



DATE: May 28, 2015

TO: All Offerors

FROM: Gaurang P. Pathak
 Manager of Financial Services/Internal Control

SUBJECT: ADDENDUM TO RFP - CONTRACT NO. CHR-2015-16

RFP for WEB BASED MATH INTERVENTION EDUCATIONAL PROGRAM

ADDENDUM #1 Questions & Answers

Questions	Answers
1. Is software availability in Spanish is a mandatory requirement?	Yes. Software availability in Spanish is a mandatory requirement.
2. If a product's grade levels fall within/overlaps the buckets of defined grade levels, such as grades 1-10 <i>only</i> (no Pre-K, K, or 11/12 content), will the proposal be deemed unresponsive?	If your product does not cover grade levels K-5, 6-12, or K-12, then it will be deemed unresponsive.
3. If a product does not have content available in Spanish, will the proposal be deemed unresponsive?	Yes
4. Please provide List of Items, Schedule of Requirements, Scope of Work, Terms of Reference, Bill of Materials required?	Following is the link to our bid website: http://bids.delaware.gov/bids_detail.asp?i=3113&DOT=N Please click RFP Professional Services link to open the document and save the document. The RFP document has the List of Items, Schedule of Requirements, Scope of Work, Terms of Reference, Bill of Materials required.
5. Soft Copy of the Tender Document through email	Soft copy of the document is available on the website (refer to answer 4 above). You can print or down load the soft copy.
6. Names of countries that will be eligible to participate in	Please refer to page 1 of RFP section I Overview, 1 st paragraph line 6 after proposed schedule.

Questions & Answers

<p>this tender.</p>	
<p>7. Information about the Tendering Procedure and Guidelines</p>	<p>Please refer to our RFP published document. It provides all the information about proposal (tendering) procedure and guidelines. (Also refer to answer 4 above)</p>
<p>8. Estimated Budget for this Purchase</p>	<p>Maximum \$250,000</p>
<p>9. Any Extension of Bidding Deadline?</p>	<p>No. Currently we are not extending the bidding deadline.</p>
<p>10. Any Addendum or Pre Bid meeting Minutes?</p>	<p>No addendum to the RFP is issued at this time. A mandatory pre-bid meeting was not established for this Request for Proposal.</p>
<p>11. Ball park figure for the budget that you have in mind for this project?</p>	<p>Maximum \$250,000</p>
<p>12. The proposal mentions some advanced high school subjects that we do not support. Given that we can only support Kindergarten through Geometry, I am not even sure, based on the wording, if we should bother applying. Based on the wording, we would be applying to support preK-5. In reality, we can support K-8, but the RFP does not make that an option?</p>	<p>Your proposal would then be considered for K-5 option.</p>
<p>13. Our Spanish support is simply using Google Translate. You just pick Spanish once, and every page and every practice exercise translates to Spanish automatically. It's not going to be great Spanish, but it'll be functional. Based on that information, does that significantly hurt our chances of winning the contract?</p>	<p>Yes</p>

Questions & Answers

<p>14. We do not explicitly provide test prep for the Smarter Balanced National Assessment. We cater to the Common Core Standards and would certainly prepare the students well for this assessment, but we would not do so in the explicit fashion of teaching to that test. Instead, we have our own assessments that work well for math interventions. Given that we do not explicitly teach to the Smarter Balanced National Assessment, would that hurt our chance of winning the contract?</p>	<p>No, as long as your product is aligned to the Common Core.</p>
<p>15. Our program is an excellent fit for most of the K-5 specifications however, we do not currently offer Spanish. Page 2, the first bullet, states: “Providing access and equity for ELL students that include both Spanish and English to enable students to learn in the language that works for them.” Later, in Part B.1., the RFP states: ‘...in Spanish and English.” Will the District consider proposals that do not include Spanish?</p>	<p>No</p>
<p>16. Page 2, Section II, part A states: “The web-based software solution will be available to kindergarten through fifth grade students, sixth through twelfth grade students or kindergarten through twelfth grade students in the district.” Later, in part B.1., the RFP states: “Programs shall include a full Math curriculum solution for grades prek-5, grades 6-12, or grades prek-12 of course content areas,</p>	<p>We are seeking K-5, 6-12 or K-12 Program.</p>

Questions & Answers

<p>in Spanish and English.” Is the District seeking preK-5 or K-5 materials?</p>	
<p>17. Page 3, part 5.b., states: “Provides adaptation based not just on answers, but on strategies.” Please clarify what the District means by adaptation based on strategies.</p>	<p>An example of this would be when students pick one of several “wrong” answers. The program would know ahead of time, based on strategies used in Mathematics, which “wrong” answer would be selected most. If a student selects a different “wrong” answer than expected, the program would adapt in a different way.</p>
<p>18. So that we may appropriately price a districtwide license, please specify:</p> <ul style="list-style-type: none"> a. How many students per grade will use the program? b. How many school sites/buildings will use the program? c. How many teachers will require professional development and program training? d. How many District and school leadership staff will require professional development and program training? 	<ul style="list-style-type: none"> a. Approximately 1300 students per grade. b. 25 schools and 2 programs c. Approximately 2000 teachers d. Approximately 10 Leadership staff
<p>19. Vendor Activity No activity is to be executed in an off shore facility, either by a subcontracted firm or a foreign office or division of the vendor. The vendor must attest to the fact that no activity will take place outside of the United States in its transmittal letter. Failure to adhere to this requirement is cause for elimination from future consideration.</p> <p>Our organization an office in Chennai, India. Would that automatically disqualify us?</p>	<p>Yes</p>

Questions & Answers

<p>20. Section II.A.2. on page 2 of the RFP states: "The successful vendor will provide a district-wide site license and will be flexible in terms of usage and results data at the discretion of the district." Can the District clarify if it is looking for one (1) license fee for entire district or if it is willing to pay individual licenses per student?</p>	<p>One license fee for the District. Our population is very transient. Approximately one-third of the students, who are enrolled with us at the beginning of the year, will be different by the end of the year. We cannot afford to pay per student unless the vendor agrees to a rolling enrollment where when one student leaves; they can be replaced by another without addition per student charges.</p>