



RFP #:	<u>18-097E</u>	Tentative Board Meeting Date*:	<u>January 17, 2018</u>	
RFP Title:	<u>PROFESSIONAL DEVELOPMENT MANAGEMENT SOFTWARE SYSTEM AND SERVICES</u>	# Notified:	<u>928</u>	# Downloaded: <u>31</u>
		# of Responses Rec'd:	<u>6</u>	# of "No Bids": <u>4</u>
For:	<u>PROFESSIONAL DEVELOPMENT STANDARDS AND SUPPORT</u> (School/Department)	Select One Opening Date :	<u>September 25, 2017</u>	
Fund:	<u></u>	Advertised Date:	<u>August 26, 2017</u>	

**POSTING OF RFP RECOMMENDATION/TABULATION:** Select One Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and [www.Demandstar.com](http://www.Demandstar.com) on **OCTOBER 10, 2017 @ 3:00 pm** and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the District is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(\* ) The Cone of Silence, as stated in the ITB / RFP / RFQ / HARD BID, is in effect until it is approved by SBBC. The Board meeting date stated above is tentative. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

**RECOMMENDATION TABULATION**

IN ACCORDANCE WITH SECTION 5.0 OF RFP 18-097E, PROPOSALS RECEIVED WERE REVIEWED AND SCORED BY AN EVALUATION COMMITTEE CONSISTING OF:

- SUSAN LEON, DIRECTOR, PROFESSIONAL DEVELOPMENT STANDARDS AND SUPPORT (PDSS)
- MONICA BIANCHI, SUPERVISOR, PDSS
- CLAUDIA BRITES, PROCESS ANALYST, PDSS
- FRED MYERS, RESEARCH ANALYST, PDSS
- ZAK BARBAROSH, SYSTEMS ANALYST, PDSS
- JORGE PADRON, SYSTEMS ANALYST, PDSS
- VANESSA WILLIAMS, SYSTEMS ANALYST, PDSS
- STEPHANIE MARSH, STAFF ASSISTANT, PDSS
- DEBORAH HENNEBERG, STAFF ASSISTANT, NON-INSTRUCTIONAL STAFFING
- DR. DARYL DIAMOND, DIRECTOR, INNOVATIVE LEARNING AND ARTS
- MARIA WAGNER, SENIOR PROJECT MANAGER, TECHNOLOGY
- MARTA LACASSE, PROCESS ANALYST, CHANGE MANAGEMENT
- BRENDA MARKLEY, CUSTOMER SERVICE ANALYST, NETWORK INTEGRATION
- DEBBIE BOUHENGEL, BUSINESS SYSTEM MANAGER, BUSINESS APPLICATIONS

BASED UPON THE COMMITTEE'S RECOMMENDATION AND SECTION 5.4 OF THE RFP, IT IS RECOMMENDED THAT THE AWARD BE MADE TO THE FOLLOWING PROPOSER LISTED BELOW WHO HAS COMPLIED WITH THE TERMS, CONDITIONS AND SPECIFICATIONS OF THE RFP.

❖ PERFORMANCE MATTERS LLC

TWO (2) PROPOSALS DID NOT MEET THE MINIMUM ELIGIBILITY REQUIREMENTS AND IT IS BEING RECOMMENDED FOR REASONS STATED ON THE ATTACHED REJECTION SHEET, THE PROPOSALS, IN THEIR ENTIRETY, BE REJECTED.

By: *Karlene Grant* Digitally signed Date: 10/10/2017  
(Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.





**18-097E**  
**BID REJECTIONS**

**REJECT BID FROM PEOPLEADMIN, INC.**

THE PROPOSER'S LACK OF CURRENT ACTIVE REGISTRATION WITH SUNBIZ AT THE TIME OF BID OPENING, CAUSES IT TO BE NON-RESPONSIVE FOR FAILURE TO COMPLY WITH SECTION 4.2.2 OF THE RFP.

**AS STATED IN SECTION 4.2:**

**"MINIMUM ELIGIBILITY:** IN ORDER TO BE CONSIDERED FOR AWARD AND TO BE FURTHER EVALUATED, PROPOSER MUST MEET OR EXCEED THE FOLLOWING CRITERIA AS OF THE OPENING DATE OF THE PROPOSAL. **FAILURE TO PROVIDE THE INFORMATION REQUESTED BELOW WILL RESULT IN DISQUALIFICATION OF PROPOSAL.**

**AS STATED IN SECTION 4.2.2:**

PROPOSER MUST HAVE AN ACTIVE REGISTRATION TO DO BUSINESS IN THE STATE OF FLORIDA BY REGISTERING THEIR BUSINESS ON WWW.SUNBIZ.ORG AT THE TIME OF RFP OPENING.

**REJECT BID FROM FRONTLINE TECHNOLOGIES GROUP LLC**

PROPOSER DECLINED TO ACCEPT SECTION 7.1 AS DRAFTED AND DID NOT PROPOSE ADHERENCE TO SECTION 7.1 AS MODIFIED BY THE ANSWER TO QUESTION #4 OF ADDENDUM NO. 1. AS SUCH, FRONTLINE'S PROPOSAL SHOULD BE REJECTED AS NON-RESPONSIVE FOR ITS FAILURE TO COMPLY WITH SECTIONS 4.2.1 AND SECTION 7.1 OF THE RFP.

**AS STATED IN SECTION 4.2:**

**"MINIMUM ELIGIBILITY:** IN ORDER TO BE CONSIDERED FOR AWARD AND TO BE FURTHER EVALUATED, PROPOSER MUST MEET OR EXCEED THE FOLLOWING CRITERIA AS OF THE OPENING DATE OF THE PROPOSAL. **FAILURE TO PROVIDE THE INFORMATION REQUESTED BELOW WILL RESULT IN DISQUALIFICATION OF PROPOSAL.**

**AS STATED IN SECTION 4.2.1:**

**"PROPOSER MUST MEET OR EXCEED THE REQUIREMENTS OF SECTION 7.1, INDEMNIFICATION."**



THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA BID

RFP Number: 18-097E  
RFP Title: Professional Development Management Software System and Services  
Buyer Name: Karlene Grant  
Date Opened: September 25, 2017  
Evaluation Meeting: September 28, 2017  
Demonstration Meeting Dates: October 2, 2017 and October 4, 2017

Proposer's Name	Evaluation Points	Recommended for Award
Cornerstone Ondemand, Inc.	72	
Labyrinth Solutions, Inc.	49	
Performance Matters LLC	96	✓
Public Consulting Group, Inc.	63	



THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA BID

RFP Number: 18-097E  
RFP Title: Professional Development Management Software System and Services  
Buyer Name: Karlene Grant  
Date Opened: September 25, 2017  
Evaluation Meeting: September 28, 2017

Proposer's Name	Total Cost	Evaluation Points
Cornerstone Ondemand, Inc.	1,655,492.26	11
Labyrinth Solutions, Inc.	2,618,440.00	7
Performance Matters LLC	1,211,425.00	15
Public Consulting Group, Inc.	4,844,000.00	4

<b>18-097E Professional Development Management Software System and Services</b>		Susan Leon	Monica Bianchi	Claudia Brites	Fred Myers	Zak Barbarosh	Jorge Padron	Stephanie Marsh	Deborah Henneberg	Daryl Diamond	Maria Wagner	Marta Lacasse	Brenda Markley	Debbie Bouhenguel	Vanessa Williams	Average Points
<b>Experience &amp; Qualifications</b>	<b>10</b>															
Cornerstone Ondemand, Inc.		8	9	10	9	10	10	9	8	10	10	10	10	10	8	9
Labyrinth Solutions, Inc.		8	9	7	9	10	10	9	9	10	8	10	10	10	5	9
Performance Matters LLC		9	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Public Consulting Group, Inc.		7	9	8	9	7	9	7	7	8	5	10	10	8	3	8
<b>Scope of Services</b>	<b>55</b>															
Cornerstone Ondemand, Inc.		46	36	33	51	48	43	46	32	48	41	48	53	42	34	43
Labyrinth Solutions, Inc.		35	31	16	34	35	30	32	28	44	19	36	31	51	41	33
Performance Matters LLC		53	51	53	50	52	48	51	50	54	48	50	48	50	50	51
Public Consulting Group, Inc.		34	35	25	40	32	29	35	23	40	28	39	37	30	40	33
<b>Cost of Services</b>	<b>15</b>															
Cornerstone Ondemand, Inc.		11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
Labyrinth Solutions, Inc.		7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
Performance Matters LLC		15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
Public Consulting Group, Inc.		4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
<b>S/M/WBE</b>	<b>10</b>															
Cornerstone Ondemand, Inc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Labyrinth Solutions, Inc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Performance Matters LLC		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Public Consulting Group, Inc.		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
<b>Product Demomstration</b>	<b>10</b>															
Cornerstone Ondemand, Inc.		10	10	10	8	8	10	9	6	9	10	10	10	9	8	9
Labyrinth Solutions, Inc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Performance Matters LLC		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Public Consulting Group, Inc.		8	6	9	8	5	8	6	8	9	7	9	8	10	9	8
<b>Total</b>	<b>100</b>															

Purchasing Agent: Karlene Grant

Purchasing Specialist:  
Ann Marie Fraser



**Procurement & Warehousing Services**  
Broward County Public Schools

RFP: 18-097E  
Meeting Dates: 9/28/17,  
10/2/17 and 10/4/17

<b>18-097E Professional Development Management Software System and Services</b>		Susan Leon	Monica Bianchi	Claudia Brites	Fred Myers	Zak Barbarosh	Jorge Padron	Stephanie Marsh	Deborah Henneberg	Daryl Diamond	Maria Wagner	Marta Lacasse	Brenda Markley	Debbie Bouhenguel	Vanessa Williams	Average Points
<b>Total Scores</b>																
Cornerstone Ondemand, Inc.																72
Labyrinth Solutions, Inc.																49
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