

**APPROVE EXERCISING THE OPTION TO RENEW THE AGREEMENT WITH ATLANTIC RESEARCH PARTNERS, INC. TO PROVIDE SCHOOL AND NETWORK PERFORMANCE MANAGEMENT SERVICES**

**THE CHIEF EXECUTIVE OFFICER REPORTS THE FOLLOWING DECISION:**

Approve exercising the option to renew the agreement with Atlantic Research Partners, Inc. to provide school and network performance management services to Network Chiefs and the Office of Professional Learning at a total cost for the option period not to exceed \$2,400,000. A written renewal agreement is currently being negotiated. No payment shall be made to vendor prior to the execution of the renewal agreement. The authority granted herein shall automatically rescind in the event the written document is not executed within 90 days of the date of this Board Report. Information pertinent to this option is stated below.

Specification Number : 10-250024

Contract Administrator : Escareno, Miss Masocorro / 773-553-2280

**VENDOR:**

- 1) Vendor # 11360  
ATLANTIC RESEARCH PARTNERS, LLC  
13820 OLD ST.AUGUSTINE RD. STE  
113-256  
JACKSONVILLE, FL 32258  
Joseph Wise  
904 651-6700

**USER INFORMATION :**

Contact: 10825 - Office of Professional Learning  
125 South Clark Street  
Chicago, IL 60603  
Gauthier, Ms. Jillian L.  
773-553-2159

**ORIGINAL AGREEMENT:**

The original Agreement (authorized by Board Report 10-0623-PR36) in the amount of \$3,600,000 was for a term commencing August 1, 2010 and ending June 30, 2012, with the Board having 1 option to renew for 2 years. The original agreement was awarded on a competitive basis pursuant to Board Rule 7-2.

**OPTION PERIOD:**

The term of the agreement is being renewed for 2 years commencing July 1, 2012 and ending June 30, 2014.

**OPTION PERIODS REMAINING:**

There are no option periods remaining.

**SCOPE OF SERVICES:**

Vendor will provide services to Networks and schools in support of the implementation of Network and School Performance Management. Vendor will provide services to (1) support Network Chiefs, principals and instructional leadership teams in implementing performance management processes that drive

school improvement and (2) provide executive coaching to Network Chiefs to support them in the development of their network principals and the implementation of their Network strategies. Vendor will provide support in the following categories:

1. Support with Performance Management Meetings:

a. Performance Management meetings with Principals and Network Chiefs assist with improving Network performance management sessions, which are intended to monitor principals' school-level strategies and to provide feedback and support to principals on their progress. Support will be provided to Network Chiefs in planning for meetings and following-up after a PM meeting.

b. Performance Management meetings with Principals and Instructional Leadership Teams - assist principals and instructional leadership teams in effectively utilizing the PM process to monitor and refine their schools' strategies. The primary purpose of these meetings is to monitor the schools' strategy at a more granular level as well as establish, monitor, and support PM processes with teacher teams.

2. Provide Executive Coaching Services to Network Chiefs to support Principal Leadership: Services provided by the vendor will be tailored to the individual needs of each Network Chief.

**DELIVERABLES:**

Vendor will provide training, coaching, and strategic support to Chief Area Officers, principals and instructional leadership teams in the following areas: helping develop and refine their strategy, building and managing teams, gathering and analyzing data, organizing for and leading effective performance management meetings, problem solving based on data, developing instructional based action items aligned to strategy and developing materials, tools and protocols to support all aspects of performance management implementation. This list is not meant to be exhaustive, but merely illustrative of types of supports that may be provided.

**OUTCOMES:**

Vendor's services will support a performance management culture at the Network and school level in order to improve student achievement by enhancing the capacity of Network Chiefs, principals and instructional leadership teams to: 1) develop a strategy focused on instructional improvement, 2) hold ongoing data-driven discussions to identify successes and failures of the strategy; and 3) continuously improve the strategy to reflect the new information. Network Chiefs, principals and instructional leadership teams will use the performance management process as a tool to improve student outcomes.

**COMPENSATION:**

Vendor shall render services at the specific rates identified in their agreement; total compensation during this option period shall not exceed \$2,400,000.00.

**AUTHORIZATION:**

Authorize the General Counsel to include other relevant terms and conditions in the written renewal agreement. Authorize the President and Secretary to execute the renewal agreement. Authorize the Officer of Professional Learning to execute all ancillary documents required to administer or effectuate the renewal agreement.

**AFFIRMATIVE ACTION:**

The MBE/WBE goals for this agreement include: 25% total MBE and 5% total WBE participation. However, the Office of Business Diversity recommends granting a full waiver of the MBE/WBE goals, as required by the Remedial Program for Minority and Women Owned Business Enterprise Participation in Goods and Services Contracts, due to the contract scope being not further divisible.

**LSC REVIEW:**

Local School Council approval is not applicable to this report.

**FINANCIAL:**

Not to Exceed: \$2,400,000  
Various Units: Networks and Schools  
Source of Funds: Various  
Fiscal Year: 2013 and 2014

**CFDA#:** Not Applicable

**GENERAL CONDITIONS:**

Inspector General - Each party to the agreement shall acknowledge that, in accordance with 105 ILCS 5/34-13.1, the Inspector General of the Chicago Board of Education has the authority to conduct certain investigations and that the Inspector General shall have access to all information and personnel necessary to conduct those investigations.

Conflicts - The agreement shall not be legally binding on the Board if entered into in violation of the provisions of 105 ILCS 5/34-21.3 which restricts the employment of, or the letting of contracts to, former Board members during the one year period following expiration or other termination of their terms of office.

Indebtedness - The Board's Indebtedness Policy adopted June 26, 1996 (96-0626-PO3), as amended from time to time, shall be incorporated into and made a part of the agreement.

Ethics - The Board's Ethics Code adopted May 25, 2011 (11-0525-PO2), as amended from time to time, shall be incorporated into and made a part of the agreement.

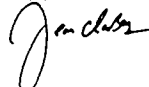
Contingent Liability - The agreement shall contain the clause that any expenditure beyond the current fiscal year is deemed a contingent liability, subject to appropriation in the subsequent fiscal year budget(s).

Approved for Consideration:



SÉBASTIEN de LONGEAUX  
Chief Procurement Officer

Approved:



JEAN-CLAUDE BRIZARD  
Chief Executive Officer

Within Appropriation:



DAVID G. WATKINS  
Chief Financial Officer

Approved as to Legal Form:



PATRICK J. ROCKS  
General Counsel