

OPPORTUNITY ACCELERATOR
Contract to Provide Game-Based Skills Learning
Educational Service Center of Central Ohio
2080 Citygate Drive
Columbus, OH 43219

BACKGROUND AND OBJECTIVE

Background

The ESC of Central Ohio seeks competitive bids in excess of \$250,000 for the purpose of implementing an Opportunity Accelerator, after-school and summer learning opportunities that utilize game-based learning to teach success skills to elementary-age students in Opportunity Zone neighborhoods in Columbus, Ohio. The Opportunity Accelerator will expend federal Governors Emergency Education Relief (GEER) funds to procure software licenses, training and technical support for 20,000 economically disadvantaged elementary-age students in extended online learning.

Problem

The Opportunity Zone is an economic development tool that allows people to invest in distressed areas in their community. Their purpose is to spur economic growth and job creation in low-income communities while providing tax benefits to investors.

An inherent problem with Opportunity Zones is that benefits are concentrated for investors and do not address fundamental workforce skill deficiencies among residents living within the opportunity zone. In general, Opportunity Zones lack skilled adults who are able to adequately support students and teachers (parents, volunteers, etc.) compared to more affluent schools. Therefore, schools in Opportunity Zones, by definition, lack resources to support supplemental and extended learning resources, including inadequate technology devices, connectivity and access, and online learning resources.

Purpose

The purpose of the Opportunity Accelerator is to create sustainable public-private partnerships between the ESC, city, schools, community service providers, and economic development partners. By leveraging game-based learning to engage disadvantaged students in an extra hour of learning each day outside of the classroom, the Opportunity Accelerator can offer online skills-based tutoring to all students without the burdens of recruiting, selecting, training, and retaining a skilled corps of tutors. The Opportunity Accelerator will build critical success skills of students and families living in the Opportunity Zones to participate in their own economic revitalization within the community.

Goals

The ESC of Central Ohio is committed to providing school and community-based services that promote opportunities and access for disadvantaged youth.

- 1) Engage 20,000 disadvantaged youth in up to 60 minutes per day of extra learning using online game-based learning.
- 2) Partner with parents to show evidence of acquisition of success skills

3) Promote a sense of pride and personal investment in Opportunity Zone residents

RESPONSE FORMAT AND ATTACHMENTS

Respondents should submit responses through the online response form linked below.

NOTE: Online responses cannot be saved and continued later and therefore must be completed and submitted in a single sitting.

Applicants are encouraged to prepare the following information prior to accessing the online response form:

Background

1. Organization name
2. Organization address
3. Organization contact person
4. Contact email
5. Contact phone
6. Name of Product/Solution

A. TECHNICAL

The proposal should address each work area in sufficient detail to demonstrate a clear understanding of the game-based skills learning, including technical and support problems. The offeror should provide evidence of sufficient planning to show that work will be accomplished as required and on schedule, utilizing all available resources.

1. Does the proposal demonstrate a firm understanding of the requirements and goals?
2. Does the proposal address each requirement?
3. Does the proposal provide technical solutions to indicate requirements and goals will be met?
4. Describe your application's performance specifications – Minimum Specifications, Device Compatibility.
5. Describe how student data are stored, accessed and reported – Skills Monitoring Dashboard, Parent Accessibility.
6. Describe alignment to learning standards – Crosswalk to SEL, STEM, Literacy, Math, Financial Literacy.

B. IMPLEMENTATION

The proposal must clearly indicate that the offeror has performed adequate planning to accomplish the operation and maintenance tasks as defined in the Work Statement.

1. Describe how your product will achieve the goals of the project.
2. Describe the process for onboarding student accounts.
3. Describe how you will assure data security.

4. Describe the personnel and equipment that will be deployed to implement your solution.
5. Describe the level of effort you will direct toward each requirement.

C. MANAGEMENT

1. Program Management Plan
2. Past Performance/Relevant Experience - Provide data on the level of experience in specific contracts of this type. Provide information on performance in these contracts, particularly as it relates to the offeror’s overall abilities.
3. Key Personnel – Describe proposed key personnel, both supervisory and technical. Field personnel may be included. Bios may include education, experience, background, accomplishments, and other pertinent information.

D. COST/BUDGET NARRATIVE

Describe the overall cost including:

1. Annual Licensing Fee – All-inclusive Cost Per Student
2. Training and Support

*Funds may not be used to purchase devices or internet access

The ESC of Central Ohio will only accept responses that do meet these evidentiary requirements as defined by the *Every Student Succeeds Act* (ESSA)

Table 1: Evidence-Based Interventions as Defined by ESSA

| Evidence Level | Evidence Threshold |
|----------------|--|
| Strong | Based on at least one (1) well-designed and well-implemented experimental study. |
| Moderate | Based on at least one (1) well-designed and well-implemented quasi-experimental study. |
| Promising | Based on at least one (1) well-designed and well-implemented correlational study with statistical controls for selection bias. |

TIMELINE

- | | |
|--------------------|--------------------------------------|
| January 12, 2022 | RFP OPEN FOR COMPETITIVE BID |
| January 21, 2022 | ANNOUNCE AWARD |
| January 31, 2022 | CONTRACTING AND NEGOTIATION COMPLETE |
| June 30, 2022 | ALL WORK COMPLETED |
| September 15, 2022 | ALL INVOICING COMPLETED |
| September 30, 2022 | FINAL REPORT DUE |

QUESTION AND INQUIRY PROCESS

All initial questions/inquiries must be submitted in writing via email to communications@escoco.org. The email subject line should contain the following phrase: "OPPORTUNITY ACCELERATOR QUESTION."

The ESC will maintain a viewable list of questions/inquiries submitted by all Respondents. Only answers posted on the ESC website will be considered official and valid. No Respondent shall rely upon, take any action, or make any decision based upon any verbal communication with any ESC employee.

If it becomes necessary to revise any part of the RFP process, or if additional information is necessary for a clearer interpretation of provisions of this RFP, an addendum will be posted on the ESC website.

CLARIFICATIONS, DISCUSSIONS, AND NEGOTIATIONS

The ESC reserves the right to request clarifications on all information submitted. The ESC also reserves the right to conduct discussions, either oral or written, with the Respondents. These discussions could include requests for additional information, requests for cost information or technical requirements response attachment revision, etc.

Additionally, in conducting discussions, the ESC may use information derived from the responses submitted by competing Respondents only if the identity of the Respondent providing the information is not disclosed to others. The ESC will provide equivalent information to all Respondents which have been chosen for discussions. Any information gathered through oral discussions must be confirmed in writing.

Upon notice of award, the ESC will enter into a contract with the successful bidder that will include the terms of the RFP and the bidder's response.

CONFIDENTIALITY AND PROPRIETARY MATERIALS

It is important to note that all information submitted in Respondent's proposals to this RFP becomes part of the public record and is subject to all provisions in Ohio's Public Records Act. If this response contains proprietary information that is to remain confidential as allowed by Ohio's Public Records Act, please specify.

Proprietary information can be kept confidential as long as it is marked clearly in your proposal submission as "PROPRIETARY MATERIAL". Confidential proprietary material must be clearly marked in a separate file. It is the responsibility of the Respondent to ensure that all confidential proprietary information is easily identifiable to ensure it is not released as nonconfidential material.

RESPONSE SUBMISSION INSTRUCTIONS

Submit responses via online response form at: <https://www.surveymonkey.com/r/95MTS2Z>

No more than one proposal per Respondent may be submitted. The ESC accepts no obligations for costs incurred by Respondents in anticipation of being awarded a contract

EVALUATION CRITERIA

These criteria will be used in the evaluation to assess and document the basis to which a proposal meets, fails to meet, or usefully exceeds the minimum requirements contained in the work statement. The following factors will be considered when evaluating proposals.

| | |
|--|------------|
| A. TECHNICAL AREA | 30% |
| <i>The proposal should address each work area in sufficient detail to demonstrate a clear understanding of the game-based skills learning, including technical and support problems. The offeror should provide evidence of sufficient planning to show that work will be accomplished as required and on schedule, utilizing all available resources.</i> | Y/N |
| 1. Does the proposal demonstrate a firm understanding of the requirements and goals? | Y/N |
| 2. Does the proposal address each requirement? | Y/N |
| 3. Does the proposal provide technical solutions to indicate requirements and goals will be met? | Y/N |
| 4. Describe your application's performance specifications – Minimum Specifications, Device Compatibility. | _____ / 10 |
| 5. Describe how student data are stored, accessed and reported – Skills Monitoring Dashboard, Parent Accessibility. | _____ / 10 |
| 6. Describe alignment to learning standards – Crosswalk to SEL, STEM, Literacy, Math, Financial Literacy. | _____ / 10 |
| B. IMPLEMENTATION | 30% |
| <i>The proposal must clearly indicate that the offeror has performed adequate planning to accomplish the operation and maintenance tasks as defined in the Work Statement.</i> | Y/N |
| 1. Does the proposal include a complete plan to accomplish each requirement, including subcontracting? | Y/N |
| 2. Describe your school and student onboarding process. | _____ / 10 |

| | |
|---|------------|
| | |
| 3. Describe how you will assure data security. | _____ / 10 |
| 4. The offeror's plan demonstrates that appropriate personnel and equipment will be positioned efficiently to carry out the requirements. | _____ / 5 |
| 5. The offeror directs the proper level of effort toward each requirement. | _____ / 5 |
| C. MANAGEMENT AREA | 30% |
| 1. Program Management Plan | _____ / 10 |
| 2. Past Performance/Relevant Experience | _____ / 10 |
| 3. Key Personnel | _____ / 10 |
| D. COST/BUDGET NARRATIVE | 10% |
| Annual Licensing Fee – All-inclusive Cost Per Student | _____ / 5 |
| Training and Support | _____ / 5 |
| <i>*Funds may not to be used to purchase devices or internet access</i> | |