

JACKSON PUBLIC SCHOOL DISTRICT

Jackson, Mississippi
Date: August 24, 2017

**Board of Trustees
Jackson Public School District
Jackson, Mississippi**

Ladies and Gentlemen:

Presented for your review on the attached page(s) are the bid tabulations for the formal bid proposals which were received in response to the bid solicitations indicated below. Bids were publicly advertised and opened according to all legal requirements (Mississippi Code of 1972, §31-7-13). All bids were tabulated, analyzed and based upon compliance with the specifications; the "lowest and best" bids were determined. Recommendations concerning the award of bids received for each bid category are contained on the attached page(s). Please consider recommendations for the following:

Bid Number	Opening Date	Bid Name
RFP 2017-06	08-01-17	Online Professional Learning Video Content Provider and Video Management System

It is recommended that the following action be taken by the Board of Trustees:

- A. **AN ORDER** be adopted ratifying the prior solicitation of bid proposals for the equipment, supplies, commodities and/or services in each bid category indicated above.

- B. **AN ORDER** be adopted authorizing the Chief Financial Officer or her designee to issue purchase orders and/or execute contracts and all related documents on behalf of the Board of Trustees to the vendors deemed to have submitted the "lowest and best" bids as indicated on the attached pages.

- C. **AN ORDER** be adopted to reject the bid of bidders who failed to comply with bid requirements, for the reason(s) indicated with each bid category, on the attached pages.

- D. **AN ORDER** be adopted to authorize the informal purchase of items according to all legal requirements and to the extent allowed under the law (Mississippi Code 1972, Annotated, §31-7-13(b)) for which no formal bids were received as indicated in the detailed support documentation on file in the Business Office.

Submitted by:
Sharolyn Miller
Chief Financial Officer

Recommendation approved by:
Dr. Freddrick Murray, Interim Superintendent
Superintendent of Schools

Information about the Content and Formatting of the Attached Bid Tabulation Sheet(s)

Pursuant to the legal requirements as outlined in the Mississippi Code 1972, Annotated, §31-7-13(d), all bid proposals received were compared to the written bid specifications and the recommendation to purchase or for rejection is indicated on the following pages, as per the manner prescribed below.

Recommendation to Purchase:

The recommendation to purchase from or award a contract to any vendor, is indicated on the attached tabulation sheet(s) by placing "Low Bid" to the right of the vendor's name/pricing and bolding the information.

Rejection of an Item or an Entire Bid:

The law requires that the District clearly state why in each instance that the lowest bid received is not the recommended "lowest and best" bid. The specific reason that an item or service, or a vendor's entire bid proposal, must be deemed "irregular" or "non-compliant" with the written bid specifications and therefore cannot be recommended for purchase, is indicated on the attached tabulation sheet(s) by drawing a line through the vendor's name/pricing and indicating the rejection reason beside the item.

Unit Price Differences Between the Lowest and the "Lowest and Best" Bid:

The unit price of all items is indicated and a difference between the bid unit price of the proposed item being rejected and the unit price of the item being recommended for purchase as the "lowest and best" can easily be computed from the data on the following pages. For each item, please see the attached tabulation sheet(s) for the bid name and number and opening date, item description, unit of measure, quantity purchased, and the unit or total pricing submitted by all vendors offering bid proposals.

Minority Vendor Participation in the Bid Process:

At the direction of the Board, all minority and women owned and operated vendors offering bid proposals are identified on the attached tabulation sheets, for informational purposes only. The following coding has been used:

- "M" Minority (Male) owned and operated business
- "W" Women (Non-minority) owned and operated business
- "B" Minority (Women) owned and operated business
- "N" Non-Minority owned and operated business

**RFP 2017-06 (08-01-17) - Online Professional Learning Video Content
 Provider and Video Management System
 Source of Funds: Title II Federal Funds
 Recommendation Per: Dr. Cynthia Armstrong or Erin Mason**

	Vendor	Location	Amount
M	KnowledgeCity, LLC	Carlsbad, CA	\$26,040.00
N	Ilos Company	St Paul, MN	\$47,000.00
N	Hoonuit, LLC	Little Falls, MN	\$68,000.00
N	Performance Matters, LLC	Sandy, UT	\$137,575.00
N	Message Point Media, Inc.	Raymond, MS	\$150,000.00
N	Teaching Channel	San Francisco, CA	\$200,000.00
N	Frontline Education	Malvern, PA	\$219,000.00
N	Tequipment, Inc.	Huntington Station, NY	\$221,000.00

Acquisition of the Frontline PMS addresses several indicators as defined in the Mississippi Department of Education's Accreditation and Professional Learning criteria. In addition, it will provide support in assisting staff meet the requirements as established in Board Policy GBF.

Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)

Vendor: **Frontline Education**

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	57.4	96%
Account Creation and Management (included effective documentation)	10/7.4%	9.6	96%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	9.6	96%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	9.4	94%
References from Similar Size Districts	5/3.7%	4.1	82%
Cost	40/29.6%	32.4	81%
TOTAL POINTS	135	122.5	91%

Evaluators'/Reviewers' Notes:

All-inclusive has everything we need; expensive but appears to be ready to use/implement quickly

Has more capabilities- employee evaluation management and extensive course catalog

This vendor provides a very comprehensive platform that offers JPS the tools it needs to deliver types and kinds of professional development resources that will impact Tier 1 instruction. This product seems very efficient, and easily managed and customizable to our needs.

- Would have liked active letters (References from Similar Size Districts)
- \$219,000- high but worth it

3800+ library; provided clear evidence

Detailed library- 3800 including classified and certified; Integrates with online library system

**Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)**

Vendor: Hoonuit, LLC

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	38.6	64%
Account Creation and Management (included effective documentation)	10/7.4%	5.4	54%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	5.9	59%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	4.6	46%
References from Similar Size Districts	5/3.7%	3.9	78%
Cost	40/29.6%	27.9	70
TOTAL POINTS	135	86.3	64%

Evaluators' Reviewers' Notes:

Account Creation and Management & LMS Integration is vague; PDMS is limited

Information was copied and pasted; not detailed enough

Library 1200+; PDMS Integration- no documentation; unable to access free account

The level of integration and cross-platform continuity suite don't seem to be as clear as I would hope; Several sites in trial version could not be accessed;

Online Video Library Requirements- videos not accessible; PDMS

Integration- doesn't seem to be secure or stable; References from Similar Size Districts- Actual user feedback

We can put this stuff into our Canvas courses; not much content for non-teaching staff;

can upload resources to their platform

Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)

Vendor: Ilos Company

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	20	33%
Account Creation and Management (included effective documentation)	10/7.4%	5	50%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	5	50%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	4	40%
References from Similar Size Districts	5/3.7%	2	40%
Cost	40/29.6%	15	38%
TOTAL POINTS	135	51	38%

Evaluators' Reviewers' Notes:

Library is not extensive

Not a set cost; can add additional cost after contract

PDMS Integration- not adequately addressed; Reference from Similar Size Districts- unable to determine reference size; minimal quality

Online Video Library Requirements- not explained/defined well; References from Similar Size Districts- no active letters

This company doesn't offer much at all

Only has content we put in; you have to request reports from them

Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)

Vendor: **Knowledge City, LLC (e-learning)**

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	18.6	31%
Account Creation and Management (included effective documentation)	10/7.4%	4.9	49%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	4.6	46%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	2.9	29%
References from Similar Size Districts	5/3.7%	3	60%
Cost	40/29.6%	18.6	46%
TOTAL POINTS	135	52.6	39%

Evaluators' Reviewers' Notes:

Online Video Library Requirements- did not provide wide variety; purchase license each year

10,000+ library; LMS Integration-limited capability; PMDS Integration not addressed;
 courses more business-orientated; must purchase a license each year

PDMS Integration- not covered/presented clearly; members are assigned content by managers; video library does not seem to cover the need of the District; this seems to be just access to a library that does not seem to cater to the District instructional needs

Doesn't say it uses Canvas; seems to have its own LMS; not much in terms of videos on topics relevant to education; often says, "will create" which implies they don't have it and "will customize" for us; this may take a longer time period

Did not address Online Video Library Requirements according to the RFP requirements

Cost does not reflect service

**Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)**

Vendor: **Message Point Media, Inc.**

Vender Response Description	Possible	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	36	60%
Account Creation and Management (included effective documentation)	10/7.4%	6	60%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	6	60%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	5	50%
References from Similar Size Districts	5/3.7%	3	60%
Cost	40/29.6%	18	45%
TOTAL POINTS	13	74	55%

Evaluators'/Reviewers' Notes:

Share information- if company bought your info will be sold; concerned about personal info; partnered with another company; prices increase each year

Online Video Library, Account Creation and Management, LMS Integration and PDMS Integration appear to be outsourced; cost is vague

Uses Simple K12; price increases 3 times in 3 years; 1000+ library uses Simple K12; PDMS Integration addressed but inadequate documentation; only 1 reference similar in size to JPS

Simple K12 video library; LMS Integration- not effectively documented/want to demo; uses another company's library; not as extrusive; too many third parties/outsourcing; seems to have hidden fees

Price increase yearly

Seems to allow you to put its content into Canvas; does seem to allow you to create content that is managed through its system

Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)

Vendor: **Performance Matters, LLC**

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	40	67%
Account Creation and Management (included effective documentation)	10/7.4%	7	70%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	6	60%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	7	70%
References from Similar Size Districts	5/3.7%	5	100%
Cost	40/29.6%	26	65%
TOTAL POINTS	135	91	67%

Evaluators' Reviewers' Notes:

Online Video Library- dependent on T channel content; LMS Integration- inadequate documentation; PDMS Integration- inadequate documentation; hidden cost for set up; content totally Teaching Channel; no set up cost included in bid

Has some compliance content; doesn't mention other non-teaching content; set up fees not specified

Set up cost not included in the bid- hidden cost

Partnered with another company; doesn't allow all involved

(classified) Videos are from third party; this could be an issue

**Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)**

Vendor: **Teaching Channel**

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	35	58%
Account Creation and Management (included effective documentation)	10/7.4%	4	40%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	5	50%
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	4	40%
References from Similar Size Districts	5/3.7%	4	80%
Cost	40/29.6%	25	63%
TOTAL POINTS	135	77	57%

Evaluators' Reviewers' Notes:

Online Video Library is limited; price is based on per person

You have to manually manage your accounts; partnered with another company

Online Video Library 1000+ and nothing for classified; PDMS Integration is limited- would have to partner with Performance Matters; difficulty in sign-in integration

Online Video Library does not detail classified side; Account Creation and Management- not automated; requires additional work on your end; requires third party; this product requires the district to do a great bit of manual work; this could be a huge problem and a huge additional cost

No single sign on; someone has to import users- not automatic; some PDMS features willing to add more if needed

Jackson Public School District
Evaluation of Respondents' Request for Proposals:
PROFESSIONAL DEVELOPMENT MANAGEMENT
SYSTEM (PDMS)

Vendor: Tequipment Online PD

Vender Response Description	Possible Points/Percentage	Average Points Awarded	Percentage Points Awarded
Online Video Library Requirements (included effective documentation)	60/44.4%	34	57%
Account Creation and Management (included effective documentation)	10/7.4%	5	50%
Learning Management System (LMS) Integration (included effective documentation)	10/7.4%	4	40
Professional Development Management System (PDMS) (include effective documentation)	10/7.4%	4	40%
References from Similar Size Districts	5/3.7%	3.5	70%
Cost	40/29.6%	23	57%
TOTAL POINTS	135	73.5	54%

Evaluators'/Reviewers'Notes:

Online Video Library- courses not fully described; 900+ courses- certified and classified; LMS and PDMS Integration not addressed adequately;
References from Similar Size Districts- listed references (short-term clients; no letter from districts); free trial not accessible

Just-in-time training is good; doesn't specify LMS information; expensive

Entire proposal did not meet the criteria

Lots of videos; seem to only deal with technology; the free account/trial did not give a good representation of resources; could not get resources for tier 1; not good

Vendors' Percentage Point Ranks	
Frontline Education	91%
Performance Matters	67%
Hoonuit	64%
Teaching Channel	57%
Message Point Media	55%
Tequipment Online	54%
Knowledge City (e-learning)	39%
Ilos	38%