

BALTIMORE COUNTY PUBLIC SCHOOLS

DATE: July 10, 2012

TO: **BOARD OF EDUCATION**

FROM: S. Dallas Dance, Ph.D., Superintendent

RE: **RECOMMENDATIONS FOR AWARD OF CONTRACTS**

ORIGINATOR: Rick Gay, Manager, Office of Purchasing
Michael G. Sines, Executive Director, Department of Physical Facilities

**RESOURCE
PERSON(S):**

RECOMMENDATION

That the Board of Education approves the following contract recommendations.

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 – July 10, 2012**

- 1. Contract Modification and Extension:** Preliminary Scholastic Achievement Test – National Merit Scholarship Qualifying Test (PSAT/NMSQT)
Contract #: JNI-730-11

Term: N/A	Extension: 3 years	Contract Ending Date: 6/30/18
Estimated contract authority:	\$ 850,000	
Estimated modification amount:	\$ 576,766	
New estimated total contract authority:	\$ 1,426,766	

Board meeting date: July 10, 2012

Description:

On September 7, 2010, the Board approved this contract. The contract is being modified to test all 10th and 11th grade students and to include the ReadStep assessment for 8th and 9th grade students and to extend the contract for an additional 3 years.

The PSAT/NMSQT Early Participation Program is an educational initiative to increase opportunities for all students, with particular attention to those underrepresented in college populations. The cost is determined by the expected participation based on the projected yearly enrollment figures for the participating classes and the PSAT/NMSQT participation in the preceding year.

ReadStep is a paper and pencil assessment that provides multi-level reporting with feedback on college and career readiness of middle and early high school grade level students. With the state of Maryland adopting and transitioning to the Common Core Standards, there is a need to measure student skills and vertically align the curriculum, instruction, and assessment for the College Readiness Pathway.

Dumbarton Middle School piloted the ReadStep program last fall through grant funding. Results from the pilot show that ReadStep would be a benefit to the Baltimore County public school system:

- ReadStep scores link directly to the PSAT/NMSQT and SAT score scales, so ReadStep scores can be interpreted to the relation of future success in these programs.
- ReadStep reports can be an indicator of measurement of the alignment of Baltimore County’s instructional programs with the Common Core State Standards.
- ReadStep would fill a need for an assessment that would measure the development of skills needed for more rigorous coursework.

Superintendent’s Rule 3215 creates guidelines and procedures for sole source procurement only under specific guidelines. The rule permits a sole-source contract when the Office of Purchasing

determines “that it would be advantageous or [that it would be] impractical to seek or utilize another source when the requirement is only available from a single source, and when the compatibility of equipment, accessories, or replacement parts is the paramount consideration. A sole source purchase may also arise from the following conditions: copyrighted products, such as software, publications, textbooks, media, or products (specialized and/or advanced technology), which ensure a compatible learning environment for students/faculty at various school sites. The College Board holds the copyright for these materials.

Recommendation:

Award of contract modification is recommended to:

The College Board

Bala Cynwyd, PA

Responsible school or office:

Department of Special Programs

Contact person:

Kathleen McMahon

Funding source:

Operating budget

2. **Contract:** Adhesive Whiteboard Material, Multimedia Boards, and Associated Installation Services

Contract #: JMI-624-12

Term: 5 years **Extension:** N/A **Contract Ending Date:** 7/31/17

Estimated contract authority: \$ 500,000

Board meeting date: July 10, 2012

Bid issued: May 3, 2012

Pre-bid meeting date: N/A

Due date: May 31, 2012

No. of vendors issued to: 24

No. of bids received: 5

No. of no-bids received: 3

Description:

This contract consists of providing multimedia boards and chalkboard resurfacing material. Additionally, awarded contractors may provide labor, equipment, materials, supervision, tools, and all incidentals required to provide related installation and removal services.

Recommendation:

Award of contract is recommended to:

Everase Corporation

Most, Inc.

Partition Plus, Inc.

The Sherwin - Williams Company

Visual Sound

Ivyland, PA

Baltimore, MD

Fallston, MD

Timonium, MD

Baltimore, MD

Responsible school or office:

Department of Physical Facilities

Contact person:

Michael G. Sines

Funding source:

Operating budget

3. Contract: Microcomputer Hardware, Personal Computers, Laptops, Servers, and Related Peripherals

Contract #: JMI-602-13 (Maryland Education Enterprise Consortium-- MEEC #UB 12-B-19)

Term: 5 years **Extension:** N/A **Contract Ending Date:** 7/31/17
Estimated contract authority: \$ 15,000,000

Board meeting date: July 10, 2012

Bid issued: N/A

Pre-bid meeting date: N/A

Due date: N/A

No. of vendors issued to: N/A

No. of bids received: N/A

No. of no-bids received: N/A

Description:

This contract consists of providing desktop and portable computers, data storage devices, server class computers, network hardware and appliances, virtual computing systems, and peripherals from various suppliers on an as-needed basis. The contract may include services directly related to the hardware purchase. MEEC is a consortium of public and private K-16+ institutions, public libraries, and museums in the state of Maryland.

Section §5-112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, "...except as provided in subsection (e) of this section, a county board's participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures." Further, under the Education Article §4-123 Cooperative administration of programs (a) (1) states a "county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils." In §13-110 of the State Finance and Procurement Article, "Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement."

Recommendation:

Award of contract is recommended to:

Alliance InfoSystems, LLC	Baltimore, MD
Alliance Technology Group, LLC	Hanover, MD
Apple, Inc.	Austin, TX
Applied Technology Services	Baltimore, MD
Bell Techlogix	Columbia, MD
Cambridge Computer	Waltham, MA
CAS Severn, Inc.	Laurel, MD
Daly Computers	Clarksburg, MD
Data Networks	Hunt Valley, MD
Dell	Round Rock, TX
Disys Solutions, Inc.	Chantilly, VA
DSR Computer Sales and Service	Hanover, MD
ePlus Technology, Inc.	Columbia, MD
Electronic Systems, Inc.	Columbia, MD
Force 3, Inc.	Crofton, MD
Government Connection	Rockville, MD
Hartford Computer Group, Inc.	Columbia, MD
IBM Corp.	Baltimore, MD
Lenovo	Morrisville, NC
OmegaCor	Millersville, MD
Plan B Technology	Bowie, MD
Presidio Networked Solutions	Greenbelt, MD
SkyLine Network Engineering, LLC	Eldersburg, MD
SLAIT Consulting, LLC	Gaithersburg, MD
System Source	Hunt Valley, MD
ViON Corporation	Washington, DC

Responsible school or office:

Department of Technology

Contact person:

Camille B. Jones

Funding source:

Operating budget

4. Contract: Technology Systems Integration
Contract #: MWE-840-13 (Board of Education of Wicomico County #IFB-83900-112)

Term: 4 years **Extension:** N/A **Contract Ending Date:** 7/31/16
Estimated contract authority: \$ 2,000,000

Board meeting date: July 10, 2012
Bid issued: N/A
Pre-bid meeting date: N/A
Due date: N/A
No. of vendors issued to: N/A
No. of bids received: N/A
No. of no-bids received: N/A

Description:

This contract consists of technology systems integration in schools and offices. This is a time-and-material contract with on-call services as needed. Services would include the installation, maintenance, and repair of integrated intercom/paging/public address technology including telephone system integration and other related technologies.

Section §5-112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, "Except as provided in subsection (e) of this section, a county board's participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures." Further, under the Education Article §4-123 Cooperative administration of programs (a) (1) states, "A county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils." In §13-110 of the State Finance and Procurement Article, "Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement."

Recommendation:

Award of contract is recommended to:

Baltimore Sound Engineering

Baltimore, MD

Responsible school or office:

Department of Physical Facilities

Contact person:

Michael G. Sines

Funding source:

Operating and capital budgets

5. Contract: Virtual Learning Support

Contract #: RGA-101-13 (US Army Med Research Acquisition Activity
W81XWH-11-C-0063)

Term: 3 years **Extension:** 2 years **Contract Ending Date:** 6/30/17

Estimated contract authority: \$ 500,000

Board meeting date: July 10, 2012

Bid issued: N/A

Pre-bid meeting date: N/A

Due date: N/A

No. of vendors issued to: N/A

No. of bids received: N/A

No. of no-bids received: N/A

Description:

This contract provides for the programming support of the virtual learning classroom encompassing virtual worlds, gaming, and computer simulation to leverage new technologies that broaden the experience of student learning and engage students that otherwise may feel that schools are not keeping pace with the way they can best receive instruction in the 21st Century. The project encompasses technologies and strategies adapted from video games uniquely suited to help engage students in solving complex problems while increasing their motivation to learn and their ability to retain and master concepts in the science, technology, engineering, and mathematics (STEM) curricula. The end result will be a virtual world that houses multiple virtual environments, running concurrently with independent virtual learning experiences, scalable across the entire curriculum and student population. Students are able to navigate this environment and participate in virtual learning activities according to the class or subject area, and can engage in collaborative co-creative learning with other students and their teachers based on curriculum and learning requirements outlined within each subject area. Since 2009, this project has successfully afforded students the opportunity to experience real-life scientific exploration through these virtual environments. This project has expanded to include virtual applications that are now accessible to all schools. BCPS has created a Web presence showcasing student work as well as games for specific learning goals that can be used by the classroom teacher or practiced by the student even at home. The project also provides very popular summer training sessions for teachers. BCPS will continue to develop professionally-produced games conceptualized by students, new modules for our existing environments encompassing other areas of STEM, student contests to compete in new game creation, and a virtual environment in which all of these initiatives can be housed. In order to ascertain the effectiveness of these programs we will also be conducting research with universities, such as Johns Hopkins, that we will use to assist us in our further design and planning efforts.

The virtual learning environment, which has been hailed as the first of its kind in the nation, opened at Chesapeake High School in August 2009. The facility has garnered national attention from *Education Week*, the International Society for Technology in Education, National Public

Radio, CNBC, *eSchool News*, and all local media. In 2010, BCPS was awarded the Outstanding Project Award in Building/Technology Systems from the American Council of Engineering Companies/Maryland. The virtual learning environment is the result of a far-reaching partnership with major defense contractors Northrop Grumman and Lockheed Martin, the University of Baltimore, Johns Hopkins University, and private software companies such as Breakaway Games and TrainingPort Strategies.

Section §5-112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, “Except as provided in subsection (e) of this section, a county board’s participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures.” Further, under the Education Article §4-123 Cooperative administration of programs (a) (1) states, “A county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils.” In §13-110 of the State Finance and Procurement Article, “Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement.”

Recommendation:

Award of contract is recommended to:

Breakaway, LTD

Cockeysville, MD

Responsible school or office:

Department of Technology

Contact person:

Camille B. Jones

Funding source:

Operating budget and grant funds

6. Contract: Vehicle Auction Services
Contract #: PCR-259-13 (MD State contract #BPO 001B2400561)

Term: 5 years **Extension:** N/A **Contract Ending Date:** 7/30/17
Estimated contract authority: \$ 50,000

Board meeting date: July 10, 2012
Bid issued: N/A
Pre-bid meeting date: N/A
Due date: N/A
No. of vendors issued to: N/A
No. of bids received: N/A
No. of no-bids received: N/A

Description:

This contract consists of providing live auction services and simultaneous live Internet auction services for BCPS' surplus motor vehicles and special purpose vehicles.

Section §5-112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, "...except as provided in subsection (e) of this section, a county board's participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures." Further, the Education Article §4-123 Cooperative administration of programs (a) (1) states a "county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils." In §13-110 of the State Finance and Procurement Article, "Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement."

Recommendation:

Award of contract is recommended to:

Bel Air Auction, Inc.

Bel Air, MD

Responsible school or office:

Department of Planning and Support
Operations

Contact person:

Kara Calder

Funding source:

Operating budget

7. Contract: Verizon Services – Dundalk and Sollers Point High Schools
Contract #: JMI-605-13

Term:	N/A	Extension:	N/A	Contract Ending Date:	N/A
Estimated annual award value:		\$		41,581	
Estimated contingency amount:		\$		N/A	
Estimated total award value:		\$		41,581	

Board meeting date: July 10, 2012

Description:

A contract with Verizon is required to provide and install new copper and fiber cable, terminals for both types of cable, and the relocation of the demarcation point (DMARC) from the existing Dundalk High School to the new Dundalk and Sollers Point High Schools.

Recommendation:

Award of contract is recommended to:

Verizon – MD

Hunt Valley, MD

Responsible school or office:

Department of Physical Facilities

Contact person:

Michael G. Sines

Funding source:

Capital budget

8. Request for Approval: Energy Performance Contracting
Contract #: MWE-813-12

Term: N/A **Extension:** N/A **Contract Ending Date:** N/A
Estimated annual award value: \$ 359,060

Board meeting date: July 10, 2012
Bid issued: December 8, 2011
Pre-bid meeting date: N/A
Due date: December 22, 2011
No. of vendors issued to: 7
No. of bids received: 7
No. of no-bids received: 0

Description:

The Department of Physical Facilities is requesting approval to initiate a pilot program of energy performance contracting at 31 schools. Performance contracting is a performance-based procurement tool that will allow BCPS to leverage the energy cost avoidance realized from making building improvements to finance those same improvements over a fixed period of time. The project will result in energy cost avoidance, upgrade infrastructure, and improved learning environments.

BCPS conducted a selection process, and Johnson Controls, Inc. (JCI), has been identified for the implementation of Phase I of the program. A preliminary analysis that was performed earlier this year indicates that cost-avoidance opportunities exist that would fund the improvement of the selected buildings. The next phase of the program requires an investment grade audit of 31 schools to be performed by JCI. The investment-grade audit allows for engineering assessments, identification of detailed facility improvement measures, and development of energy reduction plans for inclusion in the final project implementation agreement.

This request is for approval of \$359,060, the cost associated with investment grade audit to be paid to the vendor in the event BCPS does not proceed with the implementation plan developed as a result of the audit.

Recommendation:

Award of contract is recommended to:

Johnson Controls, Inc.	Sparks, MD
Responsible school or office:	Department of Physical Facilities
Contact person:	Michael G. Sines
Funding source:	Operating budget

