

**RATIFY A NEW AGREEMENT WITH VARIOUS VENDORS FOR COLLEGE AND CAREER  
READINESS SERVICES**

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

Ratify a new agreement with various vendors to provide College Career Readiness Services to all schools and departments at an estimated annual cost set forth in the Compensation Section of this report. Vendors were selected on a competitive basis pursuant to Board Rule 7-3. Written agreements for each Vendor's services are currently being negotiated. No payment shall be made to a Vendor prior to the execution of their written agreement. The authority granted herein shall automatically rescind in the event a written agreement is not executed within 90 days of the date of this Board Report. Information pertinent to this agreement is stated below.

Specification Number : 19-350025

Contract Administrator : Hubbard, Ms. Carisa Ann / 773-553-2280

**USER INFORMATION :**

Project  
Manager: 10870 - College and Career Success Office  
  
42 West Madison Street  
  
Chicago, IL 60602  
  
Jacoby, Mrs. Maneesha Date  
  
773-535-5100

PM Contact:  
10870 - College and Career Success Office  
  
42 West Madison Street  
  
Chicago, IL 60602  
  
Deuser, Mr. Michael K.  
  
773-535-5100

**TERM:**

The term of the agreements shall commence on November 1, 2019 and shall end October 31, 2022. The agreements shall have two (2) options to renew for periods of one (1) year each.

**EARLY TERMINATION RIGHT:**

The Board shall have the right to terminate each agreement with 30 days written notice.

**SCOPE OF SERVICES:**

Vendors will provide services that will include in-school and out-of-school college and career readiness services to K-12 students, their parents, and /or their counselors/educators. This includes programs focused on the following four categories: key content knowledge (e.g. test prep), industry-recognized

certification testing services, key learning and adaptive skills (time management, study skills, goal-setting, etc.), and key transition knowledge and skills (e.g. career pathways, workplace learning, admissions and financial aid requirements, etc.). The categories and programs which have been approved for each Vendor will be identified in their respective agreement.

**DELIVERABLES:**

Vendors will provide high quality college and career readiness programs.

**OUTCOMES:**

Vendors' services will support the vision of preparing students for college and career success. Schools will be able to choose from the pool of contracted vendors with high quality college and career readiness programs.

**COMPENSATION:**

Vendor shall be paid as specified in their respective agreement. Estimated annual costs for the three (3) year term are set forth below:

- \$3,000,000, FY20
- \$3,000,000, FY21
- \$3,000,000, FY22
- \$1,000,000, FY23

Total compensation not to exceed \$10,000,000 in the aggregate for all vendors for the three (3) year term.

**REIMBURSABLE EXPENSES:**

None.

**AUTHORIZATION:**

Authorize the General Counsel to include other relevant terms and conditions in the written agreement. Authorize the President and Secretary to execute the agreement. Authorize Chief Officer of College and Career Success to execute all ancillary documents required to administer or effectuate this agreement.

**AFFIRMATIVE ACTION:**

Pursuant to the Remedial Program for Minority and Women-Owned Business Enterprise Participation in Goods and Services contracts (M/WBE Program), this pool is waived of the participation goals of 30% MBE and 7% WBE, because the contract is not further divisible.

**LSC REVIEW:**

Local School Council approval is not applicable to this report.

**FINANCIAL:**

Various funds  
All Schools  
All Units

- \$3,000,000, FY20
- \$3,000,000, FY21
- \$3,000,000, FY22
- \$1,000,000, FY23

Not to exceed \$10,000,000 for the three (3) year term. Future year funding is contingent upon budget appropriation and approval.

**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:



JONATHAN MAPLES  
Chief Procurement Officer

Approved:



JANICE K. JACKSON  
Chief Executive Officer

Approved as to Legal Form:



JOSEPH T. MORIARTY  
General Counsel

- 1) Vendor # 62052  
THE ACADEMIC APPROACH, LLC  
342 WEST ARMITAGE  
CHICAGO, IL 60614  
  
Matthew Pietrafetta  
  
773 348-8914  
  
Category A; Ownership: Phillip Pietrafetta - 6.38%; James S. Crown - 3.39%; Paula H. Crown - 2.97%; Judith K Dimon - 5.38%; Barbara Manilow - 1.27%; Century America - LLC 1.7%; Christopher K. Hehmeyer Trust - 1%; Howard Ember - 1%; Jack M. Cohen, Cohen - 0.25%; John G. Levi - 0.5%; Margaret Paul - 0.5%; Marilyn Fields - 0.5%; Michael Markman - 0.5%; Patricia O Cox Revocable Trust - 0.5%; Robin Loewenberg Tebbe - 0.5%; Sara Star - 1.27%; Vision AHC LLC - 0.25%; Deborah Quazzo - 0.5%
- 2) Vendor # 46875  
ACT, INC.  
500 ACT DRIVE, P.O. BOX 168  
IOWA CITY, IA 52243-0168  
  
George Schlott  
  
319 337-1000  
  
Category B, C, D; Ownership: Non-Profit
- 3) Vendor # 98804  
APEX LEARNING, INC.  
1215 FOURTH AVENUE, STE 1500  
SEATTLE, WA 98161  
  
Michelle Knoll  
  
206 381-5600  
  
Category A, C, D; Ownership: AL Digital Holdings 100%
- 4) Vendor # 16497  
COLLEGE POSSIBLE  
755 PRIOR AVE NORTH SUITE 200  
SAINT PAUL, MN 55104  
  
Bonnie Christensen  
  
651 288-9455  
  
Category A, C, D; Ownership: Non-Profit
- 5) Vendor # 15959  
IMENTOR INCORPORATED  
30 Broad St 9th FL  
New York, NY 10004  
  
Jason Friedman  
  
212 461-4330  
  
Category D; Ownership: Non-Profit

6) Vendor # 89681  
ONEGOAL  
180 N. WABASH AVE STE 800  
CHICAGO, IL 60601  
  
Alison Adams  
773 916-4017  
  
Category C, D; Ownership: Non-Profit

7) Vendor # 94752  
REFLECTIONS FOUNDATION  
10816 S. PARNELL  
CHICAGO, IL 60628  
  
Kelly Fair  
773 559-2909  
  
Category D; Ownership: Non-Profit

8) Vendor # 99256  
SPARK PROGRAM, INC.  
67 E MADISON ST SUITE 2101  
CHICAGO, IL 60603  
  
Ashley Leonard  
312 470-4300  
  
Category C, D; Ownership: Non-Profit

9) Vendor # 38569  
AVID CENTER  
9797 AERO DRIVE SUITE 100  
SAN DIEGO, CA 92123  
  
Christie A. Cassell  
858 380-4769  
  
Category A, C, D; Ownership: Non-Profit

10) Vendor # 49922  
HILL FOOD SERVICE CONSULTING, INC.  
1016 W Jackson Blvd  
Chicago, IL 60607  
  
Brian J. Hill  
312 585-3971  
  
Category B; Ownership: Dr. Brian J. Hill 100%

11) Vendor # 17370  
PRECISION EXAMS, LLC  
610 S. 850 EAST, STE 100  
LEHI, UT 84043  
  
Kellie Openshaw  
800 470-1215  
  
Category B; Ownership: Barton, LLC - 35.8%;  
Christensen Clan, LLC - 29.87%; Sean Gyll -  
12.33%; Precision Holding, LLC 22%

12)

Vendor # 34595

NCS PEARSON, INC.  
5601 Green Valley Drive  
Bloomington, MN 55437

Justin Barker

201 236-1585

Category B; Ownership: PN Holdings, Inc  
100%