

NOTICE OF SOLE SOURCE PROCUREMENT

Date: August 23, 2017

Vendor/Contractor: SolidProfessor

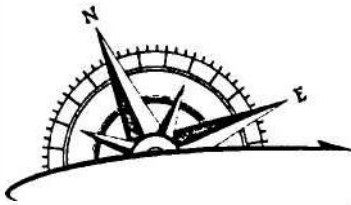
Contract Amount: \$30,000.00

Description of Services: web-based product to provide teachers support in teaching 3D modeling and CAD drafting and design.

Sole Source Determination: Unique product with no known competitors in the marketplace. Purchased directly from the publisher.

Date of Award: TBD

AUG 23 2017 PM03:22



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

Department of Teaching and Learning

MEMORANDUM

TO: J. Kevin Beardsley, Director, Purchasing Services

FROM: Amy E. Cashwell, Ed.D., Chief Academic Officer
James M. Pohl, Ph.D., Executive Director of Secondary Teaching and Learning
Sara Lockett, Ed.D., Director of Technical and Career Education

SUBJECT: SOLE SOURCE JUSTIFICATION FOR THE RENEWAL OF SOLID PROFESSOR INSTRUCTIONAL SUPPORT FOR DESIGN

DATE: Aug. 14, 2017

REQUISITION #: TCED-18-0298233

TOTAL DOLLAR AMOUNT: \$30,000.00

JUSTIFICATION FOR SOLE SOURCE:

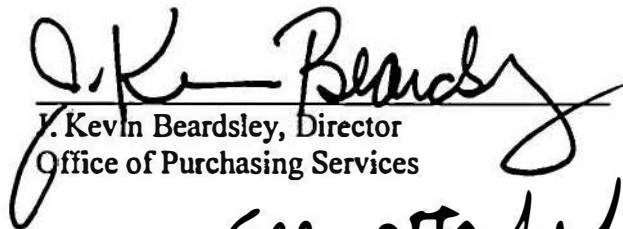
In continued support of career and technical programs and STEM education throughout Virginia Beach City Public Schools, the Office of Technical and Career Education in support of engineering and design education, proposes the renewal of the *Solid Professor* program. This package includes an online video-based tutorials for VBCPS teachers to engage with their students on varied aspects of design. This sole source request is necessary because *Solid Professor* is the exclusive vendor.

/kb

Attachments

ec: Aaron C. Spence, Ed.D., Superintendent

Approved:


J. Kevin Beardsley, Director
Office of Purchasing Services

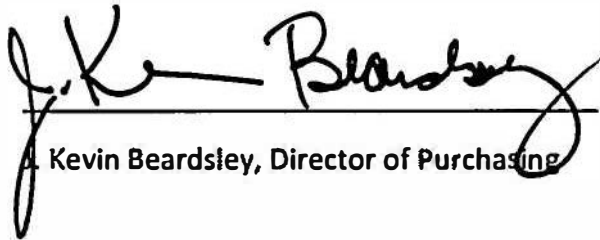
8/23/17
Date

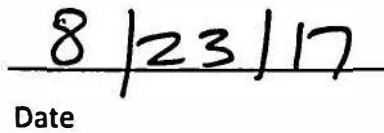
See attached additional documents

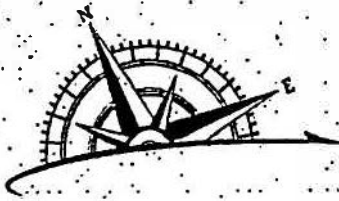
Additional Supporting Information for Sole Source Justification

An extensive web search found multiple reviews of the Solidprofessor software but no mention or reviews for competing products. To the extent of our knowledge, this is a unique offering designed to supplement the teaching of 3D modeling and CAD drafting and design with the goal of having students receive industry credentials.

This purchase extends an existing program for another year.


Kevin Beardsley, Director of Purchasing


Date



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

Department of Teaching and Learning

Received
AUG - 9 2016 -5

TO: Aaron C. Spence, Ed.D., Superintendent
FROM: Amy E. Cashwell, Ed.D., Chief Academic Officer *AC*
MEMO: SOLE SOURCE MEMO EXPLANATION: SOLIDPROFESSOR
DATE: July 18, 2016

Scope of Work:

SolidProfessor is a web-based subscription resource to support instruction in STEM fields of 3D modeling and CAD drafting and design. These site licenses will ensure equity in instruction between schools regardless of teacher experience levels with the industry standard programs of Autodesk and Solidworks. These site licenses allow students to access the support and curriculum at home as well as at school improving individualized learning.

Justification:

Meeting individual student needs in a technical and career education pathway has become challenging with a shrinking qualified workforce. SolidProfessor will be a vehicle by which teachers with limited CAD experience can bring rich and meaningful teaching and learning to the classroom. This program will ensure a diverse course offering within each high school in VBCPS.

Connection to Division Goals:

This program is focused specifically on two Compass 2020 goals.

Goal 1 - High Academic Expectations:

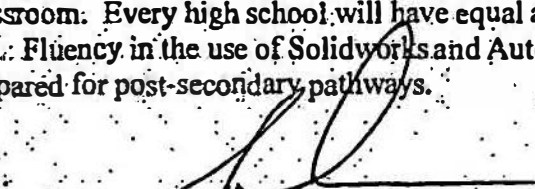
Create inquiry-based and experiential learning opportunities for all students.

Goal 4 - Multiple Pathways:

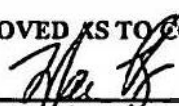
Provide increased opportunities for career awareness, exploration and experience and industry certification opportunities.

Return on Investment or Scalability of Program:

This program will provide support and boost confidence in teachers' ability to bring relevant technical teaching to the classroom. Every high school will have equal access to receive support necessary for passing an industry credential. Fluency in the use of Solidworks and Autodesk programs will be enhanced and student will be better prepared for post-secondary pathways.

Approved: 
Aaron C. Spence, Ed.D., Superintendent

APPROVED AS TO CONTENT


Marc A. Belgin, Ed.D.
Chief of Staff



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE
Department of Teaching and Learning

MEMORANDUM

TO: J. Kevin Beardsley, Director, Purchasing Services

FROM: Amy E. Cashwell, Ed.D., Chief Academic Officer
James M. Pohl, Ph.D., Executive Director, Secondary Teaching and Learning
Patrick M. Konopnicki, Ed.D., Director, Technical and Career Education

SUBJECT: SOLE SOURCE JUSTIFICATION FOR SOLIDPROFESSOR

DATE: July 18, 2016

REQUISITION #: TCED-17-0271473

TOTAL DOLLAR AMOUNT: \$36,000.00

JUSTIFICATION FOR SOLE SOURCE:

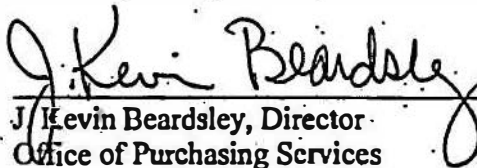
In support of STEM education, industry credentialing and improved teaching and learning in TCE classrooms, SolidProfessor is being recommended for assisting in CAD/CAM instruction in 12 high schools. This request is necessary to increase the training and education for students in high-demand STEM fields. These site licenses will allow students to access resources and support both in and out of the classroom. Learning activities can be customized and individualized learning can be implemented on a wider scale. SolidProfessor is a leader in instructional delivery and comes recommended by colleges and universities including MIT and Purdue. SAIC and Northrop Grumman are industry partners and recognize the impact SolidProfessor can have on improving student design achievement.

/kb

Attachments

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

Approved:


J. Kevin Beardsley, Director
Office of Purchasing Services

7/28/16
Date



Getting Started:

SolidProfessor's web-based system provides instant deployment -- nothing to install, configure, upload, or maintain. The responsive platform means you and your students can use SolidProfessor on any device to take advantage of unlimited access to SolidProfessor with no limit on amount of video views.

When you adopt SolidProfessor as required resource, you receive a complimentary instructor license, and students receive a 12-month membership and retain access to SolidProfessor even after the course is over. Student licenses cannot be shared, gifted, re-sold, or transferred.

SolidProfessor Education Pricing

SolidProfessor's enrollment fee is priced competitively with other resources on the market. By purchasing SolidProfessor for at least three schools in the district, pricing is as follows:

1-Year Membership

Length of Membership	Product Description	Participating Schools (2016-2017 schools listed below; can be updated)	Total Price
1 year	SolidProfessor Education License	Advanced Technology Center	\$3,000
		Bayside High School	\$3,000
		Cox High School	\$3,000
		Kempsville High School	\$3,000
		Landstown High School	\$3,000
		Ocean Lakes High School	\$3,000
		Princess Anne High School	\$3,000
		Salem High School	\$3,000
		Tallwood High School	\$3,000
		Virginia Beach Tech Center	\$3,000
Total			\$30,000

2-Year Membership

Length of Membership	Product Description	School Name	Total Price
2 years	SolidProfessor Education License	10 Schools	\$60,000
		2-YEAR with 10% off	(\$6,000)
		Total	\$54,000

3-Year Membership

Length of Membership	Product Description	School Name	Total Price
3 years	SolidProfessor Education License	10 Schools	\$90,000
		3-YEAR with 20% off	(\$18,000)
		Total	\$72,000



1495 Pacific Highway Ste 300 San Diego, CA 92101 main: 866-966-6977 fax: 619-330-2011 www.solidprofessor.com

RE: Sole Source Letter

Tuesday, August 1, 2017

Charlie Hurd, Ph.D., Engineering and Technology Education

This letter has been written to confirm that SolidProfessor's technologies, instructional curriculum, and video content provided for enterprise, academic, and individual solutions, is a single source product. The web-based platform and STEM based curriculum is designed, sold, and exclusively distributed by SolidProfessor.

SolidProfessor maintains all copyright privileges for their products, and these products must be purchased directly from the company. Our Education Territory Managers and Customer Engagement Managers act as representatives on our behalf. They provide product demonstrations and other services to customers/end users. The instructional curriculum and support resources are sold only as a direct transaction between SolidProfessor and end customers.

For the past ten years, SolidProfessor has been at the forefront of the technology revolution that is transforming how we learn. We use the most advanced technologies and practices to deliver world-class instructional design and content to young engineers, designers, architects, manufacturers, and fabricators. We work closely with educators and administrators to ensure that our products support the latest, most innovative STEM-based teaching initiatives. We are dedicated to providing our students with the leading-edge skills and knowledge they need to advance and succeed in their chosen field of study.

If you desire additional information, please contact me at the toll-free number above, ext. 123, or by e-mail, lsmith@solidprofessor.com

Sincerely,

**Luke Smith
Director of Operations
SolidProfessor**



SolidProfessor Proposal for Virginia Beach City Public Schools

About SolidProfessor

Since 2004, SolidProfessor has been at the forefront of the technology revolution that is transforming how students learn. Using the most advanced technologies and instructional design techniques, we deliver world-class educational content to young engineers, designers, architects, manufacturers, and fabricators. We work closely with faculty to ensure that our products support the most innovative STEM-based teaching initiatives. We are dedicated to providing students with the cutting-edge skills and knowledge they need to advance and succeed in their chosen field of study.

Today's Challenges in Education

Schools today know they need effective curriculum and resources to create successful STEM programs. Instructors need more than just textbooks to cultivate creativity through the powerful design software at their disposal. A few areas of concern for many schools are:

- Keeping pace with rapidly changing technology
- Finding quality eLearning resources
- Providing customized learning experiences instead of "one size fits all" instruction
- Offering meaningful, high-quality professional development for instructors
- increasing student engagement
- Working within limited budgets
- Creating curriculum aligned with state or national standards

SolidProfessor provides a solution to these challenges with resources that help instructors deliver engaging instructional content through a simple online learning platform, complete with tools to assign lessons, track progress, and test students.

Creating an Engaging Learning Experience

Think back to your favorite teacher. Do you remember the experience of learning from them and the environment they created in the class? Now, imagine getting dropped off at a public library that has thousands of books with the same information taught in your favorite teacher's class but no one to guide you through the experience of learning it. How do those different experiences affect how you learn?

With every course we create, through video, hands-on activity, workshop, case study, or an assessment, we create an effective and engaging learning experience. With each course, we want our learners to feel as engaged and inspired as they did with their favorite teachers.



Key Challenges at Virginia Beach City Public School District

The following key objectives and goals at Virginia Beach City Public School District were derived from the conversation between SolidProfessor and Charlie Hurd.

- Create a blended curriculum for teaching CdAD/CAM/BIM software within the engineering program.
- Provide a wide range of curriculum via SolidProfessor's extensive repository of professional level video tutorials to help students and teachers utilize common industry CAD, CAM, and/or BIM functionality.
- Help Virginia Beach City Public School District students build a foundation of CAD, CAM, and/or BIM skills that will serve them throughout their academic careers, provide a foundation for higher level courses, and prepare them to enter the professional workforce with Industry-level preparedness.
- Provide CAD, CAM, and/or BIM curriculum from fundamentals to intermediate and advanced topics.
- Provide certification prep materials for SOLIDWORKS, Inventor, AutoCAD, Revit, and Autocad Civil 3D.
- Create a self-paced format for students to learn fundamentals at their own speed.
- Offer an easy-to-use method for tracking student progress within the curriculum provided, i.e., video tracking, assignment completion, and reporting. This can be achieved within the teacher platform provided by SolidProfessor (included at no cost to the school).
- Give the ability for Instructors and students to earn SolidProfessor Technical Certificates, showing competency in different areas of the software, and print or share them on career resources like LinkedIn.



Online Learning Platform

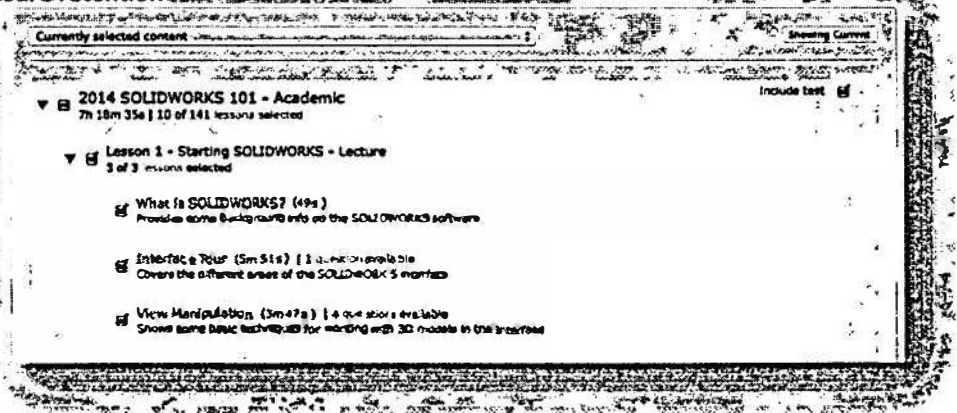
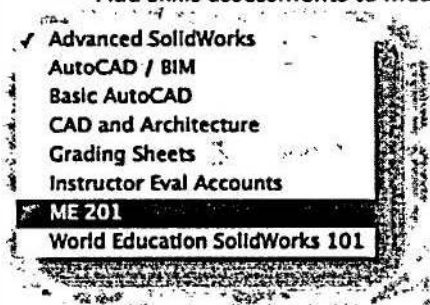
Through SolidProfessor's web-based platform, the learning experience is enjoyable and effective.

- Instructors assign lessons and add additional class or lab resources
- Instructors can track progress of students through the course and assess their skill improvement with intuitive reports.

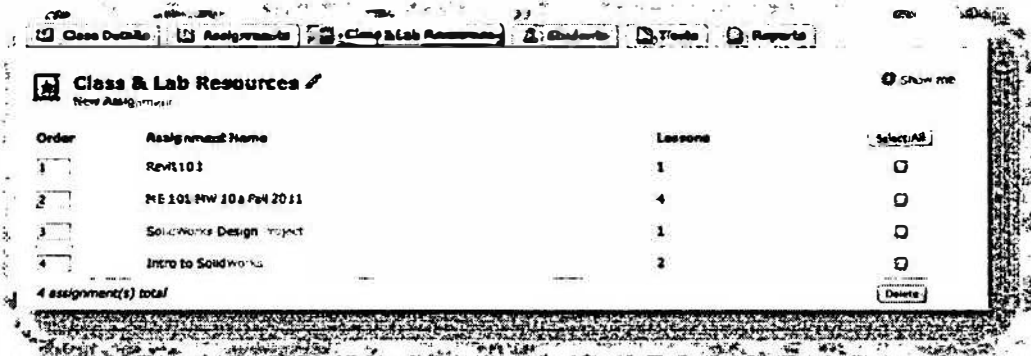
Assign Lessons

For each class, select course topics to easily create a custom curriculum for groups of students.

- Click to select entire courses or individual lessons
- Add skills assessments to measure retention



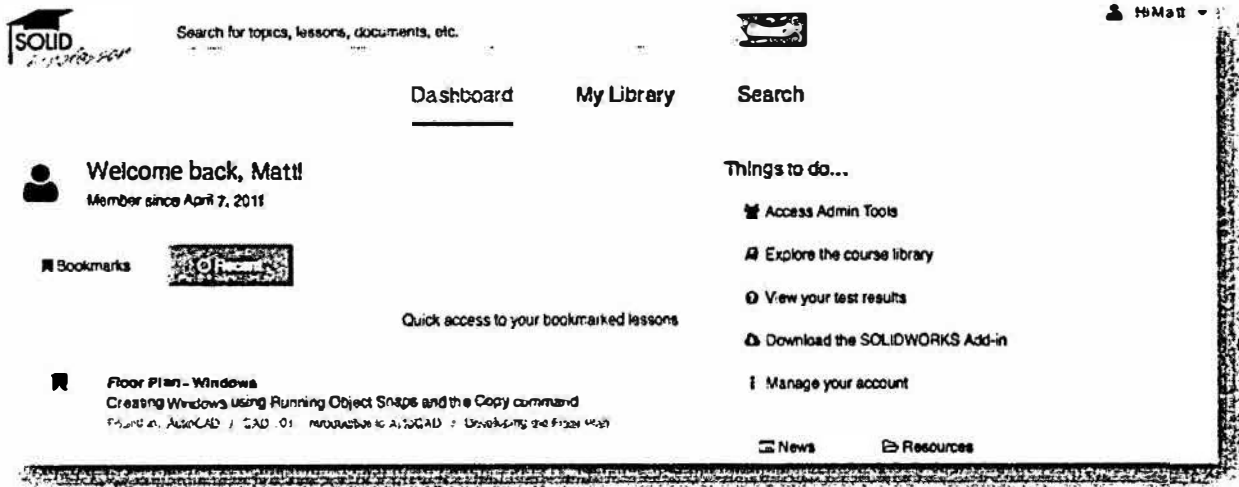
- Upload class documents and resources to accompany SolidProfessor lessons.
 - Upload any file type (.pdf, .doc, .xls, etc.)
 - Edit, rename, and organize documents quickly and easily
 - Automatically assign documents to each student





The Student Experience

- Students navigate SolidProfessor through simple and effective tools
- Responsive Interface is easy to use on mobile devices, tablets, and laptops



Track, Assess, and Reinforce

- Instructors have administrative privileges to track different aspects of student usage and progress:
 - Number and percentage of lessons viewed
 - Specific lessons viewed
 - Skills assessment test results

Track Progress,
Increase Engagement

Users
New User Add User to Class

Name	Progress	Views	Last Access	Group
May, Matt	77/85 (91%) 0/0 (100%)	70	14 days ago	Advanced SolidWorks

Identify skills gaps with
in-line assessment tests,
Pre & Post-Tests

Test Results Summary

Test ID	Name	Test Status	Correct	Incorrect	Score	Total	Score	Correct Prop.	Start Date	End Date
111	Topic 1000000	Completed	40	2	0	42	95%	93%	08/08/10	08/08/10
112	Topic 1000000	Completed	30	14	0	44	68%	68%	08/08/10	08/08/10
113	Topic 1000000	Completed	14	7	0	21	67%	67%	08/08/10	08/08/10
114	Topic 1000000	Completed	10	3	0	13	77%	77%	08/08/10	08/08/10
115	Topic 1000000	Completed	43	2	0	45	96%	96%	08/08/10	08/08/10
116	Topic 1000000	Completed	10	12	0	22	45%	45%	08/08/10	08/08/10
117	Topic 1000000	Completed	10	2	0	12	83%	83%	08/08/10	08/08/10
118	Topic 1000000	Completed	40	4	0	44	91%	91%	08/08/10	08/08/10



Report

- Create reports showing the progress of each student or class
 - Generate HTML or Excel reports
 - View detailed information on both class and individual test scores and progress

Courses

