

NOTICE OF SOLE SOURCE PROCUREMENT

Date: Monday, April 02, 2007

Vendor/Contractor: McREL

Contract Amount: \$143,000

Description of Services: Leadership Training for Educational Administrators

Sole Source Determination: Specialized leadership training.

Date of Award: TBD

APR02'07 AM11:10 UBPS




VIRGINIA BEACH CITY PUBLIC SCHOOLS

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

MEMORANDUM

TO: The Record

FROM: J. Kevin Beardsley, Director of Purchasing Services 

SUBJECT: Sole Source Purchase to McREL for Leadership Training

DATE: April 2, 2007

After a review of the proposed contract and the requirements for the leadership training I am approving this as a sole source purchase. This is highly specialized training and the review that was performed compared and evaluated all of the known similar training offered from various organizations and it was determined that the training from McRel best meets the needs of the school division. In my opinion, developing an RFP and then going through the process would needlessly delay this training and would not return any value for the investment of time and resources.

The total cost of the training is \$143,000, plus expenses to train 300 employees for eight (8) days each. That equates to approximately \$476.00 per employee and \$59.00 per day. Both of these are very favorable rates for this type of training.

Based upon the specialized nature of this training, the due diligence performed to compare the substance of other similar programs; and an analysis of the cost per trainee and cost per day, I am approving this as a sole source procurement. I do not believe that it is practicable to procure these services from another source.

JKB
Attachments



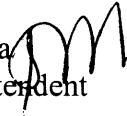
VIRGINIA BEACH CITY PUBLIC SCHOOLS

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

Office of the Superintendent

MEMORANDUM

TO: Kevin Beardsley, Director
Office of Purchasing Services

FROM: Sheila S. Magula 
Deputy Superintendent

SUBJECT: **Proposed Contract with Mid-continent Research for Education and Learning (McREL)**

DATE: March 30, 2007

Attached please find a copy of the proposed contract/agreement that Virginia Beach Public Schools would like to enter into with Mid-continent Research for Education and Learning (McREL). Our intent is to provide research-based professional development focused on comprehensive leadership for principals, assistant principals, and selected central office administrators that will build on the leadership training that has already been provided through the school division's multiple, long-term efforts.

Before selecting McREL, the leadership programs and work of other professional organizations were examined, such as the Gallup organization, Phi Delta Kappa, the Center for Performance Assessment, and SAS's Educational Value-Added Assessment System. McREL emerged as the leading program because in our professional judgment the leadership training is in strong alignment with the instructional work we've been doing with teachers and administrators since 2001, based on the work of Robert J. Marzano, Ph.D. Additionally, the training supports and extends the work of the Futures Academy which will enable VBCPS administrators to lead schools beyond their present level of performance.

We ask that you review the proposed contract/agreement and advise whether we may proceed on a sole-source basis. Please let me know if you have questions or if additional information is needed. Thank you for your assistance.

cc: Cabinet (w/o attachment)

RECEIVED

MAR 30 2007

**VIRGINIA BEACH PUBLIC SCHOOLS
PURCHASING**