



DEPARTMENT OF FINANCE  
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COMMONWEALTH OF VIRGINIA  
COUNTY OF HENRICO

**RFP #21-2142-3EMF**  
**Digital Mathematics (PreK-12) Curriculum for Tier I, II and III**  
**Questions and Answers**  
**April 19, 2021**

1. Would the district consider awarding to an offeror that can provide a solution for grades 6-12 only?  
**Answer: Yes**
2. The proposal seeks a PreK–12 curriculum. Our instruction is for grades K–8 (and we have one assessment for grades K–12 included with our program). Will you accept proposals for grades K–8 instruction?  
**Answer: Yes**
3. RFP page 22, item 4 regarding Tab 3 reads “Offeror Qualifications, **Exceptions**, Resumes and Financial Capacity.” Since the RFP section corrected to Tab 11, per Addendum 1, is Exceptions, can you confirm if the word bolded in this question, reflecting the word Exceptions” in the Tab 3 description, is meant to read “Experience?”  
**Answer: Yes, Tab 3 should say Experience” not “Exceptions” See Addendum 2**
4. The outline on page 25 jumps from Tab 4 to Tab 7 – is there supposed to a Tab 5 and 6?  
**Answer: See Addendum 1**
5. Last time this was bid, it was separated into two contracts: K-5 and 6-12. This time it’s PreK - 12. Can we talk to someone about the changes between this bid and the previous mathematics curriculum bid?  
**Answer: Offers shall submit proposals based on the Scope of Services in this RFP.**
6. A sandbox environment for any digital proposed solutions for the committee to use for evaluation. If the “sandbox: environment is not available, offerors shall provide screen shots for the product with their proposal - pg. 23, 5a.  
Will the district accept demo accounts in lieu of a sandbox?  
**Answer: Yes**
7. Will the district consider proposals for awards by grade band, rather than all of PK-12? If so, do you have particular grade level bands in mind that you will want proposed all together (for example: PK-5, 6-12, or PK2, 3-5, 6-8, 9-12)?  
**Answer: Yes**

8. On page 23 in the outline of the layout for the response, the Tab numbering jumps from Tab 4 to Tab 7. I am writing to find out if the district would like this Tab numbering or if it should be changed.  
**Answer: See Addendum 1**
9. Would the District like three (3) references only, or three (3) references per product submitted?  
**Answer: Three references only**
10. Is the award of this RFP to go to one vendor or is it to create a list of vendors?  
**Answer: There may be multiple awards made.**
11. How many students are anticipated to use the product(s)?  
**Answer: The number of students will vary. The curriculums may be purchased for a number of students, classroom, site or district depending on the need.**
12. Is it the plan of the District to find a product in which content would be in Schoology through a cartridge, or to use SSO?  
**Answer: Both cartridge and SSO options will be considered.**
13. Tab 3 “Offeror Qualifications, Exceptions, Resumes and Financial Capacity”: Within this section, there is a request to provide evidence of financial stability. Will audited financial statements suffice? Or would a different form of evidence be preferred?  
**Answer: Audited financial statements are acceptable.**
14. Tab 4 – Service Approach and Implementation – C. Any agreements to which HCPS may be required to agree to as part of the contract should your firm be awarded the contract: We have a posted Terms of Use that are accepted via use of our software. Would it be the preference of the district for the respondent to supply a fully copy of these terms or would a link to the posted terms suffice?  
**Answer: A full copy is preferred.**
15. Tab 4 – Service Approach and Implementation – D. Any terms and conditions the “end user” is required to accept: We have a posted Terms of Use that are accepted via use of our software. Would it be the preference of the district for the respondent to supply a fully copy of these terms or would a link to the posted terms suffice?  
**Answer: See question #14**
16. Are samples needed at the time of submission and if so where should they be shipped?  
**Answer: Samples are not required at time of submission, however could be required at a later date.**
17. Would a K-8 program be considered or must they be K-12? Sometimes the programs offered are used with 9-1 students that are on 6-8 grade levels.  
**Answer: Yes**
18. Is the District awarding multiple contracts or just one.  
**Answer: There may be multiple contracts awarded.**

19. Given current office closures, would HCPS accept digital signatures?  
**Answer: Yes**
20. Section A of the Introduction (page 2) mentions that the district is looking to "develop a matrix of approved program options." Does this mean the district plans to award multiple vendors?  
**Answer: Yes**
21. Does the district plan to implement this program at the district or school level?  
**Answer: See Question #11**
22. What is the district's current intervention solution?  
**Answer: Intervention solutions vary by school based on individual school needs.**
23. What is the district's current Tier I instructional resource?  
**Answer: Tier I instruction utilizes HCPS created curriculum at the elementary and secondary level.**
24. What is the district's student information system?  
**Answer: Powerschool**
25. Is 150 the total number of students at the New Bridge Learning Center to be supported at no cost?  
**Answer: Yes**
26. How many students are attending Virginia Randolph Education Center (VREC), PACE, and the Academy of Virginia Randolph (AVR)?  
**Answer: Academy at VA Randolph- 165  
PACE- 31  
VA Randolph Ed. Center- 31**
27. Section II.A (page 4) states, "Students who are attending Virginia Randolph Education Center (VREC) and PACE should be included in any purchases made by the Academy of Virginia Randolph (AVR)..." Please clarify if this means VREC and PACE purchases are to be invoiced with AVR, or if VREC and PACE students are to be supported at no cost with purchase from AVR?  
**Answer: Students who are attending VREC and PACE should be included in any purchase made by the Academy of Virginia Randolph at no additional cost. VREC and PACE have low enrollment numbers and all three programs are housed in the same physical building.**
28. Is a certificate of insurance required with the submission?  
**Answer: No, on the Successful Offeror(s) will be required to submit the Certificate of Insurance.**
29. For item 9.a (page 24) what is the district's current monitoring tool that will continue to be used?  
**Answer: The current monitoring tool is Pearson's Aimsweb.**
30. For pricing purposes, how many teachers will need training?  
**Answer: HCPS estimates 30 teachers needing training at an individual site.**

31. For the last three items on page 36 (Attachment H), is professional development expected to on-site or virtual?

**Answer: Professional Developments may be on-site or virtual however it should be clearly defined in the Offeror's proposal**

32. Please confirm Attachments I and J are only required from awarded vendors.

**Answer: Yes**

33. What date will the County release an addendum?

**Answer: There is no exact date. Offerors are responsible for checking the eVA website and the County Website up until the due date.**

34. Is there a page limit for Tab 2?

**Answer: No**

35. Will the County accept electronic signatures?

**Answer: See Question #19**

36. Is Attachment E, Insurance Specifications required with proposal submission or is it only required of the Successful Offeror(s)?

**Answer: See question #**

37. Online submission only requires two attachments of the RFP, one original and one redacted, correct?

**Answer: Yes**