

Request for Information No. 1
RFP No. 23/24-02 Assessment and Analytics Platforms
September 28, 2023

Response to Proposers' Questions

1.1 **Question:** From glancing over, I am unsure if this pertains to [company]; you mentioned that IUSD has a pressing need for this product, is that for [company] and our safety monitoring or something else?

Answer: This RFP is for assessment and analytics platforms and not designed for any specific vendor. Ed Tech JPA members have a variety of needs and Ed Tech JPA hopes to award to multiple vendors so Ed Tech JPA members can select the product that best meets their needs. The list of vendors that were notified was created by Ed Tech JPA's RFP team and includes vendors they thought may have relevant products.

Ed Tech JPA also has an open RFP for Security and IT Administration, which may interest [company] and other providers who specialize in security, classroom management and student safety, project management, and help desk products.

1.2 **Question:** We would like to propose a solution based in Canada. Given the very strong similarities in the K-12 education systems, and tight trading relationship between the US and Canada, and also considering Canada is not subject to GDPR regulations, would the LEA consider references from Canada as well as the US as part of three mandatory references required in section 1.13.1 of the response?

Answer: References to customers in Canada are acceptable.

Pursuant to section 4.1 of the RFP Vendors submitting Proposals must be located in either the United States or in a country where the General Data Protection Regulation (GDPR) governs and must perform the proposed Solution in either the United States or in a country where the General Data Protection Regulation (GDPR) governs. Notwithstanding the foregoing, Vendors not in the US and not subject to GDPR may be considered, but must fully demonstrate their compliance with US and California State privacy laws (as covered in the CA-NDPA provided in the RFP). Vendors outside of the United States must agree to the Standard Student Data Privacy Agreement CA-NDPA with no redlines/amendments. Vendors should note that some Members may have board policies and procedures that limit their ability to contract with agencies outside the United States.

1.3 **Question:** Given the scope of the requirements in the RFP, we would like to request the LEA extend the submission deadline by 2 weeks in order that we can provide a complete submission.

Answer: Unfortunately Ed Tech JPA cannot entertain an extension to the proposal due date. Proposals are due by 12:00pm on October 19, 2023. This RFP opened on September 14, 2023 and will be open for a total of five (5) weeks, which we hope is enough time for vendors to compile responses.

1.4 **Question:** How are Ed Tech JPA RFPs run and awarded?

Answer: Ed Tech JPA offers multiple awards so its members can leverage the vendors that best meet their needs. Ed Tech JPA's Assessment and Analytics Platforms RFP team will review Vendor Proposals and award to Vendors who comply with all terms and conditions (no substantial exceptions) and meet all essential requirements. Essential requirements are denoted in the RFP with double asterisks and green highlighting.

Vendors should also answer non-essential criteria (blue highlighting) to the best of their ability. Ed Tech JPA members vary in size from 1,500 ADA to 600,000 ADA, and have different needs. Ed Tech JPA will make all prevailing Proposals available to members for review. Members will determine what requirements are most important to them and use the information in Proposals to determine which Vendor best fits the needs of their organization.

Vendors who meet all essential requirements (green, double asterisks) and agree to the terms and conditions will be considered for award. Non-essential criteria (blue) are optional. Vendors are encouraged to respond to non-essential criteria so member districts can make a determination regarding which solution is the best fit for their needs.

Additionally, the RFP is sectioned into different modules. Essential requirements for sections 3.1 - 3.4 are required only to be considered for award in those specific sections. For example, if a vendor agrees to all terms and conditions and meets all essential requirements for sections 3.1 - 3.2, but not for sections 3.3 - 3.4 they will be awarded for sections 3.1 - 3.2. Below is an example of a possible award scenario.

Vendor	3.1 Assessment	3.2 Analytics	3.3 Advanced Analytics	3.4 Additional Components
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	3.1.1 Assessment General/Us er Experience	3.1.2 Asses sment & Items	3.1.3 Collabo ration	3.1.4 Data & Repo rts	3.2.1 Analy tics/U ser Exper ience	3.2.2 Data Model ing	3.2.3 Extract Transfer & Load	3.2.4 Tradit ional Repor ting	3.2.5 Interv ention Manag ement	3.3.1 Advan ced Data Mod eling	3.3.2 Advanc ed Reporti ng & Analyti cs/AI	3.3.3 Other Required Modules	3.4.1 Other Available Components
Vendor A	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Vendor B	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Vendor C	No	No	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No

JPA members have varying needs, and some may require services for only some modules included in this RFP. Members will evaluate Proposals based on their specific needs, so please include a clear description of what your solution offers.

1.5 **Question:** Why are Assessment and Analytics run as one RFP?

Answer: While many providers offer assessment and analytics products as separate products, many others offer them as a package. Releasing one RFP allows vendors who offer packaged products to propose them in one RFP, while also allowing providers with stand-alone products to propose those. Members may have different needs, and we hope by structuring the RFP in this way it allows for vendors to best showcase their product offerings.

1.6 **Question:** What is currently being used at different schools for assessment and data.

Answer: Ed Tech JPA: We currently have over 150 members across California with varying levels of enrollment who currently use a variety of products. We are hoping to receive multiple competitive proposals to meet the varied needs of our growing membership.

Irvine USD: We currently use a range of assessments including: STAR Renaissance Reading, STAR Renaissance Math, SchoolCity. Irvine USD also currently uses a range of data analytics products including: SchoolCity, EduCLIMBER, and internal platforms and custom reports (using SQL Reporting Services) to look at additional data needs.

1.7 **Question:** What inspired this RFP?

Answer: Ed Tech JPA: Ed Code section 17596 limits contract terms to a maximum five (5) years. The previous RFP for Assessment Solutions was awarded in December 2019. The previous RFP for Educational Intelligence and Analytics Solutions was awarded in January 2020. Releasing this RFP allows for award and contract negotiations with responsive vendors with no lapse in contract availability for assessment and analytics solutions for Ed Tech JPA's members. We are sensitive that Ed Tech JPA members have their own board approval and contract processes to comply with after the Ed Tech JPA award is finalized and want to be sure contracts are readily available with enough time to meet their needs.

Irvine USD: We are approaching the 5 year end of the agreement for our current SchoolCity agreement. We prefer to complete procurements with plenty of time for internal scoring processes, contract negotiation, board award and implementation.

1.8 **Question:** Are you seeking only tools that do both assessment and data analytics or will you accept standalone solutions in either space?

Answer: We are looking to receive all solutions for assessment and analytics tools, whether as stand alone products or as combined packages. Vendors can be awarded separately for sections of the RFP depending on the offerings in their proposals. Please see the answer to RFI no. 1.4 for additional detail.

Additionally, Vendors who offer both assessment and analytics products can offer the solutions separately and/or packaged together, depending on the product packages/pricing they want to make available to members.

If offering multiple separate solutions please be clear in your proposal which solution meets each criteria

Example:

****2.1.5 Specify whether the Solution is Vendor-hosted (web/cloud-based) or Participant hosted (on-premise).**

Product 1 Name (Assessment): *Our assessment solution is web/cloud based...*

Product 2 Name (Analytics): *Our analytics solution is on-premise....*

1.9 **Question:** Is this a multiple-winner RFP?

Answer: Yes. Ed Tech JPA has over 150 members that vary greatly in size and product needs. Ed Tech JPA awards to multiple vendors and allows members to score awarded vendors to determine which one best meets their individual needs.

Vendors who meet all essential requirements (green, double asterisks) and agree to the terms and conditions will be considered for award, contingent upon successful contract negotiations. Members then determine which solution is the best fit for their individual needs.

1.10 **Question:** For vendors awarded will terms and conditions be negotiated as done for previous Ed Tech JPA bids.

Answer: Yes, we ask that you include in your RFP any exceptions you have to the contract. Previously negotiated terms will be honored. Contracts will be negotiated after award.

1.11 **Question:** Is there an existing agreement under an Ed Tech JPA contract? If so, how many clients have used that agreement?

Answer: A rough estimate of 12, multi-year unique contracts have been executed from the existing assessment and analytics agreements. Given the growth of the JPA, we foresee this growing.

1.12 **Question:** Based on current systems, what scenarios are the “homegrown” data system needed used for?

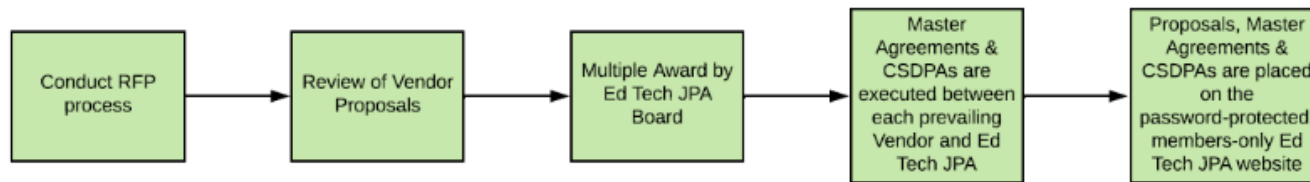
Answer: Some data Irvine USD needs is very specific, so our teams built an application to obtain reports. Examples of specific data needed: How many students attend each day, are present and absent, attend for just one specific day, class size, and how many classes there are.

Custom reports usually consist of information available in an assessment platform, specific to individual site needs, and are often surrounding enrollment. Examples of specific data needed: Grant program eligibility based on meeting specific criteria, and enrollment in college prep and Advanced Placement classes.

1.13 **Question:** Once the RFP is awarded, how do Ed Tech JPA members enter into agreements with awarded vendors?

Answer: Prevailing vendors will enter into a Master Agreement with the Ed Tech JPA. When JPA members elect to purchase a vendor's product they will enter into a Purchase Agreement between the vendor and JPA member. Samples of the Master Agreement and Purchase Agreements are included as Appendix A of the RFP. For additional clarity please refer to the illustration below.

Ed Tech JPA: RFP Award & Master Agreement Execution



JPA Member: Vendor Selection & Purchase Agreement Execution

