

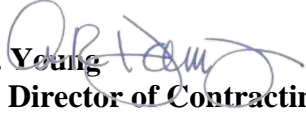


BOARD OF EDUCATION

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DATE: February 14, 2020

TO: All Offerors

FROM: Angela R. Young 
Executive Director of Contracting

RE: RFP. No. 125-20, Digital Learning System for Online and Blended Learning

Please see Addendum No. 2 for the above-referenced solicitation.

ADDENDUM NO. 2
RFP NO. 125-20
DIGITAL LEARNING SYSTEM FOR ONLINE AND BLENDED LEARNING

A. The following changes have been made to the above-referenced solicitation:

Delete: Pages 73 and 74

Add: REVISED 2/14/20 Pages 73, and 74

Add: Sign in sheet

CONTRACTING DEPARTMENT

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**ADDENDUM NO. 2
RFP NO. 125-20
DIGITAL LEARNING SYSTEM
FOR
ONLINE AND BLENDED LEARNING
PRICE SCHEDULES
REVISED 2/14/20, PAGE 73**

Price Schedule B – Digital Content Courses

ITEM NO.	DESCRIPTION	TOTAL ANNUAL COST
1.	Enterprise Access (All courses in all subject areas that match Fulton Virtual Course Catalog, unlimited usage) to Digital Course Content for Fulton Virtual and Blended Learning	\$ _____
2.	Enterprise Access (all courses) to Digital Course Content for all students in Fulton County Schools for Blended Learning	\$ _____
3.	Enterprise Access (all courses) to Digital Course Content for Credit Recovery 9-12 for all Fulton County Schools (including Fulton Virtual and Blended Learning Campuses)	\$ _____
4.	Access to Middle School Core Content (ELA, Math, Science, Social Studies) Digital Content Courses for Fulton Virtual and Blended Learning Campuses	\$ _____
5.	Access to High School Core Content (ELA, Math, Science, Social Studies) Digital Content Courses for all of Fulton County Schools (including Fulton Virtual and Blended Learning Campuses)	\$ _____
6.	Access to World Languages (Grades 6-12) Digital Course Content for Fulton Virtual and Blended Learning Campuses	\$ _____
7.	Access to Electives (Health & Physical Education 6-12; Career, Technical, Agriculture & Engineering 6-12; Fine Arts 6-12; Humanities 6-12) Digital Content Courses for all of Fulton County Schools (including Fulton Virtual and Blended Learning Campuses)	\$ _____

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Price Schedule B – Digital Content Courses (cont’)

ITEM NO.	DESCRIPTION	TOTAL ANNUAL COST
8.	Project Management for Digital Course Content Deployment	\$ _____
9.	Professional Development for Initial Implementation of Digital Content Courses	\$ _____
10.	On-going, yearly professional development plan (For LMS and/or Digital Course Content)	\$ _____
11.	Yearly Technical and Curriculum Support for Digital Course Content	\$ _____
12.	Access to World Languages (Grades 6-12) Digital Course Content for Fulton Virtual and Blended Learning Campuses	\$ _____
13.	Access to World Languages (Grades 6-12) Digital Course Content for Fulton Virtual and Blended Learning Campuses	\$ _____
14.	Access to World Languages (Grades 6-12) Digital Course Content for all of Fulton County Schools (including Fulton Virtual and Blended Learning Campuses)	\$ _____
15.	Access to Electives (Health & Physical Education 6-12; Career, Technical, Agriculture & Engineering 6-12; Fine Arts 6-12; Humanities 6-12) Digital Content Courses for all of Fulton County Schools (including Fulton Virtual and Blended Learning Campuses)	\$ _____
	Grand Total (Lines 1-11)	\$ _____
	Grand Total (Lines 1-15)	\$ _____

COMPANY NAME

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DIGITAL LEARNING SYSTEM FOR ONLINE AND BLENDED LEARNING

B. The following are questions received and FCS's responses for the above-referenced solicitation:

1. Is FCS open to tiered pricing over the five (5) year period?
No.
2. Has a preferred LMS been established?
No.
3. Can we only submit for the Digital Content portion as most of the questions seem to be related to the LMS functionality?
Some Offerors will use Learning Tools Interoperability (LTI) for assessments and lesson contents into LMS. If the Offeror does complete this section, the Offeror needs to provide an explanation as to how they plan on integrating the features into LMS.
4. In Section II- Technical Capabilities – do you want resumes for all personnel in both Section A, Methodology and in Section B, Capabilities?
The Offeror shall provide resumes for all personnel in section A, and provide resumes for all technical personnel in Section B.
5. Is it possible for us to submit an on-line link to our annual financial reports to suffice the requirements of Section III-Business Stability?
No.
6. Can you provide additional detail of the expected job function of the Project Manager?
The Project Manager will oversee all aspects that will have to do with the change management process that FCS will go through. This includes but is not limited to weekly (or more) project meetings regarding timelines, integrated meetings, standards alignment meetings, setting up courses for course content to standards, and creating competency-based courses.
7. Is Appendix V available in an editable format?
No.
8. Can you clarify the expectations/requirements regarding 3.1.2.5 of the Digital Course Content?
Please reference the Aurora Institute (formerly iNACOL) National Standards for Quality Online Courses and Quality Matters National Standards for Quality Online Courses (K-12).
9. Can you clarify the meaning of “loss of functionality” found in sections 3.1.2.9 and 3.1.2.10?
This could vary from the ability to edit course content, change assessment items, and other customized features.

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10. What is a 300% assessment pool?

For every question given to the student, there should be a pool of at least three (3) questions that could be randomly selected and be given to the student that match in standard, taxonomy and complexity. For example, if an assessment assesses four (4) standards with ten (10) questions, there should be pools that total 30 different questions and each are aligned to one (1) of the four (4) standards. Refer to the table below as an example.

Number of Questions	Size of Pool	Standard	Taxonomy	Complexity
4	12	Standard 1	Exemplify	Low
2	6	Standard 2	Apply	Moderate
2	6	Standard 3	Analyze	Moderate
2	6	Standard 4	Synthesize	High

11. Is the requirement for 3.1.2.15 “provide digital content that incorporates accessible design” in reference to accessibility for persons with disabilities, or another sense?

This is in reference to accessibility for persons with disabilities.

12. Please provide clarification for the requirement in section 3.1.2.23, “provide a detailed list of materials that would not be provided by the digital content/course.

The Offeror shall provide a detailed list and explain if certain materials will not be provided to students in a lab assessment.

13. Would you recommend that we only respond to the specific line items that we want to be considered for?

Please refer to page 37, Section B. CAPABILITIES of the solicitation.

14. What are the requirements for the financial statements?

Please refer to page 53, Section B. Financial Status of the solicitation.

15. Where in the submittal should the cover letter be placed?

The cover letter should be placed in proposal as the first page of Section III. Business Stability.

16. Does Appendix IV need to be completed?

Yes.

17. Is a state registration to do business in Fulton County acceptable?

Yes.

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ADDENDUM NO. 2
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18. Will FCS accept a general phone number for a reference instead of a toll-free number?
Yes.
19. Can you please confirm the number of students who will be using the digital learning and blended learning systems?
Approximately 10,000 students for FVS and 600 students for Blending Learning.
20. Can you please confirm the number of Blackboard courses migrated to the new LMS?
There will be over twelve (12) Blackboard courses to migrated.
21. What format and version are the Blackboard cartridges that would be imported into the new LMS?
Blackboard Learn Release – 3700.03-rel.35 + ec64a31.
22. Who are the content vendors FCS is currently using, and are there plans to continue use?
FCS is currently using Edgenuity and Florida Virtual School, however, the Digital Course Content is also part of the solicitation.
23. Can you please clarify what is meant by “pooled assessments?”
Pooled assessment items allow for tagging assessment items (questions) to standards as well as greater control over which questions are given to the student randomly. For instance: in a single quiz there are ten (10) questions given to the student from seven (7) pools. Pool one (1) contains nine (9) questions of which three (3) are given to the student, Pool 2 contains six (6) questions and two (2) questions are given to the student, Pools three-seven (3-7) contain three (3) questions each of which only one (1) question per pool from Pools three-seven (3-7) are given to the student.
24. If we are only submitting a bid for Digital Content, do we need to respond to section 3.1.1 The Learning Management System under the Scope of Work?
The Offeror may submit a proposal for either component or both.
25. Can you please provide the number of users per category on Price Schedule B?
- Item 1. Approximately 9,700**
 - Item 2. Approximately 66,000**
 - Item 3. Approximately 1,900**
 - Item 4. Undetermined**
 - Item 5. Undetermined**
 - Item 6. Undetermined**
 - Item 7. Undetermined**
26. How many sites are involved in the implementation process?
The initial implementation will involve three (3) sites. The sites are Fulton Virtual School and two (2) Blended Learning Campuses.

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RFP NO. 125-20

DIGITAL LEARNING SYSTEM FOR ONLINE AND BLENDED LEARNING

27. On Price Schedule B – Digital Content Courses (cont’), what is the district looking for in terms of Project Management for Digital Course Content Deployment vs Initial Implementation, Yearly Professional Development and Support?

Project Management for Digital Course Content Deployment – The Offeror will need to provide a contact person who is able to engage in weekly meetings during Summer 2020 in order to assist FCS in executing the deployment of the digital course content. The Offeror will also need to have a team assembled to help with integrating the digital course content into the new LMS and help provide trainings to a small FCS team in utilizing the important features of the LMS that will be necessary in setting up the courses so that they are ready for rollout for the start of the Fall 2020 term.

Yearly Professional Development Plan – the Offeror should work with FCS to develop a professional development plan to build upon skills and knowledge the digital content courses to improve utilization of DCC. The Offeror should provide a set number of hours per year for professional development.

Professional Development for Initial Implementation of Digital Course Content – the initial professional development for the DCC entails providing professional development for the rollout for the course content. This includes training days for Fulton Virtual Schools and Blended Learning Campuses teachers. The Offeror should provide trainers and work with FCS to develop the training courses.

28. Can we provide a summary of our company’s financial status instead of providing audited financial statements since we are a privately owned company? Would FCS be willing to sign a Nondisclosure Agreement (NDA)?

Offeror shall provide audited financial statements for the past two (2) years. FCS will not sign an NDA.

29. Can FCS provide a copy of the sign in sheet of the pre-proposal conference held on Thursday, January 23, 2020?

Please see the sign in sheet attached to this Addendum.

30. What is the difference between the Offeror’s Exceptions Form and the Offeror’s Modifications Form? Does the Offeror’s Exceptions Form take exceptions to any of the RFP requirements listed under the Scope of Work, and the Offeror’s Modifications Form is to modify FCS’ terms and conditions under Proposal Conditions and Additional Conditions?

The Offeror may fill out the Offeror’s Exceptions Form if the Offeror does not accept FCS’ terms and conditions as set forth in the solicitation. An Offeror’s Modifications Form can be filled out if the Offeror wants to make changes to the terms and conditions of the Scope of Work or the Technical Requirements of the solicitation.

31. Is FCS seeking teachers for the virtual schools?

No.

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ADDENDUM NO. 2

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32. Can FCS provide the estimated number of students expected to use the following programs?
6th-12th grade full time virtual – **approximately 9,000 students.**
9th-12th grade credit recovery – **approximately 1,900 students.**
6th-12th grade face-to-face learning – **undetermined.**
9th-12th grade Blended Learning campuses – **approximately 600-700 students.**
33. Will virtual school students be facilitated with teachers provided by FCS or by the Offeror?
FCS.
34. Will the grade/credit recovery content be used at every schools that have 9th – 12th grade students?
No.
35. Will the solutions for face-to-face learning opportunity be available to all schools in the District that have grades 6th-12th?
No.
36. Can you please provide the names of the Blended Learning campuses?
The Blended Learning campuses are McClarin and Independence High Schools.
37. For the Subcontractor Affidavit and Agreement, please confirm that the document will not be required for subcontractors whose engagement in the contract will not require the physical performance of any services within the State of Georgia.
If the subcontractor will not be performing any work physically in the State of Georgia, then the Subcontractor Affidavit and Agreement will not be required.
38. Can a company from Amman and Jordan submit a proposal?
Yes.
39. Is it FCS’s intent and strategy to deploy a single “off the shelf” platform, customized platform or open architecture with integrated services?
FCS is open to all options if it meets the needs of FCS’ Digital Learning System for Online and Blended Learning.
40. Is it acceptable to provide direct curriculum and consulting propose a fully integrated consulting services that will require active participation of users as a support and training strategy?
Yes, but the proposal will be evaluated based on the needs and resources of the district scalability, and feasibility of the Offeror’s proposal.
41. What role will Infinite Campus LMS modules play once the new services are deployed?
Infinite Campus LMS modules are currently not a part of the digital learning system plan.

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42. What is expected of the “if”, “&” and “or” logic flow and sequencing? Is a platform’s functionality to provide and to assign differentiation and alternate materials available to the educators to assign based on reports and data sufficient or should the system be fully automated, and how should it be used?

The expectation of this function is to automate the release of the next activity or assessment. This function is intended to be automated. Here are examples of how the function should be utilized:

- **IF on quiz 1 AND on quiz 2 the student scores 70%, THEN the unit 1 test is released to the student.**
- **IF on quiz 1 OR on quiz 2 the student scores 70 &, THEN the unit 1 test is released to the student.**

43. Can the demo instructions related to showing the ability to import a course involve the Offeror processing the content export rather than as an end user feature of the system?

No, many LMS have developed Blackboard Course Package import/export features. The end user (our instructional design and teaching staff) should be able to import the bulk of the course without needing intense collaboration with the Offeror.

44. Is it acceptable to indicate the level of support for importing certain course package formats and the ability to support other customized content import?

Yes, the Offeror must clearly indicate how they will support all of the integrations listed in the solicitation.

45. Is there a list of editing course materials, other than those stored in Safari Montage that, would need to be imported into the LMS instead of into the Learning Object Repository (LOR) and used in the LMS?

No.

46. How many existing Blackboard courses would need to be loaded and do they use any Blackboard specific features and extensions?

FCS currently host two (2) courses from FLVS in Blackboard and have developed six (6) courses in-house. There are no other specific features and extensions that would be considered building blocks.

47. Will any of this content require any modifications in order to run in another LMS?

The import should require little to no modifications once imported.

48. Is it acceptable to limit the integration to the level of Instructional Management System (IMS) Global Standards supported by a 3rd party system?

Yes, please provide details in your proposal if it will create any limitations.

49. Will teachers and staff be available for training over the summer?

Yes.

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50. Will the deployment take place over the summer and is the Offeror responsible for deploying the software, course content for review, and User Acceptance Testing (UAT) for all awarded digital course content?

Yes, the Offeror will be responsible for working with FCS staff to deploy and test all digital course content for the anticipated start date of the beginning of Fall 2020 school year.

51. How does FCS expect to manage the transition from the current systems and curriculum over the summer for users of the Blended, Distance and Credit Recovery groups?

FCS will have a team assigned to the transition process from current systems to the new digital learning system. The Offeror will assign a team to work closely with FCS' team to scope out and execute the work.

52. Can we add a line item to the Price Schedule for the first year to cover the cost of the initial configuration?

The initial configuration should be part of the Project Management for Digital Course Content Deployment.

53. Where in the proposal should our response to the Scope of Work be placed?

Please refer to page 36 of the solicitation.

54. What assessment tool is FCS currently using?

FCS is currently using Illuminate Software.

55. Does FCS require pre-created items for item banks, or should the Offeror demonstrate the ability to create the item bank in house?

The Offeror shall have the ability to create the item banks in house or import item banks from a digital course content provider through the Question and Test Interoperability (QTI) or LTI.

56. Should the Offeror provide an out of the box solution for course content or will the Offeror work with FCS in creating the course content?

The Offeror can provide an out of the box solution for the LMS Digital Course Content. The Offeror could work with FCS staff in integrating out of the box digital course content, however the Offeror's solution must be viable for deployment during the beginning of the Fall 2020 term.

C. All other terms and conditions remain the same.

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SIGN-IN SHEET
Digital Learning System for Online and Blended Learning
RFP 125-20
Site Visit / Pre-Bid Conference
Thursday, January 23, 2020 2:00 PM

REPRESENTATIVE (S)	COMPANY'S NAME	TELEPHONE NO.	E-MAIL ADDRESS
1. <u>Zach Davidson</u>	<u>Schoology</u>	<u>212.213.8333</u>	<u>zach.davidson@powerschool.com</u> z.davidson@ schoology.com
2. <u>Jessica Carter</u>	<u>FLVS</u>	<u>615-579-9599</u>	<u>jescarter@flvs.net</u>
3. <u>James Presley</u>	<u>eDynamic Learning</u>	<u>407-782-8728</u>	<u>james.presley@edynomlearning.com</u>
4. <u>Chris ONeal</u>	<u>Blackboard</u>	<u>434 9811606</u>	<u>chris.oneal@blackboard.com</u>
5. <u>Beatriz Arnillas</u>	<u>itslearning</u>	<u>281-881-0500</u>	<u>beatriz.arnillas@itslearning.com</u>
6. <u>Joel Ramirez</u>	<u>Edgenuity</u>	<u>470.925.8059</u>	<u>joel.ramirez@edgenuity.com</u>
7. <u>Brett Burgess</u>	<u>Accenture</u>		<u>Brett.burgess@accenture.com</u>
8. <u>Beatrice Jean-Baptiste</u>	<u>Edmentum</u>	<u>678-777-5935</u>	<u>beatrice.jean-baptiste@edmentum.com</u>
9. <u>Amie Briggs</u>	<u>Power School</u>	<u>678.520.3662</u>	<u>Amie.briggs@Powerschool.com</u>
10. <u>Rusty Jones</u>	<u>Schools PPP</u>	<u>770-789-1940</u>	<u>RJONES@UMAED.CO</u>
11. <u>Tom Knigstret</u>	<u>McGraw Hill</u>	<u>8283015191</u>	<u>tom.knigstret@mheducation.com</u>
12. <u>Leanne Lapp</u>	<u>IBM</u>	<u>4044065229</u>	<u>lmlapp@us.ibm.com</u>
13. _____	_____	_____	_____
14. _____	_____	_____	_____
15. _____	_____	_____	_____

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