



## Board of Education Report

ADOPTED BY CONSENT VOTE

File #: Rep-201-20/21, Version: 1

### Approval of Procurement Actions

February 9, 2021

### Procurement Services Division

#### Action Proposed:

Staff proposes that the Board of Education (Board) **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 Amendments; 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:

- Award of Professional Service Contracts not exceeding \$250,000: New Contracts; Contract Amendments; 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 Contracts not under delegated authority listed in Attachment “B” includes:

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

**Student Impact:**

See attached Board Informatives.

**Issues and Analysis:**

There are no 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

**Informatives:**

Informative - Wesley F. Hall, Contract No. 4400008768

Informative - The Los Angeles Trust for Children’s Health, Contract No. 4400009057

Informative - Innovative Solutions in Education, Contract No. 4400009014

Informative - CSM Consulting, Inc., Contract No. 4400009061

Informative - AT&T Corporation; Celco Partnership, dba Verizon Wireless, Contract No. 4400007060-1, 4400007061-1

Informative - Monitor EDU, Contract No. 4400009063

Informative - Various Vendors (DACE Contracts), Contract Nos. 4400008545-4400008549, 4400008580-4400008583

Informative - The City of Los Angeles, Contract No. 4400008884-1

Informative - Warehouse December 2020

Informative - AAA Network Solutions, Inc., Contract No. 4400009182

Informative - Innovative Policy, Lab, dba Research Improving People’s Lives, Contract No. 4400008880

Informative - Advanced Healthstyles Fitness Equipment, Inc., dba Advanced Exercise, Contract No. 4400009191

Informative - Horizon Software International LLC, Contract No. 4400009190

Informative - Netsync Network Solutions; Red River Technology LLC, Contract Nos. 4400009180-4400009181

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**File #:** Rep-201-20/21, **Version:** 1

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**Submitted:**

02/02/21, Revision #1

**RESPECTFULLY SUBMITTED,**

**APPROVED & PRESENTED BY:**

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AUSTIN BEUTNER  
Superintendent

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MEGAN K. REILLY  
Deputy Superintendent  
Business Services and Operations

**REVIEWED BY:**

**APPROVED & PRESENTED BY:**

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DEVORA NAVERA REED  
Interim General Counsel

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JANICE J. SAWYER  
Business Manager  
Office of the Business Manager

\_\_\_ Approved as to form.

**REVIEWED BY:**

**APPROVED & PRESENTED BY:**

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TONY ATIENZA  
Director, Budget Services and Financial Planning

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JUDITH REECE  
Chief Procurement Officer  
Procurement Services Division

\_\_\_ Approved as to budget impact statement.

## ATTACHMENT A

### APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY

#### A. PROFESSIONAL SERVICE CONTRACTS ALREADY AWARDED

##### NEW CONTRACTS/AMENDMENTS/ASSIGNMENTS NOT EXCEEDING \$250,000

##### DIVISION OF INSTRUCTION

**\$157,115**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
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Wesley F. Hall	4400008768 <b>Item A</b>	Informally competed contract to provide empowerment, mentoring and leadership training supporting young men and young women of color, and English Learners.	General Funds (100%)	\$35,000
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**Contract Term:** 10/30/20 through 06/30/21

**Contract Value: \$35,000**

Requester: *Brenda Manuel, Administrator  
Student Empowerment Unit  
Division of Instruction*

The Los Angeles Trust for Children's Health	4400009057 <b>Item B</b>	Informally competed contract to work collaboratively with TUPE coordinator and mental health consultants to develop a tobacco cessation program for students District-wide.	Tobacco Use Prevention Education (TUPE) Tier 2 Grant (100%)	\$83,615
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**Contract Term:** 11/23/20 through 06/30/21

**Contract Value: \$83,615**

Requester: *Alvaro Cortes  
Senior Executive Director  
Beyond the Bell Branch  
Division of Instruction*

**ATTACHMENT A**

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

**A. PROFESSIONAL SERVICE CONTRACTS ALREADY AWARDED**

**NEW CONTRACTS/AMENDMENTS/ASSIGNMENTS NOT EXCEEDING \$250,000**

**DIVISION OF INSTRUCTION (CONT.)**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Innovative Solutions in Education (ISE)	4400009014 <b>Item C</b>	Single-source contract to provide nursing program compliance resources and services to the Licensed Vocational Nursing program at the Maxine Waters Employment Preparation Center.  <b>Contract Term:</b> 10/19/20 through 02/15/22  <b>Contract Value: \$38,500</b>  <i>Requester: Joseph Stark, Executive Director Division of Adult and Career Education Division of Instruction</i>	California Adult Education Program Funds (100%)	\$38,500

# ATTACHMENT A

## APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY

### A.PROFESSIONAL SERVICE CONTRACTS ALREADY AWARDED

#### NEW CONTRACTS/AMENDMENTS/ASSIGNMENTS NOT EXCEEDING \$250,000

#### INFORMATION TECHNOLOGY DIVISION

**\$288,000**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
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CSM Consulting, Inc.	4400009061 <b>Item D</b>	Informally competed contract to provide E-Rate advisory consulting services.	General Funds (100%)	\$38,000
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**Contract Term:** 11/16/20 through 11/15/21

**Contract Value: \$38,000**

Requester: *Soheil Katal*  
Chief Information Officer  
Information Technology Division

AT&T Corporation; Cellco Partnership, dba Verizon Wireless	4400007060-1 4400007061-1 <b>Item E</b>	Amendments to increase capacity and extend the term of informally competed contracts for mobile broadband telecommunication services in support of out-of-band management.	General Funds (100%)	\$250,000*
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**Contract Term:** 03/15/19 through 12/19/20  
New end date by this amendment: 12/19/23  
inclusive of one (1) one-year renewal option

Initial Aggregate Value: \$250,000

\*Amendment No. 1: \$250,000

(Execution Date: 12/17/20)

**Aggregate Value for Two (2) Contracts:  
\$500,000**

Requester: *Soheil Katal*  
Chief Information Officer  
Information Technology Division

**ATTACHMENT A**

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

**A. PROFESSIONAL SERVICE CONTRACTS ALREADY AWARDED**

**NEW CONTRACTS/AMENDMENTS/ASSIGNMENTS NOT EXCEEDING \$250,000**

**PERSONNEL COMMISSION**

**\$75,000**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
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Monitor EDU	4400009063 <b>Item F</b>	Single-source contract to provide virtual employment test proctoring services.	COVID-19 Funds (100%)	\$75,000
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**Contract Term:** 11/23/20 through 11/22/21

**Contract Value: \$75,000**

Requester: *Karla Gould*  
*Personnel Director*  
*Personnel Commission*



# ATTACHMENT A

## APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY

### B. PROFESSIONAL SERVICE CONTRACTS ALREADY AWARDED

#### NEW INCOME CONTRACTS/AMENDMENTS NOT EXCEEDING <\$500,000>

#### DIVISION OF INSTRUCTION

<\$575,486>

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
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Various Vendors*	4400008545	Revenue contracts to provide reimbursement to the District for administrative and support services provided by the Division of Adult and Career Education (DACE) related to apprenticeship programs.	Revenue	<\$325,486>
	4400008546			
	4400008547			
	4400008548			
	4400008549			
	4400008580			
	4400008581			
	4400008582			
	4400008583			
		<b>Contract Term:</b> 07/01/20 through 12/31/22		
		<b>Aggregate Value for Nine (9) Contracts:</b> <b>&lt;\$325,486&gt;</b>		

**Item G**

Requester: *Joseph Stark, Executive Director*  
*Division of Adult and Career Education*  
*Division of Instruction*

\*Finishing Trades Institute of District Council 36; Southern California Elevator Constructors JATC (Local 18); Joint Journeymen and Apprentice Training Committee (JJATC) Local 250 Air Conditioning and Refrigeration; Los Angeles and Vicinity Steamfitters and Industrial Pipefitters JATC; Northern California Elevator Industry JATC; Southern California Floor Covering

The City of Los Angeles	4400008884-1	Amendment to increase capacity of revenue contract to provide disadvantaged youth with paid personal enrichment and work-readiness training and paid work experience.	Revenue	<\$250,000*>
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**Item H**

**Contract Term:** 07/01/20 through 06/30/21

Initial Contract Value: <\$175,565>

\*Amendment No. 1: <\$250,000>

(Executed Date: 08/27/20)

**Aggregate Contract Value:** <\$425,565>

Requester: *Esther Soliman, Administrator*  
*Division of Instruction*

## ATTACHMENT A

### APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY

#### C. CONTRACT ACTIONS ALREADY TAKEN

##### EMERGENCY EXPENDITURES

Notice of contract actions taken to prepare for, and respond effectively to, the Novel Coronavirus (COVID-19), as authorized per approved Board Report 308-19/20, dated March 10, 2020.

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Intentionally left blank	<b>Item I</b>	Intentionally left blank		

# ATTACHMENT A

## APPROVAL OF PROCUREMENT CONTRACTS: RATIFICATION OF DELEGATED AUTHORITY

### Item J - December 2020

#### D. PROFESSIONAL SERVICE NOT EXCEEDING \$250,000

December 2020 = \$1,134,329

YTD = \$16,085,337

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>December</u> <u>Qty of POs</u>	<u>YTD</u> <u>Qty of POs</u>	<u>December</u> <u>Total</u>	<u>YTD</u> <u>Total</u>
Low Value – Purchase Orders – <i>December - 2020</i>	<b>164</b>	1,318	<b>\$1,134,329</b> (Avg. \$6,917)	\$16,085,337

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

December 2020 = \$53,474,625

YTD= \$251,756,465

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 goods or general services.

	<u>December</u> <u>Qty of POs/</u> <u>Transactions</u>	<u>YTD</u> <u>Qty of POs/</u> <u>Transactions</u>	<u>December</u> <u>Total</u>	<u>YTD</u> <u>Total</u>
Low Value – Purchase Orders – <i>December 2020</i>	<b>2,189</b>	18,823	<b>\$4,807,517</b> (Avg. \$2,196)	\$34,381,333
Purchase Orders – <i>December 2020</i>	<b>34</b>	187	<b>\$37,225,049</b> (Avg. \$1,094,854)	\$65,159,346
DISTRICT CARD TRANSACTIONS (i.e., P-Card, Fuel Card, Toshiba Card, etc.) – (COVID-19 Transactions = 21 for total of \$6,267) – <i>December 2020</i>	<b>4,475</b>	31,021	<b>\$1,582,548</b> (Avg. \$354)	\$9,577,517
Rental Facilities – <i>December 2020</i>	<b>0</b>	0	<b>\$0</b>	\$0
Travel/Conference Attendance – <i>December 2020</i>	<b>41</b>	215	<b>\$5,993</b> (Avg. \$146)	\$88,014
GENERAL STORES DISTRIBUTION CENTER – (COVID-19 Transactions = 12 for total of \$923,691) <i>December 2020</i>	<b>126</b>	792	<b>\$2,289,569</b> (Avg. \$18,171)	\$45,520,569
BOOK/INSTRUCTIONAL MATERIAL PURCHASE ORDERS (BPO) – <i>December 2020</i>	<b>152</b>	2,368	<b>\$7,563,949</b> (Avg. \$49,763)	\$97,029,686

**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**

**INFORMATION TECHNOLOGY DIVISION** **\$24,962,893**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
AAA Network Solutions, Inc.	4400009182 (RFP 2000002132) <b>Item K</b>	Formally competed capacity contract to provide E-Rate managed services for the IT Local Area Network Uninterruptable Power Supply at District sites.	General Funds (100%)	\$24,962,893

**Contract Term:** 02/15/21 through 12/30/25  
includes three (3) one-year and one (1) six-month renewal options

**Aggregate 59-Month Contract Value:**  
**\$24,962,893**

Requester: *Soheil Katal*  
*Chief Information Officer*  
*Information Technology Division*

**LOCAL DISTRICT SOUTH** **\$858,088**

Innovative Policy Lab, dba Research Improving People's Lives	4400008880 <b>Item L</b>	Single-source contract to provide an achievement-focused pilot program designed to motivate high-achieving students from low- and moderate-income households to take the steps necessary to prepare for and enroll in college.	General Funds (100%)	\$858,088
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**Contract Term:** 09/21/20 through 09/30/22  
includes one (1) one-year renewal option

**Aggregate Two-Year Contract Value:**  
**\$858,088**

Requester: *Michael Romero*  
*Superintendent - Local District South*

**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**

**FACILITIES SERVICES DIVISION**

**\$3,600,000**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Advanced Healthstyles Fitness Equipment, Inc., dba Advanced Exercise	4400009191 (IFB 200002052) <b>Item M</b>	Formally competed capacity contract to provide gym equipment for renovation and modernization projects.  <b>Contract Term:</b> 07/01/21 through 06/30/26 includes two (2) one-year renewal options	Bond Funds (100%)	\$3,600,000

**Aggregate Five-Year Contract Value:  
\$3,600,000**

Requester: *Sharon Williams, Deputy Director  
Furniture & Interiors Group  
Facilities Services Division*

**FOOD SERVICES DIVISION**

**\$652,058**

Horizon Software International LLC	4400009190 <b>Item N</b>	Single-source contract to provide software maintenance to the District's Cafeteria Management System.	Cafeteria Fund (100%)	\$652,058
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**Contract Term:** 03/01/21 through 08/31/23

**Contract Value: \$652,058**

Requester: *Manish Singh, Director  
Food 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**

**INFORMATION TECHNOLOGY DIVISION**

**\$1,688,635**

<u>CONTRACTOR</u>	<u>IDENTIFI- CATION NO.</u>	<u>DESCRIPTION</u>	<u>SOURCE OF FUNDS</u>	<u>AMOUNT</u>
Netsync Network Solutions; Red River Technology LLC	4400009180 4400009181 (IFB 2000002120) <b>Item O</b>	Formally competed contracts to provide District- wide basic software support for Cisco and Aruba network equipment under the E-Rate program.	General Funds (100%)	\$1,688,635

**Contract Term:** 02/09/21 through 06/30/22

**Aggregate 17-Month Value For Two (2)  
Contracts: \$1,688,635**

Requester: *Soheil Katal*  
Chief Information Officer  
Information Technology Division

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Division of Instruction

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Alison Yoshimoto-Towery  
Chief Academic Officer

Dr. Brenda Manuel, Administrator  
Student Empowerment Unit

**SUBJECT: CONTRACTOR NAME: Wesley F. Hall**  
**CONTRACT NO.: 4400008768**  
**CONTRACT AMOUNT: \$35,000**  
**RATIFICATION OF PROFESSIONAL SERVICE CONTRACT**

***Student Impact***

The Student Empowerment Unit would like to employ the services of an independent contractor to expand the opportunities to connect students with mentors, engage students in leadership roles, and offer conferences and other enrichment activities that will prepare youth for future endeavors. These enrichment programs will serve to increase student participation and engagement during online learning.

Presently, students of color are struggling to adjust to online learning. According to a recent analysis from L.A. Unified, Black and Latino students' online participation rate is between 10% and 20% less than that of their White and Asian peers--the equivalent of more than 50,000 Black and Latinx students not showing up for class each week. If we do not act now, the gaps in education will likely continue to grow beyond the pandemic. In addition, with state and local budgets already under stress, schools are bracing for cuts to K-12 education, which will disproportionately affect low-income Black and Latino students. Therefore, providing students with programs and activities to increase their motivation, will also result in improved academic achievement while learning at home.

***Introduction***

The Student Empowerment Unit (Student Unit) seeks innovative strategies in order to help close the achievement gap and accomplish the goals set for the targeted student populations outlined in the L.A. Unified Local Control and Accountability Plan (LCAP). The Student Unit has contracted and would like to contract again with Wes Hall Enterprise, a consulting firm, to assist the unit with this effort.

***Why is this necessary?***

The consulting firm's work will center on the areas of student empowerment, leadership and engagement, college- and career-readiness, increasing graduation rates, as well as the Village Movement Mentoring Program, a program that provides mentoring for young men and women to assure they grow up to be productive, healthy, and happy adults.

The firm will refine training materials and deliver trainings for Villagers/mentors as well as workshops for Village teachers and parents (and other teachers and parents as requested) on strategies for engaging young men and women of color in the classroom, strengthening parenting skills, and developing and mentoring student leaders as requested by the Student Unit. In addition, this firm will assist the Student Unit in conducting outreach to the community at-large to create productive partnerships for the District. The firm will also work with researcher Dr. Dustianne North from The National Mentoring Resource Center to help to continue to refine the Village Movement Mentoring Program. These services require specialized skills, expertise and experiences.

Topics such as trauma, implicit bias, and institutionalized racism are sensitive subjects to discuss and require extensive expertise and knowledge to facilitate large- and small-group discussions within classrooms. Specifically, this firm has extensive expertise in working with all students but especially with young men of color to bridge the gap between their social-emotional feelings, societal perceptions, peer pressures, and academic achievement.

***Why do we need to do this now?***

District data continues to point out that African American and Latinx students, especially young men, are underserved and do not achieve at the same rates of their White and Asian counterparts. Capturing the voices of students of color is imperative to inform District staff on to how to ameliorate this achievement gap. Waiting longer only allows the gap to persist and widen. This work will support the following areas: Amplifying Student Voice and Involvement, Engaging Parents Early, Personalizing Pathways to Graduation, Engaging Students in Exploring and Building their Life Plans, Building Capacity of Staff and Families for Strong Partnerships, and Promoting Collaboration between the District, Schools and Community Partners.

The firm will assist in the development, management and monitoring of each program listed below. Additionally, the firm will provide a written quarterly update to the Student Unit on each program to track progress, highlight successes and identify needs and/or issues of note that address the academic success and social-emotional well-being of students:

- Village Movement Mentoring Program: A group mentoring program held at school sites for young men and women of color. Each Village has approximately 20-25 student scholars led by 3-5 adult Villagers who mentor L.A. Unified students twice a month. Villages provide a safe, collaborative space to teach conflict management, leadership, resiliency, and social-emotional skills to provide more equity and access to A-G rigorous course work, to facilitate graduation, and to ensure college entrance and retention.



- The former Student Board Member, Karen Calderon, submitted *Board Resolution Res-104-16/17* in support of the Village Movement Mentoring Program asking that L.A. Unified employees be allowed to “Volunteer on the Clock” for two hours a month at one of the participating schools. Student Board Members Benjamin Holtzman and Tyler Okeke helped to get the resolution passed and now it is ready to be actualized. This resolution will assist in securing a pool of adult volunteers/mentors for the schools.

The Student Unit now supports Villages and is in the process of expanding to additional schools:

- Annalee ES (young men and women)
- BALA (young men)
- Banning HS (young men and women)
- Jefferson HS (young men and women)
- Los Angeles HS (young men)
- Middle College HS (young men and young women)

Schools are requesting to establish Villages for the Mentoring Program at their sites due to increased program awareness. The following schools have requested Villages this school year:

- Bernstein HS
  - Crenshaw HS
  - Hamilton HS
  - Local District Northeast
  - Michelle Obama ES
  - Vista MS
  - Panorama HS
- The Annual Young Men of Color Conference was successfully held on Saturday, February 29, 2019. Last year, this conference brought together approximately 500 middle and high school students of color from across the District, representing approximately 33 District high schools, to provide collective inspiration, converse with successful role models, and identify resiliency strategies to help students successfully navigate the educational system and make promising life choices.

***What would happen if this were not approved?***

If the contract is not approved, crucial momentum gained for these and other projects focused on supporting students of color may be slowed and lost. Acting immediately will maintain the momentum sustained through last year’s work. Expansion and maintenance of these projects are critical for the District to strengthen its commitment and focus on supporting students of color.

***What are the terms of the proposed agreement?***

The Student Unit is funding this contract. The term of the agreement is for one year, as

funding is available.

- The period of service will be from October 30, 2020 to June 30, 2021.
- The leading consultant will work virtually and eventually at various sites and eventually at the Parent and Community Services building where the Student Unit is placed or online while L.A. County Department of Public Health and LA City “Safer at Home” order is in place.

The consulting firm will provide the following services:

- Create and deliver training for adults who are interested in becoming Villagers/Mentors and workshops for Village mentors, parents and teachers as requested on strategies for engaging young men and women of color in the classroom, strengthening parenting skills, and developing and mentoring student leaders.

Program-Specific Responsibilities: (under the direction of the Student Unit)

Village Movement Mentoring Program (Virtual)

1. Plan, create, organize, and revise all curricular and informational materials for the Village Movement Mentoring Program.
2. Secure and train Village Leads for all existing Villages and new Villages.
3. Attend various community and District meetings, at least 4 per year, to recruit program mentors.
4. Schedule regular monthly Village lead meetings.
5. Conduct monitoring visits – at least three (3) visits to each Village program throughout the year.
6. Communicate weekly with Village Leads.
7. Serve as a Village Lead at the following two schools: Annalee ES and Los Angeles HS.
8. Serve as a Villager at the following schools: BALA and Middle College.
9. Work with National Mentoring Resource Center consultants to refine pre- and post-surveys, evaluating the effectiveness of the program at the end of the year.
10. Work with Village Leads to ensure that pre- and post-surveys are administered.
11. Document findings in quarterly reports.

Village Movement Mentoring Program Mentor Training (Virtual)

1. Plan, conduct and facilitate the Village Movement Mentoring Program mentor trainings.
2. Update all mentor training modules for new and returning mentors.
3. Hold an end-of-the-year meeting with Village Leads, mentors and principals to review program.
4. Be the Liaison to Avery Dennison regarding scholarships.

Young Men of Color Conference (Virtual)

1. Plan, organize, facilitate and monitor all aspects of the day for the Young Men of Color Conference for 350 young men from various high schools.

2. Pre-conference preparation responsibilities: Secure venue, sponsors, workshop presenters and conference speakers, as well as volunteers; prepare and organize conference program, student and volunteer handouts; meet with speakers and workshop presenters to review and assure appropriateness of materials and make edits as necessary; develop handouts, conference signage, and all materials; communicate with all conference participants via email, letters or conference calls to review duties and assignments.
3. Conference responsibilities: Oversee venue logistics, set up, clean up, and event flow.
4. Post-conference responsibilities: Create evaluation for students, presenters and volunteers.
5. Organize data and prepare report summarizing activities of the day, including evaluation comments and suggestions.

#### Grants, Scholarships and Sponsorships

Work with Student Unit personnel to secure grants, scholarships and sponsorships for the various programs sponsored by the Village Movement Mentoring Program. Contractor Wes Hall secured \$6000 in scholarship monies last school year and is working to do the same this year.

#### Young Women's Conference (Virtual)

Assist as needed with planning and implementing the conference.

#### Leadership Class (Virtual)

Assist with leadership class as needed.

#### **Payment Schedule**

Consultant will provide the District with monthly invoices for services performed and approved by the Student Unit. Invoices will be presented according to the guidelines outline by Procurement Services Division. Contract amount shall not exceed \$35,000, all expenses included.

If you have any questions or require additional information, please contact Dr. Brenda Manuel, Student Empowerment Unit Administrator at [brenda.manuel@lausd.net](mailto:brenda.manuel@lausd.net).

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Division of Instruction

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Alvaro Cortés, Senior Executive Director  
Beyond the Bell Branch

**SUBJECT: CONTRACTOR NAME: THE LOS ANGELES TRUST FOR CHILDREN'S  
HEALTH  
CONTRACT NO.: 4400009057  
CONTRACT AMOUNT: \$89,000  
REQUEST FOR PROFESSIONAL SERVICES CONTRACT**

***Student Impact:***

The Tobacco Use Prevention Education (TUPE) Tier 2 Grant's goals are to reduce the number of students using all tobacco (i.e. traditional cigarettes, electronic cigarettes and vaping devices) and cannabis products (i.e. vaping devices, edibles and oils). The Los Angeles Trust for Children's Health (L.A. Trust) will be working with the grant's mental health consultants to refer students who are currently using these products to community based health partners for cessation services. Tobacco and cannabis advertisers target minority and lower social economic adolescents. Their products can adversely affect brain development, which can contribute to students having difficulty concentrating on school assignments. This in turn can negatively impact the academic achievement of this student population, which can potentially threaten their ability to graduate.

***Why is this necessary?***

The contract with the Los Angeles Trust for Children's Health to support the cessation services for the Tobacco Use Prevention Education (TUPE) Tier 2 grant, is necessary because the students who are using tobacco or cannabis products (i.e. traditional cigarettes and electronic cigarettes/vaporizers) are damaging their lungs and harming their immune system. With the onset of the COVID-19 pandemic, there is now an increased urgency of providing cessation services to our District's youth who are smoking or vaping, so that they have the support needed to reduce or quit their usage of these products, and thereby have a healthier future. There is new data that supports the urgency for these cessation services during the pandemic.

We will be monitoring the number of students from each of the 101 middle and high schools located on the 94 campuses who are referred as well as those who complete the cessation program, to determine the impact of reach of these services. We will also be conducting student surveys and focus groups to measure the impact of these services on attitudes and behaviors related to the usage of tobacco and cannabis products.

***Why do we need to do this now?***

The contract with the L.A. Trust to support the cessation services for the Tobacco Use Prevention Education (TUPE) Tier 2 grant, is necessary for it addresses the vaping epidemic that is negatively impacting the health of our District's youth. There is new data that supports the urgency for these cessation services during the pandemic, because students who smoke or vape tobacco or cannabis products are at higher risk of developing complications if they were to contract COVID-19. Smoking and vaping negatively impacts lung health, and inhibits the body's responsiveness to infections, and suppresses immunity.

***What would happen if this were not approved?***

If the contract were not approved, then the students who are currently using tobacco or cannabis products might not receive the cessation services that they need to help them quit this habit. This could potentially have drastic implications on the immediate and long-term health of these students.

***What are the terms of the proposed agreement?***

The L.A. Trust will develop a list of tobacco cessation providers in the school communities. They will work collaboratively with the mental health consultants and TUPE Liaisons to link students to cessation or substance-use prevention services (i.e. tobacco, electronic cigarettes, hookah, cannabis, etc.) offered by these providers. This information will be shared with TUPE Liaisons and other school personnel.

The L.A. Trust will collaborate with mental health consultants to monitor the number of students receiving cessation and follow-up services. They will provide information for parent trainings on tobacco cessation services available in each of the grant-funded school communities. In addition, they will educate and train TUPE Liaisons on the services provided for students and their families through the wellness centers. They will also support student advocacy groups in their coordination of school-wide health fairs as well as other anti-tobacco/anti-cannabis campaign events. The contract period of performance will be from November 23, 2020 to June 30, 2021 with a contract value of \$83,615.

If you have any questions or require additional information, please contact Francisca Gamez at [fxg9203@lausd.net](mailto:fxg9203@lausd.net).

**Attachment A – List of Participating Schools**

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

**ATTACHMENT A**

LOS ANGELES UNIFIED SCHOOL DISTRICT  
**BEYOND THE BELL BRANCH**

TOBACCO USE PREVENTION EDUCATION (TUPE) TIER 2 GRANT  
 LIST OF SCHOOLS  
 2020-2021  
**SUMMARY BY BOARD DISTRICT**

<b>BD</b>	<b>Board Member</b>	<b>Middle Schools</b>	<b>High Schools</b>	<b>Total per BD</b>
1	George McKenna	4	8	12
2	Monica Garcia	6	8	14
3	Scott Schmerelson	9	6	15
4	Nick Melvoin	3	3	6
5	Jackie Goldberg	6	8	14
6	Kelly Gonez	11	10	21
7	Tanya Ortiz Franklin	10	9	19
	<b>TOTAL</b>	<b>49</b>	<b>52</b>	<b>101</b>

**LIST OF SCHOOLS**

<b>#</b>	<b>School Name</b>	<b>Board District</b>	<b>#</b>	<b>School Name</b>	<b>Board District</b>
1	*Augustus F Hawkins SH - Community Health Advocates School	1	17	*James A Garfield SH	2
2	*Augustus F Hawkins SH - Critical Design and Gaming School	1	18	John Adams MS	2
3	*Augustus F Hawkins SH - Responsible Indigenous Social Entrepreneur	1	19	John H Liechty MS	2
4	Bret Harte Preparatory MS	1	20	Ramon C Cortines School of Visual & Performing Arts	2
5	*Crenshaw Magnets: Science Tech Engineer Math & Medicine	1	21	Robert Louis Stevenson College & Career Prep	2
6	*Foshay Learning Center	1	22	Roosevelt SH Science/Tech/Math Magnet	2
7	John Muir MS	1	23	*Santee Education Complex	2
8	Johnnie L Cochran Jr MS	1	24	*Theodore Roosevelt SH	2
9	Los Angeles Center for Enriched Studies (LACES) Magnet	1	25	*West Adams Preparatory SH	2
10	*Los Angeles SH	1	26	William Jefferson Clinton MS	2
11	Palms MS	1	27	Alfred B Nobel Charter MS	3
12	*Susan Miller Dorsey SH	1	28	Chatsworth Charter HS	3
13	*Abraham Lincoln SH	2	29	Ernest Lawrence MS	3
14	Berendo MS	2	30	Grover Cleveland Charter HS	3
15	Felicitas and Gonzalo Mendez SH	2	31	James Madison MS	3
16	Hollenbeck MS	2	32	*John F Kennedy SH	3

#	School Name	Board District	#	School Name	Board District
33	Northridge Academy SH	3	67	Mount Gleason MS	6
34	Oliver Wendell Holmes MS	3	68	Olive Vista MS	6
35	Patrick Henry MS	3	69	Pacoima MS	6
36	Robert A Millikan Affiliated Charter and Performing Arts MS	3	70	*Panorama SH	6
37	*Ulysses S Grant SH	3	71	Richard E Byrd MS	6
38	Valley Academy of Arts and Sciences	3	72	*Robert Fulton College Preparatory School	6
39	Van Nuys MS	3	73	Roy Romer MS	6
40	Walter Reed MS	3	74	San Fernando MS	6
41	William Mulholland MS	3	75	San Fernando MS Institute of Applied Media (SFIAM)	6
42	Daniel Webster MS	4	76	*San Fernando SH	6
43	Emerson Community Charter	4	77	*Sun Valley Magnet: Engineering Technology	6
44	*Hollywood SH	4	78	Sylmar Academy Biotech Health/English Magnet	6
45	John A Sutter MS	4	79	*Sylmar Charter HS	6
46	Westchester Enriched Sciences Magnets - Health/Sports Med Magnet	4	80	*Van Nuys SH	6
47	William Howard Taft Charter HS	4	81	Verdugo Hills SH	6
48	*Eagle Rock HS	5	82	Vista MS	6
49	Elizabeth Learning Center	5	83	Alexander Fleming MS	7
50	George Washington Carver MS	5	84	Andrew Carnegie MS	7
51	Henry T Gage MS	5	85	*Carson SH	7
52	*Huntington Park SH	5	86	Charles Drew MS	7
53	John Marshall SH	5	87	*David Starr Jordan SH	7
54	Luther Burbank MS Arts/Technology/Community Magnet	5	88	Dr. Maya Angelou Community SH	7
55	*Maywood Academy SH	5	89	Edwin Markham MS	7
56	Nava College Preparatory Academy	5	90	*Gardena SH	7
57	South Gate MS	5	91	*John C Fremont SH	7
58	*South Gate SH	5	92	Los Angeles Academy MS	7
59	Southeast MS	5	93	Mary McLeod Bethune MS	7
60	*Thomas Jefferson SH	5	94	Narbonne SH-Humanities & Arts (HArts) Academy of Los Angeles	7
61	Thomas Starr King MS Magnet: Film and Media	5	95	*Nathaniel Narbonne SH	7
62	*Arleta SH	6	96	*Phineas Banning SH	7
63	Charles Maclay MS	6	97	Richard Henry Dana MS	7
64	Francisco Sepulveda MS	6	98	Rudecinda Sepulveda Dodson MS	7
65	*James Monroe SH	6	99	*San Pedro SH	7
66	*John H Francis Polytechnic SH	6	100	Stephen M White MS	7
			101	Thomas A Edison MS	7

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
DIVISION OF INSTRUCTION  
Division of Adult and Career Education

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Alison Yoshimoto-Towery  
Chief Academic Officer



Joseph Stark  
Executive Director



**SUBJECT: CONTRACTOR NAME: INNOVATIVE SOLUTIONS IN EDUCATION (ISE)**  
**CONTRACT NO.: 4400009014**  
**CONTRACT AMOUNT: \$38,500**  
**REQUEST FOR RATIFICATION OF PROFESSIONAL SERVICES CONTRACT**

***Student Impact:***

The Division of Adult and Career Education (DACE) is dedicated to improving the lives of students and families by providing educational and career training opportunities. DACE serves community members and parents of students attending the Los Angeles Unified School District. DACE offers courses in Career Technical Education, Adult Basic Education, and English as a Second Language. These programs are designed to provide individuals with the technical skills and knowledge necessary to transition into higher education and/or employment. The Licensed Vocational Nursing program at the Maxine Waters Employment Preparation Center (MWEPC) in Board District 7 is among the educational programs offered by DACE with eighteen (18) students currently enrolled in the program. Through our partnerships with state and local agencies, MWEPC provides students with the educational opportunities and supportive services necessary to fulfill their educational goals, supporting the District's Local Control and Accountability Plan goal of 100% graduation.

***Introduction***

The Division of Adult and Career Education/Maxine Waters Employment Preparation Center has entered into a professional services contract with Innovative Solutions in Education (ISE) to address program compliance requirements for the Licensed Vocational Nursing program. ISE specializes in educational operations, instruction, and compliance for nursing programs. They serve as a liaison between the California Board of Vocational Nursing and Psychiatric Technicians (BVNPT) and MWEPC to ensure that the corrective actions performed fully rectify identified program gaps and implemented systems meet state regulations.



***Why is this necessary?***

MWEPC is under a BVNPT mandate to implement corrective action that addresses state compliance requirements. ISE will provide MWEPC with the necessary nursing program resources and services to meet state regulations as well as assist the school in the implementation of systems for maintaining an efficient, high-quality vocational nursing program. The ISE tasks include the following: programmatic assessment and intervention, communication with the BVNPT during quarterly reporting periods, revision of nursing curriculum, implementation of constructive operational systems, and nursing faculty professional development. In light of the current COVID-19 pandemic, ISE will provide additional resources and training to approximately 5 (five) MWEPC's staff nursing faculty for virtual instruction. The ISE's plan of action includes assistance and guidance until MWEPC achieves positive program status.

***Why do we need to do this now?***

MWEPC is required to immediately ensure that its Licensed Vocational Nursing program's policies, procedures, and instructional practices meet BVNPT requirements. The Innovative Solutions in Education consulting firm will implement and oversee corrective actions for the LVN program to ensure compliance with state regulations.

***What would happen if this were not approved?***

ISE's provides the critical guidance and framework by which MWEPC will implement corrective actions to meet state requirements for accreditation. If this contract is not ratified, MWEPC may not be able to meet state regulations and, therefore, will not be able to continue the vocational nursing program. Loss of the DACE LVN program will adversely impact a historically underserved community with a documented need for low-cost, high-quality career training programs in the medical field.

***What are the terms of the proposed agreement?***

The professional services contract with Innovative Solutions in Education is funded 100 percent with California Adult Education Program funds and does not impact the District's General Fund. The term of this contract is from October 19, 2020 through February 15, 2022 in the amount not to exceed \$38,500.

If you have any questions or require additional information, please contact me at [joseph.stark@lausd.net](mailto:joseph.stark@lausd.net).

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Information Technology Division

**INFORMATIVE**

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**DATE:** February 9, 2021

**FROM:** Soheil Katal, Chief Information Officer

**SUBJECT: CONTRACTOR NAME: CSM CONSULTING, INC.  
CONTRACT NO.: 4400009061  
CONTRACT AMOUNT: \$38,000  
REQUEST FOR BOARD RATIFICATION – CSM CONSULTING, INC.**

***Student Impact:***

The requested action supports the District's goal of Proficiency for All by maximizing rebates on the cost of providing reliable internet connectivity for all students through the federal E-rate rebate program.

***Introduction***

CSM Consulting, Inc. (Contractor) provides E-rate consulting services to school districts nationwide and will continue to bring their expertise to the District. The E-rate program provides billions of dollars in reimbursements to schools and libraries for technology upgrades and to offset internet access costs. The District applies annually for E-rate reimbursements on eligible goods and services related to internet access for schools.

***Why is this necessary?***

The District benefits from guidance to address changes to the E-rate program for the upcoming year. Due to the COVID-19 outbreak, the District will need to make adjustments to its standard E-rate filing procedures. Distance learning for students may affect the data used for application filing. The E-rate program is also implementing a new budget allocation process for network equipment at schools. This agreement will provide the District with access to subject-matter experts with the required skillsets, extensive knowledge and expertise with E-rate policies and procedures.

***Why do we need to do this now?***

The District contracted these services in order to prepare for the E-rate application window, which opened in January. The District sought guidance from the Contractor with solicitations for E-rate eligible services to ensure they can be finalized and meet all updated requirements for the coming year.

***What would happen if this were not approved?***

Without the expertise of E-rate program subject-matter experts, the District is liable to miss out on critical opportunities to recoup costs of investing in network infrastructure critical to teaching and learning. Given the complexities of the E-rate program, advisory services for an organization of the

District's size are essential for continued success in maximizing available dollars in E-rate reimbursements.

***What are the terms of the proposed agreement?***

The proposed agreement will be for one-year from November 16, 2020 through November 15, 2021 and a not-to-exceed amount of \$38,000. Source of funding is 100% General Funds.

Should you have any questions or require additional information, please contact me at [Soheil.Katal@lausd.net](mailto:Soheil.Katal@lausd.net) or (213) 241-4906.

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Information Technology Division

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Soheil Katal  
Chief Information Officer

**SUBJECT: CONTRACTOR NAME: AT&T CORPORATION, VERIZON WIRELESS  
CONTRACT NO.: 4400007060-1, 4400007061-1  
CONTRACT AMENDMENT AMOUNT: \$250,000  
REQUEST FOR BOARD RATIFICATION TO EXTEND AGREEMENTS FOR  
MOBILE BROADBAND TELECOMMUNICATION SERVICES IN SUPPORT  
OF OUT-OF-BAND MANAGEMENT**

***Student Impact***

This action will expand District-wide network connectivity and bandwidth to support increasing demands for online tools used in teaching and student learning.

***Introduction***

The Information Technology Division (ITD) is requesting Board ratification of amendments with AT&T and Verizon to provide out-of-band broadband services. These amendments will provide 1) network connectivity for sites that do not have a wired network connection, 2) a means for IT Staff to monitor and resolve network issues remotely, and 3) a secondary connection to the District's network enabling continuity of critical business functions in the event of an outage.

***Why is this necessary?***

Network connectivity and bandwidth supports teaching, student learning, and business operations. This action extends contract periods for projects that provide wireless for schools where wired solutions are unfeasible due to geographic/construction constraints. Remote monitoring capabilities enable technicians to address network issues quickly and efficiently, minimizing disruptions to teaching and learning. And, in the event of a network outage, the proposed solution provides back-up connectivity so that critical business functions can continue while the cause and resolution of the outage are being addressed.

As availability of services from different vendors varies across locations, we cannot rely on a single vendor to provide an adequate level of service to all schools. The proposed contract enables us to select the vendor that provides the best quality of coverage for each particular location.

***Why do we need to do this now?***

Existing contracts were set to expire on December 19, 2020. Approval of these extensions ensures continued 4G wireless broadband coverage without disruption.

***What would happen if this were not approved?***

Without this contract, ITD would not be able to fully accommodate the District's service requirements resulting in inadequate network connectivity, including, but not limited to delays in instructional learning and interruption of administrative services.

***What are the terms of the proposed agreement?***

The proposed agreements are for a period of (2) years and (1) option year. The contracts not-to-exceed amount was increased by \$250,000. Source of funding is 100% General Funds.

Should you have any questions or require additional information, please contact me at [Soheil.Katal@lausd.net](mailto:Soheil.Katal@lausd.net) or (213) 241-4906.

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Personnel Commission

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Karla M Gould, Personnel Director  
Personnel Commission



**SUBJECT: CONTRACTOR NAME: Monitor EDU**  
**CONTRACT NO.: 4400009063**  
**CONTRACT AMOUNT: \$75,000**  
**REQUEST FOR RATIFICATION OF PROFESSIONAL SERVICES CONTRACT**

***Student Impact:***

The Personnel Commission (PC) is responsible for recruiting, conducting employment tests and filling all classified positions in LAUSD, most importantly those positions that directly support the educational program. Based on the California Education Code, classified jobs must be filled with candidates who have passed an employment test and been placed on an employment eligibility list. The PC is tasked with the responsibility of developing and administering the employment tests.

As a result of the pandemic, the Personnel Commission staff has had to quickly transform almost the entirety of the testing process to a virtual process. This new process requires that the tests be proctored virtually. Given that the Personnel Commission did not have the immediate technology to proctor tests virtually, this contractor is being utilized to provide virtual proctoring services.

***Why is this necessary?***

All employment tests administered by the Personnel Commission must be proctored to ensure the integrity of the testing process. Prior to the pandemic, most tests were administered on-site, utilizing proctors at each test. Once the PC began conducting tests virtually, virtual proctoring became necessary and the PC began utilizing Monitor EDU to provide these services. As the pandemic continued, the PC began building its own capacity to perform this function for tests with smaller candidate pools; however, it is still necessary to utilize an outside vendor to provide services to proctor tests with larger candidate pools. Accordingly, this request for contract will allow the continual use of virtual proctoring services.

***Why do we need to do this now?***

Employment tests continue as hiring is necessary in areas such as facilities and maintenance and operations, instructional assistance, special education and food services. This contractor provides the proctoring services that are needed to offer the tests for these jobs.

***What would happen if this were not ratified?***

If this request were not ratified, the Personnel Commission would not be able to administer the number of employment tests that are needed to fill critical classified positions.

***What are the terms of the proposed agreements?***

This agreement with Monitor EDU is requested to allow for the PC to continue utilizing the virtual proctoring services provided by this vendor. The initial agreement with Monitor EDU was for under \$25,000; this agreement, which began November 23, 2020, is for payment for proctoring services for upcoming tests throughout the year and totals \$75,000.

Services are priced as follows:

One-hour tests = \$8

Two-hour tests = \$14

Three-hour tests = \$16.

It is anticipated that this \$75,000 agreement will cover proctoring needs through the end of the fiscal year.

If you have any questions or require additional information, please contact me at [karla.gould@lausd.net](mailto:karla.gould@lausd.net) or [robyn.warren@lausd.net](mailto:robyn.warren@lausd.net).

c: Devora Navera Reed  
Pedro Salcido  
Darnise Williams  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

**INTEROFFICE CORRESPONDENCE**  
**Los Angeles Unified School District**  
**DIVISION OF INSTRUCTION**  
Division of Adult and Career Education

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Alison Yoshimoto-Towery  
Chief Academic Officer

Joseph Stark  
Executive Director

**SUBJECT: REQUEST FOR RATIFICATION OF NINE (9) REVENUE CONTRACTS**

<b>CONTRACT NUMBER</b>	<b>CONTRACTOR</b>	<b>CONTRACT AMOUNT</b>
4400008545	Finishing Trades Institute of District Council 36	<\$38,532>
4400008546	Southern California Elevator Constructors JATC (Local 18)	<\$38,462>
4400008547	Joint Journeymen and Apprentice Training Committee (JJATC) Local 250 Air Conditioning and Refrigeration	<\$38,512>
4400008548	Los Angeles and Vicinity Steamfitters and Industrial Pipefitters JATC	<\$38,462>
4400008549	Northern California Elevator Industry JATC	<\$38,462>
4400008580	Southern California Floor Covering Apprenticeship and Training Trust Fund	<\$25,092>
4400008581	Southern California Glaziers	<\$31,040>
4400008582	Southern California Sheet Metal JATC	<\$38,462>
4400008583	Apprentice and Journeymen Training Trust Fund of Southern California Plumbing and Piping Industry	<\$38,462>
<b>TOTAL</b>		<b>&lt;\$325,486&gt;</b>

***Student Impact:***

The Los Angeles Unified School District/Division of Adult and Career Education (DACE) maintains relationships with various labor union apprenticeship partners to provide regional career technical training and employment opportunities for graduating L.A. Unified High School and Adult Education students throughout all Board Districts. These partnerships also support the



District's Local Control and Accountability Plan for parent, student, and community engagement.

***Introduction***

The L.A. Unified Board of Education is being asked to ratify nine (9) new revenue contracts with our labor partner in which DACE apprenticeship will provide administrative and support services during each of the nine (9) labor partner's contracts with the Employment Training Panel (ETP). Funding from ETP will be used to upskill an estimated 1,700 apprentices and journey-level workers with training that leads to well-paid, long-term employment. Administrative and support services provided by DACE will include guidance, data review of students' instructional and work hours, and assistance during routine ETP audits.

***Why is this necessary?***

As technology and new products transform the construction industry, apprenticeship training centers are incorporating new technologies into their curriculum and training standards. ETP funding enables apprenticeship training centers to provide specialized and highly technical training so that apprentices and journey-level workers can perform skilled work at higher levels of efficiency, while remaining safety conscious. This training is critical, as the downturn in the economy has resulted in a more competitive work environment, and efficiency and specialized skills are required. By providing the administrative and supportive services that are required by ETP, the apprenticeship training centers can focus on preparing today's workforce for careers that are in demand and essential.

***Why do we need to do this now?***

The Employment Training Panel is awarding revenue funds to our apprenticeship labor partners to begin implementation of specialized training at their respective training centers. Funding is limited and available now.

***What would happen if this were not approved?***

Staff proposes that the Board of Education ratify the revenue contracts with our apprenticeship labor partners to receive revenue funds for providing administrative and support services during the ETP contracts. If the revenue contracts are not ratified, the District will not receive a combined total of <\$325,486> in revenue funding.

***What are the terms of the proposed agreement?***

As the Local Education Agency, the Los Angeles Unified School District/DACE will provide administrative and support services for our apprenticeship labor partners and will receive a percentage of the revenue funds awarded to the individual apprenticeship labor partners. The terms of the revenue contracts are as follows:

CONTRACT NUMBER	CONTRACTOR	TERM
4400008545	Finishing Trades Institute of District Council 36	10/26/2020 to 10/25/2022
4400008546	Southern California Elevator Constructors JATC (Local 18)	10/26/2020 to 10/25/2022

4400008547	Joint Journeymen and Apprentice Training Committee (JJATC) Local 250 Air Conditioning and Refrigeration	10/26/2020 to 10/25/2022
4400008548	Los Angeles & Vicinity Steamfitters and Industrial Pipefitters JATC	10/05/2020 to 10/04/2022
4400008549	Northern California Elevator Constructors JATC	10/05/2020 to 10/04/2022
4400008580	Southern California Floor Covering Apprenticeship Training Trust Fund	01/01/2021 to 12/31/2022
4400008581	Southern California Glaziers	12/21/2021 to 12/20/2022
4400008582	Southern California Sheet Metal JATC	07/01/2020 to 06/30/2022
4400008583	Apprentice and Journeymen Training Trust Fund of Southern California Plumbing and Piping Industry	07/01/2020 to 06/30/2022

If you have any questions or require additional information, please contact me at [joseph.stark@lausd.net](mailto:joseph.stark@lausd.net).

JS:ag

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Division of Instruction

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Alison Yoshimoto-Towery  
Interim Chief Academic Officer

Esther Soliman  
Administrator  
CTE-Linked Learning, Work Experience

**SUBJECT: CONTRACTOR NAME: THE CITY OF LOS ANGELES  
CONTRACT NO.: 4400008884-1  
CONTRACT AMOUNT: <\$250,000>  
REQUEST FOR RATIFICATION OF AMENDMENT TO CITY OF LOS  
ANGELES YOUTH EMPLOYMENT REVENUE CONTRACT**

***Student Impact:***

The Work Experience Education (WEE) Office offers students work-based learning opportunities throughout the District. These programs provide experiences in the real world of work where students develop career skills and knowledge. Students also apply what they have learned in the classroom to their jobs. These engaging experiences lead students towards graduation and college and career readiness. Students are paid an hourly wage while they are mentored by workplace supervisors and the full support of L.A. Unified personnel. Parents, businesses, government agencies and community-based organizations partner with the WEE office to assist our students' development in work-readiness skills, self-esteem and financial literacy. Low-income, foster, probationary, homeless and legal permanent resident youth are the target groups for these work-based learning opportunities.

***Why is this necessary?***

Students learn work readiness skills and experience on-the-job training, preparing them for the real world of work. The work experience gained during the employment programs are a source for teaching discipline, ability to work on a team, and skills that would prove worthwhile in future careers.

***Why do we need to do this now?***

Young people from low-income families have traditionally worked to help support their families, and without this program, students would not have access to these jobs.

***What would happen if this were not approved?***

These funds support students who are low income, foster, homeless and underrepresented groups. If this were not approved, students would not have access to jobs offered through this program.

***What are the terms of the proposed agreement?***

This is a revenue contract. The term of this contract is July 1, 2020, through June 30, 2021. Funding is available through June 30, 2021.

If you have any questions or require additional information, please contact me at [esther.soliman@lausd.net](mailto:esther.soliman@lausd.net) or at (213) 241-8754.

c: Devora Navera Reed  
Pedro Salcido  
Patricia Chambers  
Jefferson Crain  
Megan K. Reilly  
Janice Sawyer  
Judith Reece

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Procurement Services Division

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Marc Monforte, Director  
Materiel Management Branch

**SUBJECT: GENERAL STORES DISTRIBUTION CENTER SPEND FOR  
REPLENISHMENT OF STOCK INVENTORY OF SUPPLIES,  
EQUIPMENT AND FURNITURE**

***Student Impact:*** The below supplies and equipment items purchased through contract and purchase order issuance, directly supports the schools/teachers ability to provide classroom instruction to students at all grade levels district-wide. In addition to instructional supplies and equipment, various other items (custodial) provide for a safe, clean, and healthy campus environment.

During the Board of Education's May 8, 2018 meeting, pre-authorization was granted to the Procurement Services Division (PSD) to enter into various new contracts, extend existing contracts, and award various purchase orders to make regular and routine procurements of products used by schools and offices and stocked in the General Stores Distribution Section. As part of the pre-authorization, it was agreed that PSD would report on the total procurement activity on a monthly (per board report) basis. In an effort to streamline and enhance the reporting process, the chart below lists the major commodity categories and total purchase order issuance for the month of December.

**GENERAL STORES DISTRIBUTION**

MAJOR COMMODITY CATEGORIES	PURCHASE ORDER ISSUANCE DECEMBER 1 TO DECEMBER 31, 2020	ACCUMULATIVE FISCAL YEAR TOTAL
Athletic Equipment	\$19,299.93	\$35,297.77
Audio Visual	\$26,086.59	\$90,101.35
Custodial/Maint. & Operations	\$348,103.55	\$8,591,953.11
Educational Supplies/Tools	\$65,078.50	\$489,158.94
Forms & Publications	\$3,532.76	\$12,067.48

MAJOR COMMODITY CATEGORIES	PURCHASE ORDER ISSUANCE DECEMBER 1 TO DECEMBER 31, 2020	ACCUMULATIVE FISCAL YEAR TOTAL
Furniture	\$493,679.89	\$1,407,619.19
Music	\$2,356.17	\$20,837.52
Office Essentials	\$262,637.27	\$2,166,536.24
Paper	\$21,520.04	\$40,793.68
Science/Home Economics/First Aid	\$961,334.31	\$32,147,596.82
Visual Arts	\$85,940.00	\$518,607.34
<b>TOTALS</b>	<b>\$2,289,569.01</b>	<b>\$45,520,569.44</b>

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INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Information Technology Division

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Soheil Katal, Chief Information Officer 

**SUBJECT: CONTRACTOR NAME: AAA NETWORK SOLUTIONS, INC.  
CONTRACT NO.: 4400009182  
CONTRACT AMOUNT: \$24,962,893  
REQUEST FOR BOARD APPROVAL - UNINTERRUPTIBLE POWER  
SUPPLY MANAGED SERVICES UNDER THE E-RATE PROGRAM**

***Student Impact***

The requested action supports the District's goal of proficiency for all and 100% graduation by providing necessary managed services for the IT Local Area Network (LAN) Uninterruptible Power Supply (UPS) at every school site.

***Introduction***

The Information Technology Division (ITD) is requesting Board approval to issue a contract for UPS Managed Services, used to protect critical network equipment from abnormal, power-related issues which include spikes, voltage dips, fluctuations, and power failures in the community. The proposed contract will also allow the District to leverage the federal E-Rate rebate program to offset costs.

***Why is this necessary?***

The contract will be used to address UPSs that are beyond their expected life span and are without proper battery maintenance. This contract will allow for the replacement of these aging UPSs and address the current backlog of service requests by transferring ongoing maintenance responsibilities to the contractor during the term of the contract. The contract will ensure that UPSs remain operational at all times to prevent data loss, protect the voltage-sensitive devices from bad electricity, provide surge protection, and avoid critical damage to the networking equipment at schools and offices. The contract will also ensure that the District is able to maintain current service levels that are being provided to District sites with current UPSs.

***Why do we need to do this now?***

Without approval, Network Operations' high volume of backlogged incidents related to UPS repairs or inoperable UPSs will continue to increase. Approval of a new managed services contract will allow the District to quickly replace aging UPSs at school sites. The contract also needs to be awarded before E-Rate applications can be submitted before the March deadline in order to secure discounts for the services.

***What would happen if this were not approved?***

If this contract is not approved, our aging UPSs that have not had regular battery maintenance will continue to fail, taking down other network equipment and resulting in disrupted network services to the schools and offices. Without this contract in place, the District's ability to restore network services caused by UPS failures in a timely manner will also be impacted.

***What are the terms of the proposed agreement?***

The proposed agreement will be for the term of up to fifty-nine months including three twelve-month extension options and one six-month extension option. The not-to-exceed amount is \$24,962,893. The agreement will be funded from General Funds. Additionally, the District will seek all available E-Rate discounts to offset the costs.

Should you have any questions or require additional information, please contact me at Soheil.Katal@lausd.net or (213) 241-4906.

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INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Local District South

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Michael Romero, Superintendent *MR*  
Local District South

**SUBJECT: CONTRACTOR NAME: Innovative Policy Lab, dba  
Research Improving People's Lives  
CONTRACT NO.: 4400008880  
CONTRACT AMOUNT: \$858,088  
REQUEST FOR PROFESSIONAL SERVICES  
CONTRACT**

***Student Impact:***

Pathways2College (P2C) is a step-by-step, achievement-focused program designed to motivate students from low-income households to take the needed steps to prepare for, and enroll in, a higher education institution or vocational program. P2C uses an artificial intelligence (AI) “chatbot” that texts students, providing them guidance and nudges to complete monthly college-prep milestones. Through the program, students are paid per milestone completed and can earn up to \$1,000 in payments divided between immediate rewards and savings for college.

***Introduction***

P2C is set to be piloted in two high schools that are high on the District’s Student Equity Needs Index (SENI), building upon past successes of the program as implemented in the State of Rhode Island. The pilot will launch in early 2021, with an initial cohort of students at John C. Fremont High School and Mervyn M. Dymally High School (both of which are in Board District 7). This cohort of students will complete college-prep milestones, such as studying for the Scholastic Aptitude Test (SAT), searching for colleges and preparing elements of their college applications. Based on knowledge gleaned from the pilot, the District might consider expanding P2C in fall 2021 so that students throughout Los Angeles have access to this program.

***Why is this necessary?***

Historically, many students in the District’s most underserved communities do not enroll in college, even though they could be successful. Additionally, the recent transition to remote learning has further exacerbated conditions in underserved communities, prompting many students to work to support themselves and their families while also sustaining their connection to school.

The purpose of P2C is to provide students guidance and nudges to complete monthly college-

prep milestones. Participating students can receive up to \$1,000.00 in student scholarship funds if they complete all the milestones and provide proof of college enrollment, which includes enrollment in a full-time higher education institution or program accredited by a U.S. recognized accrediting organization in the fall immediately after high school graduation.

Upon completion of the Initial Period of the program, the District will evaluate the effectiveness of the pilot by examining milestone completions, such as the percentage of students completing the Free Application for Federal Student Aid (FAFSA), the number of hours students studied for the SAT, and the percentage of students enrolled at two- and four-year colleges and accredited credential programs.

***What are the terms of the proposed agreement?***

This contract will be from September 21, 2020, through September 30, 2021, for the Initial Period, and from October 1, 2021, through September 30, 2022, for Option Year 1, for an aggregate amount not to exceed \$858,088, if the extension option is exercised.

A condition precedent to both parties' performance of their respective obligations under the agreement is the District's securing a third-party donor to provide the scholarship funds RIPL will distribute to participating students. If RIPL does not receive the \$125,000 in scholarship funds for either the Initial Period or for Option Year 1, the District's only obligation to RIPL would be pursuant to a purchase order issued in anticipation of the execution of the pending contract.

If you have any questions or require additional information, please contact Robert Whitman at 213-760-3206 or robert.whitman@lausd.net.

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INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Facilities Services Division

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Sharon Williams, Deputy Director  
Furniture + Interiors Group

**SUBJECT: CONTRACTOR NAME: ADVANCED HEALTHSTYLES FITNESS  
EQUIPMENT, Inc. dba ADVANCED EXERCISE  
CONTRACT NO.: 44000009191  
CONTRACT AMOUNT: \$3,600,000.00  
REQUEST FOR APPROVAL FOR CONTRACT FROM INVITATION FOR  
BID (IFB) 2000002052 GYM EQUIPMENT**

***Student Impact:***

Furniture + Interiors Group (F+IG) within Project Execution takes the lead and is responsible for the commissioning of school furniture and equipment. They develop overall policies and procedures for new and existing school projects including approved charter schools. F+IG provides leadership in the research, selection, space and interiors planning, acquisition, installation, and delivery of those items described in the *California Department of Education's Accounting Guidelines* as furniture and equipment. Every student deserves the best possible functional and safe furniture and equipment that supports individual styles and enhances learning activities. F+IG provides high quality, durable gym equipment that includes cardio machines, single station weight & circuit machines, multi-jungle and cable motion machines, benches & racks, and free weights; thus, maximizing the learning experience of the students in the variety of educational approaches of the 21<sup>st</sup> century.

***Why is this necessary?***

The contract is needed to provide the lowest overall competitive cost and best value for the purchase of gym equipment for various schools.

***Why do we need to do this now?***

We do not have a contract and the demand to provide District purchased gym equipment has increased due to major renovations and modernization needs.

***What would happen if this were not approved?***

If the contract is not approved, there would be an increased administrative cost and burden to Project Execution Branch for the purchase of miscellaneous gym equipment. The contract is a necessary solution to satisfy the on-demand requirements and to provide F+IG leverage in procuring the gym equipment at the lowest possible price while maintaining a 3-year parts and labor warranty, thus, providing the best value product. The volume of purchases to fulfill gym equipment needs cannot be satisfied within non-contract purchase limits.

***What are the terms of the proposed agreement?***

The term of the contract will be three (3) years plus two (2) 12-month extensions. Funding will be from Bond Program Funds earmarked for the projects.

If you have any questions or require additional information, please contact me at sharon.williams@lausd.net or at (213) 999-7148.

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INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Food Services Division

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Manish Singh, Director  
Food Services Division

**SUBJECT: CONTRACTOR NAME: HORIZON SOFTWARE INTERNATIONAL, LLC  
CONTRACT NO.: 4400009190  
CONTRACT AMOUNT: \$652,058  
REQUEST FOR APPROVAL OF MULTI-YEAR CONTRACT AGREEMENT**

***Student Impact:***

The Food Services Division (FSD) provides up to three healthy, nourishing meals daily district-wide to students to enable them to achieve their academic goals and focus on in their studies. Our current opening operations for the 2020-21 school year includes feeding the community due to the COVID-19 pandemic. Approval of this contract will ensure continued access to the computerized system used to manage meal distribution, order supplies, manage inventory, track meals served and submit and process reimbursement claims to the State at all school cafeterias by FSD to serve the needs of our students and school communities.

***Introduction***

Horizon Software is the vendor who has provided our Cafeteria Management system for 13 years. An annual maintenance purchase order is issued each year to provide continuous support for our cafeteria operations. This contract is for a two-and-a-half-year agreement from March 1, 2021- August 31, 2023 that includes the maintenance obligations.

***Why is this necessary?***

In order to serve the millions of meals served annually, contracts must be in place to purchase the required shelf-stable groceries and frozen items. In addition, in keeping with the education code and purchasing limits, a contract must be in place prior to the purchases of goods. Lastly, with contracts in place, the District benefits from lower prices for the term of the contract.

***Why do we need to do this now?***

In 2013, the District settled a dispute with Horizon regarding charges and services through a settlement agreement authorized by the Office of General Counsel and approved by the Board. The settlement agreement included a subsection for the continuation of annual maintenance. Currently, a 6-month purchase order was issued from August 2020 to February 2021 to cover maintenance terms while the District negotiated with Horizon a two-and-a-half-year agreement.

The terms of the negotiation provided the District with more stable support in day-to-day operations and maintenance. If the contract is not in place, our operations may be compromised and service utilizing our Point of Service terminals, ordering processes, and State reimbursement claims would be affected.

***What would happen if this were not approved?***

If this contract is not approved, FSD would be limited in the items that can be offered to students that participate in the School Breakfast, National School Lunch, and Supper programs for the 2020-2021 school year. Additionally, it will impact our revenues from the State and Federal government as the submission of meal claims would have to be done manually. This will also have an impact on summer meals starting in June 2021.

***What are the terms of the proposed agreement?***

The terms of the agreement are March 1, 2021 to August 31, 2023. The cost is paid from the Cafeteria fund and will not be a General Fund expense.

If you have any questions or require additional information, please contact me at [manish.singh@lausd.net](mailto:manish.singh@lausd.net) or at (213) 923-9633.

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INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Information Technology Division

**INFORMATIVE**

**DATE:** February 9, 2021

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**FROM:** Soheil Katal, Chief Information Officer

**SUBJECT: CONTRACTOR NAME: NETSYNC NETWORK SOLUTIONS (CISCO) &  
RED RIVER TECHNOLOGY, LLC (ARUBA)  
CONTRACT NO.: 4400009180, 4400009181  
CONTRACTS TOTAL AMOUNT: \$1,688,635  
REQUEST FOR BOARD APPROVAL TO PROVIDE BASIC SOFTWARE  
SUPPORT FOR CISCO AND ARUBA NETWORK EQUIPMENT UNDER  
THE E-RATE PROGRAM**

***Student Impact:***

The requested action supports the District's goal of Proficiency for All and 100% Graduation by providing necessary software support for network equipment for the IT Local Area Networks (LANs) at schools.

***Introduction***

The Information Technology Division (ITD) is requesting approval to issue contracts for District-wide Basic Software Support for Cisco and Aruba network equipment, including network routers and wireless controllers deployed at schools and offices. Each contract will provide critical software updates to fix defects and security vulnerabilities, 24/7 technical support for Cisco and Aruba network equipment, and ensure that our software versions are current providing an optimal network experience for students and employees. The new contracts will also allow the District to leverage the federal E-Rate rebate program to offset costs.

***Why is this necessary?***

The District issues basic software support for network equipment contracts on a cyclical basis to provide critical services. The new contracts provide district-wide access to online and telephone-based technical support, software upgrades, bug fixes, and security patches at high-volume, discounted rates and provide access to important software updates to address performance and stability issues that may affect Cisco and Aruba network equipment performance.

***Why do we need to do this now?***

The current Basic Software Support for Cisco and Aruba network equipment contracts will expire before or during the upcoming school year. Approval of the proposed contracts will ensure critical services will continue to be available for the entire upcoming school year. Approving the contracts now will also ensure we meet the filing deadline for E-Rate discounts.

***What would happen if this were not approved?***

Without approval, ITD will not be able to provide software updates, bug fixes and technical support for our critical Cisco and Aruba network equipment. As a result, District students and employees are liable to experience technical difficulties and disruptions when accessing instructional and operational content.

***What are the terms of the proposed agreement?***

The proposed agreement will be for the term of seventeen months from February 9, 2021 through June 30, 2022. The not-to-exceed amounts are \$1,425,981(Contract No. 4400009180) and \$262,654 (Contract No. 4400009181). The agreements will be funded from General Funds. Additionally, the District will seek all available E-Rate discounts to offset the costs.

If you have any questions or require additional information, please contact me at Soheil.Katal@lausd.net or (213) 241-4906.

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