

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Less 58-046E – Software for Supplemental Mathematics Program

This request is to approve the Agreement between Tenmarks Education LLC and The School Board of Broward County, Florida (SBBC), for three (3) years, starting May 1, 2018 through May 31, 2021 to provide online mathematics program that personalizes learning, promotes deep conceptual understanding, and helps to raise student achievement. This Agreement will provide district-wide access at the elementary and secondary levels to a supplemental mathematics program providing teachers with additional rigorous mathematical content, including assignments, assessments, and enrichment/remediation lessons to support students in meeting the Mathematics Florida Standards.

Financial Impact

The total spending authority requested is \$173,000 based on the monthly expenditure from previous purchases. Because the program is optional, it is challenging to predict the number of schools that will participate. Therefore, the twenty (20) percent buffer used is higher than our standard ten (10) percent to account for this uncertainty.

| | |
|---|--------------------------|
| historical average monthly expenditures | \$ 4,000 |
| <u>number of months</u> | <u>36</u> |
| estimated forecasted spend | \$ 144,000 |
| <u>twenty (20) percent provision</u> | <u>\$ 28,800</u> |
| <u>Total spend authority (rounded)</u> | <u>\$ 173,000</u> |

Pricing Structure

Procurement & Warehousing Services negotiated a twenty eight (28) percent discount off regular price of \$15 per license.

Premium package priced at \$10.80 per license which includes the following:

- Standards-aligned content
- Assignments for every standard
- Data and reports
- Fluency practice sessions - targeted fluency practice sessions organized by skill sets.
- Automatic interventions - interactive tutorials designed to replicate instruction by guiding students through a series of questions and mini-lessons.
- Standards-aligned lessons
- Grade-level assessments
- Inquiry-based learning (labs)
- Automatic differentiation
- Standard-level assessments – assessments are created by former teachers, administrators, curriculum experts all of whom have over fifteen (15) years of experience in their fields. ***
- Administrator access to school and district-level reports
- Account Manager

*** Vendor has expressed interest in having a district employee join this team.

**Direct Negotiation Recommendation of \$500,000 or Less
58-046E – Software for Supplemental Mathematics Program
April 10, 2018 Board Agenda
Page 2**

Current Enrollment and Participation

There are currently twenty-four (24) schools that have purchased this product previously as detailed below:

1. Coral Cove Elementary School
2. Dania Elementary School
3. Dillard Elementary School
4. Discovery Elementary School
5. Dolphin Bay Elementary School
6. Everglades Elementary School
7. Gator Run Elementary School
8. Griffin Elementary School
9. Hallandale Elementary School
10. Horizon Elementary School
11. Lauderdale Lakes Middle School
12. Manatee Bay Elementary School
13. McNicol Middle School
14. Millennium Middle School
15. Nova Dwight Eisenhower Elementary School
16. Panther Run Elementary School
17. Park Springs Elementary School
18. Pembroke Lakes Elementary School
19. Riverside Elementary School
20. Silver Palms Elementary School
21. Sunrise Middle School
22. Sunset Lakes Elementary School
23. Tropical Elementary School
24. Westwood Heights Elementary School

Highlights of the system thus far include:

- Usage of the system has consistently improved with the average usage in 2017 reported at ninety-two (92) percent
- Higher usage and performance numbers have been reported for grades four – five (4-5)
- High usage of Jam Sessions, which are fluency practice sessions
- Eight (8) of the twelve (12) schools that were part of the 2016-2017 pilot program chose to purchase the program for the 2017-2018 school year.
- On average, students scored three point nine (3.9) percent higher than the national TenMarks average for free and premium classes on assignments, standard level assessments, and grade level assessments.
- Performance on Grade Level Assessments was highest in grades first (1) twenty-two point nine (+22.9) percent and second (2) thirteen point eight (+13.8) percent for Elementary and grades six (6) thirty-one point five (+31.5) percent and eight (8) twenty-nine (+29) percent at the Secondary level.
- Feedback from school administrators and teachers suggests that this program is aligned to classroom instruction and the rigor of the standards.
- Top Performing Domains for each grade level are indicated below:

Direct Negotiation Recommendation of \$500,000 or Less
58-046E – Software for Supplemental Mathematics Program
April 10, 2018 Board Agenda
Page 3

| Grade Level | Top Performing Domain | Average Score | Compared to National Average TenMarksMath |
|--------------------|-------------------------------------|----------------------|--|
| 1 | Measurement & Data | 95.7% | +5.0% |
| 2 | Number & Operations: Fractions | 87.4% | +3.5% |
| 3 | Operations & Algebraic Thinking | 91.0% | +2.6% |
| 4 | Measurement & Data | 88.7% | +2.8% |
| 5 | Ratios & Proportional Relationships | 91.2% | +5.1% |
| 6 | Number & Operations in Base Ten | 96.7% | +10.7% |
| 7 | Operations & Algebraic Thinking | 92.7% | +7.5% |
| 8 | Geometry | 92.6% | +9.4% |

With the approval of this Agreement, the Vendor will continue to work with schools to provide guidance and continued support of the program.

Procurement Method

Pursuant to Purchasing Policy 3320, Section II, H, and pursuant to the Department of Education, Rule 6A-1.012, 1 I(b), Florida Administrative Code as authorized by Section I010.04(4)(a), Florida Statutes, the requirement for requesting competitive solicitation for commodities or contractual services from three (3) or more sources is hereby waived as for the SBBC's purchase of computer software.