



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-17.

MEETING DATE	2018-11-07 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No

TITLE:
 Recommendation of Second Amendment to Agreement and Additional Spending Authority - 57-083E - Technical Industry Certification and Digital Tool Licensing (Certiport)

REQUESTED ACTION:
 Approve the Second Amendment and Renewal of the above Agreement. Contract Term: December 7, 2016 through December 6, 2019, 3 Years; User Department: Career, Technical, Adult & Community Education (CTACE); Additional Requested Amount: \$975,600; New Award Amount: \$2,588,858 Awarded Vendor(s): Certiport, a business of NCS Pearson, Inc.; Small/Minority/Women Business Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
 Certiport, a business of NCS Pearson, Inc. is the industry certification and digital tool licensing agency that provides students in the District with the required skills for industry certification exams, unlimited online practice as well as 144,000 actual industry certification exams (for all students in career and technical programs in the District's middle, high and technical magnet high schools). This request is to approve the second amendment and renewal of the agreement for one (1) additional year. The return on all industry certification investment last year resulted in the district expecting over 7.8 million dollars in FTE bonus funding to go directly back to schools to maintain and expand CTE program opportunities for our students. The amendment to the agreement has been reviewed and approved as to form and legal content by the Office of General Counsel.

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
 There is a financial impact of \$975,600. The source of funds is the Carl D. Perkins Secondary Grant for \$565,563.45 and Operations Budget: CTE Expansion Plan (2019 Priority) for \$410,036.55. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.

EXHIBITS: (List)
 (1) Executive Summary (2) Second Admendment to Agreement (3) Approved ARF 10-3-2017 SBOM EE-4 (4) Approved ARF 12-6-2016 RSBM FF-1 (5) Financial Analysis Worksheet

BOARD ACTION:
APPROVED
 (For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:	
Name: Enid Valdez	Phone: 754-321-8444
Name: Mary C. Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
 Senior Leader & Title

Maurice L. Woods - Chief Strategy & Operations Officer

Signature
Maurice Woods
 10/30/2018, 1:40:47 PM

Approved In Open Board Meeting On: **NOV 07 2018**
 By: Nora Ruppert
 School Board Chair

EXECUTIVE SUMMARY

Recommendation of Second Amendment to Agreement and Additional Spending Authority 57-083E - Technical Industry Certification and Digital Tool Licensing (Certiport)

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the Second Amendment and renewal of the Agreement between Certiport, a business of NCS Pearson, Inc. and The School Board of Broward County, Florida (SBBC), which supports the industry certification attainment of students in Broward County Public Schools. (BCPS). The agreement was approved on December 6, 2016, RSBM as item FF-1 expiring on December 6, 2017, with an approved spending authority of \$720,335.16. The First Amendment to Agreement was approved on October 3, 2017, SBOM as item EE-4 with an additional approved spending authority of \$892,923, bringing the total spend to \$1,613,258. Upon approval of this item, the agreement will expire on December 6, 2019, with a total approved spend of \$2,588,858.

Goods/Services Description

Responsible: Career, Technical, Adult & Community Education (CTACE) Department

Certiport, a business of NCS Pearson, Inc. is the industry certification and digital tool licensing agency that provides students in the District with the required skills for industry certification exams, unlimited online practice as well as 144,000 actual industry certification exams. These are accessible for all students in career and technical programs in the District's middle, high and technical magnet high schools. This request is to approve the second amendment and renewal of the agreement for one (1) additional year. This amendment to the agreement has been reviewed and approved as to form and legal content by the Office of General Counsel.

Certiport provides the products that facilitate teacher training, student practice of industry certification exams, and student industry certification attainment in the following: Microsoft Office products; Adobe products; Intuit QuickBooks; AutoCAD products, IC3, Spark and Microsoft Technology Associate.

The return on all industry certification investment last year resulted in the district expecting over seven-point-eight (7.8) million dollars in FTE bonus funding to go directly back to schools to maintain and expand CTE program opportunities for our students.

Schools Included

- All Career and Technical Education (CTE) supported programs in the middle, high and technical magnet high schools.
- Select elementary schools are included in an expanded pilot program for digital tool certification.

Research Methodology

Certiport works closely with Local and State Economic, Workforce and Education Boards to provide appropriate licensing industry certifications to students. Certiport has supplied services to BCPS for the past ten (10) years. The result is an increase of student exam attainment as well as bonus FTE funding monies to the district. CTACE works and collaborates with Economics, Workforce and Education Boards as well to ensure that these industry certifications are relevant to workforce demands.

Curriculum Frameworks and Program of Study as delineated by The Florida Department of Education for program completion for Career Technical programs.

**Recommendation of Second Amendment to Agreement and Additional Spending Authority
57-083E - Technical Industry Certification and Digital Tool Licensing (Certiport)
November 7, 2018 Board Agenda
Page 2**

Evaluation Plan

Certiport provides data reports to BCPS CTACE District staff of usage attempts and results for industry certification attainment. Student attainment of industry certifications will be reviewed to ensure that appropriate teacher professional development and student resources are strategically developed and planned.

**Procurement Method
Responsible: PWS**

Pursuant to the Department of Education, Rule 6A-1.012, 12(d), Florida Administrative Code as authorized by Section 287.057, 3(c), Florida Statutes, and School Board Policy 3320, Section II, I, the requirement for requesting competitive solicitation for commodities or contractual services from three or more sources is hereby waived as for the SBBC's purchase of goods/services available only from a single source.

**Financial Impact
Responsible: PWS and CTACE**

The total spending authority requested is \$975,600 and includes District-wide licenses for grades K-12 as illustrated below:

- 24,000 licenses at \$40.65 each
- Provides access to every Certiport program in the District
- Each license has an inventory pack of six (6) exams
- Unlimited practice exams to students in each program, where offered
- One (1) free Certified Conference Registration
- Teacher access to instructional and testing resources in the following: Microsoft Office products; Adobe products; Intuit QuickBooks; AutoCAD products, IC3, Spark and Microsoft Technology Associate.

The source of funds is the Carl D. Perkins Secondary Grant for \$565,563.45 and Operations Budget: CTE Expansion Plan (2019 Priority) for \$410,036.55. There is no other additional financial impact to the District.

Upon approval of this item, the new spending authority will be \$2,588,858.

**SECOND AMENDMENT TO
AGREEMENT**

THIS SECOND AMENDMENT TO AGREEMENT is made and entered into as of this 7th day of November, 2018, by and between

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
(hereinafter referred to as "SBBC"),
a body corporate and political subdivision of the State of Florida,
whose principal place of business is
600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

NCS PEARSON, INC.,
a corporation organized under the laws of the State of Minnesota, United States of America,
having its principal offices at 5601 Green Valley Drive, Bloomington, Minnesota, 55437
("Certiport")

WHEREAS, SBBC and Certiport entered into an Agreement dated December 7, 2016 (hereafter "Agreement"); and

WHEREAS, the parties amended the Agreement on October 3, 2017 through a First Amendment to Agreement; and

WHEREAS, Certiport is an independent provider of educational, assessment and certification programs and related products and services; and SBBC hereby agrees to purchase copyrighted materials and computer software from Certiport; and

WHEREAS, the parties mutually desire to amend certain provisions of the Agreement on through this Second Amendment to Agreement (hereafter "Amendment").

NOW, THEREFORE, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

1.01 **Recitals**. The Parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.

1.02 **Term of Agreement**. Pursuant to **Article 10.1** of the Agreement, the term of the Agreement is hereby extended from December 7, 2018 through December 6, 2019, unless terminated earlier pursuant to Section **Article 10.2** of the Agreement.

1.03 **Cost of Services**. SBBC shall pay Certiport for services rendered under this Second Amendment to Agreement as specified in **Exhibit E**. Upon commencement of this Second Amendment to Agreement, Certiport shall submit to SBBC a proper and appropriate invoice not to exceed Nine Hundred, Seventy Five Thousand, Six Hundred Dollars and 00/100

Cents (\$975,600.00) and SBBC shall pay Certiport within thirty (30) days of receipt of said invoice .

1.04 **Order of Precedence among Agreement Documents.** In the event of conflict between the provisions of the Agreement and the provisions contained herein, the provisions of the following documents shall take precedence in this order:

- a) This Second Amendment to Agreement; then
- b) First Amendment to Agreement; then
- c) the Agreement.

1.05 **Other Provisions Remain in Force.** Except as expressly provided herein, all other portions of the Agreement remain in full force and effect.

1.06 **Authority.** Each person signing this Second Amendment to Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Second Amendment to Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Second Amendment to Agreement.

IN WITNESS WHEREOF, the Parties hereto have made and executed this Second Amendment to Agreement on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]

FOR SBBC:

(Corporate Seal)



THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By Nora Rupert
Chair

Robert W. Runcie

Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:

Kathelyn Jacques-Adams

Digitally signed by Kathelyn Jacques-Adams, Esq. - kathelyn.jacques-adams@gbrowardschools.com
Reason: NCS Pearson, Inc.
Date: 2018.10.08 14:21:14 -04'00'

Office of the General Counsel

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE FOLLOWS]

FOR CERTIPOINT

(Corporate Seal)

ATTEST:

NCS PEARSON, INC.

By

[Signature]
Signature

_____, Secretary

Printed Name: Ray Murray

Title: VP & GM

[Signature] -or-
Witness
[Signature]
Witness

STATE OF MINNESOTA

COUNTY OF HENNEPIN

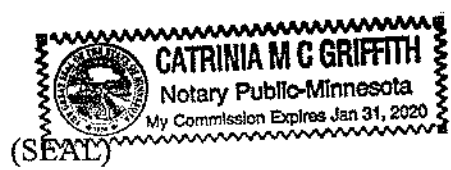
The foregoing instrument was acknowledged before me this 19th day of September, 2018 by Ray Murray of

Name of Person

NCS Pearson, Inc. on behalf of the corporation/agency. He/She is personally known to me or produced Minnesota Driver's License as identification and did/did not first take an oath.

Type of Identification

My Commission Expires: 1/31/2020



[Signature]
Signature - Notary Public

Catrinia M. C. Griffith
Printed Name of Notary

6078859
Notary's Commission No.



Achieve • Distinguish • Advance
 1276 South 820 East
 Suite 200
 American Fork, Utah 84003
 (888) 999-9830 x 164 Fax (801) 492-4118

EXHIBIT E

Universal License Quote

NO: 08302018UL
 DATE: August 30, 2018

TO: Broward County School District
 Attn: Brian King

Contact Phone:
 Main Phone:
 Email: brian.king@browardschools.com

REPRESENTATIVE	QUOTE GOOD UNTIL
Mindy Howa	NET 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	Universal District License for Broward County Schools <ul style="list-style-type: none"> For all K-12 schools in the district Provide access to every Certiport program in Broward County SD. (ACA, MOS, ACU, ACU Professional, IC³, Spark, MTA, QBCU, ESB) Assign student inventory packs as needed in any school across the district. Six exams in each student exam license Unlimited practice tests to the students for each program where offered One free CERTIFIED Conference registration 		
	<u>Number of Exam Licenses</u> <div style="text-align: right;">12,300</div>	\$40.65	\$499,995.00
	<i>Email purchase order to Mindy Howa mindy.howa@pearson.com</i>		

SUBTOTAL	\$499,995.00
SALES TAX	N/A
SHIPPING & HANDLING	N/A
TOTAL DUE	\$499,995.00



Achieve • Distinguish • Advance
 1276 South 820 East
 Suite 200
 American Fork, Utah 84003
 (888) 999-9830 x 164 Fax (801) 492-4118

EXHIBIT E

Universal License Quote

NO: 08302018UL2
 DATE: August 30, 2018

TO: Broward County School District
 Attn: Brian King

Contact Phone:
 Main Phone:
 Email: brian.king@browardschools.com

REPRESENTATIVE		QUOTE GOOD UNTIL
Mindy Howa		NET 30 Days

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	<u>Universal District License for Broward County Schools</u> <ul style="list-style-type: none"> For all K-12 schools in the district Provide access to every Certiport program in Broward County SD. (ACA, MOS, ACU, ACU Professional, IC³, Spark, MTA, QBCU, ESB) Assign student inventory packs as needed in any school across the district. Six exams in each student exam license Unlimited practice tests to the students for each program where offered One free CERTIFIED Conference registration 		
	<u>Number of Exam Licenses</u> <div style="text-align: right;">7,380</div>	\$40.65	\$299,997.00
	<i>Email purchase order to Mindy Howa mindy.howa@pearson.com</i>		

SUBTOTAL	\$299,997.00
SALES TAX	N/A
SHIPPING & HANDLING	N/A
TOTAL DUE	\$299,997.00



EXHIBIT E

Achieve • Distinguish • Advance
 1276 South 820 East
 Suite 200
 American Fork, Utah 84003
 (888) 999-9830 x 164 Fax (801) 492-4118

Universal License Quote

NO: 08302018UL3
 DATE: August 30, 2018

TO: Broward County School District
 Attn: Brian King

Contact Phone:
 Main Phone:
 Email: brian.king@browardschools.com

REPRESENTATIVE		QUOTE GOOD UNTIL	
Mindy Howa		NET 30 Days	

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	<p><u>Universal District License for Broward County Schools</u></p> <p>*Provide unlimited access for TPI Instructors to access curriculum resources in Gmetrix.</p> <p>*Training materials for TPI student instructors in the following software:</p> <ul style="list-style-type: none"> • Adobe Photoshop, Dreamweaver, Illustrator, Premiere Pro • Microsoft Office Word, Excel, PowerPoint, Access, and Outlook • Microsoft Technology Associate (Programming, Networking, Etc.) • Autodesk Certified User AutoCAD, Inventor, Revit, Maya, 3ds Max, and Fusion 360. • Intuit QuickBooks • For all K-12 schools in the district • Provide access to every Certiport program in Broward County SD. (ACA, MOS, ACU, ACU Professional, IC³, Spark, MTA, QBCU, ESB) • Assign student inventory packs as needed in any school across the district. Six exams in each student exam license • Unlimited practice tests to the students for each program where offered • One free CERTIFIED Conference registration 		
	<p><u>Number of Exam Licenses</u></p> <p style="text-align: right;">4,320</p>	\$40.65	\$175,608.00
	<i>Email purchase order to Mindy Howa mindy.howa@pearson.com</i>		

SUBTOTAL	\$175,608.00
SALES TAX	N/A
SHIPPING & HANDLING	N/A
TOTAL DUE	\$175,608.00



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-4.

MEETING DATE	2017-10-03 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No

TITLE:
Recommendation for First Amendment and Renewal - 57-083E - Technical Industry Certification and Digital Tool Licensing (Certiport)

REQUESTED ACTION:
Approve the recommendation for first amendment and renewal of the above Agreement. Contract Term: December 7, 2016 through December 6, 2018, 2 Years; User Department: Career, Technical, Adult & Community Education; Additional Requested Amount: \$892,923; New Award Amount: \$1,613,258; Awarded Vendor(s): NCS Pearson, Inc.; Small/Minority/Women Business Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
Certiport, a business of NCS Pearson, Inc., is the industry certification and digital tool licensing agency that provides students in the District that offer industry certifications with online practice and the required skills for Industry certification in career and technical programs that exist in the District's middle, high, and technical magnet schools. This request is to approve the first amendment and renewal of the agreement for one (1) additional year. This amendment to the agreement has been reviewed and approved as to form and legal content by the Office of General Counsel.

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
The estimated financial impact to the District will be \$892,923. The contract amount was for \$720,335. The request is to increase the spending authority by \$892,923, bringing the new contract value to \$1,613,258. The funding source will come from the Carl D. Perkins Secondary Grant and Career & Technical Education Expansion Plan's operating fund. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.

EXHIBITS: (List)
(1) Executive Summary (2) First Amendment to Agreement (3) Approved ARF 12-6-2016 RSBM FF-1 (4) Financial Analysis Worksheet

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:	
Name: Enid Valdez	Phone: 754-321-8444
Name: Mary C. Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title
Maurice L. Woods - Chief Strategy & Operations Officer

Approved In Open Board Meeting On: **OCT 03 2017**
By: *Abby M. Freedman*
School Board Chair

Signature
Maurice Woods
9/25/2017, 2:59:54 PM



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING DATE	Dec 6 2016 10:15AM - Regular School Board Meeting	Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
ITEM No.:	AGENDA ITEM	Time
FF-1.	OPEN ITEMS	
	CATEGORY	Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No
	FF. OFFICE OF ACADEMICS	
	DEPARTMENT	
	CTACE	

TITLE:
Agreement between The School Board of Broward County, Florida and Certiport, a business of NCS Pearson, Inc

REQUESTED ACTION:
Approve the continuation Agreement between The School Board of Broward County, Florida and Certiport, a business of NCS Pearson, Inc. The term of this agreement shall be for a period of one (1) year from the date it is fully executed by both parties.

SUMMARY EXPLANATION AND BACKGROUND:
Certiport is the industry certification and digital tool licensing agency that provides students in all of our schools that offer these industry certifications with online practice and the required skills for industry certification in career technical programs that exist in our middle, high and technical magnet schools. See Supporting Docs for continuation of Summary Explanation and Background. This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel.

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction
 Goal 2: Continuous Improvement
 Goal 3: Effective Communication

FINANCIAL IMPACT:
There is a financial impact of \$720,335.16. The source of funds is the Carl D. Perkins Secondary Grant for \$520,335.16 and Operational Fund: CTE Expansion Plan (2017 Priority) for \$200,000.

EXHIBITS: (List)
(1) Cont Summ and Background (2) Certiport Exec Summ (3) Certiport Agreement

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:

Name: Enid Valdez	Phone: 754-321-8444
Name:	Phone:

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title
Daniel Gohl - Chief Academics Officer

Signature
Daniel F. Gohl
11/28/2016, 12:23:54 PM

Approved In Open Board Meeting On: DEC - 6 2016
By: Abby M. Freedman
School Board Chair

