EXECUTIVE SUMMARY

Direct Negotiation Recommendation of $500,000 or Less
58-087E Preschool Curriculum for Students with Disabilities

Jigsaw Learning, LLC d/b/a TeachTown, Inc. provides a blend of computer and teacher-led instruction for students with more intensive needs. The program has extensive evidence of effectiveness showing increases in student vocabulary, listening skills, social-emotional development, independence, and academics. It provides automated data tracking and reporting that is an integral tool for quantifying and measuring student progress. The educational product provided by TeachTown, Inc. is in alignment with the Florida School Readiness Performance Standards for three (3) to five (5) year-old children as well as the Florida Early Learning and Developmental Standards.

This request is to approve the agreement, starting November 8, 2017 through June 29, 2018, with a spending authority of $132,380. The source of funding for this agreement is the Exceptional Student Learning Support Department's operating budget.

Financial Impact

Basics Licenses	Product Code	Quantity	Unit Cost	Total Cost
Basics License - Monthly	TTB1194	670	$239.60	$160,532.00
SubTotal (before discount)				$160,532.00
Less Term Discount				$50,652.00
Total Cost				$109,880.00

Professional Services - Train/Coach Products	Product Code	Quantity	Unit Cost	Total Cost
Basics Coaching: On-Site	TTB1056	10	$1,750.00	$17,500.00
Basics Training: On-Site	TTB1049	2	$2,500.00	$5,000.00
Total Cost				$22,500.00

Total Pricing Review	
Product / Service	
Basics Licenses	$109,880.00
Professional Services - Train/Coach Products	$22,500.00
Grand Total	$132,380.00

Company Background

TeachTown, Inc. is a company with an exclusive focus on serving the needs of three (3) distinct student groups students with autism, developmental disabilities, and cognitive disabilities. TeachTown, Inc. is the developer and sole owner of all copyrights, title, and interests in TeachTown Basics, TeachTown Social Skills, Applied Behavior Analysis (ABA). Pro and TeachTown Registered Behavior Technician (RBT) Online Training Program. TeachTown Basics is a comprehensive program incorporating software and staff-led generalization lessons targeting the preceding student groups. TeachTown Social Skills curriculum is a teacher-led social skills curriculum, and TeachTown RBT Online Training Program is a 40-hour online certification training program that is based on the RBT Task List as set by the BACB. ABA Pro provides educators concise, practice-focused professional development course modules and downloadable materials on topics related to ABA.

Procurement Method

Pursuant to Purchasing Policy 3320, Section II, H, and pursuant to the Department of Education, Rule 6A-l.012, 11 (b), Florida Administrative Code as authorized by Section 010.04(4) (a), Florida Statues, the requirement for requesting competitive solicitation for commodities or contractual services from three (3) or more sources is hereby waived as for the District's purchase of computer software, therefore this Agreement was done through direct negotiation.

Previous Agreement

The previous agreement started on August 16, 2016, with a total spending authority of $291,000. The reduced price is due to the following:

Details	Year 2016/2017	Year 2017/2018	Change
licenses	1,000	670	330
per unit cost	$300	$239	$61
train/coach products	24	12	12

The reduction in scope is primarily due to a reduced contract period of seven (7) months.