



# 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)

August 16, 2011

## MEMORANDUM

**TO:** Honorable School Board Members

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

**RE:** Consultant Services and Printed Instructional Training Materials  
Learning-Focused Solutions, Inc.

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 professional/educational services, educational tests, printed instructional materials, 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 Learning-Focused Solutions, Inc. is the producer/publisher (see attached) of their training materials and their consulting services are considered professional/educational services. They are, therefore, exempt from the competitive pricing requirements as outlined in DOE's Section 6A-1.012 (11)(b).

At this time, we are requesting blanket approval to purchase various training materials in the amount of \$150,000 needed to provide proper training for our teachers and administrators. The blanket authorization will reduce delays in processing contracts and purchase orders for these services and commodities throughout the fiscal year. The blanket will be utilized for consulting/training services and training materials for new employees and those employees that were unable to attend previous trainings in "best teacher practices and techniques" through Learning Focused Solution Strategies and techniques. As always, the Purchasing Department will monitor and calculate all Learning-Focused Solutions, Inc. purchase orders to verify that the dollar limits are not exceeded.

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

KDG/amj  
Attachments

Date/Time: August 10, 2011 09:29:00