

EXECUTIVE SUMMARY

Direct Negotiation Recommendation of \$500,000 or Greater 59-032E - Preschool Curriculum for Students with Disabilities

This request is to approve the agreement, starting July 1, 2018 through June 30, 2020, with a spending authority of \$582,000. The source of funding for this agreement is the Exceptional Student Learning Support Department's budget.

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.

Performance Statistics

Usage (data collected between 08/30/17 and 03/23/18):

- Active students on program per week: 469
- Average number of sessions completed per week: 1.7
- Average session time: 12:51 minutes
- Average minutes of the program per week: 21:15

Overall Lessons Mastered (data collected between 08/30/17 and 03/23/18):

- 3.4 lessons per students (20.4 skills per student)

Overall Gains per Domain of Development (Data collected between 08/30/17 and 03/23/18):

- Adaptive Skills: sixty (60) percent
- Cognitive Skills: sixty-one (61) percent
- Language Arts: sixty-four (64) percent
- Language Development: sixty (60) percent
- Mathematics: sixty (60) percent
- Social and Emotional: sixty-three (63) percent

Procurement Method

Prior to entering in agreement with the Vendor for the first time, an extensive search was conducted by the District's Exceptional Student Learning Support Department with the goal of identifying an effective curriculum to be used with preschoolers with intensive needs. Teach Town, a curriculum for which the Vendor is the sole source provider, was the one identified as being the most effective as a result of that search. Therefore, pursuant to Purchasing Policy 3320, Section II, H, 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, 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.

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Financial Impact

The total spending authority requested is \$582,000 as demonstrated below:

<u>Licenses (1000 licenses @ \$300)</u>	<u>\$600,000</u>
<u>Less Discount</u>	<u>(\$108,000)</u>
<u>Total Charge for licenses</u>	<u>\$492,000</u>
<u>Professional Services (Training and Coaching)</u>	<u>\$90,000</u>
<u>Total</u>	<u>\$582,000</u>