

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT:                   AWARD REQUEST FOR PROPOSAL NO. RFP-19-026-CM -  
SCHOOL INFORMATION SYSTEM/LEARNING MANAGEMENT  
SYSTEM**

**COMMITTEE:               FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

**LINK TO STRATEGIC  
BLUEPRINT:               EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of the Office of Academics and Transformation, released the above-referenced solicitation. The purpose of this Request for Proposals (RFP) is to establish a contract for qualified firms and/or individuals for the development and implementation of a school information system and a learning management system in Miami-Dade County Public Schools. This RFP was advertised on the Procurement Management Services website, as well as DemandStar which emailed 257 potential bidders. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

The initial term of the bid shall be for a five (5) year period, commencing February 11, 2021 through February 10, 2026, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for one (1) additional two (2) year period, pending contract negotiations.

The Goal Setting Committee recommended that this solicitation be open with a 10 point preference for SBE/MBE certified firms (prime or subcontractor).

Eleven (11) vendors responded to this advertised bid, of which 9 responded directly to the learning management system component of the solicitation. Based on the criteria listed in the solicitation, the Selection Committee's scoring, oral presentations made by the proposers, findings presented by the LMS subcommittees and the results of a sandbox testing environment, two (2) vendors are being recommended for award as primary and alternate vendors for the District's Learning Management System.

On February 20, 2020, the Selection Committee convened and established subcommittees for each of the thirteen modules (SIS and LMS) advertised within this solicitation. Over the course of the evaluation, the Selection Committee met six (6) times. In the Spring of 2020, the District decided to suspend the review of the SIS components due to the COVID-19 pandemic, but proceeded with the review of the LMS components. The Learning Management System (LMS) subcommittee met eighteen (18) times over the course of this review to evaluate and provide subject matter expertise to the systems. Subcommittee members consisted of members of the IT team, Curriculum, Exceptional

Student Education, Early Childhood, Professional Development, Network, Budget, the MSO team, Parents, Teachers, Principals and Students. The LMS Subcommittee in conjunction with the Selection Committee reviewed the proposals and shortlisted proposals based on their ability to meet the needs of the District. The following proposers presented Oral Presentations and responded to a questions and answers period in June 2020:

Instructure, Inc (Canvas)  
ITS Learning  
POWERSCHOOL GROUP LLC (Schoology)  
D2L LTD. INC.

The Committee scored and ranked each proposer based on the advertised evaluation criteria. The Committee voted and recommended Powerschool Group, LLC as the highest ranked proposer and Instructure, Inc as the second highest ranked proposer. In the event the District is unable to meet mutually agreed upon terms with the highest ranked proposer, the Committee voted to select and negotiate with the second highest ranked proposer.

In addition, The Committee requested best and final pricing. As a result of the request, Powerschool Group, LLC submitted a best and final price savings of \$1,283,975 over the life of the contract. That savings is also inclusive of a \$363,475 LMS service fee. The savings identified is preliminary, inclusive of licensing only, and will be solidified at the time of contract negotiations. Professional development, training, District support and the overall District deployment costs will be negotiated at the time of contract negotiations.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

Fund Source  
General

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD REQUEST FOR PROPOSALS NO. RFP-19-026-CM - SCHOOL INFORMATION SYSTEM/LEARNING MANAGEMENT SYSTEM**, to establish a contract for qualified firms and/or individuals for the development and implementation of a school information/learning management system to the highest ranked proposer, effective February 11, 2021 through February 10, 2026, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for one(1) additional two (2) year period, pending contract negotiations, as follows:

**HIGHEST RANKED**

POWERSCHOOL GROUP LLC (SCHOOLOGY)  
150 PARKSHORE DR  
FOLSOM, CA 95630  
OWNER/OFFICER: HARDEEP GULATI

**SUBCONTRACTOR:**

MILLENNIUM TECHNOLOGY GROUP, LLC **MBE/MWBE**  
950 S PINE ISLAND ROAD, SUITE A-150  
PLANTATION, FL 33324  
OWNER/OFFICER: DARRELL FORTE  
**AFRICAN AMERICAN**

**SECOND-HIGHEST RANKED**

INSTRUCTURE, INC (CANVAS)  
6330 SOUTH 3000 EAST  
SUITE 700  
SALT LAKE CITY, UT 84121  
OWNER/OFFICER: DAN GOLDSMITH

**SUBCONTRACTOR(S):**

IPHONE AND IPAD WAREHOUSE LLC **MBE/MWBE**  
18149 NE 19TH AVE  
NORTH MIAMI BEACH, FL 33162  
OWNER/OFFICER: BRIAN A. FARRELL  
**AFRICAN AMERICAN**

UNITED DATA TECHNOLOGIES, INC (UDT) **MWBE**  
2900 MONARCH LAKES BLVD, SUITE 300  
MIRAMAR, FL 33027-3956  
OWNER/OFFICER: ENRIQUE A. FLECHES  
**HISPANIC AMERICAN**

2. **AUTHORIZE** Procurement Management Services to purchase a learning management system up to a total estimated amount of \$11,000,000, for the initial contract term of five (5) years, and an amount not to exceed \$4,400,000, for the subsequent two-year extension period. Board authorization of this recommendation does not mean the amounts shown will be expended.
3. **REJECT** The School Information System portion of this solicitation due to lack of funding, to permit rebidding at a later date.