



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:	April 25, 2019
Vendor/Contractor:	EAB
Contract Amount:	\$46,500.00 Annually. Three-year contract
Description of Services:	Best practice research, diagnostics, benchmarking, and implementation support.
Sole Source Determination:	Unique services.
Date of Award:	TBD

J. Kevin Beardsley
Director of Purchasing
4/25/2019 10:48 AM

For additional information please contact the Office of Purchasing Services at (757)-263-1175.




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 
Office of Planning, Innovation, and Accountability

SUBJECT: Sole Source Justification for EAB

DATE: April 11, 2019

NAME OF COMPANY: EAB

CONTRACT AMOUNT: Estimated \$46,500.00 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. Clients pay an annual membership fee of \$45,000 for the District Leadership Forum and a \$1,500 annual fee for administrative and EAB staff travel costs. The contract period is for three years. 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


Signature

4/24/19
Date