



December 6, 2017

TO: THE DISTRICT BOARD OF TRUSTEES
OF VALENCIA COLLEGE

FROM: SANFORD C. SHUGART
President

RE: AWARD OF ITN#2017-32 FOR THE CENTRAL FLORIDA EDUCATION
ECOSYSTEM DATABASE PARTNERSHIP : TECHNICAL PARTNER CONTRACT

On February 9, 2017, the College issued an Invitation to Negotiate (ITN), ITN #2017-32, on behalf of the Central Florida Education Ecosystem Database Partnership (CFEED). The ITN sought to procure a technical partner to develop a database with front end analytic capability that will compile historical and ongoing educational data from the partners - Orange County Public Schools, The School District of Osceola County, University of Central Florida, and Valencia College. As a result, the partners will collaboratively identify research questions and conduct analyses to gain insights about student success across the educational ecosystem in order to improve student outcomes at all levels. The full cost of the technical partner's services will be underwritten by a grant from the Helios Foundation. Valencia College serves as CFEED's fiscal agent with respect to administration of the Helios grant.

Proposals for the ITN were received and opened on March 21, 2017. The following five (5) firms submitted proposals in response to the solicitation: Accenture LLP; SAS Institute Inc.; Authentica Solutions; Techmilage, LLC; and IBM.

A public evaluation meeting was held on April 12, 2017 to review, evaluate and to shortlist firms to advance to the interview/negotiation stage. Ten (10) committee members reviewed, scored and rank the proposals based on the following criteria: Completeness, Responsiveness, Required Forms; Organizational Qualifications, Project Plan, Technical Response, and Price Proposal. The Evaluation Committee selected the top three (3) ranked firms as follows: Accenture LLP, IBM, and SAS.

On April 27, 2017, interviews/negotiations were held with each firm to obtain the best value for the college. Negotiations focused on Project Approach, Architecture Schematics, Sustainability, Data Ingestion and References. The Negotiation Committee requested each firm to provide a best and final offer (BAFO).

On May 5, 2017, the Negotiation Committee evaluated and ranked the BAFO responses from the three (3) firms based on the following criteria: Project Approach, Data Governance, Predictive Analytics, Sustainability and Price Proposal. Accenture LLP was the highest ranked firm.

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College authorize the College to award ITN #2017-32 to Accenture LLP, to serve as the Central Florida Education Ecosystem Database Technical Partner, subject to the negotiation of mutually agreeable contract.

President