

**BALTIMORE COUNTY PUBLIC SCHOOLS**

**DATE:** October 19, 2004  
**TO:** **BOARD OF EDUCATION**  
**FROM:** Joe A. Hairston, Superintendent  
**SUBJECT:** **RECOMMENDATIONS FOR AWARD OF CONTRACTS**  
**ORIGINATOR:** J. Robert Haines, Deputy Superintendent, Business Services  
**PERSON(S):** Patrick Fannon, Controller; Rick Gay, Purchasing Manager

**RECOMMENDATION**

That the Board of Education approves the following contract recommendations.

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See the attached list of contract recommendations presented for consideration by the Board of Education of Baltimore County.

RLG/caj

Appendix I – Recommendations for Award of Contracts – Board Exhibit

**Recommendations for Award of Contracts  
Board Exhibit – October 19, 2004**

The following contract recommendations are presented for consideration by the Board of Education of Baltimore County.

- 1. Contract:** Case Consulting--Software and Services in Support of the Maryland Model for School Readiness (MMSR) program for school year 2004-2005

**Contract #:** RGA-141-05

**Term:** 1 year      **Extension:** 3 years      **Contract Ending Date:** 6/30/08 (tentative)

**Estimated annual award value:** \$24,604

**Estimated total award value:** \$98,416

**Bid/Proposal issued:** NA

**Pre-bid meeting date:** NA

**Due Date:** NA

**No. of vendors issued to:** NA

**No. of Bids/Proposals received:** NA

**No. of no-bids received:** NA

**Description:**

The Maryland State Department of Education (MSDE) requires all kindergarten teachers to complete the Maryland Model for School Readiness (MMSR) - Work Sampling System (WSS) checklist during the fall of each school year. The WSS is the early childhood assessment system used for the purpose of assessing entering kindergartners' skills for seven curricular domains (Social and Personal Development, Language and Literacy, Mathematical Thinking, Scientific Thinking, Social Studies, The Arts, Physical Development and Health). The WSS helps teachers document and evaluate children's skills, knowledge, behavior, and academic accomplishments across a variety of curricular areas. Through observation, recording, and evaluating everyday classroom experiences and activities, teachers gain a better understanding of what their students know, are able to do, and what areas still need work.

Kindergarten teachers have implemented the paper and pencil version of the WSS for the past two years. MSDE has contracted with Case Consulting to collect and analyze the data. For the 2004-2005 school year, Case Consulting has created an electronic version of the WSS checklist that will allow teachers to record the data electronically. The electronic version allows for easier recording of the data. It also increases the accuracy of the checklist due to features that have been added to the electronic version that are not included on the paper and pencil version (i.e., performance indicators are included).

**Recommendation:**

Award of the contract is recommended to:

Case Consulting                      Crofton, MD

**Responsible office:**                      Office of Early Childhood Programs

**Contact Person:**                      Jane Lichter

**Funding source:**                      Maryland Model for School Readiness Grant

**2. Contract:** Glass and Glazing Materials  
**Bid #:** JMI-613-05  
(Bid # 9008--Montgomery County Public Schools Multiple Award Contract for Glass and Glazing Materials)

**Term:** 1 year      **Extensions:** 2 years      **Contract Ending Date:** 9/14/07 (tentative)  
**Estimated annual award value:** \$20,000  
**Estimated total award value:** \$60,000

**Description:**

BCPS will participate in the Montgomery County Public Schools (MCPS) solicitation for glass and glazing materials, which was awarded on September 14, 2004. This contract augments a current BCPS contract for glass and glazing products. This contract was awarded based on the most favorable unit price received per item.

**Recommendation:**

Award of contract recommended to:

Gardner Glass Products	Springfield, VA
GE Polymersshapes	Jessup, MD
Glass Distributors, Inc.	Bladensburg, MD
Hawkins Glass Co.	Springfield, VA
Maryland Glass & Mirror Co.	Baltimore, MD
Piedmont Plastics	Rockville, MD
Total Plastics, Inc.	Baltimore, MD

**Responsible school or office:** Office of Maintenance

**Contact Person:** Patrick Letts

**Funding Source:** Operating budget

**3. Contract:** Long Distance Telephone Service Extension  
**Bid #:** PCR-271-05 (Maryland State contract DBM-LD-9914)

**Term:** 1 year, 4 months **Contract Ending Date:** 1/31/06 (tentative)

**Estimated annual award Value:** \$30,000

**Estimated total award value:** \$40,000

**Bid issued:** August 2000

**Pre-bid meeting date:** September 2000

**Due Date:** October 2000

**No. of vendors issued to:** 10

**No. of bids received:** 4

**No. of no-bids received:** 0

**Description:**

BCPS will be participating in the Maryland state contract DBM-LD 9914 for long distance services at a rate of \$.05 per minute. Long distance services account for less than 5 percent of BCPS' voice telecommunication cost.

**Recommendation:**

Award of contract is recommended to:

AT&T, Inc.

Baltimore, MD

**Responsible school or office:** Office of Technology – Business Operations

**Contact Person:** Judson Porter

**Funding Source:** Operating budget

**4. Contract:** Musical Instruments  
**Bid #:** PCR-267-05

**Term:** 1 year, 8 months  
**Estimated annual award value:** \$75,000  
**Estimated total award value:** \$125,000  
**Contract Ending Date:** 05/30/06 (tentative)

**Bid issued:** August 5, 2004  
**Pre-bid meeting date:** August 19, 2004  
**Due Date:** August 31, 2004  
**No. of vendors issued to:** 28  
**No. of bids received:** 9  
**No. of no-bids received:** 0

**Description:**

Awards of contract are recommended to the following bidders to supply a variety of 62 large musical instruments on an as-needed basis. Awards are based per item and were evaluated as the lowest priced for a defined standard of quality.

**Recommendation:**

Award of contract is recommended to:

Brook Mays Music Co.	Dallas, TX
Interstate Music Co.	New Berlin, WI
Menchey Music Service, Inc.	Hanover, PA
Music & Arts Center, Inc.	Fredrick, MD
Nick Rail Music Co.	Santa Barbara, CA
Peripole-Bergerault, Inc.	Salem, OR
Shar Products Co.	Ann Arbor, MI
Washington Music Center, Inc.	Wheaton, MD
West Manor Music Co.	Bronx, NY

**Responsible school or office:** Office of Music

**Contact Person:** Stephen Miles

**Funding Source:** Operating budgets of individual schools

**5. Contract:** Printing Services  
**BID #:** MBU-514-05

**Term:** 15 months    **Extension:** 0                      **Contract Ending Date:** 12/31/05 (tentative)  
**Estimated total award value:**                      \$60,493

**Bid issued:**                                      September 2, 2004  
**Pre-bid meeting date:**                      September 8, 2004  
**Bid due date:**                                      September 23, 2004  
**No. of vendors issued to:**                      7  
**No. of bids received:**                              6  
**No. of no-bids received:**                              1  
**No. of non-responsive:**                              0

**Description:**

A multi-year contract was issued for the printing of the *Blueprint for Progress* and the *Executive Summary*. The specification requires the bidders to offer a cost based on providing 100,000 copies of the *Blueprint for Progress* in lots of 5,000 and a cost for the printing of 50,000 copies of the *Executive Summary*. Delivery will be made to the BCPS Distribution Center and/or to sites identified by BCPS, printed on an as-requested basis.

**Recommendations:**

Award of contract is recommended to:

Cenveo    Baltimore, MD

**Responsible school or office:**                      Office of Copy and Print Services

**Contact Person:**                                      Chuck Raulie and Mike Bailey

**Funding Source:**                                      Operating budget