



NEW HAVEN PUBLIC SCHOOLS  
**AGREEMENT COVER SHEET**

**Please Type**

Contractor full name: Pearson

Doing Business As, if applicable: Pearson

Business Address: 2510 N. Dodge Street, Iowa City, IA 52245

Business Phone: 260-705-3157

Business email: laura.cain@pearson.com

SS# OR Tax ID #:

Funding Source & Acct # including location code:190-419-00-56694

Principal or Supervisor: Michele Sherban, Ed.D.

Agreement Effective Dates: From 07/01/2020. To 06/30/2021.

Hourly rate or per session rate or per day rate.

Total amount: \$89,800

Description of Service: Please provide a one or two sentence description of the service. *Please do not write "see attached."*

Purchase Order for Pearson – Schoolnet Student Management Information System for SY 2020-2021 for the annual renewal of subscription licenses and support.

Submitted by: Michele Sherban Phone: 475-220-1160



NEW HAVEN PUBLIC SCHOOLS

## Memorandum

**To:** New Haven Board of Education Finance and Operations Committee  
**From:** Michele Sherban  
**Date:** July 6, 2020  
**Re:** F & O Agenda Item Request/Approval  
PO for Student Management Information System (Schoolnet)

---

**Executive Summary/ Statement:** (Please provide 1-2 sentences describing the Service – do not leave blank):

Approval is requested for a Purchase Order under Sole Source #29177 to Pearson, 2510 N. Dodge Street, Iowa City, IA to provide our Student Management Information System (SMIS) – Schoolnet for SY 2020-2021 for the annual renewal of subscription licenses and support.

**Amount of Agreement and the Daily, Hourly or per Session Cost: \$89,800**

**Funding Source & Account #: General Operating Funds 190-419-00-56694**

**Key Questions:** (Please have someone ready to discuss the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education):

1. Please describe how this service is strategically aligned to the District Continuous Improvement Plan?

Schoolnet Student Management Information System (SMIS) is strategically aligned with District goals with seamless integration with PowerSchool (SIS) and connecting current student data with historical data warehouse starting back in 2002.

2. What specific need will this contractor address?

Schoolnet serves as a historical data warehouse for both enrollment information pre-dating the implementation of PowerSchool and student assessment data. Schoolnet will also allow us to securely administer online benchmark assessments. Teachers and content supervisors will have the ability to create assessments which students can access online. The student profile has allowed teachers to share student information securely which has proven useful especially during the pandemic when we had to shift to distance learning.

3. How was the contractor selected? Quotes? RFP? Sealed Bid or Sole Source? Please describe the selection process including other sources considered and the rationale for selecting this method of selection:

Pearson holds a Sole Source letter with the City Purchasing Department (#29177). Last year we successfully negotiated the cost down from \$134,500 to \$89,800 and the cost will remain the same for SY 2020-2021.

4. If this is a continuation service, when was the last time the alternatives were sought?

We began exploring alternatives this year but with the pandemic we did not feel it was prudent to undertake a major change in a student management information system.

5. What specific skill set does this contractor bring to the project?

Schoolnet has been effective as a system of student data connected with Benchmark Assessments, Student Profiles and a robust reporting system that allows custom reports. The secure online access to student records (enrollment, grades, profile) has been crucial during the time that school buildings have been physically closed.

6. How does this contractor fit into the project as a whole? (If the contractor is an individual, please attach a copy of their resume):

Schoolnet integrates seamlessly with PowerSchool.

7. Is this a new or continuation service?

This is a continuation service.

8. If this is a continuation service has cost increased?

a) If yes, by how much? Cost decreased from \$134,500 in 18-19 to \$89,800 in 19-20 and remains the same for 20-21.

b) What would an alternative contractor cost?

c) Is this a service existing staff could provide? Why or why not? This is not a service that existing staff could provide. It would require building a data warehouse and interface to that warehouse.

9. Evidence of Effectiveness: How will the contractor's performance be monitored and evaluated? The Director of Research, Assessment & Evaluation will continue to monitor & evaluate Schoolnet performance through feedback from users (teachers, administrators, subject specialists).

10. If a continuation service, attach a copy of the previous evaluations or archival data demonstrating effectiveness. (If archival data includes lengthy reports, syllabi, training materials, etc., please have a copy available for review)

11. If the service is a professional development program, can the training be provided internally, by district staff? This is not a professional development program.

a) If not, why not?

b) How will the output of this Agreement contribute to building internal capabilities?

12. Why do you believe this Agreement is fiscally sound?

This agreement is fiscally sound. The cost of licenses is \$3/student for a total of \$64,800 for licenses and \$25,000 for support for a total of \$89,800. As previously stated this is the same as for SY 2019-20 and significantly less than SY 2018-19.

13. What are the implications of not approving this Agreement?

If this purchase order is not approved we will lose our access to a student management information system that allows us to easily link student enrollment/demographic information from our SIS to a data warehouse for student assessment data and enrollment data pre-2012. While we would retain ownership of the data, the ability to access it easily would be lost without the interface that Schoolnet provides.



Quote Date: June 4, 2020

From: Laura Cain  
District Assessment Sales Director  
[Laura.cain@pearson.com](mailto:Laura.cain@pearson.com)  
Phone: 260-705-3157

TO: Dr. Michelle Sherban  
New Haven Public Schools  
54 Meadow Street  
New Haven, CT 06519

### Renewal Quote for Products and Services

**Term: July 1, 2020 – June 30, 2021**

**District enrollment: 21,600**

#### Software Licensing

Schoolnet IMS Subscription Licenses	\$64,800.00
-------------------------------------	-------------

#### Item Bank Use

Pearson Item Bank	No charge
-------------------	-----------

#### Schoolnet Annual Client Services

Annual Schoolnet Support	\$25,000.00
--------------------------	-------------

---

**Total: \$89,800.00**

Invoice address and contact:

Pearson Attn: Jeanna Otton

2510 N. Dodge Street

Iowa City, IA 52245



**MEMORANDUM  
BUREAU OF PURCHASES  
CITY OF NEW HAVEN**



Michael V. Fumiatti, Purchasing Agent  
200 Orange Street, New Haven,  
Connecticut 06510  
Telephone (203) 946-8201  
Facsimile (203) 946-8206

SLSRC #29177

DT: March 24, 2016

TO: William Clark  
BOE

FR: Michael V. Fumiatti  
Purchasing Agent

RE: Sole Source – Pearson – School Net Instructional Management Suite

I have received and reviewed your sole source request for the above referenced vendor and purpose. This vendor has over 14 years of historical data at eh New Haven BOE. The product is unique and proprietary to Pearson

Therefore, pursuant to Section 74(d)(i) of the City Charter, I hereby designate the above vendor as the "Sole Source" vendor for the above referenced purpose. Please include this sole source number in the vendor sourcing notes of your requisition.

***While all else remains the same, this Sole Source does not expire***

Please note any non-competitively bid contract which is \$100,000.00 or greater may require Board of Alderman approval.

Any questions, please feel free to contact me @ x8207.

cc: Accounts Payable  
Carl Carangelo – BOE  
Sonia Flanagan - BOE  
File

For: Office Use Only

Vender No.	Date Entered

**CITY OF NEW HAVEN**  
 Department of Education  
 54 Meadow St., New Haven, CT 06519  
**VENDOR PURCHASE ORDER**

**PLEASE TYPE**  
 Submit all 3 parts to Business Office

P.O. **92**

This number, including #92, must appear on all invoices and packages of shipment.

Vendor:

**Pearson Attn: Jeanna Otto**  
**2510 N. Dodge Street**  
**Iowa City, IA 52245**

**GENERAL FUNDS**

Fiscal Year 20-21

Deliver to:

**New Haven Public Schools**  
**54 Meadow Street**  
**New Haven, CT 06519**  
**ATTN: Michele Sherban**

Date Prepared	Fund/Agency 1000/900	Pro-	Location	Object
7/1/2020	190	4   1   9	0   0	5   6   6   9   4

Quantity	DESCRIPTION	Unit Cost	Total Cost
1	<b>Renewal Schoolnet IMS Subscription Licenses</b>		64,800.00
1	<b>Pearson Item Bank</b>		0.00
1	<b>Annual Schoolnet Support</b>		25,000.00
	<b>Sole Source #29177</b>		
	<p>Orders not completed, delivered and invoiced in 90 days are automatically cancelled.                      No Backorders.</p> <p>Payment for this order will not exceed the amount indicated below. You must notify the department of education business office <i>PRIOR TO SHIPPING</i> if your total cost exceeds this amount.</p> <p>Contact:</p>		

Authorized Supervisor's Signature	Business Office Approval	Principal's Signature	<b>TOTAL AMOUNT</b>	<b>\$ 89,800.00</b>
Date _____	Date _____	Date _____		

**FOR PAYMENT: Send your invoice in Triplicate to:**  
**New Haven Public Schools**  
**54 Meadow St., New Haven, CT 06519**

VENDOR - White Copy  
 BUSINESS OFFICE - Canary Copy  
 REQUESTER - Pink Copy