



# District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

December 15, 2009

## MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: NCS Pearson, Inc.  
Purchase Order #00005349 and #00006068

Yesterday Purchasing was made aware that purchase orders to NCS Pearson, Inc. have now reached the threshold that requires Board approval when the Title I Department wanted to process the attached proposal for purchase order #00006068. I am, therefore, submitting purchase order #00005349 retroactively for the Board's review and approval. Also, I am attaching current purchase order #00006068 for the Board's review and approval.

Under the Department of Education Rule 6A-1.012(11)(b), the requesting of bids from three (3) or more sources is waived for the purchase of educational services and any type of copyrighted materials including, without limitation, educational tests, printed instructional materials, computer software, etc., where such items are purchased directly from the manufacturer, producer, publisher, the owner of the copyright, an exclusive agent within the state, a governmental agency or a recognized educational institution. Considering NCS Pearson, Inc., holds the copyrights (see attached), it is my recommendation that the Board approve the attached purchase orders to NCS Pearson for \$80,241.61.

Should you have any questions regarding this request, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/lmr

Attachments



# District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Memo # CIS-10-036

DATE: December 15, 2009

TO: Kendra Goodman, Purchasing Agent  
Purchasing Department

FROM: Kathleen Steiner, Director of CIS  
Ramon Suarez, Supervisor of CIS 

SUBJECT: Approval of NovaNet Credit Recovery Proposal (Graduation Enhancement)

## Introduction

The District School Board of Pasco County receives Title I Part D funding to supplement instructional services for neglected and delinquent and at-risk students. The Board must approve purchasing of NovaNet subscription licensing, set-up and training to support the implementation of the online credit recovery program. The credit recovery program will serve at-risk students in the graduation enhancement program to increase the number of students on track to receive a regular high school diploma.

## Description

The staff request approval to purchase NovaNet subscription licensing, set-up and training to support the implementation of the online credit recovery program to increase the number of students on track to receive a regular high school diploma.

## Action Requested

The staff asks the Board to approve the NovaNet subscription licensing, set-up and training to support the implementation of the online credit recovery program.

## Recommendation

The staff respectfully requests the approval of NovaNet subscription licensing, set-up and training to support the implementation of the online credit recovery program.

# PEARSON

**Kevin Schutz**  
**Assistant General Counsel**

**NCS Pearson, Inc.**  
3075 W Ray Road, Suite 200  
Mailstop 315  
Chandler, AZ 85226  
Tel: 800-736-4357  
Fax: 480-457-7610

January 12, 2009

TO WHOM IT MAY CONCERN:

The purpose of this letter is to inform you that NCS Pearson, Inc. is the sole source for the NovaNET™ system, a computer-based, online learning system comprised of proprietary content protected by copyright and trade secret.

The NovaNET system, for use by your school, district, or other organization, is available only from NCS Pearson, Inc., the owner of the NovaNET system.

If you have any questions or concerns, please feel free to contact me at 480-457-7679.

Sincerely,



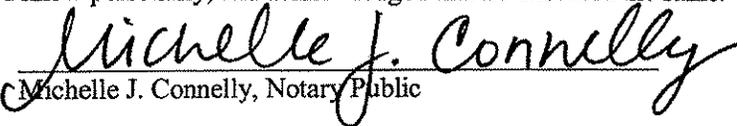
Kevin Schutz  
Assistant General Counsel

State of Arizona)

County of Maricopa)

On this 12<sup>th</sup> day of January, 2009 before me personally appeared Kevin Schutz,

whom I know personally, and acknowledged that he executed the same.

(seal)   
Michelle J. Connelly, Notary Public



**DISTRICT SCHOOL BOARD OF PASCO COUNTY  
PURCHASING DEPARTMENT  
20430 GATOR LANE LAND O' LAKES, FL 34638  
PHONE: 813.794.2221 FAX: 813.794.2111**

PURCHASE ORDER NUMBER 6088 PAGE 1 OF 1

**INVOICE IN TRIPLICATE**  
INCLUDING THIS PURCHASE ORDER NUMBER TO:  
District School Board of Pasco County  
Accounts Payable  
7227 Land O Lakes Blvd  
Land O Lakes FL 34638  
Telephone 813/794-2290

**A TAXPAYER IDENTIFICATION NUMBER CERTIFICATION FORM WITH THE VENDOR'S CURRENT EMPLOYER IDENTIFICATION NUMBER OR SOCIAL SECURITY NUMBER MUST BE ON FILE WITH THE PURCHASING DEPARTMENT OR THE PAYMENT WILL NOT BE ISSUED.**

Reasonable cost changes may be permitted, provided they are not on a blanket purchase order, bid, quote or contracted item, but must not exceed 5% of the total order without prior approval in writing from the Purchasing Department. We reserve the right to retain any and all shipped merchandise and to deny payment for any charges that are contrary to an awarded contract of this or another governmental agency, or that are beyond the aforementioned 5%.

**VENDOR**  
NCS Pearson  
3075 W Ray Road  
Mail Stop 220  
Chandler, AZ 85226

**SHIP TO F.O.B. DESTINATION**  
Supervisor - Title I  
7227 Land O' Lakes Boulevard  
Land O'Lakes FL 34638

DATE PRINTED	ORDERED BY/DEPARTMENT	CLASS ITEM NO.	FEDERAL EMPLOYER ID NO.	SALES TAX EXEMPTION NO.
12/14/09	Ramon Suarez, CIS/J Caudill, CIS	95600	59-6000792	85-8013921275C-1

SEQ	DESCRIPTION	PCSB ITEM	QTY	UNIT	UNIT PRICE	EXTENDED AMOUNT
001	NovaNET Subscription License for 6 months.		97	EACH	404.5500	39,241.35
002	Internet new configuration fee applies to each new individual site.		4	EACH	500.0000	2,000.00
003	Individual Day-Onsite (Up to 12 Participants)		1	EACH	1,700.0000	1,700.00
004	Best Practices Onsite (4 days onsite)		1	EACH	6,800.0000	6,800.00
	* * * ITEM TOTAL * * *					49,741.35
	*PASCO SCHOOL BOARD USE ONLY*					
	421.9227.3150.0360.5100.0000					49,741.35
	* * ACCT TOTAL * *					49,741.35
	REQ NBR: 9227 09219 VNDR NBR: V0000037625					
	SOLE SOURCE - RULE DOE 6A-1.012 (7); effective 2/25/2009 rule reference number changed to 6A-1.012 (11) (b)					

INFORMATION ON REVERSE

1 - VENDOR COPY

*Kendra Bradman*  
PURCHASING AGENT/S/



## Implementation Proposal Pasco County Pasco County NovaNET 6 Month Pilot

### Quotation Summary

Quote Date 12/3/09  
 Quote Expires 3/3/2010 (90 Days From Quote Date)  
 Quote Prepared For Ramon Suarez  
 School District Name Pasco County  
 No. of Schools Quoted 3

Account Executive Wayne Eichen  
 Office Phone No. 813-838-1407  
 Fax No. 866-728-1048  
 E-mail Address wayne.eichen@pearson.com

### NovaNET Product Pricing Details

Type of Purchase New Install  
 Type of Licensing Internet

Months of Service 6

Quantity	Item Description	Unit Cost	Extended Cost
<b>SOFTWARE</b>			
97	NovaNET Subscription License x Months 6 NovaNET is available for a subscription fee. The fee is based on the number of connections activated and includes all communications costs (for dedicated service delivery only), access to NovaNET's current and future courseware and features, all support (online and toll free), and all upgrades and enhancements.	\$ 809.10	\$ 39,241.35
Software Subtotal			\$ 39,241.35
<b>SERVICES</b>			
4	Internet Configuration Fee (Applies to each new individual site)	\$ 500.00	\$ 2,000.00
1	Best Practices Onsite (4 days onsite)  <i>Includes: Implementation planning, initial training, customized follow up based on the individualized implementation and on-going professional development with program evaluation.</i>	\$ 6,800.00	\$ 6,800.00
1	Individual Day - Onsite (Up to 12 Participants)  <i>Installation &amp; Site Setup Services</i> A one time configuration cost includes all communication equipment, data circuits or other hardware to the licensed site to enable Customer access to the Novanet system. For Dedicated service delivery, this includes data line installation to connect the Novanet Delivery Hardware to the central Novanet system, and onsite installation of the Novanet Delivery Hardware. For Internet and Site set up this includes service installation and all installation media required for Novanet service delivery. This also includes telephone installation support, verification of connectivity and Novanet CD's including: Complete library of Multimedia lessons, Emerging Reader (Windows 2000 only) and Portal.  <i>Each training day consists of 6 hours, with a maximum of 12 participants at one time</i>	\$ 1,700.00	\$ 1,700.00
Services Subtotal			\$ 10,500.00
<b>NovaNET Product Total</b>			<b>\$ 49,741.35</b>

**Important Product Notes**

Pricing for a 6 month NovaNET pilot. Pricing represents a 10% discount from 101 port price of \$899.00. Training reduced to 1700 per day to reflect added days. The unit cost for the subscription license is an annual subscription fee, and the extended cost results from multiplying the unit cost by 6/12. PO to be submitted prior to 12/18/2009. Training to include RTI and NovaNET for one school.

Please submit PO for \$49,741.35  
 NCS Pearson  
 3075 W Ray Rd, Mail Stop 220  
 Chandler, AZ 85226  
 Phone: (888) 977-7900  
 Fax: 866-728-1048

<b>TOTAL COST OF IMPLEMENTATION</b>	<b>\$ 49,741.35</b>
-------------------------------------	---------------------

This is a price quotation for customer's convenience only and not an offer to contract. All quotations are subject to review and final acceptance by a duly authorized representative of Pearson Education at its offices. Not responsible for typographical or other errors. Pearson Education's standard licensing terms and conditions will apply to any order.

All pricing in this quotation is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for any such taxes or duties.

**DISTRICT SCHOOL BOARD OF PASCO COUNTY**  
**PURCHASING DEPARTMENT**  
**20430 GATOR LANE LAND O' LAKES, FL 34638**  
**PHONE: 813.794.2221 FAX: 813.794.2111**

**PURCHASE ORDER NUMBER** PAGE 1 OF 1  
 5349

**\*\*\* Return Vendor Copy To Requester \*\*\***

**INVOICE IN TRIPLICATE**  
 INCLUDING THIS PURCHASE ORDER NUMBER TO:  
 District School Board of Pasco County  
 Accounts Payable  
 7227 Land O Lakes Blvd  
 Land O Lakes FL 34638  
 Telephone 813/794-2290

**A TAXPAYER IDENTIFICATION NUMBER CERTIFICATION FORM WITH THE VENDOR'S CURRENT EMPLOYER IDENTIFICATION NUMBER OR SOCIAL SECURITY NUMBER MUST BE ON FILE WITH THE PURCHASING DEPARTMENT OR THE PAYMENT WILL NOT BE ISSUED.**

Reasonable cost changes may be permitted, provided they are not on a blanket purchase order, bid, quote or contracted item, but must not exceed 5% of the total order without prior approval in writing from the Purchasing Department. We reserve the right to retain any and all shipped merchandise and to deny payment for any charges that are contrary to an awarded contract of this or another governmental agency, or that are beyond the aforementioned 5%.

**VENDOR**  
 NCS PEARSON INC  
 5601 GREEN VALLEY DRIVE  
 BLOOMINGTON MN 55437-1099

**SHIP TO** F.O.B. DESTINATION  
 Research & Evaluation Services  
 7227 Land O' Lakes Boulevard  
 Land O'Lakes FL 34638

DATE PRINTED	ORDERED BY/DEPARTMENT	CLASS ITEM NO.	FEDERAL EMPLOYER ID NO.	SALES TAX EXEMPTION NO.
11/16/09	Madeline Barbery	20800	59-6000792	85-8013921275C-1

SEQ	DESCRIPTION	PCSB ITEM	QTY	UNIT	UNIT PRICE	EXTENDED AMOUNT
001	ISBN#0158207491 SAT 10 Florida Select P2 Booklets (Pkg of 25 w/1 DFA)		132	EACH	185.8500	24,532.20
002	ISBN#0158207610 SAT 10 Florida Select P3 Booklets (Pkg of 25 w/1 DFA)		20	EACH	115.0000	2,300.00
003	ISBN#0154207500 SAT 10 Florida Select P2 Directions		25	EACH	24.9500	623.75
004	ISBN#0154207640 SAT 10 Florida Select P3 Directions		25	EACH	25.2000	630.00
005	Shipping & Handling 8.5%		1	EACH	2,387.3100	2,387.31
	* * * ITEM TOTAL * * *					30,473.26
	* * * TERMS & CONDITIONS * * *					
	SOLE SOURCE - RULE DOE 6A-1.012(7); effective 2/25/2009 rule reference number changed to 6A-1.012(11) (b)					
	*PASCO SCHOOL BOARD USE ONLY*					
	110.9280.0100.0517.5000.0000					30,473.26
	* * ACCT TOTAL * *					30,473.26
	REQ NBR: 9280 00015 VNR NBR: V0000053735					

*Kendra Bradman*  
 PURCHASING AGENT/S/

# PEARSON

aj

*Date: 11/18/2009*

District School Board of Pasco County  
7227 Land O Lakes Blvd  
Land O Lakes, FL 34638

*Ph 813-794-2258  
Fax 813-794-2111*

*ATTN: Andrea Jackson*

*This letter is a formal confirmation that NCS Pearson, Inc is the sole vendor/source of the following print materials and all of their corresponding components:*

*STANFORD ACHIEVEMENT TEST 10, FLORIDA SELECT (SAT10)*

*All components of the materials are copyrighted in the name of NCS Pearson, Inc and may not be reproduced or transmitted, for any purpose, in whole or in part, in a photocopy, recording or any information storage or retrieval system, without prior permission in writing from NCS Pearson, Inc.*

*Sincerely,*

*Customer Service Center  
Phone: 1-800-328-5999  
Fax: 1-888-556-2103*

Harcourt Assessment / The Psychological Corporation is now a part of the Pearson family. To keep posted on any changes which may affect the way we do business, please visit <http://www.pearsonassessments.com>.