



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD RFP #12-0153 FOR INSTRUCTIONAL
IMPROVEMENT SYSTEM**

Proposals to provide an 'Instructional Improvement System' were received from three vendors on January 5, 2012. The proposal of Thinkgate, LLC, was the best proposal meeting the advertised specifications and is effective through June 30, 2014. This project involves the co-development of a Local Instructional Improvement System (LIIS) as required by the Race to the Top program. The LIIS will be developed to include a new professional development system, teacher/school based administrator evaluation system, and a progress monitoring system. To leverage District resources, the LIIS will link to existing systems such as the CrossPointe student information system, Angel Web standards, curriculum, and instructional practice information. Funds for this purchase are contained in the Race to the Top grant.

Requested by:
Natalie Roca
Denise Cantalupo

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 03-13-12

Fiscal Impact:

Not to exceed
\$1,225,000

Recommended Motion: That the proposal of Thinkgate, LLC, to provide an 'Instructional Improvement System' in an amount not to exceed \$1,225,000 as a result of negotiations, be approved for award and purchase.

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RFP Tabulation for Instructional Improvement System - RFP #12-0153

Proposal Opening: January 5, 2012 at 2:00 p.m.

Proposer's Name	Address	Authorized Representative	Telephone #	Fax #	E-mail Address	
Excent Corporation	60 King Street Roswell, GA 30075	Marcia Ritter, CFO	678-735-4210	678-735-4211	sam.roberts@excent.com	
Performance Matters, LLC	1600 Lee Road Winter Park, FL 32789	Woody Dillaha	407-645-1800	800-373-8758	info@performancematters.com	
Thinkgate	151 West Main Street, Suite 201 Canton, GA 30114	Eric B. Waynick	877-845-4283	678-493-1778	ebwaynick@thinkgate.net	
No bid received from:						
Truenorthlogic						
Recorded by: Peggy Long			Witnessed by: Carol A. Lichon			

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Proposal Opening: January 5, 2012 at 2:00 p.m.

POINTS AWARDED FOR FEE BID		
With the lowest fee for a qualifying bidder of:	\$745,795.00	With the lowest fee for a qualifying bidder for additional work:
Proposer	Proposed Fee	Points Awarded
Excent Corporation	\$745,795.00	10.00
Performance Matters, LLC	\$1,658,400.00	4.50
Thinkgate	\$1,411,000.00	5.29

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FINAL EVALUATION													
Proposer	1	2	3	4	5	6	7	8	9	Average	Overall Fee	Total	Grand Total
Excent Corporation	43.00	42.00	34.00	38.00	34.00	38.00	27.00	41.00	55.00	39.11	10.00	49.11	
Performance Matters, LLC	78.00	82.00	54.00	80.00	52.00	57.00	72.00	58.00	64.00	66.33	4.50	70.83	
Performance Matters, LLC Presentation Scores	59.00	62.00	43.00	63.00	62.00	63.00		35.00	39.00	53.25		53.25	124.08
Thinkgate	69.00	58.00	63.00	60.00	63.00	57.00	67.00	81.00	81.00	66.56	5.29	71.84	
Thinkgate Presentation Scores	63.00	26.00	70.00	40.00	55.00	30.00		70.00	66.00	52.50		52.50	124.34