



# **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**

Date:	August 31, 2020
Vendor/Contractor:	Various Vendors
Contract Amount:	\$500,000
Description of Services:	Industry Credential Assessments
Sole Source Determination:	Industry certification required for students undertaking courses in Technical and Career Education.
Date of Award:	TBD

**J. Kevin Beardsley**  
Director of Purchasing  
8/31/2020 9:21 AM



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

*Department of Teaching and Learning*

**MEMORANDUM**

**TO:** J. Kevin Beardsley, Director, Purchasing Services

**FROM:** Kipp D. Rogers, Ph.D., Chief Academic Officer <sup>KR</sup>  
Matthew Delaney, Executive Director of Secondary Teaching and Learning <sup>MD</sup>  
Sara L. Lockett, Ed.D., Director of Technical and Career Education <sup>SL</sup>

**SUBJECT: SOLE SOURCE JUSTIFICATION FOR INDUSTRY CREDENTIAL ASSESSMENTS THROUGH THE OFFICE OF TECHNICAL AND CAREER EDUCATION**

**DATE:** Aug. 20, 2020

**REQUISITON #:** TCED-21-0366904

**TOTAL DOLLAR AMOUNT:** \$500,000.00

**JUSTIFICATION FOR SOLE SOURCE:**

Students undertaking a course in Technical and Career Education (TCE), work towards an industry certification (see attached list) as specified by the Virginia Department of Education's Board of Education-Approved Industry Credentials (see attached list).

For students undertaking the standard diploma, the TCE assessments also meet the graduation requirements as stated in HB 1062 and SB 489. The 2012 Virginia General Assembly passed, and the Governor signed into law, HB 1061 and SB 489, to strengthen postsecondary education and workplace readiness opportunities for all students. This legislation says, in part:

*"Beginning with first-time ninth grade students in the 2013-2014 school year, requirements for the standard diploma shall include a requirement to earn a career and technical education credential that has been approved by the Board, that could include, but not be limited to, the successful completion of an industry certification, a state licensure examination, a national occupational competency assessment, or the Virginia workplace readiness skills assessment."*

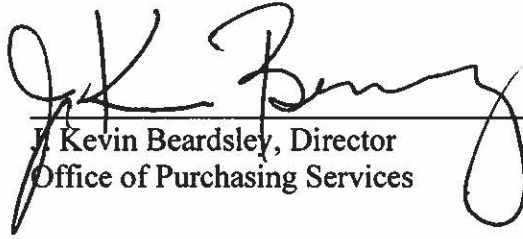
/kr

**Attachments**

**cc:** Aaron C. Spence, Ed.D., Superintendent

T&L/TCE-0424

Approved:

  
J. Kevin Beardsley, Director  
Office of Purchasing Services

8/31/20  
Date

These certifications are all only available  
through a single source.



BuySpeed Vendor Name	Industry Credential Assessment	Price per Test
American Assoc. of Family and Consumer Science	AAFCS Examination	\$ 20.00
American Welding Society	AWS: SENSE Level I Entry Welder	\$ 20.00
West VA University Extension Service Safety & Health	OSHA 10-hour Construction	\$ 8.00
Career & Tech Ed Consortium of States	CTECS: Workplace Readiness Skills for the Commonwealth Assessment	\$ 10.00
Career Safe	OSHA 10-hour General	\$ 25.00
	Career Safe Public Safety 1	\$ 249.00
Certification Partners LLC	CIW: Certified Internet Webmaster	\$ 135.00
Certiport	ACA Exam	\$ 62.96
	Certiport: Autodesk	\$ 59.85
	QuickBooks	\$ 96.39
	Entrepreneurship and Small Business Examination	\$ 70.00
CompTIA	CompTIA: A+	\$ 100.00
	CompTIA: Network+	\$ 154.00
	CompTIA: IT Fundamentals	\$ 74.00
	CompTIA: PenTest	\$ 226.00
	CompTIA: Security +	\$ 215.00
Coordinating Committee for Automotive Repair - CCAR - (S/P2 Testing)	S/P2 EPA Mechanical Safety	\$ 249.00
	S/P2 Pollution Prevention	\$ 249.00
ESCO Institute Ltd	HVAC Excellence Basic Refrigeration & Charging - Item OLEHVC19	\$ 15.00
	EPA609 (Proctored) - Item OLE60931	\$ 12.00
	EPA608 (A21) - Item OLE60821	\$ 25.00
	EPA608 (B22) - Item OLE60822	\$ 25.00
	EPA608 (C23) - Item OLE60823	\$ 25.00
	EPA608 (G24) - Item OLE60824	\$ 25.00
	R-410A Closed Book (passing 70%) - Item OLE41037	\$ 25.00
	R410 Universal Safety	\$ 25.00
	EPA HVAC (EPA CORE)	\$ 25.00
	EPA: HVAC Technician Ex Cert Type I	\$ 25.00
	EPA: HVAC Technician Ex Cert Type II	\$ 25.00
	EPA: HVAC Technician Ex Cert Type III	\$ 25.00
	EPA: HVAC Technician Ex Cert Universal	\$ -
	ETA International Inc	ETA: Data Cabling Installer Certification - Item DCI
ETA: Fiber Optic Installer - Item FOT Recert		\$ 150.00
ETA: Basic DC - EM1 Exam - Item EM1		\$ 25.00
National Health Career Association	CMAA: Certified Medical Admin Assistant Exam - Item PPDEXAMSOL0014	\$ 115.00
	CMAA: Certified Medical Admin Assistant SG & Practice Test - Item CMAAPKG003	\$ 65.00
National Association for Health Professionals	NRDA Certification	\$ 75.00
National Institute for Automobile Service Excellence (ASE - Automotive Service Excellence)	ASE Stud. Cert. Assess. Auto. Transmission/Trans	\$ 45.00
	ASE Stud. Cert. Assess. Automotive Service Technology	\$ 45.00
	ASE Stud. Cert. Assess. Brakes	\$ 45.00
	ASE Stud. Cert. Assess. Electrical/Electronic Sys	\$ 45.00
	ASE Stud. Cert. Assess. Engine Performance	\$ 45.00
	ASE Stud. Cert. Assess. Engine Repair	\$ 45.00
	ASE Stud. Cert. Assess. Heating and AC	\$ 45.00
ASE Stud. Cert. Assess. Main.& Lt. Rep.	\$ 45.00	

	ASE Stud. Cert. Assess. Manual Drive Train & Axles	\$ 45.00
	ASE Stud. Cert. Assess. Non-structural Analysis & Dam. Rep	\$ 45.00
	ASE Stud. Cert. Assess. Painting & Refinishing	\$ 45.00
	ASE Entry-Level Certifications	\$ 45.00
	ASE Stud. Cert. Assess. Suspension & Steering	\$ 45.00
NCS Pearson (Certiport)	IC3 Exam	\$ 26.01
NOCTI	NOCTI Post Test	\$ 23.00
	NOCTI Pre-Test	\$ 15.00
Penn Foster (National Retail Foundation - NRF)	NRF: Customer Service and Sales Certification	\$ 55.00
	NRF: Business of Retail	\$ 75.00
Pearson Vue	Cisco Inter. Cisco Networking Devices (CCNA) Part 2	\$ 295.00
	Cisco Inter. Cisco Networking Devices (CCENT) Part 1	\$ 291.00
	National Center for Construction Ed and Research (NCCER)	\$ 270.00
	Certified Nurse Aide	\$ 120.00
Priority Dispatch/ International Academy of Emergency Dispatch (IAED)	Medical Emergency Telecommunication Exam	\$ 50.00
Professional Credential Services - Commonwealth of Virginia Department of Professional & Occupational Regulation	Cosmetology Licensure Exam	\$ 185.00
Skills USA	SkillsUSA: Carpentry Examination	\$ 10.00
	SkillsUSA: Electrical Construction Wiring	\$ 10.00
	SkillsUSA: Masonry Examination	\$ 10.00
	SkillsUSA: Plumbing Examination	\$ 10.00
TestOut Corp	TestOut PC Pro - Item TOPP12OLXX10	\$ 38.00
Virginia Manufacturers Association	Manufacturing Skills Institute: Manufacturing Specialist Cert.	\$ 200.00
Virginia Restaurant Lodging and Travel	NRA: ServSafe - Item SSONLINEX	\$ 28.80
Working in Support of Education	W!SE FLCP Certification Test	\$ 8.00
	W!SE FLCP Pre-test	\$ 4.00
	W!SE FLCP Summer Certification Test	\$ 10.00
Dental Assisting National Board (DANB)	DANB: Infection Control Exam	\$ 270.00
	DANB: Radiation, Health & Safety	\$ 270.00
	DANB: Anatomy, Morphology & Physiology	\$ 245.00
VA Dept. of Agriculture & Consumer Services (VDACS)	Registered Technician Pesticide Exam	\$ 30.00
	Certified Fertilizer Applicator Exam	\$ -
Amtek	MakerBot Operator	\$ 64.00
Satellite Broadcasting and Communication Association (SBCA)	SBCA Satellite Fundamentals	\$ 50.00
AHLEI National Restaurant Association	AHLEI HTMP Year 1	\$ 50.00
	AHLEI HTMP Year 2	\$ 50.00
Equipment & Engine Training Council (EETC)	EETC - 4 Stroke	\$ 39.00
	EETC - 2 Stroke	\$ 39.00