

NOTICE OF SOLE SOURCE PROCUREMENT

Date: Monday, August 22, 2005

Vendor/Contractor: NCS -Pearson

Contract Amount: \$86,060.00

Description of Services: Novanet – a comprehensive, on-line, standards based curriculum for at-risk students.

Sole Source Determination: Licensed product, copyrighted, and distributed only through NCS –Pearson.

Date of Award: August 22, 2005



VIRGINIA BEACH CITY PUBLIC SCHOOLS

A H E A D O F T H E C U R V E

Department of Curriculum and Instruction

Office of Secondary Instructional Services

MEMORANDUM

TO: Kevin J. Beardsley, Director
Office of Purchasing Services

FROM: Lorna S. Roberson, Director *LSR*
Sharon L. Gray, Alternative Education Coordinator *slg*
Office of Secondary Instructional Services

SUBJECT: **SOLE SOURCE JUSTIFICATION – NOVANET**

DATE: August 17, 2005

This letter is to certify that NovaNET is a licensed product protected by trade secret and/or copyright law and is proprietary to NCS and/or its licensor(s). This comprehensive, online, standards-based curriculum meets the needs of students at-risk of dropping out through its unique use of technology to provide individualized, computer-based instruction. Online delivery of courses for credit is essential in meeting the specific needs of high school students (Virginia Beach Central Academy and Open Campus) wishing to complete required courses in a flexible, accelerated, alternative setting, offering them the opportunity to remain on track to graduate with their peers.

In addition to a comprehensive range of high school curricula, the NovaNET system also offers GED preparation and school-to-work curricula that will directly support Individual Student Alternative Education Plan (ISAEP) students in successful completion of the mandatory career and technical skills component of ISAEP.

Over the past three years Homebound Services has realized an increase in the number of secondary students unable to attend school for periods of time beyond that for which the program is intended. The division has been unable to provide tutors qualified to teach these credit bearing courses. NovaNET can be customized to meet the individual needs of these students and will provide access to comprehensive curricula and assessment for students who otherwise may be unable to remain enrolled in particular courses while homebound.

The delivery of NovaNET is coordinated through WHRO. The fee for this asynchronous online curriculum is based on the number of connections activated regionally. The annual price per port has dropped from \$1,270 to \$1,170 for the term of these subscriptions. The VBCPS 2005-2006 school year implementation proposal includes an additional 25 NovaNET subscriptions for Homebound Services, a site setup fee, and an on-site staff development package.

Attachment

cc: Christine W. Caskey, Assistant Superintendent
Department of Curriculum and Instruction

*Approved for sole source. J. Kevin Beardsley
8/22/05*



Implementation Proposal Virginia Beach



Contact: Sharon Gray	Type of Purchase: Add On	Configuration: Internet
Date: May 9, 2005	Number of Sites (Schools): 1	Months of Service: 12

SUBSCRIPTION

Annual Subscription Fee

NovaNET is available for a subscription fee. The fee is based on the number of connections activated and includes all communications costs (for dedicated service delivery only), access to all of NovaNET's courseware and features, all support (both on-line and toll free), and all upgrades and system enhancements.

Quantity	Description	Unit Cost	Subtotal
68	NovaNET Subscription Port/License (Includes Support) 12 month(s) of NovaNET subscription.	\$	79,560.00

Annual (12 Months) Price Per Port/License After Any Discounts: \$1,170.00	Subscription Subtotal	\$ 79,560.00
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INSTALLATION / SITE SETUP

Installation & Site Setup Services

A one-time installation cost includes all communications equipment required to provide access to NovaNET. For dedicated service delivery, this includes data line installation to connect the network Hub to the central NovaNET system, and onsite installation by a NovaNET technician. Site Setup includes onsite installation of the NovaNET client software, verification of connectivity and NovaNET CDs including: Complete Library of Multimedia Lessons, Emerging Reader and Portal. For internet service delivery, this includes service initiation and remote installation support.

Quantity	Description	Unit Cost	Subtotal
1	Site Setup Fee (Additional Sites Connecting to Internet Connection)	\$ 500.00	\$ 500.00

	Installation / Site Setup Subtotal	\$ 500.00
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PROFESSIONAL SERVICES

Quantity	Description	Unit Cost	Subtotal
1	Best Practices Onsite - 2 Course Days of onsite training plus 1 onsite follow-up visit <i>Limit of 12 participants for onsite training and 10 participants for remote training</i>	\$ 4,500.00	\$ 4,500.00
1	Course Day Onsite (Up to 12 Participants)	\$ 1,500.00	\$ 1,500.00

	Professional Services Subtotal	\$ 6,000.00
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INSTALLATION AND EXPANSION OPTIONS

Quantity	Description	Unit Cost	Subtotal
			Installation and Expansion Options Subtotal
			\$ -

<p>Please Submit PO for \$86,060.00 to: Pearson Digital Learning 827 W. Grove Ave. Mesa, AZ 85210 800-736-4357 480-610-7699 (fax)</p>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td>Subscription</td> <td style="text-align: right;">\$ 79,560.00</td> </tr> <tr> <td>Installation / Site Setup</td> <td style="text-align: right;">\$ 500.00</td> </tr> <tr> <td>Professional Services</td> <td style="text-align: right;">\$ 6,000.00</td> </tr> <tr> <td>Installation and Expansion Options</td> <td style="text-align: right;">\$ -</td> </tr> <tr> <td>GRAND TOTAL</td> <td style="text-align: right;">\$ 86,060.00</td> </tr> </table>	Subscription	\$ 79,560.00	Installation / Site Setup	\$ 500.00	Professional Services	\$ 6,000.00	Installation and Expansion Options	\$ -	GRAND TOTAL	\$ 86,060.00
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Installation and Expansion Options	\$ -										
GRAND TOTAL	\$ 86,060.00										

For more information please contact: Linda Berry
 Pearson Digital Learning
 800-839-0193
 804-824-1300
 Quote expires: August 7, 2005

All pricing is exclusive of any applicable sales, use or other similar taxes or duties. The customer will be responsible for any such taxes or duties that may apply; if the customer is tax exempt evidence of such tax exemption must be provided.

Customer Requirements

The customer is responsible for providing NovaNET compatible computers and network infrastructure. For Internet service delivery, this includes adequate Internet bandwidth to support NovaNET service delivery (typically 56Kb bandwidth for each 10 simultaneous users). For dedicated service delivery, this includes extending the NovaNET data line from the demarc (telephone closet) to the location where the NovaNET equipment will be installed. This extension requires category 5 cabling. Refer to the NovaNET Hardware Specifications for additional technical information and requirements.

Please make all purchase orders payable to NCS Pearson, Inc.

PLEASE NOTE: This is a Pricing Description; it is not an agreement or license to use the NovaNET product. Please refer to the Licensed Product Agreement for NovaNET Product for the applicable terms of use.