



Los Angeles Unified School District

Board of Education Report

ADOPTED BOARD
REPORT

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File #: Rep-161-22/23, Version: 1

MAR - 7 2023

Approval of Procurement Actions

March 7, 2023

Procurement Services Division

APPROVED

Action Proposed:

Ratify the contract actions taken by the Procurement Services Division within delegated authority as listed in Attachment "A" including the approval of award of Professional Service Contracts not exceeding \$250,000: New Contracts; Contract Amendment; Low Value - Purchase Orders; Goods and General Services Contracts: Purchase Orders; Low Value - Purchase Orders; District Card Transactions; Rental of Facilities; Travel/Conference Attendance; General Stores Distribution Center; and Book/Instructional Material Purchase Orders; and approve Professional Service Contracts (exceeding \$250,000): New Contracts; and Goods and General Services Contracts (exceeding \$250,000): New Contracts as listed in Attachment "B."

Background:

Procurement Services staff prepares monthly reports for contract actions necessary for the execution of the projects approved by the Board for the educational and operational requirements of the District in accordance with Board delegated authority to the Superintendent.

Expected Outcomes:

Approval of these items will allow the goods and services provided by these contracts furnishing the equipment, supplies, or services to the Los Angeles Unified School District that support Board policies and goals.

Board Options and Consequences:

The Board can approve all actions presented, or postpone selected actions pending receipt of additional information. Non-ratification of actions awarded under delegated authority in Attachment "A" will result in immediate unavailability of products or discontinuance of services, or both. While non-ratification may be legally defensible, it would likely result in costly litigation over discontinued payments or if the District attempts to reclaim payments made to a vendor. District costs will likely increase as fewer vendors compete for future procurements. Postponement of actions presented for approval in Attachment "B" will delay contract award or delivery dates.

Policy Implications:

This action does not change District policy and conforms to *California Education Code section 17604* that permits the Board of Education to delegate authority for Procurement Services (Board Report 444-17/18), which the Board exercised on May 8, 2018.

Budget Impact:

The contract actions presented are within the budget authority previously approved by the Board. Ratification of contracts awarded under delegation of authority and within their Board approved budget listed in Attachment "A" includes:

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- Award of Professional Service Contracts not exceeding \$250,000: New Contracts; Contract Amendment; Low - Value Purchase Orders; and
- Goods and General Services Contracts not exceeding \$250,000: Procurement Transactions - Purchase Orders; Low Value - Purchase Orders; Rental of Facilities; Travel/Conference Attendance; District Card Transactions; General Stores Distribution Center; and Book/Instructional Material Purchase Orders.

Request for Approval of Procurement Actions not under delegated authority listed in Attachment "B" includes:

- Professional Service Contracts (exceeding \$250,000): New Contracts; and
- Goods and General Services Contracts (exceeding \$250,000): New Contracts

Student Impact:

Not applicable.

Equity Impact:

See attached for applicable items.

Issues and Analysis:

There are not policy implications on these agreements. The Business and Government Services Team, Office of the General Counsel, has reviewed and approved the agreements as to form.

Attachments:

Attachment "A" - Ratification of Contracts Awarded Under Delegated Authority

Attachment "B" - Request for Approval of Contracts Not Under Delegated Authority

Previously adopted Board report referenced in the policy implications section:

- Adopted May 8, 2018: [Board Report No. 444-17/18](https://drive.google.com/file/d/1LObSci2aOLv21Poz24gkLDhfVRiE6a8K/view?usp=share_link)
[<https://drive.google.com/file/d/1LObSci2aOLv21Poz24gkLDhfVRiE6a8K/view?usp=share_link>](https://drive.google.com/file/d/1LObSci2aOLv21Poz24gkLDhfVRiE6a8K/view?usp=share_link)

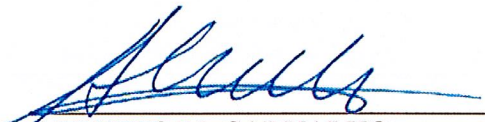
Informatives:

Not applicable.

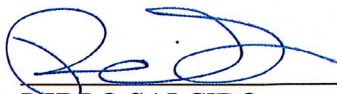
Submitted:

02/15/23

RESPECTFULLY SUBMITTED,


ALBERTO M. CARVALHO
Superintendent

APPROVED & PRESENTED BY:



PEDRO SALCIDO
Deputy Superintendent
Business Services & OperationsADOPTED BOARD
REPORT
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APPROVED


REVIEWED BY:


DEVORA NAVERA REED
General Counsel☒ Approved as to form.

APPROVED & PRESENTED BY:


SUNG YON LEE
Deputy Chief Business Officer
Office of the Deputy Chief Business Officer

REVIEWED BY:


TONY ATIENZA
Director, Budget Services and Financial Planning☒ Approved as to budget impact statement.

APPROVED & PRESENTED BY:


JUDITH REECE
Chief Procurement Officer
Procurement Services Division

ATTACHMENT A

APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY**A. PROFESSIONAL SERVICES CONTRACTS ALREADY AWARDED****NEW CONTRACTS/AMENDMENTS/ASSIGNMENTS NOT EXCEEDING \$250,000****Item A**ADOPTED BOARD
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APPROVED

EAST REGION**\$74,300**

<u>CONTRACTOR</u>	<u>IDENTIFICATION</u> <u>NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Powerful Choices	4400010833	General Funds (100%)	\$74,300

Ratification of best value informally competed contract (out of three proposals) to provide professional development to English Language Arts teachers in order to improve the performance of students on the SBA and to accelerate their growth in their reading levels. To do this effectively, we need to differentiate for our newer teachers, our teachers in Special Education and in General Education, and provide opportunities for experienced teachers who have received initial training.

Throughout the course of the year, all English Language Art teachers (16), including Special Education teachers will engage in a variety of modules including professional development, coaching, guided observations and learning labs. The contract includes funding for 27 full days of professional development for different small groups of teachers and four, two-hour directed sessions. This contract with Powerful Choices supports us in the areas of: ongoing professional development in learning sessions, coaching, and demonstration labs.

This contract aligns with the Strategic Plan as follows:

- Pillar 1 – Academic Excellence: High quality instruction and eliminating opportunity gaps.
- Pillar 5 – Investing in Staff: Professional Learning. In order to implement such a rigorous and detailed curriculum, teachers need ongoing learning opportunities that include observation and coaching.

Powerful Choices was chosen because they rated the highest on the selection process. They address the scope of work most clearly, at the most reasonable price point, and have the capacity to complete the work. Powerful Choices has demonstrated extensive expertise in the area of reading and writing workshops, with a specific background in the middle grades.

Contract Term: 10/17/22 through 06/30/23

Contract Value: \$74,300

Requester:

Christine Moore, Principal
Luther Burbank Middle School
East Region

Equity Impact:

Not Applicable.

ATTACHMENT A

APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY**A. PROFESSIONAL SERVICES CONTRACTS ALREADY AWARDED****NEW CONTRACTS/AMENDMENTS/ASSIGNMENTS NOT EXCEEDING \$250,000****Item B****ADOPTED BOARD
REPORT****MAR - 7 2023****APPROVED****OFFICE OF THE CHIEF STRATEGY OFFICER****\$202,000**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Fulcrum Management Solutions, dba ThoughtExchange	4400009582-1/ 4500761300	General Funds (100%)	\$202,000

Ratification of amendment to extend term and increase capacity of an informally competed contract to provide a platform to engage District communities as part of ongoing planning and budgeting cycles to support student needs and close equity gap.

The ThoughtExchange platform allows for participants to share feedback and to rate the feedback others have shared, creating opportunities for richer and deeper engagement that surfaces not only the most frequently shared feedback (as could be captured in a survey), but also the feedback that resonates the most deeply. For example, whereas a single participant's write-in response to a survey may not generate attention, through ThoughtExchange, one participant may suggest an innovative practice that others rate highly. As a result, this platform empowers participant voice and agency in District engagement and decision-making.

This platform also leverages Google Translate to instantly translate feedback into participants' chosen languages, further breaking down silos in engagement. For example, one Tagalog-speaking participant may choose to respond in their chosen language and a Spanish-speaking participant would still be able to read and rate that response. This dramatically increases the District's capacity for transparent and accessible engagement for all communities, including our non-native English speakers.

This contract is directly linked to the following Strategic Plan measure of success: "Increase the number of participants in Thought Exchanges", and is fundamental to the Strategic Plan, pillar 3 of engagement and collaboration. As the District engages our communities as part of ongoing planning and budgeting cycles to support student needs and close equity gaps, this contract will allow for deeper, more transparent, and more equitable engagement to ensure locally authentic and empowered decision-making.

Contract Term: 11/04/21 through 11/03/22
New end date by this amendment: 11/03/2023

Initial Contract Value: \$240,000
Amendment No. 1: \$202,000
Aggregate Contract Value: **\$442,000**

Requester:
 Veronica Arreguin, Chief Strategy Officer

ATTACHMENT A

APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITYADOPTED BOARD
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APPROVED

Equity Impact:

Component	Score	Score Rationale
Recognition	4	The ThoughtExchange platform allows for participants to share feedback and to rate the feedback others have shared, creating opportunities for richer and deeper engagement that surfaces not only the most frequently shared feedback (as could be captured in a survey), but also the feedback that resonates the most deeply. For example, whereas a single participant's write-in response to a survey may not generate attention, through ThoughtExchange one participant may suggest an innovative practice that others rate highly. As a result, this platform empowers participant voice and agency in District engagement and decision-making. The platform also leverages Google Translate to instantly translate feedback into participants' chosen languages, further breaking down silos in engagement. For example, one Tagalog-speaking participant may choose to respond in their chosen language and a Spanish-speaking participant would still be able to read and rate that response. This dramatically increases the District's capacity for transparent and accessible engagement for all communities, including our non-native English speakers. For more information on how this platform works, please visit the ThoughtExchange website here : or watch this short video here .
Resource Prioritization	4	Through alignment with District and local planning and budgeting processes, this platform empowers community voice in the use of resources (including ongoing state funding, school-level SENI funds, federal recovery dollars, etc.) to close equity gaps and build supports based on student needs. In addition, through re-negotiation of this contract, this service now costs \$202,000, or \$0.36 per student (a 20% reduction in cost from the prior year). By comparison, the average per-student contract value for large districts is \$1.60 per student, and the average per-employee contract value for like-sized Enterprise corporations is \$1.65.
Results	3	By inviting our communities to be empowered educational partners and by closing equity and opportunity gaps in engagement, this platform is a vital tool in the District's strategies to build systems of supports for students. Communities and District staff reported high levels of engagement and support for the expansion of this tool. The District conducted 41 exchanges with 24,450 participants in 2021-22, the feedback from which would have required over 19,425 hours of face-to-face conversation to gather. In addition, the District's use of ThoughtExchange for the development of the Strategic Plan and the LCAP in 2021-22 resulted in 10,450 participants (including 4,600 parents, 342 community members, and over 100 students) sharing 9,518 comments and providing over 191,000 ratings in a single exchange, with several hundred participants accessing in languages other than English.
TOTAL	11	

ATTACHMENT A

APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY**Item C – January 2023****B. PROFESSIONAL SERVICE NOT EXCEEDING \$250,000**

January 2023 = \$3,463,610

YTD

= \$24,991,994

The contract actions represented below are those actions put in place within each sponsoring school's or division's approved budget. These delegated procurement methods represent streamline ordering tools that assist schools and offices in meeting immediate mission-essential needs for professional services.

	<u>January</u> <u>Qty of POs</u>	<u>YTD</u> <u>Qty of POs</u>	<u>January</u> <u>Total</u>	<u>YTD</u> <u>Total</u>
Low Value – Purchase Orders – January 2023	337	2,398	\$3,463,610 (Median - \$6,900)	\$24,991,994

C. GOODS AND GENERAL SERVICES NOT EXCEEDING \$250,000

January 2023 = \$27,203,921

YTD =

\$254,169,376

The contract actions represented below are those actions put in place within each sponsoring school's or division's budget. These delegated procurement methods represent streamline ordering tools that assist schools and offices in meeting immediate mission-essential needs for goods or general services.

	<u>January</u> <u>Qty of POs/</u> <u>Transaction</u> <u>\$</u>	<u>YTD</u> <u>Qty of POs/</u> <u>Transactions</u>	<u>January</u> <u>Total</u>	<u>YTD</u> <u>Total</u>
Low Value – Purchase Orders – January 2023	3,847	28,016	\$11,915,245 (Median - \$1,200)	\$85,896,270
Purchase Orders – January 2023	53	346	\$3,773,799 (Median - \$55,876)	\$26,704,443
DISTRICT CARD TRANSACTIONS (i.e., P-Card, Fuel Card, Toshiba Card, etc.) – January 2023	8,618	54,392	\$3,625,347 (Median - \$180)	\$26,653,448
Rental Facilities – January 2023	2	13	\$37,055 (Median - \$18,527)	\$248,393
Travel/Conference Attendance – January 2023	129	2,007	\$155,411 (Median - \$809)	\$2,126,597
GENERAL STORES DISTRIBUTION CENTER – January 2023	173	1,520	\$4,076,424 (Median - \$6,264)	\$25,451,563

ATTACHMENT A

APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY**APPROVED**

	<u>January</u> <u>Qty of POs/</u> <u>Transaction</u> <u>s</u>	<u>YTD</u> <u>Qty of POs/</u> <u>Transactions</u>	<u>January</u> <u>Total</u>	<u>YTD</u> <u>Total</u>
BOOK/INSTRUCTIONAL MATERIAL PURCHASE ORDERS (BPO) – <i>January 2023</i>	207	2,716	\$3,620,640 <i>(Median - \$6,400)</i>	\$87,088,662

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The contract actions represented below are those actions put in place within each sponsoring school's or division's budget. These delegated procurement methods represent streamline ordering tools that assist schools and offices in meeting immediate mission-essential needs for goods or general services.

	<u>January</u> <u>Qty of POs/</u> <u>Transaction</u> <u>s</u>	<u>YTD</u> <u>Qty of POs/</u> <u>Transactions</u>	<u>January</u> <u>Total</u>	<u>YTD</u> <u>Total</u>
GENERAL STORES DISTRIBUTION CENTER – <i>COVID-19 Transactions</i> <i>(Rapid Antigen Tests and Masks)</i> <i>January 2023</i>	0	1	\$0	\$1,272,285
GRAND TOTAL – January 2023				\$30,667,531

ATTACHMENT B

**REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY**

A. APPROVAL OF PROFESSIONAL SERVICE CONTRACTS

**NEW CONTRACTS/ AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000**

Item D

APPROVED

**ADOPTED BOARD
REPORT
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DIVISION OF INSTRUCTION

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>\$10,000,000 AMOUNT</u>
2Sigma School, Inc. (SBE); Accelerate Education; Edmentum, Inc.; Get Lit Words Ignite, Inc.; Imagine Learning, LLC; Jupiter Education Services, LLC, dba Red Comet (SBE); Lincoln Learning Solutions and Subject Technologies, Inc. (SBE)	4400011140 4400011141 4400011142 4400011143 4400011144 4400011145 4400011146 4400011147 (RFP 2000002715)	Various Per Requesting School or Office (100%)	\$10,000,000

Authorization to negotiate and execute formally competed bench of eight (8) contracts to provide University of California A-G eligible online courses aligned to California Common Core Standards. The authority to increase or decrease individual amount for these contracts will be limited to the aggregate amount of \$10,000,000.

Online course offerings are available to all secondary students to support the district goal of 100% graduation. All secondary schools who wish to incorporate online courses as an option for students may select from these vendors.

The availability of online courses increases access for all secondary students; allowing students options when a course is needed for credit recovery purposes and/or Advanced Placement courses is needed when it may not be offered at their school site or when there is a scheduling conflict. Although schools have reopened after the pandemic closures, the need for online course options remains in demand as schools and families look for options when unforeseen situations arise.

Providing all secondary students access to online A-G-approved courses is necessary to support the District's Strategic Plan. These courses will increase opportunities to enroll in robust course offerings (including college credit-bearing) that may not be available at the home school. It will allow students with impacted schedules to enroll outside the school day and increases student access to recovering a course where a D or Fail was initially received. Overall, these courses will support a higher graduation rate and increase access to specialty courses such as Advanced Placement, Dual Enrollment, and CTE pathways. Allowing students access to online course credit recovery options will also allow for increased course completion with a "C" or better. Services provided by the vendor(s) tie directly to the meeting metrics established by the specific strategies (listed below).

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

Pillar 1: Academic Excellence: 1D College and Career Readiness

APPROVED

Strategies:

1dS1: Equitable access to a rigorous course schedule with support to earn C or better

1dS3: Expand opportunities to participate in Career and Technical Education and Linked Learning pathways

1dS8: Support access to advanced learning options such as AP and college courses

Contract Term: 03/08/23 through 03/07/28, includes two (2) one-year renewal options

Aggregate Five-Year Value For Eight (8) Contracts: \$10,000,000

Requester:

Carol Alexander, Director
A-G Intervention and Support
Division of Instruction

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Equity Impact:

Component	Score	Score Rationale
Recognition	3	A bench contract with multiple vendors recognizes historical inequities that exist between services students may require to receive opportunities to recover and/or enroll in courses that may not be available on the school's annual master schedule. Choice of online course offerings create opportunities for completion of A-G courses with grades of "C" or better, to achieve a high school diploma and be eligible for college admissions.
Resource Prioritization	3	This bench will allow schools to prioritize equitable course offerings based on student need, allowing for effective focus on students at all performance levels.
Results	3	The successful implementation of this bench contract will result in more course offerings that may not be available at the school site, as the robust vendor list will allow for increased evidenced-based approaches for academic excellence combined with supports that improve student achievement.
TOTAL	9	

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

A. APPROVAL OF PROFESSIONAL SERVICE CONTRACTS

NEW CONTRACTS/ AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY EXCEEDING \$250,000

Item E

APPROVED

ADOPTED BOARD
REPORT

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FEDERAL AND STATE EDUCATION PROGRAMS

\$0

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Various Vendors*	4400010692 4400010693 4400010695 Through 4400010699 4400010710 Through 4400010714 (RFP 2000002558)	Federally Funded Title I, Part A General Funds Restricted (100%)	\$40,600,000 <u>(Board Approved BOE Report 364-19/20, dated 06/09/20)</u>

***New Vendors:** A Tree of Knowledge; BetterLesson; Cecilia Mercado; Corwin Press, Inc., a SAGE Publications Inc. Company; Lynne H. Arpon; Patricia Parodi; Proximity Learning, Inc.; Quaglia Institute for School Voice and Aspirations; StudentNest, Inc. (SBE) (WBE); The Southern California Learning Corp. dba Sylvan Learning Centers; Tutor Me LA, LLC dba Tutor Me Education; Zinco Education, Inc. (SBE)

****Existing Vendors:** Afsaneh Yocheved Balakhaneh; Barbara B. Lester; Carnegie Learning, Inc.; Carol Hatanaka Ono; Catapult Learning West, LLC; Diana Jones; Eliza Ann Williams; FACTS Education Solutions; Houghton Mifflin Harcourt; Learn-It Systems, LLC; Marilyn Udoji; Merkos L'Inyonei Chinuch; One on One Learning Corp.; SOS Education (SBE); Total Education Solutions; UCLA Center X; Yeshiva Educational Services, Inc.; Yvonne Tawfik

Approval of twelve (12) formally competed contracts* to be added to the existing bench of eighteen (18) contracts**, via "refresh," to provide supplemental services for private school students, teachers, and families. Supplemental services include providing supplemental reading/language arts, mathematics and/or science; school-based academic counseling; professional development workshops and coaching for private school teachers; and parent involvement workshops. The authority to increase or decrease the amounts for these contracts will be limited to the previously approved aggregate amount of \$40,600,000.

Services/goods are for the identified eligible students attending 102 private schools ([List of Private Schools](#)), their teachers, and their parents. In general, to be eligible for Title I services, a private school child must reside in a participating Title I public school attendance area and must be identified by the District as low achieving on the basis of multiple, educationally related, objective criteria. In consultation with the private school officials, the appropriate Title I services i.e., intervention, counseling, professional development, etc., based on the academic needs of the private school students, their teachers and parents are determined. The addition

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

of vendors to the existing bench of contracts would expedite the procurement process and provide the timely delivery of equitable services as mandated by statute.

The services provided are aligned with Pillar 4C, Operational Effectiveness. LAUSD bears the responsibility of the administration and oversight of the Title I, Part A entitlement, including the provision of equitable services for participating non-profit private schools. The additional vendors to the bench would “ensure all students have access to equitable resources by appropriately allocating funds and services, based on need.” In addition, this would streamline the procurement systems, policies, and procedures to ensure that the District is able to expeditiously deliver equitable services in a timely manner.

Contract Term: 03/08/23 through 06/30/25

Aggregate Five-Year Value for Thirty (30) Contracts: \$40,600,000

Requesters:

Anthony Aguilar, Chief of Special Education, Equity and Access

Karen Ryback, Executive Director, Federal and State Education Programs

APPROVED

**ADOPTED BOARD
REPORT**

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Equity Impact:

Component	Score	Score Rationale
Recognition	3	The Title I Private Schools Program is mandated under <i>The Every Student Succeeds Act (ESSA)</i> , 2015. The District is the “Pass Through” entity responsible for administering federal funds reserved for equitable services. Supplemental services are provided to identified at-risk students attending non-profit private schools who reside within the District’s Title I attendance boundaries.
Resource Prioritization	3	The equitable services reservation will be obligated through third-party vendors vetted through their proposals to provide supplementary services in English, math, science, in addition to academic counseling, professional development, and trainings for parents. Services are prioritized to eligible students identified as at-risk through multiple measures/criteria indicating below proficiency or at risk of failing.
Results	3	The implementation of the Title I, Private Schools Program meets the Title I requirement under ESSA. Equitable services provided to eligible students attending non-profit private schools, their teachers, and their parents have resulted in improved academic achievement, improved efficacy in teaching identified Title I students, and increased parent knowledge on how to support learning at home.
TOTAL	9	

ATTACHMENT B

**REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY**

A. APPROVAL OF PROFESSIONAL SERVICE CONTRACTS

**NEW CONTRACTS/ AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000**

Item F**APPROVED****ADOPTED BOARD
REPORT****MAR - 7 2023****INFORMATION TECHNOLOGY SERVICES****\$110,200,000**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
AT&T Corp.	4400011130 (RFP 2000002743)	E-Rate Funds (90%) General Funds (10%)	\$110,200,000

Approval of a formally competed contract for leased lit fiber optic networking services to all District schools and offices for the purpose of providing robust, high-speed data transport and internet access

The District requires services that provide highly reliable high-speed network access needed to meet operational instructional and business operational needs. This provides critical network access to information system and instructional applications utilized by students and staff.

The District's current fiber services agreement for all schools and offices will expire on March 24, 2024. Approval of this agreement allows the District to apply for E-rate funding for these services starting with the 2023-24 school year, providing an estimated 90% of funds. This will also allow the District to continue providing critical network services without interruption. This action supports Pillars 1, 3, and 4.

Contract Term: 03/08/23 through 03/07/28, includes one (1) one-year renewal option.

Aggregate Five-Year Contract Value: \$110,200,000

Requester:

Soheil Katal, Chief Information Officer
Information Technology Services

ATTACHMENT B
REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

Equity Impact:

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Component	Score	Score Rationale
Recognition	3	The proposed action supports the District's E-rate program which recognizes historical inequities. The E-rate program allocates discount eligibility based on the District students who qualify for the National School Lunch Program (NSLP) and the urban/rural status of the District.
Resource Prioritization	2	The proposed action does not appear to be prioritized based on specific student needs. Leased Lit Fiber services will be made available to all schools under this contract. All schools and students will be the beneficiary of the services.
Results	3	The proposed action will provide fiber circuits for Internet access at all schools for highly reliable and highly available network access needed to meet student educational needs.
TOTAL	8	

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

A. APPROVAL OF PROFESSIONAL SERVICE CONTRACTS

**NEW CONTRACTS/ AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000**

Item G

APPROVED

**ADOPTED BOARD
REPORT**

MAR - 7 2023

OFFICE OF THE CHIEF RISK OFFICER**\$92,760,000**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Willis Towers Watson Insurance Services West, Inc.	4400011110 (RFP 2000002813)	Bond Funds (100%)	\$92,760,000

Authorization to negotiate and execute formally competed contract to provide insurance broker services for Owner Controlled Insurance Program (OCIP V) for school construction.

The District's Owner Controlled Insurance Program covers construction Insurance costs for bond funded construction projects, for both new and existing projects. The District purchases insurance that covers itself, contractors & sub-contractors involved in projects at no premium cost to contractors. The District obtains insurance at a lower cost than contractors. In addition, the District administers loss prevention and safety programs, and processes claims. Typical OCIP Insurance Coverages include: Commercial General Liability (CGL); Workers' Compensation; Excess Liability; Contractors' Pollution Liability; Builder's Risk.

The services are critical to new school construction and modernization of existing schools to provide a more congenial learning environment for students.

The services align with the five pillars of the Strategic Plan as it is a standards-aligned with student education.

Contract Term: 05/01/23 through 04/30/28, includes two (2) one-year renewal options

Aggregate Five (5) Year Contract Value: \$92,760,000

Requester:

Robert Reider, Director
Risk Finance and Insurance Services

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

Equity Impact:

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Component	Score	Score Rationale
Recognition	4	New school construction and modernization of existing schools provide a more congenial learning environment for students
Resource Prioritization	4	New school construction and modernization of existing schools are provided in a geographical area of student need
Results	4	The District construction program end result is to enable student learning
TOTAL	12	

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY**B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS**

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY EXCEEDING \$250,000**Item H****APPROVED****ADOPTED BOARD
REPORT****MAR - 7 2023****DIVISION OF SCHOOL OPERATIONS**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>\$3,900,000 AMOUNT</u>
All American Sports Corporation, dba Riddell	4400011087 (IFB 2000002760)	General Funds (100%)	\$3,900,000

Approval of formally competed capacity contract to provide football helmets and shoulder pad repair, reconditioning and recertification for secondary schools' Associated Student Body (ASB) organization Districtwide.

The National Athletic Equipment Reconditioners Association (NAERA), National Operating Committee on Standards for Athletic Equipment (NOCSAE), and helmet manufacturers recommends reconditioning and recertification of football helmets annually. NAERA further recommends that noncertificable equipment such as shoulder pads be sanitized in accordance to manufacturer guidelines. All football helmets and shoulder pads should be cleaned and inspected regularly prior to football season and practice for safety and protection of athletes from injury during play.

The District is not certified for the reconditioning and recertification of helmets. The proposed contract is needed in order to be in compliance with NAERA and NOCSAE recommendations. Services will be provided to 66 schools that have a football team. [2000002760 - List of Participating Schools](#)

This action aligns with Pillar 2, Joy and Wellness, of the Strategic Plan. Properly sanitized, fitted, and tested equipment ensures that our student-athletes are able to compete and reap the inherent benefits of playing sports. This will also decrease the injury rate and lead to better attendance and academic performance.

Contract Term: 05/15/23 through 05/14/28, includes two (2) one-year renewal options

Aggregate Five-Year Contract Value: \$3,900,000

Requester:

Trenton Cornelius, Coordinator
Interscholastic Athletic Department

ATTACHMENT B
REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

APPROVED

**ADOPTED BOARD
REPORT**
MAR - 7 2023

Equity Impact:

Component	Score	Score Rationale
Recognition	3	Addresses the need for all students to have a properly serviced and safe football equipment.
Resource Prioritization	3	All student athletes are required by law to have their helmet recertified and deemed safe on an annual basis.
Results	4	This closes any achievement gaps because all students with receive high level certified equipment
TOTAL	10	

ATTACHMENT B

**REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY**

B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

**NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000**

Item I**FACILITIES SERVICES DIVISION**

APPROVED

**ADOPTED BOARD
REPORT**

MAR - 7 2023

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>\$21,500,000 AMOUNT</u>
Russell Sigler, Inc.	4400011088 (IFB 200002763)	General Funds (90%) Bond Funds (10%)	\$5,000,000

Approval of formally competed capacity contract to provide HVAC equipment and supplies Districtwide.

The contract is critical for procurement of Carrier brand air conditioning and heating equipment to be used Districtwide.

During extreme weather conditions, promptly procuring air conditioning equipment to replace existing failed units will significantly minimize downtime and provide much-needed relief to classrooms and offices Districtwide. The contract will also be used for procurement of equipment for new installations as needed.

Students and staff benefit by having a well-conditioned and welcoming environment. Upgrading failed HVAC equipment, is essential for the modernization of LAUSD's classrooms and offices. Pillars 1, 4 and 5 are supported by this action.

Contract Term: 04/01/23 through 03/31/28, includes two (2) one-year renewal options

Aggregate Five-Year Contract Value: \$5,000,000

Requester:

India Griffin, Director
Maintenance & Operations
Facilities Services Division

ATTACHMENT B
REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

APPROVED

ADOPTED BOARD
REPORT
MAR - 7 2023

Equity Impact:

Component	Score	Score Rationale
Recognition	1	This is a purchase contract, to be used for HVAC equipment replacement.
Resource Prioritization	4	Maintenance and operations prioritize all recourses based on student need.
Results	1	This is a purchase contract, to be used for HAVC equipment replacement.
TOTAL	6	

ATTACHMENT B

**REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY****B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS**

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

**NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000****Item J****APPROVED****ADOPTED BOARD
REPORT****MAR - 7, 2023****FACILITIES SERVICES DIVISION (CONT.)**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Consolidated Electrical Distributors, dba All-Phase Electric Supply; Turtle-ALA, LLC	4400011129 4400011134 (IFB 20000002807)	Restricted Routine Maintenance Funds (90%) Bond Funds (10%)	\$14,000,000

Approval of formally competed capacity contracts to provide master electrical supplies and copper building wires for maintenance, repair and operations Districtwide. Authority to increase or decrease individual amounts for these contracts will be limited to the aggregate amount of \$14,000,000.

The district is not able to manufacture or supply the electrical components required to keep the schools in a high state of operation.

The proposed purchase contract provides the means for district M&O to obtain the necessary electrical parts and components needed to replace and maintain district electrical service in operational status. Pillar 4 will be supported by this action.

Contract Term: 04/01/23 through 03/31/26

Aggregate Value For Two (2) Contracts: \$14,000,000

Requester:

India Griffin, Director
Maintenance & Operations
Facilities Services Division

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY EXCEEDING \$250,000

Item K

APPROVED

ADOPTED BOARD
REPORT

MAR - 7 2023

FACILITIES SERVICES DIVISION (CONT.)

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Workman Industries, Inc., dba Advanced Systems Co.	4400011089 (IFB 2000002884)	General Funds (100%)	\$2,500,000

Approval of formally competed capacity contract to provide portable misting fans to various locations Districtwide.

Various LAUSD schools, K-12, have exterior non-air-conditioned student dining areas. During extreme summer conditions, portable misting fans can provide relief by reducing outdoor ambient temperatures up to 25 degrees.

The proposed purchase contract will facilitate procurement and provide the lowest competitive cost for industrial-type portable misting fans. Fans are for use during extreme weather conditions at schools throughout the District as needed.

Students and staff benefit by having an improved outdoor dining environment by reducing extreme ambient conditions during the summer months. Pillars 2 and 5 are supported by this action.

Contracts Term: 04/01/23 through 03/31/26

Contract Value: \$2,500,000

Requester:

India Griffin, Director
Maintenance & Operations
Facilities Services Division

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

Equity Impact:

APPROVED**ADOPTED BOARD
REPORT**
MAR - 7 2023

Component	Score	Score Rationale
Recognition	1	This is a purchase contract, to be used for HVAC equipment replacement.
Resource Prioritization	4	Maintenance and operations prioritize all recourses based on student need.
Results	1	This is a purchase contract, to be used for HAVC equipment replacement.
TOTAL	6	

ATTACHMENT B

**REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY**

B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

**NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000**

Item L

APPROVED

**ADOPTED BOARD
REPORT**

MAR - 7 2023

INFORMATION TECHNOLOGY SERVICES

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>\$12,900,902 AMOUNT</u>
AAA Network Solutions, Inc., a ConvergeOne Company	4400011107 (IFB 2000002769)	E-Rate Funds (74%) General Funds (26%)	\$3,847,779

Approval of formally competed contract for Districtwide basic software and hardware support for Cisco equipment deployed at schools and offices. The contract will provide coverage for hardware RMA repair and critical software updates to fix defects and security vulnerabilities that may affect performance and stability. This will provide technical support for network equipment, and ensure that our software versions are current, providing an optimal network experience for students and employees.

The current Basic Software Support for network equipment contracts will expire on June 30, 2023. Approval of the proposed agreement will ensure critical services will continue to be available after that date. We have also included hardware repair coverage this time, as the Cisco 4451 routers are aging and replacement cost is high. By approving the contract now, we will ensure we meet the filing deadline for E-rate funding, allowing the District to leverage the E-rate Program to offset costs.

The contract aligns with Pillar 1: Academic Excellence of the Strategic Plan, as reliable local area networks at schools allow integration of technology and access to critical online resources.

Contract Term: 03/08/23 through 06/30/24

Contract Value: \$3,847,779

Requester:

Soheil Katal, Chief Information Officer
Information Technology Services

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY

Equity Impact:

APPROVED**ADOPTED BOARD
REPORT****MAR - 7 2023**

Component	Score	Score Rationale
Recognition	3	The proposed action supports the District's E-rate program which recognizes historical inequities. The E-rate program allocates discount eligibility based the District students who qualify for the National School Lunch Program (NSLP) and the urban/rural status of the District.
Resource Prioritization	3	The proposed action prioritizes resources based on specific student needs as defined under the E-rate program. Software maintenance and hardware replacement support will be made available for eligible network equipment under this contract. Eligible schools and students will be the beneficiary of the services.
Results	3	The proposed action will allow the District to maximize receiving all available dollars under the E-rate program, specifically, to provide software updates, bug fixes and technical support to critical network equipment and avoid technical difficulties and potential disruptions for students in the classroom.
TOTAL	9	

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY**B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS**

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY EXCEEDING \$250,000**Item M****APPROVED****ADOPTED BOARD
REPORT****MAR - 7 2023****INFORMATION TECHNOLOGY SERVICES (CONT.)**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
AAA Network Solutions, Inc. a ConvergeOne Company	4400011150 (Package 1) (IFB 2000002781)	E-Rate Funds (62%) Bond Funds (38%)	\$9,053,123

Approval of formally competed contract for the upgrade and replacement of the Local Area Network (LAN) equipment and the fiber optic cable network for 21 schools where existing Public Address, telephone, LAN systems are obsolete, end-of-life, and failing. [List of Schools](#). This contract is part of Phase 1 of the School Network Systems Upgrade Project, approved in [Board Report No. 118-21/22](#).

Delaying this action would result in a missed deadline and a subsequent ineligibility for E-rate funding. This contract will allow the District to leverage the E-rate Program to offset costs.

Information Technology Services expects to attain and sustain reliable network services to meet internet connectivity, operational, and emergency communication needs. This project will modernize technological infrastructure connecting with Strategic Plan Pillar 4: Operational Effectiveness.

Contract Term: 03/09/23 through 03/08/27, includes two (2) one-year renewal options

Aggregate Four-Year Contract Value: \$9,053,123

Requester:

Soheil Katal, Chief Information Officer
Information Technology Services

ATTACHMENT B
REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

Equity Impact:

APPROVED

ADOPTED BOARD
REPORT
MAR - 7 2023

Component	Score	Score Rationale
Recognition	3	The proposed action supports the District's E-rate program which recognizes historical inequities. The E-rate program allocates discount eligibility based on the District students who qualify for the National School Lunch Program (NSLP) and the urban/rural status of the District.
Resource Prioritization	2	The proposed action does not appear to be prioritized based on specific student needs. Upgraded IT LAN equipment and Fiber Cable Network will be made available to the 21 schools under this contract. Specific schools and students will be the beneficiary of the services.
Results	3	The proposed action will upgrade the IT LAN equipment and the Fiber Cable Network for 21 schools to attain and sustain reliable LAN services to meet Internet connectivity, operational, and emergency communication needs.
TOTAL	8	

ATTACHMENT B

**REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY**

B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

**NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY
EXCEEDING \$250,000**

Item N**APPROVED****ADOPTED BOARD
REPORT****MAR - 7 2023****TRANSPORTATION SERVICES DIVISION****\$2,579,550**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
A-Z Bus Sales (Blue Bird);	4400011118	General Funds	\$2,250,000
Western Truck Exchange	4400011119	(100%)	
(International);	(IFB 2000002784)		
Buswest, LLC (Thomas Built)	4400011117		
	(IFB 2000002843)		

Approval of formally competed capacity contracts for the purchase of Original Equipment Manufacturer replacement parts for various bus models. The authority to increase or decrease the amounts of these contracts will be limited to the aggregate amount of \$2,250,000

Proposed contracts will ensure that frequently sourced bus parts are readily available for purchase and at the lowest contracted unit price available. Without these contracts, Transportation Services Division will not be able to secure optimal pricing as well as stock availability for the LAUSD bus fleet.

Replacement parts contracts align with the Academic Excellence and Operational Effectiveness pillar of the LAUSD strategic plan. An active replacement parts contract will reduce costs associated with repairs, minimize inventory liability by shifting stock back to the vendor, and reduce lead-time for common parts required for repair and maintenance. The availability and lower cost of replacement parts contribute to Transportation Division's operational goal of ensuring that all fleet buses are functional and operational at any given time.

Contract Term: 04/01/23 through 03/31/28, includes two (2) one-year renewal options

Aggregate Five-Year Value For Three (3) Contracts: \$2,250,000

Requestor:

Daniel Kang, Director
Transportation Services Division

ATTACHMENT B
REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

APPROVED

ADOPTED BOARD
REPORT

MAR - 7 2023

Equity Impact:

Component	Score	Score Rationale
Recognition	3	Will assisting district by creating a contract to purchase OEM vehicle parts at a discounted rate.
Resource Prioritization	4	Recourses provided will place priority toward purchasing discounted OEM parts to assist in maintaining safe reliable, cost-effective student transportation.
Results	3	The result will help bridge gaps and opportunities by keeping reliable buses and support vehicles delivering students to & from school, delivering food & supplies, and keeping district maintenance vehicles in service.
TOTAL	10	

ATTACHMENT B

REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER DELEGATED AUTHORITY**B. APPROVAL OF GOODS AND GENERAL SERVICES CONTRACTS**

Authority to award contracts for furnishing equipment, supplies and general services. The total amount is only an estimate since the expenditures made against contracts are based upon purchases and/or approved invoices.

NEW CONTRACTS/AMENDMENTS/AUTHORIZATION TO INCREASE CONTRACT CAPACITY EXCEEDING \$250,000**Item O****APPROVED****TRANSPORTATION SERVICES DIVISION (CONT.)****ADOPTED BOARD
REPORT**

<u>CONTRACTOR</u>	<u>IDENTIFICATION NO.</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
A – Z Bus Sales, Inc.	4500778479 (IFB 2000002794)	General Funds (100%)	\$329,550

Approval of formally competed contract for the purchase of a mobile electric school bus charging trailer. The charging trailer will assist in the charging of electric school buses that transport LAUSD students to and from school and district sponsored events. This charger will help fill charging gaps while LAUSD's electric school bus charging infrastructure is being completed.

The purchase of the mobile electric school bus charging trailer aligns with the Strategic Plan Pillar 4, Operational effectiveness. This purchase will help move toward modernization and clean transportation.

Contract Term: One-time purchase

Contract Value: \$329,550

Requester:

Daniel Kang, Director
Transportation Services Division

ATTACHMENT B
REQUEST FOR APPROVAL OF PROCUREMENT CONTRACTS NOT UNDER
DELEGATED AUTHORITY

Equity Impact:

APPROVED

ADOPTED BOARD
REPORT
MAR - 7 2023

Component	Score	Score Rationale
Recognition	3	Will assist all students within the district by helping keep clean air electric buses in service.
Resource Prioritization	3	Resources will be used to provide continued clean air transportation.
Results	3	Resource will give greater opportunity for increased student attendance and school participation.
TOTAL	9	