historically. Now that the District has processed a bid specific to CTE, we can better track the spending trends moving forward. Due to the expansion of our CTE programs, staff is requesting additional funding, and expenditures will not exceed \$8,750,000 through 2024. This equates to \$1,750,000 per year.</p>
Requested By:	Diana Sayavedra, Chief Academic Officer Steven Bassett, Chief Financial Officer
Vendors:	Follett School Solutions Flinn Scientific Goodheart-Willcox Company (dba Goodheart-Willcox Publishers) Strategic IP Licensing (dba PetroEd) Pocket Nurse Enterprises (dba Pocket Nurse)

	Circle Saw Builders Supply Complete Book & Media Supply Marianna Industries Nasco Education Carolina Biological Supply Company Cengage Learning Red & Black Books Pitsco Education Technical Laboratory Systems Data Projections Pearson Education CEV Multimedia Early Childhood (dba Discount School Supply) The Acorn Group (dba Acorn Naturalists) Little Scientists (dba Mad Science of Houston) McGraw-Hill School Education Evco Partners (dba Burgoon Company) LEGO Brand Retail (dba LEGO Education North America) Estrellita Crisis Prevention institute MBA Research & Curriculum Center Realityworks Express Booksellers Educational Innovations NBC Learn (division of NBC Universal Media) Vista School Resources Steps to Literacy EDL US (eDynamic Learning) Project Education (dba EduProject ELL) Watchful Eye Consulting
Budget Sources:	General Fund Carl Perkins Federal Funds
Amount:	Not to Exceed - \$8,750,000 through 2024
Other Supporting Information	
Sole Source:	No
Number of vendors contacted by Purchasing:	5
Number of vendors contacted by FBISD Notification System:	5618
Number of vendors downloaded the solicitation:	337
Number of responses received:	39
Number of "no bid" responses received:	6
Length of commitment:	Through 2024
Last solicitation date:	N/A
Supporting documents:	Evaluation Summary and Criteria
Disclosure under Board Policy CH, CV, or DBD (Local):	None

**Evaluation Summary**  
**RFP 19-024LB**  
**CTE Instructional Resources**  
**February 18, 2019**

Vendors	Purchase Price. Offer Fair & Reasonable Price for Items or Services Procured by FBISD (20 pts. Max)	Reputation of the Vendor and of the Vendor's Goods or Services (5 pts. Max)	Quality of the Vendor's Goods or Services (30 pts. Max)	Extent to Which the Goods or Services Meet the District's Needs (25 pts. Max)	Vendor's Past Relationship With the District or District of Similar Size (5 pts. Max)	Long-Term Cost to the District to Acquire the Vendor's Goods or Services (5 pts. Max)	Insurance Requirements: A Copy of the Certificate of Liability Insurance and Waiver of Subrogation Should be in Your Proposal (5 pts. Max)	Extent to Which Vendor Agrees to our Standard Form of Agreement, By Signing the Agreement (5 pts. Max)	Proposer's Total Score
Follett School Solutions, Inc.	20	2	30	25	5	5	5	5	97
Flinn Scientific, Inc.	20	2	30	25	5	5	5	5	96
Goodheart-Willcox Company Inc. (dba Goodheart-Willcox Publisher)	20	3	30	25	5	5	1	5	94
Strategic IP Licensing, Inc. ( dba PetroED)	20	3	30	25	5	5	1	5	94
Pocket Nurse Enterprises, Inc. (dba Pocket Nurse)	15	3	30	25	5	5	5	5	93
Circle Saw Builders Supply, Inc.	15	2	30	25	5	5	5	5	92
Complete Book & Media Supply, LLC	20	5	25	21	4	4	5	5	88
Marianna Industries, Inc.	10	2	30	25	5	5	5	5	87
Nasco Education, LLC	15	2	30	25	5	5	1	5	88
Carolina Biological Supply Company	5	5	30	24	4	5	5	5	83
Cengage Learning, Inc.	3	5	30	25	5	5	5	5	83
Red & Black Books, LLC	7	2	29	25	5	5	5	5	83
Pitsco Education	5	2	30	25	5	5	5	5	81
Technical Laboratory Systems, Inc.	3	3	30	25	5	5	5	5	81
Data Projections, Inc.	3	5	30	23	5	4	5	5	80
Pearson Education, Inc.	5	1	30	25	5	5	5	5	81
CEV Multimedia Ltd.	1	3	30	25	5	5	5	5	79
Early Childhood, LLC (dba Discount School Supply)	15	2	24	20	4	5	5	5	79
The Acorn Group (dba Acorn Naturalists)	10	2	29	23	5	5	5	1	79
Little Scientists (dba Mad Science of Houston)	6	2	26	23	5	4	5	5	76
McGraw-Hill School Education, LLC	1	3	28	24	5	4	5	5	76
Evco Partners LP (dba Burgoon Company)	1	2	29	24	5	5	5	5	76
LEGO Brand Retail, Inc. (dba LEGO Education North America)	3	2	28	23	5	5	5	5	75
Estrellita, Inc.	9	2	24	21	5	5	5	5	75
Crisis Prevention Institute, Inc.	7	5	22	15	3	4	5	5	66
MBA Research and Curriculum Center	1	2	29	21	4	4	1	5	67
RealityWorks, Inc.	1	3	23	22	5	5	1	5	65
Express Booksellers	20	5	15	13	2	3	1	5	64
NBC Learn, a Division of NBC Universal Media, LLC	15	3	15	12	3	3	5	5	61
Educational Innovations, Inc.	5	2	23	22	4	4	1	1	62
Vista School Resources, Inc.	3	5	17	15	4	4	5	5	58
Steps To Literacy, LLC	20	2	9	10	2	3	5	5	56
EDL US, LLC (eDynamic Learning)	9	2	17	10	1	3	5	5	52
Project Education (EduProject ELL, LLC)	5	5	15	11	3	3	5	5	51
Watchful Eye Consulting, LLC.	20	1	10	10	3	2	1	5	52
Kamico Instructional Media	10	2	14	10	1	1	5	5	47
Davis Publications	1	5	18	11	3	4	1	1	43
EMC Publishing	1	2	15	11	3	3	1	5	41
John Wiley & Sons, Inc.	1	1	13	9	2	2	5	5	38

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**Evaluation Criteria:** Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District’s needs such as per section, groups, or all.

	<b>Evaluation Criteria</b>	<b>Point System</b>
1	<b>Purchase Price</b> Offer a fair and reasonable price for items or services to be procured by Fort Bend ISD. Pricing will be calculated using the Price Delivery Sheet in this document.	20 points
2	<b>Reputation of the Vendor and of the Vendors Goods or Services</b> Experience: Use and success of the product(s) and/or services in school districts or similar entities.	5 points
3	<b>Quality of the Vendors Goods or Services</b> Relevant experience with school curriculum/content knowledge as it pertains to bid specifications	30 points
4	<b>Extent to Which the Goods or Services Meet the District’s Priorities</b> as Specified in Bid Requirements.	25 points
5	<b>Vendor’s Past Relationship With the District or Districts of Similar Size</b>	5 points
6	<b>Long-Term Cost to the District</b>	5 points
7	<b>Insurance Requirements:</b> A copy of the Certificate of Liability Insurance should be in your proposal.	5 points
8	<b>Extent to Which the Vendor Agrees to our Standard Form of Agreement Embedded Herein as Appendix A.</b> By Signing the Agreement, you assent to the Terms and Conditions of Fort Bend ISD	5 points
	<b>TOTAL</b>	<b>100 points</b>