

BOT Meeting:	<b>May 13, 2019</b>
Solicitation No.:	<b>RFP 19-066MC</b>
References:	<b>District Goal 1</b>
Description:	<p><b>Supplemental Instructional Resources for K-12: ELA, Math, Science, Social Studies, World Languages, Health, Physical Education, STEM, Coding, Robotics:</b></p> <p><b><u>Recommendation</u></b></p> <p>The Administration is seeking Board approval for the supplemental purchase of Instructional Resources for identified areas of need in K-12 ELA, Math, Science, Social Studies, World Languages, Health, Physical Education, STEM, Coding, and Robotics from the vendors listed below in an amount not to exceed \$15,000,000 through 2022, and authorization for the Superintendent to negotiate and execute the contracts. Materials on the list include items appropriate for the specified program areas.</p> <p><b>Note:</b> Each year, the Business and Finance Department, in partnership with the Academic Affairs Divisions, engages in a supplemental RFP process for this category to add vendors to the authorized list in order to ensure the District has a comprehensive set of sources that aligns with the District’s instructional programs. The purpose of this proposed action is to add the recommended vendors to the list of previously approved vendors. The originally approved five-year length of commitment and authorized expenditure amount does not change.</p> <p><b><u>Summary</u></b></p> <p>To support all students in reaching their full potential, FBISD offers a robust Pre K–12 curriculum. Instructional materials support the implementation of the Texas Essential Knowledge and Skills (TEKS), strategies, activities, and assessments that comprise the District curriculum. To meet the expectations of the TEKS and the full scope of the curriculum, instructional materials are utilized to assist students and teachers in the learning process.</p> <p>On September 18, 2017, the Board authorized RFP17-036LB for instructional materials in an amount of \$3 million per year over a five-year period, creating a pre-approved list of vendors. This has streamlined ordering and contracting for goods and services in smaller increments often used by campuses or departments.</p> <p>In June 2018, the Board approved adding vendors through RFP 18-043LB to enhance the District’s approved vendor list, specifically focusing on program vendors for literacy support including Pre-K and primary literacy programs, word study programs, and writing programs, as well as new STEM programming such as coding and robotics.</p> <p>On February 26, 2019, Fort Bend ISD issued RFP 19-066MC, which focused on resources supporting content area literacy and skill development, in alignment with the instructional models for ELA, Math,</p>

	<p>Science, Social Studies, and the other target programs highlighted in the bid. Other priorities included support materials for English learners, and tiered strategies of intervention and enrichment for students working below and beyond grade level. Another key area of focus in the RFP was support of blended learning modalities and STEM initiatives including coding and robotics. Print and digital program materials were eligible for consideration, and vendors offering professional development, ongoing customer support, and technical support were given priority.</p> <p>A team comprised of members from departments within Teaching and Learning including the Literacy team, the STEM team, Multilingual Services, Teacher Development, and Instructional Resources, as well as CTE staff, reviewed and scored the proposals using a standardized rubric. The District will add the selected vendors to the original pre-approved vendor list in order to provide the District with more options for purchasing instructional resources. Materials in the identified areas will support implementation of components in the District curriculum, specifically tiered instruction, language and content literacy development, and new technology lessons and courses. Approval of the recommended vendors will support goals for District deployment of resources to schools as well as campus purchases based on identified needs. Material offerings include print and digital formats that vary by vendor and type of product. The expenditure amount will remain \$15,000,000 through 2022.</p> <p><b><u>Background</u></b></p> <p>Expenditures in 2017-18 were \$3,068,820. Expenditures year-to-date for 2018-19 are \$982,947. Expenditures will not exceed \$15,000,000 through 2022, and funding is included in departmental and campus annual budgets.</p>
Requested By:	Diana Sayavedra, Chief Academic Officer Stephanie Williams, Executive Director of Teaching & Learning
Vendor:	Advanced Graphics SDE, Inc. (dba Stenhouse Publishers) US Games (division of BSN) Discovery Education, Inc. GL Group(dba BookSource) Social Studies School Services DynEd International Inc. NBC Learn, a division of NBC Universal, LLC Learn-Ed, LLC (dba EduSmart) Exploros, Inc. WRS Group, Ltd.(dba Health EDCO) Saddleback Educational Publishing The New Book Press, LLC Peoples Education (dba Mastery Education) Russell's Educational Consulting Math GPS, LLC

	Benchmark Education Company, LLC Cheng & Tsui Company Moby Max, LLC CEV Multimedia, Ltd. Lexia Learning System, LLC Children's Plus, Inc. Mackin Educational Resources University of Texas @ Austin (The Charles A Dana Center) Waldorf Publishing, LLC Dyna Study, Inc. Marco Products, Inc. RealityWorks
Budget Sources:	General Fund, Title Funds, Instructional Materials Allotment (IMA) Funds, Campus Activity Funds
Amount:	Not to Exceed \$15,000,000 through 2022
Other Supporting Information	
Sole Source:	No
Number of vendors contacted by Purchasing:	34
Number of vendors contacted by FBISD Notification System:	1941
Number of vendors downloaded the solicitation:	312
Number of responses received:	55
Number of "no bid" responses received:	3
Length of commitment:	Through 2022
Last solicitation date:	N/A
Supporting documents:	Evaluation Summary and Rubric
Disclosure under Board Policy CH, CV, or DBD (Local):	None

**Evaluation Summary**

**RFP 19-066MC**

**Supplemental Instructional Resources for K-12: ELA, Math, Science, Social Studies, World Languages, Health, Physical Education, STEM, Coding, Robotics**

**May 13, 2019**

Vendor	Purchase Price. Offer Fair & Reasonable Price for Items or Services Procured by FBISD (20 pts. max)	Reputation of the Vendor and of the Vendors Goods or Services. Vendor Has Solid Reputation with Other ISDs, Govt. or Collegiate Entities; High Level Customer Service (5 pts. max)	Quality of the Vendors Goods or Services. Relevant Experience With School Curriculum/Content Knowledge as it Pertains to Bid Specifications (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 (5 pts. Max)	Long-Term Cost to the District to Acquire Vendor's Goods or Services (5 pts. Max)	Extent to Which Vendor Agrees to Our Standard Form of Agreement, By Signing the Agreement. (5 pts. Max)	Insurance Requirement: A Copy of the Certificate of Insurance Included in Your Proposal (5 pts. Max)	Proposer's Total Score (100 pts. Max)
Advanced Graphics	12.00	4.50	23.00	21.00	4.60	5.00	5.00	5.00	80.10
SDE, Inc. (dba <b>Stenhouse Publishers</b> )	8.00	1.00	30.00	25.00	5.00	1.00	5.00	5.00	80.00
US Games (division of BSN)	4.00	3.50	28.00	25.00	5.00	1.00	5.00	5.00	76.50
Discovery Education, Inc.	1.00	4.00	30.00	25.00	5.00	1.16	5.00	5.00	76.16
GL Group (dba <b>BookSource</b> )	8.00	1.00	30.00	25.00	5.00	1.00	1.00	5.00	76.00
Social Studies School Services	4.00	3.50	28.00	24.00	5.00	5.00	1.00	5.00	75.50
DynEd International Inc.	4.00	1.00	29.00	24.00	5.00	1.75	5.00	5.00	74.75
<b>NBC Learn</b> , a division of NBC Universal, LLC	8.00	4.00	25.00	21.00	4.50	1.50	5.00	5.00	74.00
Learn-Ed, LLC (dba <b>EduSmart</b> )	4.00	4.00	27.00	20.00	4.50	3.50	5.00	5.00	73.00
Exploros, Inc.	4.00	5.00	23.00	19.00	5.00	5.00	5.00	5.00	71.00
WRS Group, Ltd.(dba <b>Health EDCO</b> )	1.00	1.00	28.00	25.00	5.00	1.00	5.00	5.00	71.00
Saddleback Educational Publishing	1.00	3.90	24.50	25.00	4.50	1.00	5.00	5.00	69.90
The New Book Press, LLC	1.00	1.50	24.00	23.00	5.00	5.00	5.00	5.00	69.50
Peoples Education (dba <b>Mastery Education</b> )	1.00	4.00	25.00	20.00	4.50	3.50	5.00	5.00	68.00
Russell's Educational Consulting	4.00	4.00	24.00	21.00	4.00	1.00	5.00	5.00	68.00
Math GPS, LLC	1.00	3.00	24.00	22.00	4.00	2.33	5.00	5.00	66.33
Benchmark Education Company, LLC	1.00	3.80	26.00	20.00	4.00	1.25	5.00	5.00	66.05
Cheng & Tsui Company	1.00	2.70	25.00	21.00	5.00	1.00	5.00	5.00	65.70
Moby Max, LLC	8.00	3.10	22.00	17.00	4.00	1.40	5.00	5.00	65.50
CEV Multimedia, Ltd.	1.00	1.00	23.00	21.00	4.00	5.00	5.00	5.00	65.00
Lexia Learning System, LLC	8.00	3.70	20.00	17.00	4.00	2.22	5.00	5.00	64.92
Childrens Plus, Inc.	8.00	4.50	20.00	17.00	4.00	1.00	5.00	5.00	64.50
Mackin Educational Resources	4.00	4.30	20.00	18.00	4.50	1.00	5.00	5.00	61.80
University of Texas @ Austin (The Charles A Dana Center)	1.00	1.00	24.60	19.60	4.00	1.00	5.00	5.00	61.20
Waldorf Publishing, LLC	12.00	4.00	17.50	15.00	1.50	1.00	5.00	5.00	61.00
Dyna Study, Inc.	4.00	1.00	23.00	18.00	2.50	2.30	5.00	5.00	60.80

Marco Products, Inc.	4.00	1.00	22.00	18.00	4.00	1.00	5.00	5.00	60.00
RealityWorks	1.00	4.00	21.00	18.00	5.00	1.00	5.00	5.00	60.00
Pen Pals School	12.00	3.80	16.00	15.00	2.00	1.00	5.00	5.00	59.80
Southern Science Supply, LLC	8.00	3.90	18.00	13.50	1.00	5.00	5.00	5.00	59.40
Educational Development Corporation	1.00	1.00	23.00	20.00	2.50	1.00	5.00	5.00	58.50
Imagination Station (dba <b>i-Station</b> )	4.00	4.50	18.00	12.00	5.00	2.80	5.00	5.00	56.30
Carnegie Learning	1.00	3.50	20.00	15.00	3.00	2.80	5.00	5.00	55.30
Gray Technologies	1.00	4.50	18.00	16.00	4.50	1.00	5.00	5.00	55.00
Rosetta Stone	4.00	4.00	20.00	11.00	2.50	3.31	5.00	5.00	54.81
Pitsco Education	1.00	4.00	17.00	17.00	3.30	1.50	5.00	5.00	53.80
Educational Innovations, Inc.	4.00	4.00	20.00	15.00	3.50	1.00	1.00	5.00	53.50
SDI Innovations ( <b>School Datebooks Inc.</b> )	1.00	3.90	20.00	15.00	1.00		5.00	5.00	50.90
Empowering Writers, LLC	1.00	5.00	14.00	16.00	3.50	1.06	5.00	5.00	50.56
(dba <b>Texas Educational Solutions</b> )	1.00	4.00	18.00	16.00	2.50	2.20	5.00	1.00	49.70
Learning Zone	4.00	1.00	15.00	15.00	3.00	1.00	5.00	5.00	49.00
Collaborative Classroom	1.00	4.00	15.00	12.50	4.00	2.30	5.00	5.00	48.80
Tonya Duncan Ellis Books	8.00	4.00	11.00	12.00	1.00	1.00	5.00	5.00	47.00
STEM Crafters	4.00	1.00	15.00	15.00	2.00	2.03	1.00	5.00	45.03
My Happy Earth	12.00	1.00	15.00	8.00	1.00	1.60	5.00	1.00	44.60
Frog Publications, Inc.	4.00	1.00	12.00	9.50	5.00	1.00	5.00	5.00	42.50
Mountain Math/Language	1.00	1.00	12.50	9.50	4.00	1.00	5.00	5.00	39.00
Delaney Education Enterprises	8.00	1.00	8.00	9.00	1.00	1.00	5.00	5.00	38.00
Bedford, Freeman & Worth Publishing Group, LLC	4.00	4.50	7.00	7.00	3.50	1.00	5.00	5.00	37.00
Engineering Excellence, Inc.	4.00	5.00	8.00	10.00	3.00	1.00	1.00	5.00	37.00
Discovery Toys	1.00	1.00	14.00	8.00	2.00	0.50	5.00	5.00	36.50
RIGOR/SchoolAlytics	4.00	4.00	8.00	5.00	3.00	1.90	5.00	5.00	35.90
(dba <b>Writing by Design</b> )	4.00	1.00	9.50	7.50	3.00	1.00	5.00	1.00	32.00
Chaney Electronics, Inc.	1.00	1.00	10.00	5.00	1.00	0.50	5.00	4.00	27.50
Mardel, Inc.	1.00	2.70	5.50	6.00	2.50	1.00	1.00	5.00	24.70

**RFP 19-066MC**  
**Supplemental Instructional Resources**

**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>
	<b>Purchase Price</b>	
1	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
	<b>Reputation of the Vendor and of the Vendor’s Goods or Services</b>	
2	Vendor should have a solid reputation with other ISD’s, Government or Collegiate entities that show a high level of customer service, a high level of quality of good or services. (References will be contacted via email with a deadline. If no response is received by the deadline, there will be points deducted in this section.)	5 points
	<b>Quality of the Vendor’s Goods or Services</b>	
3	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 Needs</b>	25 points
5	<b>Vendor’s Past Relationship With the District</b>	5 points
	<b>Long-Term Cost to the District to Acquire the Vendor’s Goods or Services</b>	
6	Warranty, setup fee; maintenance or other fees.	5 points
7	Extent to Which the Vendor Agrees to our Standard Form of Agreement Embedded Herein as Appendix A.  By <b>Signing the Agreement</b> , you assent to the Terms and Conditions of Fort Bend ISD.	5 points
	<b>Insurance Requirements</b>	
8	Vendor meets insurance requirements and included a copy of the Certificate of Insurance in their proposal.	5 points
	<b>TOTAL</b>	<b>100 points</b>