

CYPRESS FAIRBANKS

INDEPENDENT SCHOOL DISTRICT

To: Charles Franklin
Assistant Superintendent of Technology and Information Services

From: Kim Bowlin
Assistant Director of Technology Support Services

Date: December 15, 2025

Re: Student Information Management System for Special Education
Contract ID: 26-01-4460R-RFP

The following proposals were received and opened at 10:00 AM, Friday, October 17, 2025, as advertised and specified in documents concerning proposal #26-01-4460R-RFP. Student Information Management System for Special Education. The proposals received are located on pages 2 - 8.

Recommendation:	Samegoal, Inc.	
Estimated Expenditure:	\$2,404,266.12	
	<u>\$360,639.92</u>	15% Contingency for increased enrollment or additional modules
	\$2,764,906.04	
Contract Term:	January 1, 2026 - June 30, 2026	6 month Set-up
Renewal:	July 1, 2026 - June 30, 2032	6 Year with Annual Payments

Best and Final Offer (BAFO) Summary

Student Information Management System for Special Education

Vendor	Better Speech	ConCourse Tech Inc.	Embrace Education	Empower	Frontline	IEP & Me, Inc.	Project Education	SameGoal Inc.
Total Points Awarded for Vendor	42	40	51	37	54	50	50	66
Grand Total for 6 month Set-up Costs, 6 years of software, maintenance and support and Professional Services	\$12,233,910.00	\$585,096.00	\$2,476,153.00	\$2,368,592.00	\$1,516,454.92	\$2,296,900.00	\$1,911,752.00	\$2,404,266.12
6 Month Set-up Costs -/Implementation / Configuration / Testing - ONE TIME EXPENSE	\$385,320.00	\$0.00	\$55,000.00	\$252,500.00	\$117,417.92	\$33,500.00	\$51,500.00	\$20,282.70
Grand Total for 6 years of software, maintenance and support	\$11,559,600.00	\$585,096.00	\$2,421,153.00	\$2,095,233.00	\$1,399,037.00	\$2,241,000.00	\$1,860,252.00	\$2,383,983.42
Grand Total for Professional Services	\$288,990.00	\$0.00	\$0.00	\$20,859.00	\$0.00	\$22,400.00	\$0.00	\$0.00

Summary (Pre-BAFO)

Student Information Management System for Special Education

Vendor	Better Speech	ConCourse Tech Inc.	Embrace Education	Empower	Frontline	IEP & Me, Inc.	Project Education	SameGoal Inc.
Total Points Awarded for Vendor	41	31	57	37	55	46	53	75
Grand Total for 6 month Set-up Costs, 6 years of software, maintenance and support and Professional Services	\$12,233,910.00	\$114,950.00	\$2,503,354.72	\$2,441,288.00	\$1,516,454.92	\$2,052,425.20	\$1,911,752.00	\$2,017,549.95
6 Month Set-up Costs -/Implementation / Configuration / Testing - ONE TIME EXPENSE	\$385,320.00	\$20,000.00	\$55,000.00	\$260,000.00	\$117,417.92	\$33,500.00	\$51,500.00	\$21,024.75
Grand Total for 1 years of software, maintenance and support	\$2,889,990.00	\$15,000.00	\$400,208.00	\$330,800.00	\$216,287.00	\$245,500.00	\$287,943.20	\$350,267.58
Grand Total for 3 years of software, maintenance and support	\$5,779,800.00	\$45,000.00	\$1,200,624.00	\$1,097,172.00	\$668,522.98	\$925,500.00	\$799,167.00	\$998,262.60
Grand Total for 6 years of software, maintenance and support	\$11,559,600.00	\$90,000.00	\$2,448,354.72	\$2,163,888.00	\$1,399,037.00	\$1,996,525.20	\$1,860,252.00	\$1,996,525.20
Grand Total for Professional Services	\$288,990.00	\$4,950.00	\$0.00	\$17,400.00	\$0.00	\$22,400.00	\$0.00	\$0.00

Student Information Management System for Special Education
BAFO Points

Description	Qty	Better Speech LLC.	Concourse Tech Inc.	Embrace Education	Empower	Frontline Education	IEP & Me, Inc.	Project Education	Samegoal, Inc.
6 Month Software License cost including sandbox testing	1	\$385,320.00	\$0.00	\$0.00	\$61,500.00	\$107,255.42	\$5,000.00	\$6,000.00	\$0.00
Implementation Cost, transfer of historic data, configuration with CFISD SIS, Testing and User Acceptance	1	\$0.00	\$0.00	\$20,000.00	\$47,000.00	\$7,962.50	\$28,000.00	\$14,000.00	\$10,340.20
Training of Technical Staff and Users	1	\$0.00	\$0.00	\$35,000.00	\$144,000.00	\$2,200.00	\$500.00	\$31,500.00	\$9,942.50
Total for 6 month license, implementation and training		\$385,320.00	\$0.00	\$55,000.00	\$252,500.00	\$117,417.92	\$33,500.00	\$51,500.00	\$20,282.70
Six-Year Software License Core Product Per SPED Student	17590	\$11,559,600.00	\$527,700.00	\$2,242,725.00	\$1,424,790.00	\$1,399,037.00	\$2,100,000.00	\$1,800,252.00	\$2,232,171.00
Six-Year Software License Core Product Per 504 Student	4783		\$57,396.00	\$172,188.00	\$100,443.00				\$151,812.42
Costs for Integration with ESchoolPlus (District SIS)	1	\$0.00	\$0.00 ^a	\$3,120.00	\$210,000.00	\$0.00 ^a	\$0.00	\$60,000.00	\$0.00
Cost for Integration with District Data Dashboard	1	\$0.00	\$0.00 ^a	\$3,120.00	\$210,000.00	\$0.00 ^a	\$12,000.00	\$0.00	\$0.00
Training	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 ^a	\$9,000.00	\$0.00	\$0.00
6 Year 24x7 Technical Support	1	\$0.00	\$0.00	\$0.00	\$150,000.00	\$0.00	\$120,000.00	\$0.00	\$0.00
Total for Six Year License, Integration with ESchoolPlus, District Data Dashboard, Training and Technical Support		\$11,559,600.00	\$585,096.00	\$2,421,153.00	\$2,095,233.00	\$1,399,037.00	\$2,241,000.00	\$1,860,252.00	\$2,383,983.42
One Hour Offsite Consulting	24	\$288,990.00	\$0.00 ^a	\$0.00	\$3,564.00	\$0.00	\$3,600.00	\$0.00	\$0.00
One Hour Offsite Project Management	33	\$0.00	\$0.00	\$0.00	\$6,435.00	\$0.00	\$6,600.00	\$0.00	\$0.00
One Hour Offsite Consulting	48	\$0.00	\$0.00 ^a	\$0.00	\$9,360.00	\$0.00	\$7,200.00	\$0.00	\$0.00
Fixed Travel and Expenses	2	\$0.00	\$0.00 ^a	\$0.00	\$1,500.00	\$0.00	\$5,000.00	\$0.00	\$0.00
Installation Costs		\$288,990.00	\$0.00	\$0.00	\$20,859.00	\$0.00	\$22,400.00	\$0.00	\$0.00

a - This would be an additional costs after scope of project meeting or based upon complexity and integration.

Total Solution Costs									
Cost for the 6 month Set-up with Professional Services and first full year of software costs, training and support		\$2,600,910.00	\$97,516.00	\$458,525.50	\$622,564.50	\$350,590.75	\$429,400.00	\$361,542.00	\$417,613.27
Years 2 - 6 of software costs, training and support		\$9,633,000.00	\$487,580.00	\$2,017,627.50	\$1,746,027.50	\$1,165,864.17	\$1,867,500.00	\$1,550,210.00	\$1,986,652.85
Total 6 Year, 6 Month Cost for the Solution		\$12,233,910.00	\$585,096.00	\$2,476,153.00	\$2,368,592.00	\$1,516,454.92	\$2,296,900.00	\$1,911,752.00	\$2,404,266.12
Price Points		1.31	35.00	7.44	0.78	9.74	7.95	9.44	8.17
Long Term Price Points		0.25	5.00	1.21	1.40	2.09	1.31	1.57	1.23

Best and Final Offers (BAFOs) were requested from all vendors. BAFOs were requested using preliminary numbers from the Public Education Information Management System (PEIMS) fall snapshot data. The PEIMS submission is submitted in December and then finalized in January. Five vendors returned BAFO offers. Original submissions were used for the three vendors. Price points were calculated based on the 6-month setup costs, professional services, and one full year of software, training, and support costs. Points were calculated as follows: Lowest Vendor Cost / Vendor's Cost * 35 points (maximum points). Long-term costs were calculated based on software, training, and support expenses for years 2 through 6. Points were calculated as follows: Lowest Vendor Cost / Vendor's Cost *5.

Student Information Management System for Special Education
Price Points (Pre-BAFO)

Description	Qty	Better Speech LLC.	Concourse Tech Inc. ^a	Embrace Education	Empower	Frontline Education ^a	IEP & Me, Inc.	Project Education	Samegoal, Inc.
6 Month Software License cost including sandbox testing	1	\$385,320.00	\$0.00	\$0.00	\$66,000.00	\$107,255.42	\$5,000.00	\$6,000.00	\$0.00
Implementation Cost, transfer of historic data, configuration with CFISD SIS, Testing and User Acceptance	1	\$0.00	\$20,000.00	\$20,000.00	\$50,000.00	\$7,962.50	\$28,000.00	\$14,000.00	\$10,718.50
Training of Technical Staff and Users	1	\$0.00	\$0.00	\$35,000.00	\$144,000.00	\$2,200.00	\$500.00	\$31,500.00	\$10,306.25
Total for 6 month license, implementation and training		\$385,320.00	\$20,000.00	\$55,000.00	\$260,000.00	\$117,417.92	\$33,500.00	\$51,500.00	\$21,024.75
Price Points for 6 month license, implementation and training (lowest cost vendor / vendor's cost *35 max points)		1.82	35.00	12.73	2.69	5.96	20.90	13.59	33.29
One Year Software License Core Product	1	\$2,889,990.00	\$15,000.00	\$399,168.00	\$260,000.00	\$216,287.00	\$210,000.00	\$217,036.00	\$350,267.58
Costs for Integration with ESchoolPlus (District SIS)	1	\$0.00	\$0.00 ^a	\$520.00	\$35,400.00	\$0.00 ^a	\$0.00	\$10,000.00	\$0.00
Cost for Integration with District Data Dashboard	1	\$0.00	\$0.00 ^a	\$520.00	\$35,400.00	\$0.00 ^a	\$4,000.00	\$0.00	\$0.00
Training	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 ^a	\$1,500.00	\$17,500.00	\$0.00
One Year Technical Support	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$30,000.00	\$43,407.20	\$0.00
Total for One Year License, Integration with ESchoolPlus, District Data Dashboard, Training and Technical Support		\$2,889,990.00	\$15,000.00	\$400,208.00	\$330,800.00	\$216,287.00	\$245,500.00	\$287,943.20	\$350,267.58
Price Points for 1 Year license, integration with ESchoolPlus, District Data Dashboard, training and support (lowest cost vendor / vendor's cost *35 max points)		0.18	35.00	1.31	1.59	2.43	2.14	1.82	1.50
Three Year Software License Core Product	1	\$5,779,800.00	\$45,000.00	\$1,197,504.00	\$803,400.00	\$668,522.98	\$840,000.00	\$746,667.00	\$998,262.60
Costs for Integration with ESchoolPlus (District SIS)	1	\$0.00	\$0.00 ^a	\$1,560.00	\$109,386.00	\$0.00 ^a	\$0.00	\$3,000.00	\$0.00
Cost for Integration with District Data Dashboard	1	\$0.00	\$0.00 ^a	\$1,560.00	\$109,386.00	\$0.00 ^a	\$6,000.00	\$0.00	\$0.00
Training	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 ^a	\$4,500.00	\$22,500.00	\$0.00
Three Year Technical Support	1	\$0.00	\$0.00	\$0.00	\$75,000.00	\$0.00	\$75,000.00	\$0.00	\$0.00
Total for Three Year License, Integration with ESchoolPlus, District Data Dashboard, Training and Technical Support		\$5,779,800.00	\$45,000.00	\$1,200,624.00	\$1,097,172.00	\$668,522.98	\$925,500.00	\$772,167.00	\$998,262.60
Price Points for 3 Year license, integration with ESchoolPlus, District Data Dashboard, training and support (lowest cost vendor / vendor's cost *35 max points)		0.27	35.00	1.31	1.44	2.36	1.70	2.04	1.58
Six Year Software License Core Product	1	\$11,559,600.00	\$90,000.00	\$2,442,021.12	\$1,653,600.00	\$1,399,037.00	\$2,100,000.00	\$1,800,252.00	\$1,996,525.20
Costs for Integration with ESchoolPlus (District SIS)	1	\$0.00	\$0.00 ^a	\$3,166.80	\$255,144.00	\$0.00 ^a	\$0.00	\$60,000.00	\$0.00
Cost for Integration with District Data Dashboard	1	\$0.00	\$0.00 ^a	\$3,166.80	\$255,144.00	\$0.00 ^a	\$12,000.00	\$0.00	\$0.00
Training	1	\$0.00	\$7,500.00	\$0.00	\$0.00	\$0.00 ^a	\$9,000.00	\$0.00	\$0.00
6 Year 24x7 Technical Support	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$120,000.00	\$0.00	\$0.00
Total for Six Year License, Integration with ESchoolPlus, District Data Dashboard, Training and Technical Support		\$11,559,600.00	\$97,500.00	\$2,448,354.72	\$2,163,888.00	\$1,399,037.00	\$2,241,000.00	\$1,860,252.00	\$1,996,525.20
Price Points for 6 Year license, integration with ESchoolPlus, District Data Dashboard, training and support (lowest cost vendor / vendor's cost *5 max points)		0.04	5.00	0.20	0.23	0.35	0.22	0.26	0.24
One Hour Offsite Consulting	24	\$288,990.00	\$0.00 ^a	\$0.00	\$3,600.00	\$0.00	\$3,600.00	\$0.00	\$0.00
One Hour Offsite Project Management	33	\$0.00	\$4,950.00	\$0.00	\$6,600.00	\$0.00	\$6,600.00	\$0.00	\$0.00
One Hour Offsite Consulting	48	\$0.00	\$0.00 ^a	\$0.00	\$7,200.00	\$0.00	\$7,200.00	\$0.00	\$0.00
Fixed Travel and Expenses	2	\$0.00	\$0.00 ^a	\$0.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00
Installation Costs		\$288,990.00	\$4,950.00	\$0.00	\$17,400.00	\$0.00	\$22,400.00	\$0.00	\$0.00
Price Points for Installation Costs		0.00	0.00	35.00	0.00	35.00	0.00	35.00	35.00

a - This would be an additional costs after scope of project meeting or based upon complexity and integration.

Costs were calculated for the 6-month setup, 1-year, 3-year, and installation costs. Points were calculated using Lowest Vendor Cost / Vendor's Cost *35 (max points). Averages of these four categories are reported on the vendor scoring sheet. The 6-year cost was used for the long-term points. Points were calculated using the Lowest Vendor Cost / Vendor's Cost *5 (max points). Long Term points are recorded on the vendor scoring tab.



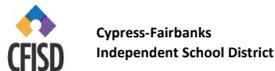
**Student Information Management System for Special Education #26-01-4460R-RFP
VENDOR QUOTE SCORING AND RANKING MATRIX BAFO**

The following scores reflect averaged and weighted points awarded to vendors based on the evaluation of each criteria.

- Criteria 1:** Purchase Price of goods and services
- Criteria 2:** Reputation of the vendor and the vendor's goods and services
- Criteria 3:** Quality of vendor's goods or services
- Criteria 4:** Extent to which the goods and services meet the District's needs
- Criteria 5:** Vendor's past relationship with the District
- Criteria 6:** Total long-term cost to the District to acquire the vendor's goods or services
- Criteria 7:** For a contract that is not for goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, where the vendor or vendor's ultimate parent company of majority owner: (A) has its principle place of business in this state; or (B) employs at least 500 persons in this state (0%)
- Criteria 8:** Any other relevant factor specifically listed in the request for quote

Criteria	Scores (averaged and weighted)								Ranking (1 being highest to 8 being lowest)							
	Better Speech LLC.	Concourse Tech Inc.	Embrace Education	Empower	Frontline Education	IEP & Me, Inc.	Project Education	Samegoal, Inc.	1	2	3	4	5	6	7	8
Total Awarded Score	42	40	51	37	54	50	50	66	66	54	51	50	50	42	40	37
Criteria 1: Purchase Price	1.3	35.0	7.4	0.8	9.7	7.9	9.4	8.2	8.2	9.7	7.4	7.9	9.4	1.3	35.0	0.8
Criteria 2: Reputation	3.3	0.0	6.5	9.1	6.3	5.4	3.3	9.9	9.9	6.3	6.5	5.4	3.3	3.3	0.0	9.1
Criteria 3: Quality	14.3	0.0	16.0	12.8	13.5	14.3	14.9	23.6	23.6	13.5	16.0	14.3	14.9	14.3	0.0	12.8
Criteria 4: Meet District needs	22.4	0.0	21.4	13.0	23.4	19.9	21.9	23.0	23.0	23.4	21.4	19.9	21.9	22.4	0.0	13.0
Criteria 5: Past relationship with District																
Criteria 6: Long-term cost	0.25	5.00	0.00	1.21	1.40	2.09	0.00	1.31	1.31	1.40	0.00	2.09	0.00	0.25	5.00	1.21
Criteria 7: Principle place/employees in TX																
Criteria 8: Other relevant factors																

Each vendor had eleven evaluators (two for price points and references, three for technical scoring, and six for department scoring). Evaluators used standard scoring sheets. Scores were recorded for each vendor. Scores from the evaluators were averaged. Purchase Points were recalculated for the BAFO using the 6-month setup costs, installation, and one-year software costs. The formula used was the lowest vendor's proposal price divided by the vendor's proposal price, multiplied by 35 (maximum number of points). Price points for the sections were average. Long-term costs were calculated using years 2 through 6 of the 6 year cost. The formula used was the lowest vendor's proposal price divided by the vendor's proposal price, multiplied by 5 (maximum number of points). The committee's recommendation is to award to Samegoal Inc.



**Student Information Management System for Special Education #26-01-4460R-RFP
VENDOR QUOTE SCORING AND RANKING MATRIX PRE-BAFO**

The following scores reflect averaged and weighted points awarded to vendors based on the evaluation of each criteria.

- Criteria 1:** Purchase Price of goods and services
- Criteria 2:** Reputation of the vendor and the vendor's goods and services
- Criteria 3:** Quality of vendor's goods or services
- Criteria 4:** Extent to which the goods and services meet the District's needs
- Criteria 5:** Vendor's past relationship with the District
- Criteria 6:** Total long-term cost to the District to acquire the vendor's goods or services
- Criteria 7:** For a contract that is not for goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, where the vendor or vendor's ultimate parent company of majority owner: (A) has its principle place of business in this state; or (B) employs at least 500 persons in this state (0%)
- Criteria 8:** Any other relevant factor specifically listed in the request for quote

Criteria	Scores (averaged and weighted)								Ranking (1 being highest to 8 being lowest)							
	Better Speech LLC.	Concourse Tech Inc.	Embrace Education	Empower	Frontline Education	IEP & Me, Inc.	Project Education	Samegoal, Inc.	1	2	3	4	5	6	7	8
Total Awarded Score	41	31	57	37	55	46	53	75	75	57	55	53	46	41	37	31
Criteria 1: Purchase Price	0.6	26.3	12.6	1.4	11.4	6.2	13.1	17.8	17.8	12.6	11.4	13.1	6.2	0.6	1.4	26.3
Criteria 2: Reputation	3.3	0.0	6.5	9.1	6.3	5.4	3.3	9.9	9.9	6.5	6.3	3.3	5.4	3.3	9.1	0.0
Criteria 3: Quality	14.3	0.0	16.0	12.8	13.5	14.3	14.9	23.6	23.6	16.0	13.5	14.9	14.3	14.3	12.8	0.0
Criteria 4: Meet District needs	22.4	0.0	21.4	13.0	23.4	19.9	21.9	23.0	23.0	21.4	23.4	21.9	19.9	22.4	13.0	0.0
Criteria 5: Past relationship with District																
Criteria 6: Long-term cost	0.04	5.00	0.20	0.23	0.35	0.22	0.26	0.24	0.24	0.20	0.35	0.26	0.22	0.04	0.23	5.00
Criteria 7: Principle place/employees in TX																
Criteria 8: Other relevant factors																

Each vendor had eleven evaluators (two for price points and references, three for technical scoring, and six for department scoring). Evaluators used standard scoring sheets. Scores were recorded for each vendor. Scores from the evaluators were averaged. Purchase Points were calculated from the setup costs, one-year costs, three-year costs, and installation costs. The formula used was the lowest vendor's proposal price divided by the vendor's proposal price, multiplied by 35 (maximum number of points). Price points for the sections were average. Long-term costs were calculated using the six-year costs. The formula used was the lowest vendor's proposal price divided by the vendor's proposal price, multiplied by 5 (maximum number of points). The committee's recommendation is to award to Samegoal Inc.

SAMEGOAL BAFO SIX YEAR COST SUMMARY

Year	Term	School Year	Annual Payment
0	6 month	January 1, 2026 - June 30, 2026	\$21,024.75
1	1 Year	July 1, 2026 - June 30, 2027	\$332,754.20
2	1 Year	July 1, 2027 - June 30, 2028	\$332,754.20
3	1 Year	July 1, 2028 - June 30, 2029	\$332,754.20
4	1 Year	July 1, 2029 - June 30, 2030	\$332,754.20
5	1 Year	July 1, 2030 - June 30, 2031	\$332,754.20
6	1 Year	July 1, 2031 - June 30, 2032	\$332,754.20

The vendor's BAFO allows for a single 6-year contract term with annual payments versus a single lump sum payment.

Total	\$2,017,549.95
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This was from the first BAFO request. This was not used in the calculation as the district contacted the vendor and sent out a revised BAFO request using PEIMS snapshot data numbers. The costs above are based upon lower student counts.



Kimberly Bowlin, Assistant Director of Technology Support Services

December 15, 2025

To: James Briscoe, Director of Procurement Services

After a comprehensive evaluation of available Student Information Management Systems (SIMS) tailored for Special Education, the evaluation committee recommends adopting Samegoal as the preferred platform. This recommendation is made because of the system's proven ability to streamline compliance, enhance collaboration, and improve outcomes for students receiving special education services.

Samegoal offers a comprehensive and user-friendly platform that streamlines the creation, tracking, and storage of IEPs, 504 Plans, and other special education documentation while ensuring compliance with federal and state regulations. Its collaborative features enable secure, role-based communication among educators, administrators, service providers, and families, fostering transparency and teamwork. The system supports data-driven decision-making through robust reporting tools and seamless integration with existing Student Information System (SIS) platforms, improving accuracy and reducing duplication. Built with strong security protocols that meet FERPA and HIPAA standards, Samegoal is a cloud-based solution accessible from any device, making it ideal for remote and hybrid environments. Designed specifically for educators, its intuitive interface minimizes training time and administrative burden, allowing staff to focus more effectively on student support.

During the six-month setup period, Samegoal will collaborate with district technical staff to install the program and ensure seamless integration with the district's existing systems, including the Student Information System (SIS) and Data Dashboard. Samegoal will offer dedicated onboarding, training, and ongoing support tailored to district needs. Their implementation team will assist with a smooth transition with the "go-live" date of July 1, 2026.

Selecting Samegoal aligns with the district's commitment to equity, compliance, and excellence in special education. Its comprehensive features, ease of use, and strong support infrastructure make it an optimal choice for managing the complex needs of our special education population.

Sincerely,

Kim Bowlin

Kim Bowlin
Assistant Director, Technology Support Services
Cypress-Fairbanks ISD