



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING DATE	2020-06-09 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

ITEM No.:
EE-8.

TITLE:
Recommendation to Approve First Amendment, Renewal, and Additional Spending Authority - FY20-068 - Software to Track Independent Reading

REQUESTED ACTION:
Approve the recommendation of the above First Amendment, Renewal, and Additional Spending Authority. Contract Term: July 1, 2019 through June 30, 2021, Two (2) Years; User Department: Innovative Learning; Awarded Amount: \$32,712; New Award Amount: \$65,424; Awarded Vendor(s): Zoobean, Inc.; Small/Minority/Women Business Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
The program provides an interactive, real-time, and year-round connection that promotes independent, free choice reading. The program is aligned with district reading goals and the Broward Reads Campaign for Grade-Level Reading and provides both the District and schools a method to monitor student time spent reading and quantities of books read. This item will extend the expiration date to June 30, 2021.
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: Safe & Supportive Environment
 Goal 3: Effective Communication

FINANCIAL IMPACT:
The estimated financial impact to the District will be \$32,712. The contract award amount was for \$32,712. The request is to increase the spending authority by \$32,712, bringing the new contract value to \$65,424. The funding source will come from the state categorical funds allocated for library media. 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) Financial Analysis Worksheet (3) Original Executed Document (4) Agreement (5) Survey

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

SOURCE OF ADDITIONAL INFORMATION:

Name: Dr. Daryl Diamond	Phone: 754-321-2630
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
5/29/2020, 3:15:46 PM

Approved In Open Board Meeting On: **JUN - 9 2020**
By: *[Signature]*
School Board Chair

EXECUTIVE SUMMARY

Recommendation to Approve First Amendment, Renewal, and Additional Spending Authority FY20-068 – Software to Track Independent Reading

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the First Amendment, Renewal, and Additional Spending Authority of the Agreement between Zoobean, Inc. and The School Board of Broward County, Florida (SBBC). The Agreement was approved at the School Board Operational Meeting on June 25, 2019, under item EE-10, starting from July 1, 2019 through June 30, 2020, with an option for one (1) additional one (1) year renewal period and approved spending authority of \$32,712. The Vendor's application provides a digital solution to the District's longstanding reading motivation program "Reading Across Broward," which previously relied on paper and pencil forms printed and submitted annually to schools. This item will extend the expiration date to June 30, 2021.

The additional spending authority being requested is \$32,712.

Goods/Services Description

Responsible: Innovative Learning

In 2018-2019, the program was introduced to all traditional elementary and K-8 schools. In 2019-2020, the District expanded usage to include all middle schools. Beanstack is the Fitbit of reading to inform teachers and students about their reading habits and the time spent reading. The program offers a unique gamification platform where students can earn badges to celebrate the number of books read. There is no other product in the District that can provide the same service and appeal to students. Currently, Beanstack supports the BEST standards, which are meant to prepare students to interpret a variety of texts in a variety of formats. During this time of learning in a virtual environment, Beanstack is the perfect complement to student reading using Axis360 ebooks and audiobooks provided through our partnership with the Broward County Library. Students can access books twenty-four seven (24/7) through Destiny Discover then immediately track the book in Beanstack.

Furthermore, schools can create innovative reading challenges to get students excited about reading and to support family literacy activities throughout the entire school year. The application also provides reading recommendations to users which are aligned with the reader's age and interests. Students can also write book reviews within the platform. The software is accessible through the Clever single-sign-on launch pad and can also be accessed on a smartphone using the Beanstack app, providing families an easy and convenient way to track independent reading at home. This program takes the longstanding "paper and pencil" *Reading Across Broward* initiative into a digital format. There is a professional development requirement for the school's media specialist or literacy coach to take in order to be the site administrator for the purpose of generating status reports. Within the two (2) years during the same time frame, there has been an increase of students logging books and the number of books logged (see image below). The District sends out Beanstack data monthly to schools to encourage participation. Schools can also generate school reports to inform how regular reading impacts student achievement.

This first set of data is based on comparing August 15, 2018 – May 20, 2019, to August 15, 2019 – May 20, 2020.

	8/15/18 - 5/20/19	8/15/19 - 5/20/20	% Change
Readers Who Logged	19,339	24,469	26.53% ↑
Number of Books Logged	410,104	591,673	44.27% ↑

**Recommendation to Approve First Amendment, Renewal, and Additional Spending Authority
 FY20-068 – Software to Track Independent Reading
 June 9, 2020 Board Agenda
 Page 2**

This second set of data is based on comparing August 15, 2018 – March 15, 2019, to August 15, 2019 – March 15, 2020. This time period was selected because it ends right before the start of COVID-19 and the transition to online learning. The District feels that the lift to transition to online learning caused a triage situation, and rightly so. Therefore, teachers, media specialists, and administrators had priorities ahead of Beanstack for this time period, thus skewing usage data. The District is confident (as other districts across the country were looked at), that once students, teachers, and administrators are settled into distance learning and return focus to reading challenges (especially the new year of Reading Across Broward), that usage will continue to increase across the District.

	8/15/18 - 3/15/19	8/15/19 - 3/15/20	% Change
Readers Who Logged	18,426	23,581	27.98% ↑
Number of Books Logged	308,194	517,122	67.79% ↑

**Procurement Method
 Responsible: PWS**

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.

**Financial Impact
 Responsible: PWS and Innovative Learning**

The additional spending authority being requested is \$32,712 and will be taken from the state categorical funds allocated for library media. The contracted price is being maintained for the renewal period and is detailed below:

# of Licenses	Unit Price	Total Price
188	\$174	\$32,712

Financial Impact Table:

Action	Date	Term (Years)	Amount
Original spending authority request	6/25/2019	1	\$ 32,712
1st renewal + additional spending authority	6/9/2020	1	\$ 32,712
New Total Contract Amount		2	\$ 65,424

Upon approval of this item, the total approved spending authority will be \$65,424. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-10.

MEETING DATE	2019-06-25 10:05 - Regular School Board 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:
Direct Negotiation Agreement - FY20-068 - Software to Track Independent Reading

REQUESTED ACTION:
Approve the recommendation for the above Agreement. Contract Term: July 1, 2019 through June 30, 2020, 1 Year with an option for one (1) additional one (1) Year Renewal Period; User Department: Innovative Learning; Award Amount: \$32,712; Awarded Vendor(s): Zoobean, Inc.; Small/Minority/Women Business Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
The agreement provides a digital solution to the District's longstanding reading motivation program "Reading Across Broward," that relies on paper and pencil forms printed and submitted annually to schools.
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:
The estimated financial impact to the District will be \$32,712. The funding source will come from state categorical funds allocated for library media. 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) Agreement (3) Financial Analysis Worksheet (4) ZOOBEAN Statistic 2018-2019

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

SOURCE OF ADDITIONAL INFORMATION:	
Name: Dr. Daryl Diamond	Phone: 754-321-2630
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: **JUN 25 2019**
By: *Heather P. Burkwood*
School Board Chair

Signature
Maurice Woods
6/18/2019, 3:38:38 PM

FIRST AMENDMENT TO AGREEMENT

9th THIS FIRST AMENDMENT TO AGREEMENT is made and entered into as of this day of June, 2020, 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

ZOOBEAN, INC.
(hereinafter referred to as "VENDOR"),
whose principal place of business is
4701 Cox Rd Ste 285, Glen Allen, Virginia, 23060

WHEREAS, SBBC and VENDOR entered into an Agreement dated June 25, 2019, with a contract term from July 1, 2019 through June 30, 2020 ("Agreement"); and

WHEREAS, the Agreement provides access to VENDOR's software platform that facilitates independent reading for students throughout SBBC schools; and

WHEREAS, the parties mutually desire to amend certain provisions of the Agreement through this First Amendment to Agreement ("First 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 are 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 Section 2.01 of the Agreement, the term of the Agreement is hereby extended through June 30, 2021, unless terminated earlier pursuant to Section of 3.05 of the Agreement.

1.03 **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 First Amendment; then
- b) the Agreement.

1.04 **Cost of Services**. SBBC shall pay Thirty-two Thousand Seven Hundred Twelve Dollars and 00/100 Cents (\$32,712.00) for licenses received under this First Amendment to Agreement, within thirty (30) days of receipt of an appropriate invoice as detailed below. The

total price represents one hundred eighty-eight (188) licenses at the negotiated price of One Hundred Seventy-four Dollars and 00/100 Cents (\$174.00) per school.

1.05 **Amended Provisions.** The parties hereby agree to the following amendment to the Agreement:

- **The revised Attachment B, attached hereto and incorporated herein, deletes and replaces the original Attachment B in the Agreement.**

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

1.07 **Authority.** Each person signing this First Amendment on behalf of either party individually warrants that he or she has full legal power to execute this First Amendment 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 First Amendment.

IN WITNESS WHEREOF, the parties hereto have made and executed this First Amendment on the date first above written.

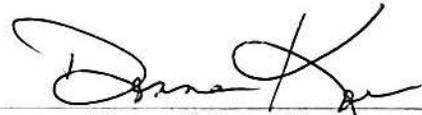
[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]

FOR SBBC:

(Corporate Seal)



THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By 
Donna P. Korn, Chair

ATTEST:


Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:



Digitally signed by Maya A.
Moore
Reason: Zoobean, Inc. First
Amendment
Date: 2020.05.07 16:55:56 -04'00'

Office of the General Counsel

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE FOLLOWS]

FOR VENDOR:

(Corporate Seal)

ZOOBEAN, INC.

ATTEST:

By [Signature]
Signature

, Secretary

Printed Name: Felix Lloyd

Title: President

-or-

[Signature]
Witness

[Signature]
Witness

The Following Notarization is Required for Every Agreement Without Regard to Whether the Party Chose to Use a Secretary's Attestation or Two (2) Witnesses.

STATE OF Washington
COUNTY OF _____

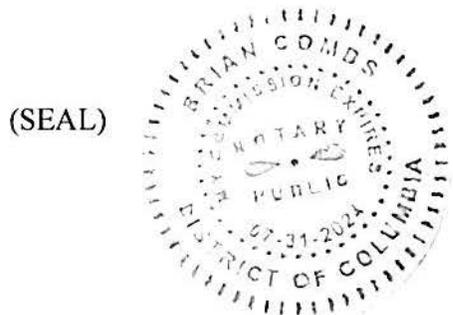
The foregoing instrument was acknowledged before me by means of physical presence or online notarization, this May 7, 2020 (date) by Felix Lloyd (name of officer or agent, title of officer or agent) of _____ (name of corporation acknowledging), a _____ (state or place of incorporation) corporation, on behalf of the corporation. He/she is personally known to me or has produced Drivers License (type of identification) as identification and who did/ did not first take an oath this 7 day of May, 2020.

My Commission Expires: 7/31/24

Signature – Notary Public [Signature]

Notary's Printed Name Brian Guss

Notary's Commission No. N/A





3100 Clarendon Blvd. #200
Arlington, VA 22201

Phone: (412) 532-6267

Email: contact@zoobean.com

CIN. 46-3216304

Felix Brandon Lloyd

BILL TO:

School Board of Broward County, Florida
Accounting & Financial Reporting Department
ATTN: Accounts Payable
600 SE 3rd Avenue, 7th Floor
Fort Lauderdale, FL 33301

DESCRIPTION	QUANTITY	UNIT PRICE	EXTENSION
1 Year Beanstack 6/19/2019 through 6/18/2020	150 Second Year Building Licenses	\$174.00	\$26,100.00
1 Year Beanstack 6/19/2019 through 6/18/2020	38 First Year Building Licenses	\$174.00	\$6,612.00

Payment for services rendered under the Agreement 2019/2020: \$32,712

1 Year Beanstack 6/19/2020 through 6/18/2021	150 Second Year Building Licenses	\$174.00	\$26,100.00
1 Year Beanstack 6/19/2020 through 6/18/2021	38 First Year Building Licenses	\$174.00	\$6,612.00

Payment for services rendered under this First Amendment 2020/2021: \$32,712

Total \$65,424

FY20-068 Zoobean Independent Reading Software

17
Responses

06:58
Average time to complete

Active
Status

Ideas

1. School and/or Department Name

17
Responses

Latest Responses
"Tradewinds Elementary"
"Challenger Elementary"
"Welleby Elementary School"

2. Please rate the Vendor's overall performance.

17
Responses

★ ★ ★ ★ ☆
4.18 Average Rating

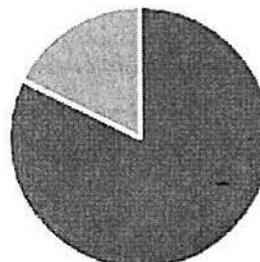
3. Please rate the effectiveness of this software in enhancing independent reading throughout the District.

17
Responses

★ ★ ★ ★ ☆
4.12 Average Rating

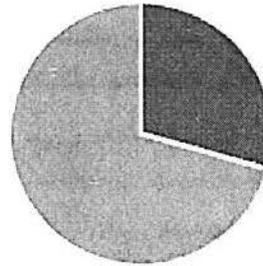
4. Is the software user friendly?

- Yes 14
- No 3



5. Do you experience problems with the software that reduces its effectiveness?

<input checked="" type="radio"/> Yes	5
<input type="radio"/> No	12



6. If you answered "yes" to question 5, please explain.

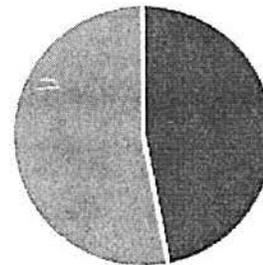
7
Responses

Latest Responses

"1.- Why are there three different views, one for students, one for teac..."

7. Would you suggest any improvements for the software?

<input checked="" type="radio"/> Yes	8
<input type="radio"/> No	9



8. If you answered "yes" to question 7, please explain.

10
Responses

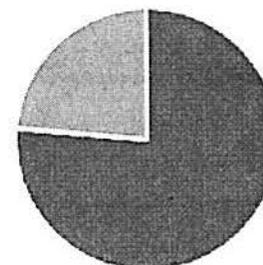
Latest Responses

"It's all explained, kind of, on question 6."

"Please add a student (log in view) page to the teacher page that looks..."

9. Would you recommend this program?

<input checked="" type="radio"/> Yes	13
<input type="radio"/> No	4



10. Please include any additional comments about this software.

Latest Responses

10

"All my concerns and comments are in question 6."

Responses

"My students love using Beanstack to log their books as well as comple..."

"I really love the program. The students enjoy the virtual badges and a..."