

EXECUTIVE SUMMARY

Direct Negotiation Agreement FY20-095 - Cybersecurity Curriculum Program

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the agreement between Global Business Solutions Inc. (GBSI) and The School Board of Broward County, Florida (SBBC), for one (1) year starting July 23, 2019 through July 31, 2020. This Agreement supports the District's vision of a vibrant economy with a technically skilled and educated workforce attracting industry to propel the District's economic and workforce development.

Goods/Services Description:

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

The Global Business Solutions Inc. program allows students to experience and develop their knowledge in the Cybersecurity Career Pathway. Using the Acceletrain Collaborative Learning Environment, students will become industry certified using multi-media components in a "borderless classroom," an interactive learning environment that can span multiple physical locations. Acceletrain CLE combines the benefits of the traditional classroom with innovative learning techniques and the cost savings of internet-based training.

Schools Included:

High Schools:

Boyd Anderson High School
Cooper City High School
Coral Glades High School
Coral Springs High School
Cypress Bay High School
Dillard High School
Hallandale High School
South Broward High School

Managing Department/School:

Career, Technical, Adult & Community Education (CTACE).

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. CTACE conducted market research and determined other companies did not provide the required curriculum. GBSI is the provider of the Acceletrain platform, which is what is directly tied to the industry certification that is relevant to Cybersecurity. In addition, they are a cybersecurity corporation that trains students to join industry upon completion of the program and attainment of industry certifications.

**Direct Negotiation Agreement
 FY20-095 - Cybersecurity Curriculum Program
 July 23, 2019 Board Agenda
 Page 2**

**Financial Impact:
 Responsible: PWS and CTACE**

The spending authority being requested is \$246,500 for one (1) year as detailed below:

CLASSROOM:		
	ACCELETRAIN® Collaboration License, Support and Training.	\$2,950.00
CURRICULUMN:		
	Cybersecurity Curriculum Package.	\$7,500.00
	Cloud-based Hosting and Managed Services for Course Labs and Certification Test Preparation Software.	\$2,250.00
	Cybersecurity Professional Instructor Services.	\$12,350.00
	Total Cost Per School	\$25,050.00
	Total Base Cost for Eight (8) Schools (\$25,050 x 8)	\$200,400.00
	Cypress Bay Additional Charge for second level courses	\$23,050
	Coral Springs Additional Charge for second level courses	\$23,050
	Total Additional Cost	\$46,100
	<u>Total Cost for Eight (8) Schools</u>	<u>\$246,500</u>

The funds will be taken from CTACE’s general budget.

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