



# District School Board of Pasco County

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Heather Fiorentino, Superintendent

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August 19, 2008

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: eInstruction Classroom Interactive Response System  
Requesting Permission to Directly Negotiate

The Research and Evaluation Department is requesting permission to directly negotiate with eInstruction and Dell for the purchase of Classroom Response Systems for various schools throughout the District. In addition, the pricing will be firm for one (1) year for schools to purchase the responders on an "as-needed" basis. Dell and eInstruction are the sole companies that are able to provide pricing and products for the eInstruction Classroom Interactive Response System. These are the only responders that have a proven track record with the ability to be integrated with the Princeton Review software the district has been utilizing for the past two (2) years. As you recall, the Princeton Review software is the student monitoring tool currently utilized by the District for standardized testing. The eInstruction Responders offers the following features:

- Real-time performance data (REAP software) from every student for standardized testing which can diagnose a district instantly at the District, School and Teacher levels.
- As many as 100 tests can be given from one (1) computer which will free up computers for other instructional use.

Under the Department of Education Rule 6A-1.012(10), a district school board, when acquiring "information technology resources" may make any acquisition through direct negotiation and contract with vendors which best fits the needs of the school district.

The direct negotiation will be a three-year contract, renewable annually based upon mutual consent of the parties. The anticipated annual expenditures will be approximately \$60,000.

If you should have any questions regarding this matter, please contact me at your earliest convenience.

KDG/sn