

## EXECUTIVE SUMMARY

### Direct Negotiation Agreement FY20-087 – Virtual Instruction Program, Franchise Agreement

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#### Introduction

##### Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the Agreement between The School Board of Broward County, Florida (SBBC), and Florida Virtual School for three (3) years, commencing July 1, 2019 through June 30, 2022. For the past nineteen (19) years, Broward Virtual School has provided full-time and part-time virtual instruction programs for students in grades 6-12. This Agreement allows Broward Virtual School to continue to license courses from Florida Virtual School and keeps the District in compliance with Florida Statute 1002.455.

#### Goods/Services Description

##### Responsible: Innovative Learning

Broward Virtual School staff is responsible for the review and payment of all invoices submitted for Florida Virtual School services. Teachers are employed by the District and meet state certification requirements. Course licensing fees are calculated by the number of students served. Broward Virtual School is the primary resource utilized by the District's middle and high school students to satisfy the online learning graduation requirement. Florida Virtual School has been a vendor who has maintained an excellent relationship with staff and students.

#### Procurement Method

##### Responsible: PWS

Pursuant to the Department of Education, Rule 6A-1.012, 11(b), Florida Administrative Code as authorized by Section 1010.04(4)(a), Florida Statutes, and School Board Policy 3320, Section II, G, 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 educational services.

#### Financial Impact

The total spending authority requested is \$5,400,000 for the three (3) year term of the agreement. The funding source for this project will come from Broward Virtual School's operating budget. Expenditures for this agreement are directly associated with student enrollment. The spending authority requested is not to exceed \$1,800,000 for each year of the agreement (not to exceed \$5,400,000 over three years).

<u>Estimated number of enrollments</u>	<u>72,000</u>
<u>Average Cost per license</u>	<u>x \$ 75</u>

**Estimated Total Cost \$5,400,000**

- The previous agreement 58-019E started on July 1, 2017 through June 30, 2019 with an approved spending authority of \$4,000,000.
- There are two (2) unencumbered invoices for the school year 2018-2019 that are not reflected in the financial analysis worksheet. By June 28, the final invoices are anticipated to be received.
- The allocation increases stems from an additional year added to the term of the agreement (not an increase in costs).