



## Invitation to Negotiate (ITN)

### For Child Care Management & Learning Technology Services

## Questions and Answers

**November 15, 2023**

**Question: Is the \$500,000 intended to cover the entire potential contract period of 2.5 years? Can the ELC provide a breakdown of the estimated budget for the initial six-month period and the remaining two renewal years?**

Answer: \$500,000 is the total available budget for the life of the contract. Vendors are encouraged to provide their best rate for the period proposed. If the vendor can demonstrate they can offer a significant discount for a term greater than 6 months, the Coalition can consider a pre-paid, multi-year agreement for the SaaS license for a term not to exceed 2.5 years.

**Question: What is the estimated number of child care providers with lower than expected average FAST score improvements between the first & second or the second & third measurement periods? How many students do they serve?**

Answer: We currently have a total of approximately 520 VPK providers with about 14,000 children approved for services this year. We do not yet have FAST data for the current school year. We also have not yet set the criteria for how providers will be selected for participation in this project so we cannot provide an estimate for the number children we expect for the target population at this time. We will post the count of providers from last year tomorrow.

The data for last year is as follows

For the 2022-23 VPK school year, ELC Broward's Progress Monitoring (PM) scores showed:

PM1 Average: 666

PM2 Average: 723

PM3 Average: 772

Of the approximately 445 schools participating in progress monitoring:

- Average gain between PM1 and PM2 was 57, with 129 participating schools gaining less than 30 points
- Average gain between PM 2 and PM3 was 48, with 96 participating schools gaining less than 20 points

**Question: The ITN document lists a total forecasted budget of approximately \$500,000. Please confirm this is the budget for the full 2.5 years and not just the 6-month initial agreement**

Answer: \$500,000 is the total available budget for the life of the contract. Vendors are encouraged to provide their best rate for the period proposed. If the vendor can demonstrate they can offer a significant discount for a term greater than 6 months, the Coalition can consider a pre-paid, multi-year agreement for the SaaS license for a term not to exceed 2.5 years.

**Question: What is the estimated number of providers with lower than expected FAST score improvements between PM1-PM2 OR PM2-PM3 last year?**

Answer: For the 2022-23 VPK school year, ELC Broward's Progress Monitoring (PM) scores showed:

PM1 Average: 666

PM2 Average: 723

PM3 Average: 772

Of the approximately 445 schools participating in progress monitoring:

- Average gain between PM1 and PM2 was 57, with 129 participating schools gaining less than 30 points
- Average gain between PM 2 and PM3 was 48, with 96 participating schools gaining less than 20 points

**Question: On Page 7 under section c it is mentioned to include certifications and licenses for firm qualifications. What do you mean by licenses and certifications?**

Answer: Any personal licenses and certifications the person(s) assigned for the services might have i.e degrees, technical certifications, and/or company trademarks for the services being provided.

**Question: In terms of references, do you only need 3 names and their contact information as well as permission to be reached out to, or do you need 3 written reference letters?**

Answer: You may provide three written reference letters.

**Question: In the submission requirements section on page 7 of the ITN under c. Firm Qualifications, it asks for vi. Licenses and vii. Certification. Can you please clarify what specific licenses and certifications the Coalition would like us to list in this section?**

Answer: Any personal licenses and certifications the person(s) assigned for the services might have i.e degrees, technical certifications, and/or company trademarks for the services being provided.

**Question: What is the total number of 4-year-olds served by the Coalition?**

Answer: 3,382 four-year-olds for VPK served by the Coalition.

**Question: About how many teachers and classroom staff are in place for all 4-year-olds?**

Answer: We have about 1-2 per every 4 year old classroom.

**Question: What is the number of 4-year-olds in the Coalition's School Readiness program?**

Answer: This ITN does not cover the SR program

**Question: About how many teachers and classroom staff are in place for the School Readiness program?**

Answer: This ITN does not cover the SR program

**Question: Of the providers with lower than expected FAST score improvements, about how many 4-year-olds do they serve? About how many teachers and classroom staff are at these providers that would need to be trained/supported?**

Answer: We have not yet set the criteria for how providers will be selected for participation in this project so we cannot provide an estimate for the number of children or teachers and staff we expect for the target population at this time.