

EXECUTIVE SUMMARY

Direct Negotiation Agreement FY20-086 – Business and Entrepreneurial Experiences Curriculum Program

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the new agreement between Virtual Enterprises International, Inc. and The School Board of Broward County, Florida (SBBC) for three (3) years starting August 1, 2019 through July 31, 2022. Virtual Enterprises International (VEI) is an in-school entrepreneurship program that combines global business simulation that is modeled after an international tradition of apprenticeships and work experiences. Students are taught the business mindset by bringing the workplace through mentorship into the classroom.

The spending authority being requested is \$144,000.

Goods/Services Description:

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

This student-centered approach and coaching emphasizes project-based collaborative learning with the guidance of a teacher facilitator and a business partner. VEI students establish and manage a virtual company and conduct business with other student “firms” domestically and internationally. This program will be offered at the following schools:

	School	Program	Number of sections
1.	Cooper City HS	High School -VE	Up to 3 sections
2.	Coral Springs HS	High School -VE	Up to 3 sections
3.	Cypress Bay HS	High School - VE	Up to 3 sections
4.	Hollywood Hills HS	High School -VE	Up to 3 sections
5.	JP Taravella HS	High School - VE	Up to 3 sections
6.	Piper HS	High School -VE	Up to 3 sections
7.	Apollo Middle	Middle School - VEJV	Unlimited sections
8.	Attucks Middle	Middle School- VEJV	Unlimited sections
9.	Bair Middle	Middle School- VEJV	Unlimited sections
10.	Margate Middle	Middle School- VEJV	Unlimited sections
11.	Olsen Middle	Middle School- VEJV	Unlimited sections
12.	Pines Middle	Middle School- VEJV	Unlimited sections
13.	Pioneer Middle	Middle School- VEJV	Unlimited sections
14.	Ramblewood Middle	Middle School- VEJV	Unlimited sections
15.	Pompano Beach Middle	Middle School- VEJV	Unlimited sections
16.	Westglades Middle	Middle School- VEJV	Unlimited sections

Procurement Method

Responsible: PWS

Direct negotiation was conducted with the vendor based on Purchasing Policy 3320. 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 Purchasing Policy 3320, Section II, H, 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.

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Financial Impact:
Responsible: PWS and CTACE

The spending authority being requested is \$144,000 as detailed below. The source of funds is the Carl D. Perkins Secondary Grant.

Year 1: 2019-2020	
Program Participation Fees - HighSchool VE (6 schools @ \$3,000)	\$18,000
Program Participation Fees – Middle School VEJV (10 schools @ \$3,000)	\$30,000
SUBTOTAL for Year 2019-2020	\$48,000
Year 2: 2020-2021	
Program Participation Fees - HighSchool VE (6 schools @ \$3,000)	\$18,000
Program Participation Fees - Middle School VEJV (10 schools @ \$3,000)	\$30,000
SUBTOTAL for year 2020-2021	\$48,000
Year 3: 2021-2022	
Program Participation Fees - HighSchool VE (6 schools @ \$3,000)	\$18,000
Program Participation Fees - Middle School VEJV (10 schools @ \$3,000)	\$30,000
SUBTOTAL for year 2021-2022	\$48,000
TOTAL for all 9 schools for three years	\$144,000

The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the contract award amount.