

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Special Education Web-Based Management System– ESC Region 19
Purchasing Cooperative

RFP NUMBER: 12-6845

RFP OPENING DATE: August 30, 2012

CONTRACT TERM: Date of award until August 31, 2013 with the option to extend in 12 month increments not to exceed 36 months in the aggregate
(Extended by Region 19 until August 31, 2014)
(Extended by Region 19 until August 31, 2015)

FUNDING SOURCE: Various

RFP's ISSUED: 2

RESPONSES: 3

ADVERTISEMENT DATES: August 8^h & 16th, 2012

BOARD MEETING DATE: October 18, 2012

RECOMMENDED FOR AWARD **Brainchild**
Esped.com, Inc.
Public Consulting Group, Inc

TOTAL (estimated) **\$800,000.00 / year**

EXPLANATIONS:

Award of this contract will enable Region 19 Purchasing Cooperative members to purchase Special Education Web Based Management Systems from the pool of vendors. All vendor's received high scores. Award rationale information is provided, however, anyone wanting to see the entire submittals may do so by contacting ESC Region 19 Purchasing. The evaluation committee determined that all systems were above average and that any systems could provide for the stated requirements, and each standing alone would be a matter of personal preference requirements by each member requiring a web based interfaced Special Education Management System.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19

Nancy Tinoco
ESC Region 19

Martin Camacho
ESC Region 19

ORDER INFORMATION:

Brainchild

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Esped.com, Inc.

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ORDER INFORMATION:

Public Consulting Group, Inc

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900 Jackson Street, Suite 380

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www.publicconsultinggroup.com / jmclaughlin@pcgus.com

Correction on contact information as of 10/04/12

SPECIAL CONDITIONS

1. Award basis for this turnkey contractor and its product will be as follows;
 - 25% features and functions
 - 20% support/ service
 - 15% ease of use/ implementation
 - 10% ability to interface/ integrate
 - 10% ability to expand the system
 - 10% costs
 - 10% software vendor's track record and reference checks
2. Vendor's wishing to be considered for award, must provide 3 medium to large school districts the products proposed has been implemented with over the past 18 months. Information must include the name of the institution, the contact person, how long the products has been working successfully, the phone number for questions, their email for questions, and their address for correspondence. Failure to provide this information will result in an incomplete evaluation process, thereby possibly resulting in that bid not considered.
3. All responses will be verified from sources, and the users of this product from the awarded contractor reserve the option to request a performance bond if circumstances warrant the success of the initiative, so vendors who do not have a complete working system should specifically state the capabilities and limitations of their product in the response section of this RFP. Do not state something that your company cannot provide.

RESPONSE FORM

1. **ITEMIZE THE FEATURES AND FUNCTIONS CRITICAL TO A SUCCESSFUL SPECIAL EDUCATION STUDENT WEB BASED MANAGEMENT SOFTWARE SYSTEM IN THE SPACE PROVIDED. STATEMENTS SHOULD BE TRUE AND DIRECT AS IT APPLIES TO SCHOOL DISTRICT REQUIREMENTS; INCLUDE WHETHER OR NOT 30-DAY TRIALS ARE OFFERED AT NO CHARGE TO THE ESC REGION 19 PURCHASING COOPERATIVE MEMBERS.**

Brainchild

Two-week trials are offered on the following web-based items:

1. STARR Achiever, Online Assessment and Instruction.
2. Mechanics, Basic Skills Online Assessment and Instruction.
3. Core Concepts, Common Core Online Assessment and Instruction.

Web-based training included in trial, if needed.

Data-driven instruction is simplified with standards-based reports, and individual student learning plans.

District Personnel, Administrators, and Teachers are provided with real-time data ranging from individual student, classroom, school-wide and district-wide. All data can be easily exported, downloaded, or printed for monitoring progress.

Esped.com, Inc.

Features and Functions

- Cost effective
- Complete on-line electronic student document portfolio
- Web-based, always available, no hardware investment and maintenance
- Single relational database
- Lightening fast page turns
- Dynamically expanding forms
- Reporting, ad hoc and extensive library included
- Encrypted / Password protected email capability
- Co-location Services – Level 3
- System Security
- State and Federal Compliance maintained and always current
- PDF Scan / email / upload archiving
- Archiving student information, required 7 years
- Integrated Document Transfer
- System Integration
- Document Electronic Signature
- Maintenance free
- Comprehensive Special Population System
 - ARD / IEP
 - Goals / Objectives with TEK integration
 - Assessment Histories
 - Notices and Forms
 - Spanish Notices and Forms
 - FIE and all Evaluations
 - FBA and BIP
 - 504 Plan
 - Progress Reporting and Charting
 - Transition Plans
 - ARD Compliance Monitor
 - PEIMS collection
 - RTI
 - ELL

Trial Period – Upon signing an NDA **esped** will grant Region 19 Member Districts guests access to our demo site for a period of 14 days to browse our suite of applications

Public Consulting Group, Inc

EasyleIP™ is a complete solution that seamlessly integrates IEP creation, health service documentation, and a special education data management system. **EasyleIP™** manages the entire special education process from referral and eligibility to the development of the IEP. It is a data driven process-based system where users will enter all required data in a systematic manner related to the IRP process with error checking occurring along the way to ensure compliance and completeness.

Compliance timelines are automatically calculated when dates are entered in the system and, combined with visual compliance icon warning alerts and e-mail notifications help to ensure that schools are in compliance with required timelines. Data entered into the system can be accessed as needed and the catalog of reports organizes data into clear, concise documents. Providing visual compliance symbols, email alerts, and customized compliance reports helps further foster a “culture of compliance” in schools.

These tools will use our standard interface and will be configured to incorporate the LEA's policies and documents to ensure that each LEA is in compliance with the State and Federal regulations.

EasyleIP™ Compliance

- **Visual Compliance**
- **Email Alerts**
- **Student Management Component**
- **Search Criteria on the Basic Student Search page**
- **Storage / Retrieval of Student Records Component**
- **Referral and Evaluation Component**

Examples of domains:

- **Academic Achievement**
- **Functional Performance**
- **Cognitive Functioning**
- **Communication Status**
- **Health**
- **Hearing / Vision**
- **Motor Abilities**
- **Social / Emotional Status**

- **Purpose of the Evaluation**
- **Identification of Needed Assessments for Evaluation Consent**
- **Communications**
- **Eligibility and Re-Evaluation Process**
- **ARD / IEP Process**
- **Spell Check**
- **Goals**
- **Progress Monitoring**
- **Create / Manage IEP Documents**
- **Documents and Reports Component**
- **Built-In Reports**

RESPONSE FORM

2. SUPPORT/ SERVICE

AS NEW VERSIONS OF THE SYSTEM ARE INTRODUCED, ARE CURRENT CUSTOMERS OFFERED THE OPTION TO PURCHASE OR ARE THEY INCLUDED WITH THE ORIGINAL PRICE? WHAT WOULD BE THE COST TO ANNUALLY TO STAY CURRENT TYPICALLY? ALSO HOW OFTEN ARE UPDATES AND NEW VERSION INTRODUCED HISTORICALLY?

Brainchild

Any and all upgrades and / or changes to the system are included with the annual fee. Historically, upgrades are introduced 1-2 times per year.

Esped.com, Inc.

Our product, **eStar Series™**, is offered as a per pupil application subscription, pricing is based on the number of students served in the District. The Software license Subscription and Annual recurring Maintenance fee include all technical support and software licenses for UNLIMITED, CONCURRENT, DISTRICT USERS. On-going maintenance, most application features enhancements and state and federal compliance updates (all federal and state changes!) are performed by **esped** at no additional cost. Customers will always be up to date with the newest version. System updates occur throughout the school year with the larger releases scheduled in the summer and during holidays and weekends.

Public Consulting Group, Inc

PCG is constantly working to update the **EasyIEP™** software to meet current and future needs. PCG's legal and special education subject matter experts monitor federal and state special education changes to ensure continued compliance with these rules and regulations. PCG Education provides and exceptional level of new features every year to out core products with an average of six **EasyIEP™ releases per year**.

Throughout the term of the contract, our standard maintenance agreement includes system upgrades to accommodate mandated State and Federal changes and new core product releases at no additional cost.

IS TELEPHONE SUPPORT INCLUDED WITH THE PURCHASE PRICE, AND IF NOT, WHAT IS THE COST, AND WHAT IS THE TYPICAL RESPONSE TIME? ALSO, IS SUPPORT DIRECTLY FROM THE COMPANY OR A 3RD PARTY VENDOR?

Brainchild

Telephone support is included with price. Support is directly from Brain child

Esped.com, Inc.

Our technical support is available to all district users with unlimited free access to our toll-free hotline and on-line support services. Support is provided from 8:00 a.m. – 6:30 p.m. EDT and email support is monitored until 11:00 p.m. EDT and during weekends. If all support representatives are on the phone at the time of an incoming call they do their best to call back immediately if not by the end of the business day. It is suggested that users call the 800 number first and if all representatives are busy to email support@esped.com to document the problem and to make the department aware of any issues. Within the system there is easy to follow Texas specific on-line help documents and we also provide all extensive training documents to users at the time of implementation. Additionally, all system updates are well documented for teaching / training purposes and disbursed when necessary.

All support is provided by employees of **esped.com, Inc.**, we do not employ third party support personnel.

Public Consulting Group, Inc

The emphasis on quality, training, and single call resolution is one of our differentiators. PCG operates a quality assurance program that is designed to serve several purposes:

- Monitor agent performance
- Target staff training needs
- Target weakness in aspects of training
- Compile data on trends
- Identify patterns and areas of difficulty
- Provide our client with business intelligence necessary to inform program design

Help Desk

- The PCG support training model will result in a qualified resource in each district at each campus that can address both Tier 1 support issues, and escalate issues to the PCG Help Desk
- At the district level, district staff trained by PCG will be equipped to address Tier 1 and many Tier 2 support request.

Tier I Support

- PCG 24/7 Web-Based Support
- Frequently Asked Questions (FAQs)
- Message Board – on-line help desk that is supported from 8:00 a.m. - 5:00 p.m. M.S.T. Monday-Friday via the **EasyIEP™** Message Board
- Campus-Based Board
- District Based Board

Tier II and Tier III

PCG in-house personnel support the help desk and support will be provided through PCG's existing toll-free hot-line support program. Telephone support will be provided between the hours of 8:00 a.m.-5:00 p.m. M.S.T. Monday-Friday, except on holidays.

Hours of Operation and Response Times

Support is available via website, phone or email. Routine Tier II and III support is available 8:00 a.m.-5:00 p.m. M.S.T. Monday-Friday, except on holidays.

IS CREDIT OFFERED WHEN A USER UPGRADES DUE TO THE INCREASE IN SIZE OF THE PROGRAM? IF SO, PLEASE PROVIDE DETAILS?

Brainchild

No

Esped.com, Inc.

This does not apply as our product, **eStar Series™**, is offered as a per pupil application subscription, pricing is based on the number of students served in the district. The Software License Subscription and Annual recurring Maintenance fee include all technical support and software licenses for UNLIMITED, CONCURRENT, DISTRICT USERS. On-going maintenance, most application feature enhancements and state and federal compliance updates (all federal and state changes!) are performed by **esped** at no additional cost.

Public Consulting Group, Inc

Not Applicable

2. SUPPORT/ SERVICE

ARE REMOTE DIAGNOSTICS AVAILABLE WITH THE PROGRAM? IF YES, WHAT ARE THE HARDWARE REQUIREMENTS SPECIFICALLY, INCLUDING PRICING IF AVAILABLE?

Brainchild

With the exception of conducting diagnostics for program designed functionally and operation, no additional diagnostics are used.

Esped.com, Inc.

Remote diagnostics of the software program are provided via WebEx so **esped** support personnel can take control of the user's computer to determine and resolve any problems. No additional hardware is required for our diagnostic support. All support cost are included in the annual software license subscription agreement. All users have unlimited, free access to our support.

Public Consulting Group, Inc

Execution of our implementation and training models will result in resources at the district and campus level that are well trained Having the district involved in Tier I support results in a powerful synergy of local knowledge, instructional / content knowledge and product knowledge. At the district level, district staff trained by PCG will be well equipped to address Tier I and many typical Tier II support request. PCG's live support line available during business hours is intended to provide immediate support to resolve mission critical and time sensitive issues. PCG staff will devote all available resources to ensuring the problem is resolved as effectively and efficiently as possible. PCG provides engineering support for bugs, upgrades, system patches and technical and release issues.

IS TRAINING/ CONSULTING AVAILABLE ON SITE? IF SO, PROVIDE ALL ASSOCIATED COSTS IF THEY ARE NOT INCLUDED IN THE PURCHASE PRICE? ALSO, THE TYPICAL TIME FOR THE SYSTEM TO BE FULLY IMPLEMENTED SHOULD BE PROVIDED BASED ON STATED SIZE AND SCOPE ON PREVIOUS WORK?

Brainchild

Onsite Professional Development
1 day of Teacher Training
½ day of Leadership
2 days of Teacher Training and 1 day refresher training

Esped.com, Inc.

On-site training sessions are hands-on and will be organized by job function. Each training group will be limited to maximum of 25 attendees in order to ensure personal attention for each staff member. The use of a computer for each participant is highly recommended. Free, remote, webinar trainings are also offered throughout the year on a wide variety of subjects via Webex. Training cost are part of the non-recurring implementation costs at \$1,800 per day.

Full system integration depends greatly on district size and training method. Most new districts are up and running within 45 days of a signed contract.

Public Consulting Group, Inc

Yes, training and consulting available on site. Our dedicated staffs in our Texas-based Austin and Dallas offices are available to provide onsite training and teams from our Phoenix and Las Vegas offices can also provide support as necessary. PCG will deliver all material electronically in Microsoft Word, HTML and Adobe PDF. The plan includes IT / Technical training, Administrator training, and User training. They timeline for full implementation is dependent upon the size and scope of each individual project, the staff and resources available at LEA and Lea's needs.

Varying Training Methods

Instructor Led trainings in groups
Of 20-25
Webinars

Specialized Training Materials

Electronic Training manuals
Electronic quick reference guides
Frequently Asked Questions

On-going Support

Refresher training
Toll-free phone help desk support
Message board support

RESPONSE FORM

IS CUSTOMIZATION AVAILABLE? IF YES, PROVIDE COSTS ASSOCIATED WITH SPECIAL REQUESTS FOR ADDITIONAL FEATURES? AND IF CUSTOMIZED, DO FUTURE VERSIONS INCLUDE THE CUSTOMIZATION FEATURE?

Brainchild

Reports are currently customized in support of district and campus data requirements. Limited customization is allowed within set program design.

Esped.com, Inc.

Customization can be provided to districts and is charged based on time and materials. When customizations are made to the system they stay in there indefinitely.

Public Consulting Group, Inc

EasyIEP™ can be configured as necessary to meet the specific needs of LEA. Our proposed system ensures that configurable fields (fields which the client can add / change) can be modified and changed without disruption in the operating status.

2. SUPPORT/ SERVICE

IS THERE AN ESTABLISHED USERS GROUP FOR THE SYSTEM PROPOSED? ARE USERS ALLOWED TO PROVIDED INPUT? PROVIDE DETAILS;

Brainchild

Brainchild encourages and solicits feedback from district and campus customers. Feedback is accepted via phone, fax, or email.

Esped.com, Inc.

Esped hosts two very well attended, full day user group meetings each year the day before January and July TCASE meetings. Other user group meetings are conducted on a regular basis throughout the year in various regional locations. Also, we have Texas Advisory Groups that meet quarterly by discipline (ARD, RTI, and FIE, etc.) and provide feedback to **esped** Project Managers. All options give users the opportunity to provide us input on their experience and needs regarding the direction of the system.

Public Consulting Group, Inc

The **EasyIEP™** development roadmap is therefore driven by several guiding considerations:

- The evolution of the needs of public education, changes in state and federal requirements, and changes in instructional practice methodology.
- Progression in data use practices and presentations
- The lifecycle and improvements made in technology
- Specific needs articulated by our clients

We host regularly scheduled conference calls with LEA staff to provide an avenue for asking questions, seeking clarification, brainstorming, training ideas, and identifying needs. In addition, our training process includes a survey component to gather feedback from LEA staff. User group meetings and conferences can also be conducted to bring the **EasyIEP™** community together and provide a forum for information sharing and input.

RESPONSE FORM

3. EASE OF USE/ IMPLEMENTATION

COMPLETE THE FOLLOWING WITH YES OR NO RESPONSES AND ANY ADDITIONAL INFORMATION ABOUT THE QUESTIONS DEEMED BENEFICIAL FOR USE OF THE PRODUCT;

Brainchild

HELP SCREENS	<u>Yes</u>
CONSISTENT USE OF FUNCTION KEYS	<u>Yes</u>
USER TUTORIALS	<u>Yes</u>
QUICK REFERENCE CARDS	<u>Yes</u>
IS IT INTUITIVE?	<u>Yes</u>
CAN IT BE IMPLEMENTED IN MODULES?	<u>Yes</u>

Esped.com, Inc.

HELP SCREENS	<u>Yes</u>
CONSISTENT USE OF FUNCTION KEYS	<u>Yes</u>
USER TUTORIALS	<u>Yes</u>
QUICK REFERENCE CARDS	<u>Yes</u>
IS IT INTUITIVE?	<u>Yes</u>
CAN IT BE IMPLEMENTED IN MODULES?	<u>Yes</u>

Public Consulting Group, Inc

HELP SCREENS	<u>Yes</u>
CONSISTENT USE OF FUNCTION KEYS	<u>Yes</u>
USER TUTORIALS	<u>Yes</u>
QUICK REFERENCE CARDS	<u>Yes</u>
IS IT INTUITIVE?	<u>Yes</u>
CAN IT BE IMPLEMENTED IN MODULES?	<u>Yes</u>

RESPONSE FORM

4. ABILITY TO INTERFACE/ INTEGRATE

DESCRIBE THE ABILITY OF THIS SYSTEM TO INTEGRATE WITH EXISTING STUDENT SYSTEMS IF THAT IS THE INSTANCE AS WELL AS OTHER PC MICROCOMPUTER APPLICATIONS?

Brainchild

Student data can be easily imported via CSV file and exported via Excel, PDF, and Printable Format. Data compatible with CSCOPE, Eduphoria, as well as other programs used in many Texas Districts

Esped.com, Inc.

Esped.com, Inc. is SIF certified. We currently integrate with all Student Information Systems in Texas. We do this through a nightly batch process where the SIS posts and export file to **esped's** ftp site. **esped** also sends PEIMS data to the SIS so the integration is bi-directional. **esped** has current clients employing many different SIS systems. We update student records based on matching primary and secondary student identification numbers. If the district is interested in real-time exchange of data, we also offer a web services integration option. **esped** supports an open approach to integration. Provided **eStar Series™**, includes a corresponding data element, we will transfer and load the data elements according to the district's specification from multiple systems if necessary.

Additional system integration would also be facilitated using a batch process upload with the frequency to be determined by the district.

Public Consulting Group, Inc

Pcg WORKS WITH DISTRICTS ACROSS THE COUNTRY AND HAS INTERGRATED WITH OVER 40 DIFFERENT STUDENT INFORMATION SYSTEMS. For each implantation, PCG consultants will work with the LEA's IT staff to integrate the Student Information System (SIS) with **EasyIEP™**. PCG will set up a standard data interfacing routine with the LEA's IT department to determine the frequency and method for exchanging data. **EasyIEP™** will be configured to accept the following types of data:

- **Schools** – All schools in the District along with the associated region, school code and address
- **Students** – All students in the District with basic demographic information, including first name, last name, dat of birth, race, grade, school and gender
- **Users** – All teachers, therapist, administrators, etc., along with associated data such as job title, address, and certificates

The following additional data can be brought into the system through the interface if desired:

- **Parents** – All parents and / or guardians with basic information contact
- **Caseloads** – List of students for whom each teacher or therapist is a case manager or on the child's IEP Team

Additional information regarding the data interface includes:

- **Identification of Import / Export Protocol**
- **Identification of the Import / Export Process**
- **On-going Data Management**

RESPONSE FORM

5. ABILITY TO EXPAND

IS DATA COMPATIBLE FROM ONE CONFIGURATION TO ANOTHER? EXPLAIN;

Brainchild

Since data is simple text, it is compatible with most used systems.

Esped.com, Inc.

eStar Series™, was architected from the ground up as a true web-based application. It is based on a centralized district database model with all the user access preformed through the Web browser. All data entered in the system by authorized users is maintained in the system creating a virtual file folder for each student. This data stays the same even as the program expands and additions to the system are made. Information is entered only once and then automatically shared throughout the application, fostering collaboration among staff at all levels and locations.

Public Consulting Group, Inc

Data is compatible from one configuration to another because the same database is used schema is used. For each specific implementation, PCG will collaborate with each LEA to configure the system and customize it to meet the needs of the LEA. **EasyIEP™** is a system that lends itself well to the adaptation, and PCG works hard to make sure that the system aligns to the goals and objectives of each client.

PROVIDE A LISTING OF THE PLATFORMS SYSTEM WILL RUN ON?

Brainchild

Operating Systems	<u>Windows XP, Vista, 7</u>	<u>Macintosh 10.x</u>
Internet Browser Supported	IE 8+, Firefox, 10+, Chrome 10+	Safari, Firefox 10+, Chrome 10+
Browser Settings	Javascript enabled, SSI 1 and 2 enabled ,Temporary Internet files allowed ,Cookie enabled	Javascript enabled, SSI 1 and 2 enabled, Temporary Internet files allowed, Cookie enabled
Adobe Flash Player	Version 8+	Minimum 56kbps (per client) (Broadband recommended)
Connection Speed	Minimum 56kbps (per client) (Broadband recommended)	Minimum 56kbps (per client) (Broadband recommended)
Display Settings	1024 x 768 or higher 256 color or higher	1024 x 768 or higher 256 color or higher

Esped.com, Inc.

Clients can access **eStar Series™**, using either a Mac or Windows via any web.

RESPONSE FORM

PROVIDE A LISTING OF THE PLATFORMS SYSTEM WILL RUN ON? (CONT)

Public Consulting Group, Inc

EasyIEP™ is designed to be a standard web application and requires no special hardware or software, except for **Adobe™ Reader** to read and print PDF documents (files). This application supports Windows, Mac, and any platform running a modern browser. The minimum client workstation hardware for browser access is given below.

- **PC configuration:** Pentium 90 128 MB RAM, 1 GB hard disk
- **Macintosh:** Any G3 Macintosh with 128 MB RAM or greater
- **Both** 1024x768 pixel display

The recommended client workstation hardware for browser access is given below.

- **PC configuration:** Pentium 400Mhz with 128 MB RAM, 1 GB or better
- **Macintosh:** Any G3 Macintosh with 128 MB RAM or better
- **Both** 1024x768 pixel display

The application utilizes a Microsoft SQL Server 2005 database. Development is currently under way to support Microsoft SQL Server 2008.

CAN SOFTWARE BE IMPLEMENTED ONE MODULE AT A TIME?

Brainchild

Yes

Esped.com, Inc.

eStar Series™, can be implemented one module at a time, most initial trainings are conducted for the FIE and ARD applications.

Public Consulting Group, Inc

Due to the scope of **EasyIEP™** projects, it is highly recommended that the district implement their new Special Education Management System in a phased approach. PCG recommends a pilot of core IEP documents, followed by additional / supplemental forms.

ARE NEW MODULES BEING DEVELOPED CONSTANTLY?

Brainchild

Modules are continually evaluated and updated for validity and ease of use.

Esped.com, Inc.

New features are constantly being developed and added to our suite of applications keeping our clients up to date with the state-of-the art solutions for their data management and reporting needs.

Public Consulting Group, Inc

PCG is constantly working to update the **EasyIEP™** software to meet current and future needs. We are continuously working to improve and expand our technical solutions and consulting services to better serve the educational community.

RESPONSE FORM

6. COSTS

PROVIDE ATTACHMENT OF DIFFERENT PRICING STRUCTURE AND THE HARDWARE REQUIREMENTS FOR EACH PRICING CONFIGURATION ON ATTACHEMENT; HARDWARE ESTIMATES SHOULD ALSO BE INCLUDED SEPARATELY, EVEN IF VENDOR DOES NOT SELL HARDWARE;

Brainchild

Pricing is based on the size of enrollment

Number of students (per school)	1-50	51-100	101-200	201-300	301-500	501-1,000
<i>Achiever!</i> Math grades 1-5	\$495	\$995	\$1495	\$1995	\$2495	\$2995
<i>Achiever!</i> Math grades 6-8	\$495	\$995	\$1495	\$1995	\$2495	\$2995
<i>Achiever!</i> ELA grades 1-5	\$495	\$995	\$1495	\$1995	\$2495	\$2995
<i>Achiever!</i> ELA grades 6-8	\$495	\$995	\$1495	\$1995	\$2495	\$2995
<i>Science</i>	\$495	\$995	\$1495	\$1995	\$2495	\$2995
Core Concepts Math grades 1-5	\$495	\$995	\$1495	\$1995	\$2495	\$2995
Core Concepts Math grades 6-8	\$495	\$995	\$1495	\$1995	\$2495	\$2995
Core Concepts ELA grades 1-5	\$495	\$995	\$1495	\$1995	\$2495	\$2995
Core Concepts ELA grades 6-8	\$495	\$995	\$1495	\$1995	\$2495	\$2995
Mechanics Math	\$495	\$995	\$1495	\$1995	\$2495	\$2995
Mechanics Language Arts	\$495	\$995	\$1495	\$1995	\$2495	\$2995

RESPONSE FORM

2. COSTS (CONT)

Esped.com, Inc.

The proposed offer (including all rate and fee quotations submitted in response to this CSP, as well as the scope and character of the services described in the proposal) will remain in effect for the term of 60 days.

Annual Recurring Application Subscription Services

<u>Students</u>	<u>eStar Series™ Application Service Description</u>	<u>Annual Subscription per Student</u>
	eStar Series™ Special Education & 504 Students Spanish Documents, forms and Notices	\$30.00
	Student Information System Integration	
	eStar ARD™ Texas Forms & notices Goals & Objectives (including TEKS) All Supplements Summary of Performance IEP Progress Reports and Charting ARD Amendment Compliance Verify (ARD Compliance Monitoring) Compliance Timeline E-Mail Notification Transition Services REED (short & Long Forms) Healthcare Services Plan	
	eStar FIE™ FIE and Evaluations 85+ Assessment Score Templates	
	eStar 504 Plan™ Referral, Notice, Annual plan	
	eStar Behavior Plan™ FBA, BIP and Manifestation	
	eStar Reporting™ Export Builder (Export data to MS Excel) Bundle Builder	
	eStar Translation™ Human translators for nearly 50 languages Turn Around Time – 3 days or less Cost = \$0.12 word with \$3,000.00 purchase order or Cost = \$0.14 word without purchase order	
	eStar Archive™ Archive Manager – Fax / Scan / Email / Uploading Archiving	
	Texas State Compliance PEIMS Data Export	
	eStar Medicaid / SHARS Data Collection™	
	eStar RTI™ Three Tier Response to Intervention Application Chart and Graph Student Performance	\$3.00

2. COSTS (CONT)

Esped.com, Inc.

Application Non-Recurring Implementation Services

<u>Implementation Services Description</u>	<u>Quantity</u>	<u>Rate</u>
Data Conversion Current Year / Student	1	\$15.00
Days Onsite eStar Series™ Training @ \$1,800 / Day	1	\$1,800.00
Web Application Services Setup Fee	1	\$3,000.00
SIS Integration Setup Fee	1	\$1,500.00

Public Consulting Group, Inc

Pricing

Year 1 Fee

\$20.00 Annually Per Student in Special Education

Year 2 and Beyond Annual Fee

\$18.00 Annually Per Student in Special Education

Pricing Assumptions

1. Pricing is determined using the total number of students eligible for Special Education in the district. The number used will be based on the pervious year's child count report and not on the actual number of students with IEP's generated in the system. Minimum of \$15,000 annual fee per district regardless of student count.
2. All **EasyIEP™** software licensing and release upgrades are included in the annual fee.
3. The time and cost estimates provided in this proposal are based on the scope of work as documented in the RFP.
4. Throughout the term of this contract, the license fee includes system upgrades to accommodate mandated State and Federal changes and new core product releases.
5. PCG will provide a bank of 50 developer hours per year to be used at the District's discretion for document and system upgrades and modifications. Having this bank of developer hours will provide District flexibility to add new forms, make modifications, or enhance system functionality as needs arise within the District. PCG will work closely with the District to determine the desired development and will provide an estimate of hours required before any work begins. If additional hours are needed, they may be purchased at the rate of \$175 per hour (which includes development, testing, and project management time).
 - a. Bug fixes and State and Federally mandated changes will not count towards the bank of developer hours.
6. Throughout the term of this contract, **PCG Education™** will provide Tier-2 and Tier-3 Help Desk support.
7. Tier I will be managed by the District as a first layer of support. Tier II and Tier III support will be provided to the identified individuals within the District (up to 3) who will contact PCG for support when needed.
8. PCG will provide technical support services under this proposal from the hours of 8:00 a.m. to 5:00 p.m. M.S.T., Monday through Friday, except holidays.
9. District will be responsible for ensuring that all participating schools will have high-speed, reliable Internet connections and that **EasyIEP™** users will have appropriate access to Internet-connected computers.
10. Pricing includes integration with District's Student Information System to upload student demographic data into **EasyIEP™**

Public Consulting Group, Inc (cont)

- 11. There are no additional costs for hardware to the District's Student Information System to upload student demographic data into **EasyIEP™**.
- 12. **EasyIEP™** is hosted by PCG and does not require District to purchase servers to host the data.
- 13. PCG will provide the required training facilities, complete with a sufficient number of computers with Internet access.
- 14. District will provide the required training facilities, complete with a sufficient number of computers with Internet access.
- 15. **EasyFax™** pricing is based on usage of up to 400 faxed pages per month. If additional pages are needed, the following price will apply:

<u>Pages per Month</u>	<u>Annual Fee</u>	<u>Over Monthly limit Charge (per page)</u>
9,000	\$22,500.00	\$0.45
6,000	\$15,000.00	\$0.45
3,000	\$10,000.00	\$0.60
1,500	\$8,000.00	\$0.90
750	\$5,000.00	\$1.15

3. VENDORS TRACK RECORD

**PROVIDE 3 SUCCESSFUL MEDIUM TO LARGE IMPLEMENTATIONS PERFORMED IN THE PAST 12 MONTHS?
(NAME, CONTACT, PHONE, FAX, EMAIL, AND AMOUNT OF PROJECT REQUIRED)**

Brainchild – On File

Esped.com, Inc. – On File

Public Consulting Group, Inc – On File

NUMBER OF EMPLOYEES WORKING DIRECTLY FOR COMPANY IN SALES? IN SERVICE AND SUPPORT?

Brainchild – 10 employees

Esped.com, Inc. – 7 people working directly for the company in sales, 15 people working in the service support department.

Public Consulting Group, Inc – 1, 000 employees throughout the United States, Canada and Europe

RESPONSE FORM

CAN VENDOR SUPPORT TEXAS, NEW MEXICO, AND ARIZONA? PROVIDE DETAILS;

Brainchild – Yes, Brainchild has field representatives in all three (3) states

Esped.com, Inc. – Currently **esped** can support Texas schools districts, as we partner with over 300 schools and districts in the state. We do not have applications for New Mexico or Arizona but would be open to discussing should the opportunity arise.

Public Consulting Group, Inc – PCG has extensive experience working with clients in all 50 states, six Canadian provinces, and has a growing practice in Europe. PCG's current work includes more than 1,000 active contracts in more than 40 states, **including Texas, Arizona and New Mexico.**

VENDOR SHOULD PROVIDE LATEST FINANCIALS FOR REVIEW OF SOLVENCY OF THE COMPANY PRIOR TO AWARD CONSIDERATION;

Brainchild - N/A

Esped.com, Inc. – **esped** agrees to provide the latest financials reviews of solvency prior to contract award.

Public Consulting Group, Inc – PCG will provide copies of the latest financial statements for review upon request.

VENDOR SHOULD PROVIDE A 10-STEP IMPLEMENTATION PROGRAM AS A TEMPLATE FOR SCHOOL DISTRICT'S USING THIS PRODUCT;

Brainchild – Implementation will focus on the areas of need identified via a Needs Analysis.

1. Who are the designated person(s) responsible for training, configuration, distribution and maintenance of the technology?
2. When do you estimate that the web-based program will begin to be used by both teachers and students?
3. What process will be used to guide students' instruction and assessment?
4. In what type of program will the Brainchild product be used?
5. What types of students will be using the program?
6. What is the duration of the program?
7. Approximately how many days per week will the program be used?
8. What is the estimated duration of each session the student uses the program?
9. Specify the data-recording device that will be used to track students' scores.
10. How will the overall success of the program be measured?

The proper attention given to these questions will help ensure a successful implementation.

VENDOR SHOULD PROVIDE A 10-STEP IMPLEMENTATION PROGRAM AS A TEMPLATE FOR SCHOOL DISTRICT'S USING THIS PRODUCT; (CONT)

Esped.com, Inc.

1. Transfer District student data from previous management system
2. Evaluate student data for migration to **eStar Series™**
3. Data Conversion of identified student information
4. Population of administrative tables, which become dropdown lists in the IEP applications.
5. Definition of roles and security access levels.
6. Registration of users and assignment to roles.
7. Electronically loading student data into **eStar Series™**
8. Integration of **eStar Series™** with the district's Student Information System
9. Training of school or district personnel
10. Evaluation and Review of Implementation

Public Consulting Group, Inc

10 Step Implementation Checkpoints

Kickoff

- Checkpoint 1: Project Assessment and Startup

Establish baseline

- Checkpoint 2: Process Review
- Checkpoint 3: Lead Team Training

System Configuration

- Checkpoint 4: Lead Team Review
- Checkpoint 5: Configuration Decisions
- Checkpoint 6: User Types, Data, and Lists
- Checkpoint 7: Populate District Test Site

IEP Rollout

- Checkpoint 8: IEP User Training
- Checkpoint 9: IEP Rollout

Rollout Other Documents

- Checkpoint 10: Validate and rollout other documents

RESPONSE FORM

NUMBER OF YEARS IN BUSINESS WITH THE PRODUCT PROPOSED FOR AWARD CONSIDERATION?

Brainchild – Since 1996, Brainchild has teamed up with thousands of schools in support of customized online assessment and mobile learning systems to raise student achievement, make AYP, and raise school ratings.

Brainchild understands that before it can serve students, the company must first meet the needs of district and school administrators, Information Technology (IT) Directors and classroom teachers. All phone calls are answered by a caring Brainchild professional – not a voice recording- so you receive the help and information you need immediately. You can talk directly to Brainchild educators and software developers, or directly reach Brainchild founder and president, Jeff Cameron, for the personal attention you deserve.

Esped.com, Inc.

esped has been in business for 12 years providing districts with our proposed **eStar Series™**. In January 2000, **esped.com, Inc.** combined with Learning Systems Technologies, a developer of Special Education IEP and Student Data Management Systems. Learning Systems was the first company to provide computer assisted IEP applications in the United States and has implemented thousands of special education systems nationwide. **esped.com, Inc.** president, George Dhionis, founded Learning Systems Technologies in 1979. George has extensive experience, both as a Director of Special Education in Massachusetts as well as a developer of special education administrative applications. **esped.com, Inc.** is an independent company, owned by its directors.

Public Consulting Group, Inc

Initially developed in 1997, PCG has successfully grown its initial base of **EasyleIP™** clients to serve school districts, Departments of Education, County Offices of Education and charter schools. The flexibility of the **EasyleIP™** system, and the way in which required documents are coupled with the workflow process management has made, **EasyleIP™** the special education management solution for many districts across the country.

Approved by: _____
(James R. Vasquez- Executive Director)
(James R. Vasquez- Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(September 17, 2012)
(June 19, 2013)
(July 22, 2014)