



# **VIRGINIA BEACH CITY PUBLIC SCHOOLS**

## **CHARTING THE COURSE**

OFFICE OF PURCHASING SERVICES  
2512 GEORGE MASON DRIVE  
VIRGINIA BEACH, VA 23456  
(757) 263-1175

### **PUBLIC NOTICE**

### **SOLE SOURCE PROCUREMENT**

<b>Date:</b>	Dec. 7, 2020
<b>Vendor/Contractor:</b>	EAB
<b>Contract Amount:</b>	\$52,093 Annually. Three-year contract
<b>Description of Services:</b>	Best practices research, diagnostics, benchmarking, and implementation support.
<b>Sole Source Determination:</b>	Unique services.
<b>Date of Award:</b>	TBD

**J. Kevin Beardsley**  
Director of Purchasing  
12/7/2020 12:57 PM



**VIRGINIA BEACH CITY PUBLIC SCHOOLS**  
**CHARTING THE COURSE**

*Office of Planning, Innovation, and Accountability*

**MEMORANDUM**

TO: J. Kevin Beardsley, Director  
Office of Purchasing Services

FROM: Lisa A. Banicky, Ph.D., Executive Director *LAB*  
Office of Planning, Innovation, and Accountability

**SUBJECT: Sole Source Justification for EAB**

DATE: December 3, 2020

NAME OF COMPANY: EAB

CONTRACT AMOUNT: Estimated \$52,093 Annually for Three-Year Contract Period

The purpose of this memorandum is to provide a sole source justification for EAB. EAB was founded in 2007 and works with over 1,300 college and university members. In 2017, EAB introduced the District Leadership Forum for K-12 education clients. We have been given the opportunity to get a discount for membership for the District Leadership Forum if we secure their services early starting with 2022-2023. The contract period is for three years with an additional 2 percent increase after the first year. During the contract period, EAB provides support to district superintendents, leadership, and staff in the following areas: 1) National Best Practice Research, 2) Tailored On Demand Research, 3) Diagnostics and Benchmarking, and 4) Implementation Support. In depth, best practice research focused on innovative practices is based on members' top priorities and is tailored to their needs, individual members have the ability to request completion of specific projects tailored to their own unique needs, benchmarking capabilities help members identify opportunities for improvement within their district, and implementation support (e.g., audits, guides, templates) provides tools for action. In addition, membership includes access to webinars, EAB's on-demand project library with specific research projects completed for District Leadership Forum members, and dedicated implementation support for initiatives, including one on-site visit per year.

Providing services in all of these areas is what makes EAB unique, especially in the area of providing resources to support the implementation of innovative practices. While there are other firms that offer research or survey services, to our knowledge there is no other organization that offers all of these services with a specific focus on providing actionable information. For these reasons, we believe that EAB is a "sole-source" provider.

If you have any questions, please contact me at 263-1112.

Approved

Not Approved

James Beardsley  
Signature

December 7, 2020  
Date