

**BALTIMORE COUNTY PUBLIC SCHOOLS**

**DATE:** December 3, 2013

**TO:** **BOARD OF EDUCATION**

**FROM:** S. Dallas Dance, Superintendent

**SUBJECT:** **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.

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

Appendix I – Recommendations for Award of Contracts – Board Exhibit

**Recommendations for Award of Contracts  
Board Exhibit – December 3, 2013**

- 1. Contract** Autism Student Education Program Consultative Services  
**Extension and Modification:** Partnership Classrooms at White Oak School  
**Contract #:** RGA-103-13

**Term:** N/A      **Extension:** 1 year      **Contract Ending Date:** 7/1/14  
**Estimated contract authority:** \$ 490,000  
**Estimated modification amount:** \$ 1,490,000  
**New estimated total contract authority:** \$ 1,980,000

**Board meeting date:** December 3, 2013  
**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 August 7, 2012, the Board approved this contract for education of students with autism. This contract extension and modification is to continue the program for an additional year. Also, the contract submitted for FY13 reflected the funding for only one classroom; two classrooms were used. This contract extension and modification reflects funding for the second classroom that was omitted for FY13 and continues the same level of funding for the FY14 school year.

Students serviced through this program have needs that would warrant a private, separate, day-school placement; however, through this program they are able to be serviced in a public school setting. The average cost of a nonpublic placement for students with needs similar to those serviced through this program cost approximately \$95,000 per seat.

Students with autism require very specific interventions to meet with success in an academic setting. Currently, most of these students with more severe needs require a nonpublic school placement due to their significant challenges with cognition, communication, social skills, and behavioral intervention. This contract incorporates 60 hours of consultation for BCPS' staff upon formal client referral for students with autism. Consultation is to support the classroom staff in providing direct intervention to students and their families. Consultants communicate with paraprofessionals, teachers, administrators, related-services personnel, and special education office staff members regarding student programming.

This contract will provide services for students with significant needs associated with autism in a public school setting. This contract aligns with Goal 1: Academics World Class Teaching and Learning, A, Key Actions 1,2,4,5, and 7; B, Key Actions 3 and 6; C, Key Actions 1 and 2; E, Key Actions 1 and 2; F, Key Actions 1 and 2.; and Goal 2: Safety and Security; Safe and Secure

Teaching, Learning, and Working Environments, B, Key Actions 1, 2 and 3; and C, Key Actions 1 and 2.

Eight data indicators were written as monitoring points for this program's classroom that was approved for the 2012-2013 school year. Student progress data is monitored and will be reported to the Maryland State Department of Education in May and June of 2014.

**Recommendation:**

Award of contract extension and modification is recommended to:

Trellis Services, Inc.

Hunt Valley, MD

**Responsible school or office:**

Department of Special Education and Student Support Services

**Contact person:**

Debra Brooks

**Funding source:**

Operating budget and grant funds

**2. Contract Modification: Maryland's Tomorrow/AdvancePath Academy**  
**Contract #: RGA-120-07**

**Term:** N/A      **Extension:** N/A      **Contract Ending Date:** 6/30/17

**Estimated original contract authority:** \$ 7,612,770

**Estimated modification amount:** N/A

**Estimated total contract authority:** \$ 7,612,770

**Board meeting date:** December 3, 2013

**Description:**

On February 20, 2007, the Board approved the original contract for Maryland's Tomorrow/AdvancePath Academy. This modification is to further expand the program to include Lansdowne and Randallstown High schools for the day-school labs and afternoon programs. The proposal anticipates the possible addition of up to 80 seats.

The contract is based on a rate per seat of \$26.27 and \$28.43 for the regular and small footprint classrooms, respectively. The standard classroom rate is based on a 180-day school year. Summer rates are based on a 29-day program at \$18.02 and \$19.16 for the regular and small footprint classrooms. A seat is used at least twice daily by different students participating in morning, afternoon, and summer programs. Additionally, students may attend evening sessions and work independently. As attendance increases, the stated rate per seat will drop to \$20. The effective rate per seat may actually be lower as the use of available seats comes closer to 100 percent attendance for all sessions offered.

Maryland's Tomorrow/AdvancePath Academy is an alternative program, part of a continuum of services through alternative education programs that partners with AdvancePath Academics to operate in-school academies to educate, recover, and graduate at-risk youth ages 14–21. Unlike a traditional high school classroom, teachers in the academy work with a caseload of students to support each student's journey in earning his or her high school diploma. The AdvancePath Academy is a state-of-the-art classroom that uses computer-adaptive curriculum and small-group, teacher-led instruction. Each student who enrolls in the academy has a personalized learning plan that tracks what he or she must learn in order to develop grade-level proficiency in each academic area and satisfy the requirements for his or her diploma.

This contract aligns to several areas of the *Blueprint 2.0* in the following ways:

- Goal 1 B. – This program provides an alternative way for at-risk students to access curriculum, affording them the opportunity to complete courses necessary to finalize their graduation requirements.
- Goal 1 C. – AdvancePath Academy is a digitally accessible program with a personalized, learner-centered approach.

Students will be able to gain academic support and credit for courses completed in the academy through this mastery-learning, computer-assisted instructional process. Teachers work with students to provide a high school experience that will meet the individual needs of each student in the program while building academic success for all state and county assessments.

The students who attend these academies are at risk for dropping out of school, are credit deficient, are over the age limit, are accelerating, or are returning after a break in enrollment.

**Recommendation:**

Award of contract modification is recommended to:

AdvancePath Academics, Inc.

Williamsburg, VA

**Responsible school or office:**

Department of Digital Learning

**Contact person**

Ryan Imbriale

**Funding source:**

Operating budget

**3. Contract:** Camera Field Production Unit Components  
**Contract #:** RGA-110-14 (VA-110502)

**Term:** 5 years      **Extension:** N/A      **Contract Ending Date:** 11/30/18  
**Estimated contract authority:** \$ 100,000

**Board meeting date:** December 3, 2013  
**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 the camera components, including remote controls, cabling, and camera control units for the creation of a three-camera field production unit. Based on experience with similar components, these items should be productive for seven years. The components will enhance BCPS-TV's multi-camera production capability and will serve the needs of grade levels K-12, as well as the needs of central offices and administration.

BCPS-TV is entering into this contract in an effort to better achieve Goal 3, communication, of the *Blueprint 2.0* strategic plan. That goal is to ensure that every stakeholder will experience clear, timely, honest, transparent, and widely available communication about system initiatives and activities that engages them in building a culture of trust through action and in establishing BCPS as a world-class school system. The ability to provide quality and timely multimedia projects for BCPS-TV, the BCPS Website, the professional development programs, as well as the programs that assist with curriculum and instruction, will enable our department to achieve this goal. Currently we spend up to \$4,500 per event for renting and outsourcing portable multi-camera production equipment for broadcast and live stream BCPS events. The number of anticipated events over the next five years is expected to increase 300 percent. Equipment rental for those events will exceed \$10,000 that must come from our operating budget. We anticipate that the products from these initiatives will increase the number of viewers to BCPS-TV, will increase traffic to the BCPS Website (where live streaming event coverage is viewed), as well as increase communication through social media sites such as Facebook and Twitter. Additionally, it will give us the opportunity to increase the professional development and educational digital content available via Safari Montage and Safari Live. With this contact we will develop and implement effective two-way communication for both our internal and external stakeholders.

This award of contract has employed the cooperative bidding process. The Education Article requires local boards of education to select the lowest responsible bidder, but this requirement does not apply to: "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." Md. Code Ed. Ann §5-112 (a)(3)

Additionally, §4-123(a)(1) of the Education Article provides that “A county board may enter into an agreement for the cooperative or joint administration of programs with one or more: county boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils” relating to “(2)(ii) purchasing.”

**Recommendation:**

Award of contract is recommended to:

Digital Video Group, Inc.

Chantilly, VA

**Responsible school or office:**

Department of Communications and  
Community Outreach

**Contact person:**

Mychael Dickerson

**Funding source:**

Operating funds

**4. Contract:** Faculty Professional Development Streaming Content and Related Services  
**Contract #:** RGA-127-14  
**Term:** 5 years      **Extension:** N/A      **Contract Ending Date:** 6/30/18  
**Estimated contract authority:** \$ 4,000,000

**Board meeting date:** December 3, 2013  
**Public notice dates:** October 24, 2013 thru November 24, 2013  
**Public display dates:** October 24, 2013 thru November 24, 2013  
**Curriculum Committee approval date:** November 14, 2013

**Description:**

This contract consists of streaming content and related services, including digital resource alignment and consulting, professional development, and a strategic communication plan. This content will immediately serve all schools, students, and staff and will be available 24/7. Professional development and the strategic communication plan will immediately impact curriculum and instruction leadership at the elementary Lighthouse Schools and their communities as identified as part of the digital conversion. As the five-phase plan is implemented, the impact will extend to all elementary, middle, and high schools.

*Blueprint 2.0* states that to equip every student with 21<sup>st</sup> century skills in an equitable, effective digital learning environment, BCPS must develop a digitized, personalized, blended curriculum and increase the effectiveness of teaching and learning through meaningful and sustained organizational development. Specifically, this contract supports Goal 1, Strategic Initiatives A, B, and C; Goal 3, Strategic Initiatives A, B, C, and D; and Goal 4, Strategic Initiative A.

These online materials were selected using the process outlined in Board Policy and Superintendent's Rule 6002 and under section §7-106, Paragraph (a) of the Education Article of the Annotated Code of Maryland, BCPS purchases the above materials upon the recommendation of the county superintendent and the adopted procedures of the county board. Instructional materials are recommended after being carefully evaluated and selected by a curriculum and instruction committee for use in the subject area; the selected materials support the curriculum and meet the diverse needs of our students and the professional development of our faculty. Under Superintendent's Rule 6002, instructional materials may be consumable and expendable and include, but are not limited to, such items as charts, kits, textbooks, magazines, newspapers, pictures, recordings, slides, transparencies, videos, video discs, workbooks, and electronic resources such as software, CD-ROMs, and online services.

**Recommendation:**

Award of contract is recommended to:

Discovery Education

Silver Spring, MD

**Responsible school or office:**

Department of Digital Learning  
Department of Organizational Development

**Contact person:**

Ryan Imbriale  
William Burke

**Funding source:**

Operating budget