

## EXECUTIVE SUMMARY

### Direct Negotiation Recommendation of \$500,000 or Less 58-072E - Vanderbilt Online Survey of District's Instructional Leadership

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This request is to approve the agreement for one (1) year, starting January 1, 2018 through December 31, 2018, and by agreement between the vendor and The School Board of Broward County, Florida, (SBBC) be renewable for one (1) additional year. The budget will be taken from The Wallace Foundation Grant that provides training and support for the District's Instructional Leaders (including Principals and CADRE Directors).

IO Education LLC will provide SBBC with licenses in order to conduct online evaluations of the District's Instructional Leaders using The Vanderbilt Assessment of Leadership in Education (VAL-ED) tool. VAL-ED is a research-based evaluation tool that quantifies the effectiveness of school leaders through a 360-degree, evidence-based, multi-rater assessment focused on learning-centered leadership behaviors that influence teachers, staff, and most importantly, student achievement. The purpose of VAL-ED is to yield performance information to guide the behaviors of leaders and their teams. The findings from the assessment will be educative and serve as a launch pad for the professional development of the leaders. VAL-ED includes feedback from the entire teacher faculty; a response group that is best able to provide insight on their principal's instructional leadership that, in turn, will influence the training provided.

#### Financial Impact

The total spending authority requested is \$68,127 that represents the cost of licenses, which has remained constant with the current agreement. The negotiated price represents a seventeen (17) percent discount off their regular price of \$360 per license, resulting in savings of \$13,953.

	2017/2018	2016/2017
Number of licenses	228	228
x Unit price	\$360	\$360
<b>Total price</b>	<b>\$82,080</b>	<b>\$82,080</b>
Discounted unit price seventeen (17) percent	\$298.80	\$298.80
<b>Total price (unit price x number of licenses)</b>	<b>\$68,127</b>	<b>\$68,127</b>
<b>Total savings</b>	<b>\$13,953</b>	<b>\$13,953</b>

The existing agreement 57-123E started on April 19, 2017 through December 31, 2017, with a total spending authority of \$68,127.

#### Procurement Method

Direct negotiation was conducted with the vendor based on Purchasing Policy 3320. Pursuant to Purchasing Policy 3320, Section II, N, and pursuant to the Department of Education, Rule 6A-1.012, 11 (b), Florida Administrative Code as authorized by Section 010.04(4) (a), Florida Statutes, a contract for commodities or contractual services may be awarded, without competitive solicitations, if state or federal law, a grant or a state or federal agency contract prescribes with whom SBBC must contract or if the rate of payment is established during the appropriations process.