

Region 19 Allied States Cooperative (ASC)

KEY DATES

Draft 1 Date:	8/23
Language/ Content Drop Date:	
Final Draft Date:	8/26
Shipping Date:	
Due Date:	Aug 27 @ 3PM, electronic submission

SOLUTION CALL ATTENDEES

Larissa, Justin, Diana and Beth

*****Please note all red font is final and have been recorded in the portal

Template

1. Supplemental solicitation- (I understand)
2. Term of Contract-(I understand)
3. Contract Acceptance (I accept)
4. Contract Extension (I agree)
5. Terms and Conditions (I agree)
6. Forms (I agree)
7. Pricing (I agree)
8. Company Profile
9. Company Name Worldgate llc
10. Company Contact Diana Richie
11. Company Address
 - 1760 Reston Parkway
 - Suite 312
 - Reston, VA 20190
12. Company Contact Email Address drichie@worldgatellc.com
13. Company Phone Number 281.961.1634
14. Company Website
 - <https://worldgatellc.com/>

15. Administrative Contact

16. Experience Describe vendor experience with school districts and other governmental entities. (4,000 character limit)

For over 10 years, Worldgate has focused on helping school districts maximize the return on their technology investments. By leveraging our successful ERP consulting, technology modernization, strategic advising and leadership development practices, our district clients have recognized greater operational effectiveness and efficiency. Worldgate is excited to be expanding their work across the state of Texas and was recently awarded a contract with North East Independent School District in Texas for Software Consultants. Worldgate looks forward to this and other partnerships supporting school districts in Texas. The following school district client case studies are intended to provide ASC with specific examples of our experience and capabilities.

Philadelphia School District, PA

Since 2009, the School District of Philadelphia has recognized Worldgate as a strategic partner. By performing a wide range of professional services across the organization in support of various IT modernization initiatives including modernizing their ERP System, Student Information System, Data Warehouse, Analytics and Business Intelligence tools, Content Management System, Google Apps for Education, Identity Management, Facilities Management System and Transportation System, Worldgate has earned the trust of the district's CIO and leadership team.

The categories of technology consulting services and staffing support we have provided to the School District of Philadelphia include project management, change management, organizational leadership development, function and technical development, Oracle Cloud ERP consulting, Kronos Workforce Ready Consulting, Business Process Redesign, and Technical Writing.

Atlanta Public Schools, GA

With a \$1B annual budget, Atlanta Public Schools educates 50,000 students at 98 learning sites and employs a staff of 6,300. Worldgate has partnered with APS since 2013 and has provided services on various key projects.

The categories of services and staffing support we have provided to Atlanta Public Schools include Project Management, Business Analyst, Business Process Redesign, Kronos Workforce Ready Consulting, Infor/Lawson ERP Consulting, Data Warehouse Consulting and Business Intelligence Consulting.

Arlington Public Schools, VA

Arlington Public Schools is the 13th largest district in Virginia and is the recipient of the prestigious Medallion of Excellence Award presented by the U.S. Senate Productivity and Quality Awards for Virginia and the District of Columbia. Worldgate has worked with Arlington Public Schools since 2013 and has supported them on many important projects.

The categories of services and staffing support we have provided to Arlington Public Schools include Business Process Redesign, Oracle ERP Consulting and Business Intelligence & Data Warehouse.

17. *References Provide four (4) educational or related references company has provided services to during the past 12 months. Agency Name, Contact person, person's title, phone number and email address.*

18. *Atlanta Public Schools, Femi Aina, Executive IT Director, oaina@atlanta.k12.ga.us, 404-802-2157*

19. *School District of Philadelphia, Melanie Harris, Chief Information Officer, 215.400.5854; mharris@philasd.org*

20. *Reference 3: Arlington County Public Schools, Girish Rajput, IT Enterprise Systems Director, 703. 228.2021; girish.rajput@apsva.us*

21. *Reference 4: Prince William County Public Schools, Jennifer Cassata, (703) 791-7273, cassatjc@pwcs.edu*

22. *Minority and Women's Business Enterprise (MWBE), Historically Underutilized Business (HUB) and Small Business Enterprise (SBE)*

23. *Minority & Women's Business Enterprise (MWBE), Historically Underutilized Business(HUB) and Small Business (SBE) ASC encourages the use of HUB, MWBE, and SBE both as prime and subcontractors. - *check box**

24. *Minority/Women's Business Enterprise*

Worldgate is a certified MWBE and holds certification in both North and South Texas. In addition, Worldgate is a woman-owned business enterprise and is nationally certified by the Women's Business Enterprise National Council. Certification will be furnished upon request.

25. *Historically Underutilized Businesses - N/A*

26. *Small Business Enterprise – SBE* If vendor is certified as a Small Business Enterprise – SBE, provide the entity that issued the certification as well as the percentage of vendor's business with SBE vendors. If vendor is not certified, leave response blank. Proof of certification will be required after bid award. *N/A*

27. *Principal Place of Business*

Although Worldgate maintains offices in Philadelphia, Atlanta and Houston, its principal place of business is in Reston, Virginia.

28. *Vendor Questionnaire*

29. *Number of Employees* Provide the total number of employees working directly for the vendor- *33*

30. *Years in Business*- *17*

31. *Shipping & Handling Pricing* submitted includes all transportation charges (FOB Destination). Separate shipping and handling charges will NOT be paid by ASC or ASC members.- *Yes* (it's a yes/ no option)

32. *Shipping* Does vendor charge additional fees for expediting services/shipments? Respond Yes or No. If yes, please explain and provide designated contact person for expedites.- *No, shipping is not required for our services.*

33. *Distribution Channel* Which best describes Vendor's position in the distribution channel:
Other

34. *Products/Services Provided* Provide a brief description of the products and/or services you provide

Worldgate provides technology consulting services across many areas, our specialties include 1) Enterprise applications readiness consultation; 2) Technology modernization project/change management support, and 3) strategic staff augmentation.

35. *Pricing/Payment Information*

Level 1 = Minimum of 3 years of experience

Level 2 = Minimum of 5 years of experience

Level 3 = Minimum of 10 years of experience

<i>Job Title</i>	<i>Not-to-Exceed</i>	<i>Not-to-Exceed</i>	<i>Not-to-Exceed</i>
	<i>Hourly Rate</i>	<i>Hourly Rate</i>	<i>Hourly Rate</i>
	<i>Level 1</i>	<i>Level 2</i>	<i>Level 3</i>
<i>Technical Change Management Specialist</i>	<i>N/A</i>	<i>\$183</i>	<i>\$247</i>
<i>Project Manager</i>	<i>N/A</i>	<i>\$133</i>	<i>\$162</i>
<i>Business Intelligence Developer</i>	<i>\$125</i>	<i>\$150</i>	<i>\$185</i>
<i>Database Administrator</i>	<i>\$95</i>	<i>\$122</i>	<i>\$150</i>
<i>Application or Software Developer</i>	<i>\$125</i>	<i>\$150</i>	<i>\$185</i>
<i>Business Analyst/ Integration Consultant</i>	<i>\$85</i>	<i>\$110</i>	<i>\$145</i>
<i>Data Architect</i>	<i>N/A</i>	<i>\$185</i>	<i>\$215</i>
<i>K-12 Education Technology Subject Matter Expert</i>	<i>N/A</i>	<i>N/A</i>	<i>\$225</i>
<i>Help Desk</i>	<i>\$46</i>	<i>\$63</i>	<i>\$95</i>
<i>Technical Writer</i>	<i>\$52</i>	<i>\$74</i>	<i>\$95</i>
<i>Trainer/ Training Specialist</i>	<i>\$60</i>	<i>\$93</i>	<i>\$125</i>

Quality Assurance Specialist/Manager	\$110	\$133	\$150
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36. Pricing/Payment Information In addition to the typical unit pricing furnished herein, Vendor agrees to offer all future product introductions at prices that are proportionate to the contract price(s). - **YES**

37. Payment Terms & Conditions Most ASC members have a standard N30 payment term. Provide information if vendor provides a discount for early payment. -**Worldgate upholds N30 payment terms with no discount for early payment.**

38. Pricing/Payment Information - Administrative Fees Pricing submitted includes the required ASC Administrative Fee and vendor agrees to remit the 2% fee monthly. In addition, sales must be reported monthly via the Monthly Report Sheet sent to ascaccounting@esc19.net. Monthly Report Sheet must be completed in entirety and include the member purchase order number for all sales. A copy of the member purchase order must be included with the Monthly Report Sheet. Failure to provide monthly reporting regardless of sale as well as failure to provide monthly payment may be grounds for contract termination. **YES**

39. Bid Use This bid will be for use by ESC Region 19 and its ESC Purchasing Cooperative members as well as any other members that join during the contract period. Will the vendor agree to service other members throughout the period of the contract performance? Respond Yes or No. If No, please explain.- **YES**

40. Areas Served Indicate which states vendor is licensed and willing to service. Vendor can also indicate only certain cities, counties or areas. By indicating an area, vendor agrees to honor pricing and product(s)/service(s) for all members located in that area.- **Worldgate is opening to service all cities, counties or areas within the state of Texas and will engage with clients across the country.**

41. Cooperatives List any other cooperative contracts currently held by Vendor. Provide cooperative name, percent discount offered and contract expiration date. If none, state **n/a**.

42. Solicitation Terms and Conditions

43. Financial Information Vendor agrees to provide financial information including but not limited to: audited financial statements (private company), income statement, balance sheet and cash flow statement (public company) if requested.- **(I agree)**

44. Prohibition of Contact Offerors are prohibited from approaching members of the Board, ESC employees, sub-contractors, agents, and representatives, **(I agree)**

45. Anti Trust Certification Statement**(I agree)**

- 46. Certification of Compliance Regarding Texas Family Code (I agree)
- 47. Certification of Compliance Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion - Lower Tier Covered Transactions (I agree)
- 48. Grants, Subgrants, Cooperative Contracts and Contracts Exceeding \$100,000 in Federal Funds (I agree)
- 49. Compliance Certification with the Davis-Bacon Wage Determination Issued by the Department of Labor (I agree)
- 50. Compliance Certification with Buy America Provisions (I agree)
- 51. Compliance Certification with Foreign Nations (I agree)
- 52. Certification of Non-Collusion (I agree)
- 53. Contractor Employment Eligibility (I agree)
- 54. Compliance Certification with Fingerprinting and Background Checks (I agree)
- 55. Certification of Compliance with Texas House Bill 1295(I agree)
- 56. Litigation *n/a*
- 57. Exceptions to Contract or General and Solicitation Terms & Conditions (I agree)
- 58. Assignment of Contract (I agree)
- 59. Termination With Cause(I understand)
- 60. Eval Criteria

QUESTIONS

Questions we need assistance from the client on

Outstanding Questions	Owner

EVALUATION CRITERIA

This RFP will be evaluated on the following criteria: 70% Pricing & Services/Qualifications, 30% References. ASC reserves the right to award vendors in the best interest of the cooperative including awarding single or multiple vendors depending on item value and availability.

FORM

NOTES

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ACTION ITEMS

- 1.