

BALTIMORE COUNTY PUBLIC SCHOOLS

DATE: November 7, 2012

TO: **BOARD OF EDUCATION**

FROM: S. Dallas Dance, Superintendent

RE: **RECOMMENDATIONS FOR AWARD OF CONTRACTS**

ORIGINATOR: Michael G. Sines, Chief Operations Officer

RESOURCE PERSON(S): Rick Gay, Manager, Office of Purchasing
Pradeep Dixit, Executive Director, Physical Facilities

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.

**Recommendations for Award of Contracts
Board Exhibit – November 7, 2012**

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

Term: N/A **Extension:** N/A **Contract Ending Date:** 6/30/18
Estimated contract authority: \$ 1,426,766
Estimated modification Amount: \$ 450,000
New estimated total contract authority: \$ 1,876,766

Board meeting date: November 7, 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:

On September 7, 2010, the Board approved this contract through 2015. On July 10, 2012, the Board approved a modification to this contract allowing for the PSAT/NMSQT testing of all 10th and 11th grade students, added the ReadiStep assessment for 8th and 9th grade students, and extended the contract for an additional 3 years to 2018. This modification will provide the PSAT/NMSQT testing for 10th grade students only and adds the SAT School Days Program for 11th grade students. In addition to these program changes, we are also adding the EXCEerator Program to evaluate college readiness of our students.

The EXCEerator Group is a team of experts at The College Board focused on improving college readiness for all students, especially those who are traditionally underserved. EXCEerator’s vision is to see all students graduate from high school with the knowledge and skills necessary to enter college and to be successful in the post-secondary environment. The group works with school districts, developing a hands-on, data-driven method that will allow them to highly customize a set of services and professional development.

The College Board will analyze all of the information collected in the diagnostic process and summarize the findings. The College Board and key district personnel will collaboratively review the findings of the diagnostic process to identify gaps and to determine priorities that will create a three-to-five-year plan to improve the college and career readiness of BCPS students.

A final report will be presented to the district that will include key priorities for the continued development of post-secondary readiness based upon the themes that emerged from a comprehensive analysis of the data, including analytical data that incorporates analyses of quantitative data on overage/under credit, promotion, and graduation rates; disaggregated

aspiration and achievement data; classroom observation data that provides detailed analyses of quantitative data on the level of student engagement, rigor, instructional strategies, and school culture; and a recommendations road map that defines a strategy designed to help BCPS increase alignment to college readiness goals throughout the system.

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) that 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 Research, Accountability,
and Assessment and Data Warehouse
Department of Student Support Services

Contact person:

Yakoubou Ousmanou
Roger Plunkett

Funding source:

Operating budget

2. Contract Modification: Math Teacher Professional Development Institute
Contract #: RGA-134-09

Term: N/A **Extension:** N/A **Contract Ending Date:** 6/30/13
Estimated contract authority: \$ N/A
Estimated modification amount: \$ N/A
New estimated total contract authority: \$ N/A

Board meeting date: November 7, 2012

Description:

This contract modification consists of consent to assignment of the above contract to Scholastic, Inc., from Math Solutions. Scholastic, Inc., will provide the same services as Math Solutions.

Recommendation:

Award of contract modification is recommended to:

Scholastic, Inc.

Sausalito, CA

Responsible school or office:

Department of Special Programs

Contact person:

Kathleen McMahon

Funding source:

Title I grant

3. Contract Modification and Extension: Gasoline and Diesel Fuel

Contract #: JMI-625-07 (Baltimore County #206051)

Term: N/A	Extension: 6 months	Contract Ending Date: 6/30/13
Estimated contract authority:	\$ 28,200,000	
Estimated modification amount:	\$ 3,400,000	
New estimated total contract authority:	\$ 31,600,000	

Board meeting date: November 7, 2012

Description:

On January 23, 2007, the Board approved this contract with an expiration date of December 31, 2012. This contract modification and extension increases funding to meet anticipated gasoline and diesel fuel demand and extends the contract. This contract modification also consists of consent to assignment of the above contract to PAPCO, Inc., from Isobunkers, LLC. PAPCO, Inc., is assuming Isobunker, LLC's current service contract under the current contract's terms, conditions, and pricing. A new Baltimore Regional Cooperative Purchasing Committee contract, with Baltimore County acting as the lead jurisdiction, is anticipated before June 30, 2013.

Recommendation:

Award of contract modification and extension is recommended to:

PAPCO, Inc.

Virginia Beach, VA

Responsible school or office:

Department of Planning and Support
Operations
Department of Physical Facilities

Contact person:

Kara Calder
Pradeep Dixit

Funding source:

Operating budget

5. Contract: Building Bridges
Contract #: PCR-271-13

Term: 11 months **Extension:** N/A **Contract Ending Date:** 9/30/13
Estimated contract authority: \$ 31,200

Board meeting date: November 7, 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 consultation/strategic planning for the BCPS birth-to-five early intervention and education services under a Maryland State Department of Education Building Bridges grant. The grant builds local infrastructure to support a seamless birth-to-five comprehensive and coordinated system of services. This will be designed to provide strategic planning to our birth-to-five students (infants and toddlers, community-based, and preschool).

Services include transforming delivery for early intervention programs and services for preschool age children to improve achievement; participation with nondisabled peers in community settings; coordination of services with existing community providers; and creation of integrated community-based programs.

Recommendation:

Award of contract is recommended to:

MD Coalition of Inclusive Education Annapolis, MD

Responsible school or office: Division of Curriculum and Instruction Services

Contact person: Patricia Lawton

Funding source: Grant funds

6. Contract: Digital Photocopiers, Rental
Contract #: JMI-615-13 (Baltimore County #B-460)

Term: 8 years **Extension:** N/A **Contract Ending Date:** 11/30/20
Estimated contract authority: \$ 250,000

Board meeting date: November 7, 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 future leasing of digital photocopiers, related maintenance services, and consumable supplies on an as-needed basis.

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:

Oce' USA

Baltimore, MD

Responsible school or office:

Department of Fiscal Services

Contact person:

Barbara Burnopp

Funding source:

Operating budget

8. Contract: Electronic Parts – Supply and Installation
Contract #: MWE-844-13

Term: 5 years **Extension:** N/A **Contract Ending Date:** 11/30/17
Estimated contract authority: \$ 1,750,000

Board meeting date: November 7, 2012
Bid issued: June 14, 2012
Pre-bid meeting date: June 27, 2012
Due date: July 12, 2012
No. of vendors issued to: 11
No. of bids received: 6
No. of no-bids received: 1

Description:

This contract consists of supplies for the maintenance, repair, and/or upgrade of various intercom, paging, and schedule-clock systems.

This contract replaces MWE-826-09. The contract is being replaced early to increase the number of companies offering discounts on a broader range of materials. Discounts continue to save between 5 and 44 percent of the off-list pricing on a variety of manufacturers.

Recommendation:

Award of contract is recommended to:

Baltimore Sound Engineering	Baltimore, MD
BoMark Communications	Owings Mills, MD
Commercial Cabling & Sound, Inc.	Cockeysville, MD
HP Electronics, Inc.	Baltimore, MD
Mark Electronics Supply, Inc.	Beltsville, MD
Nelson White Systems, Inc.	Towson, MD

Responsible school or office: Department of Physical Facilities

Contact person: Pradeep Dixit

Funding source: Operating budget

9. Contract: Paperless Classroom at Loch Raven Academy
Contract #: MWE-849-13 (DigitalEdge – Educational Service District 112 ITB,
#ESD112-DE-09, Seattle, WA)

Term 2 years Extension: 3 years Contract Ending Date: 11/30/17
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Estimated contract authority: \$ 200,000

Board meeting date: November 7, 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 hardware and software to support a paperless classroom pilot at Loch Raven Academy for the Law and Finance Magnet Program. The pilot provides one tablet per student for the 70 students enrolled in this magnet program. The prime purpose of this pilot is to evaluate the practicality of changing from a traditional pen and paper classroom to a 21st Century learning environment geared to increased student engagement. The current model allows for occasional lab use to supplement the classroom learning. Students will be able to utilize their current technology skills in the magnet classes at all times while achieving individualized accelerated instruction based on student mastery. The pilot will also evaluate the specific hardware and software management system of the Kuno/CurriculumLoft system versus Apple’s iPad.

The tablet pilot will allow the students to access real-time data for stock market tracking and legal research. The management system software allows Android applications and digital content to be remotely loaded and removed by the teacher from a single source, reducing the time a teacher spends on managing the content. Applications and content will be loaded to the local tablet so a WiFi access point will not be necessary for the student’s home use. The necessary Wifi access points are already in place at the school.

Section §5–112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) and it 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:

CIM Technology Solutions

Columbus, IN

Responsible school or office:

Department of Special Programs

Contact person:

Kathleen McMahon

Funding source:

Operating budget

10. Contract: Replacement of Boiler at Parkville Middle School
Contract #: JNI-723-13

Term: N/A **Extension:** N/A **Contract Ending Date:** N/A
Estimated annual award value: \$ 326,296
Estimated contingency amount: \$ 32,630
Estimated total award value: \$ 358,926

Board meeting date: November 7, 2012
Bid issued: August 23, 2012
Pre-bid meeting date: August 30, 2012
Due date: September 20, 2012
No. of vendors issued to: 13
No. of bids received: 4
No. of no-bids received: 0

Description:

This project consists of the removal of two steam boilers, boiler breeching, boiler piping, two water heaters, and water heater related items, and the installation of two new water heaters with related piping and controls, two new boilers, boiler burners, boiler-related controls, and all boiler-related piping.

Recommendation:

Award of contract is recommended to:

East Coast Welding & Construction Co., Inc. Glen Burnie, MD

Responsible school or office: Department of Physical Facilities

Contact person: Pradeep Dixit

Funding source: Capital budget

Bidders' Names				
	East Coast Welding & Construction Co., Inc.	M&E Sales, Inc.	Ariosa & Company	Phillips Way
Base Bid	\$326,296	\$444,984	\$472,900	\$509,000

11. Contract: Replacement of Windows, Blinds, and Doors at Rodgers Forge Elementary School

Contract #: JNI-718-13

Term: N/A **Extension:** N/A **Contract Ending Date:** N/A

Estimated annual award value: \$ 327,499

Estimated contingency amount: \$ 32,750

Estimated total award value: \$ 360,249

Board meeting date: November 13, 2012

Bid issued: August 16, 2012

Pre-bid meeting date: August 23, 2012

Due date: September 18, 2012

No. of vendors issued to: 9

No. of bids received: 7

No. of no-bids received: 0

Description:

This project consists of the removal and replacement of the exterior windows, blinds, doors, and frames, and other associated work. This work will benefit all areas of the school with the installation of new energy efficient aluminum window frames and energy efficient double glazing. The doors will be replaced with new steel doors, frames, and hardware that meet all code requirements.

Recommendation:

Award of contract is recommended to:

Huntington & Hopkins, Inc.

Hunt Valley, MD

Responsible school or office:

Department of Physical Facilities

Contact person:

Pradeep Dixit

Funding source:

Capital budget

Contract: Replacement of Windows, Blinds, and Doors at Rodgers Forge Elementary School

Contract #: JNI-718-13

Bidders' Names				
	Huntington & Hopkins, Inc.	E. Pikounis Construction, Inc.	Baltimore Contractors	JAK Construction Co., Inc.
Base Bid	\$327,499	\$368,000	\$374,088	\$377,000

Bidders' Names			
	JLN Construction Services, LLC	RWC Contracting LLC	TCI, Inc.
Base Bid	\$382,105	\$396,396	\$431,250