


INASPO

The Algebra II End-of-Course Exam



Blazing New Trails in Cooperative Purchasing

Presented by Dana L. King, CPPB (dana.king@das.state.oh.us)

OhioDAS
Department of Administrative Services

INNOVATION





What Makes This Cooperative Purchase UNIQUE?

- Not a “commodity” or “standard” services acquisition
- A developmental program
- Implementing public policy
 - Elaborate content requirements
- Multiple states involved in contract coordination and direction
 - Specification development
 - Contractor evaluation and source selection
 - Contract administration





TRANSFERABILITY

Ease of use for other states



SERVICE IMPROVEMENT



COST REDUCTION



BACKGROUND

- American Diploma Project/Achieve, Inc.



Achieve, Inc.





- Algebra II and Algebra I

- Policy development and politics



Procurement Approach

- Multiple states



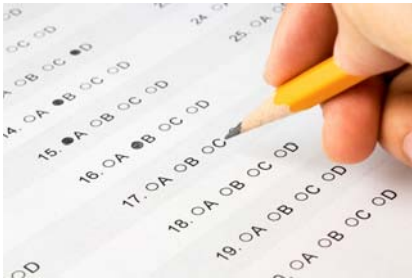
Perspective

- Commonality goal



- Common purchase/common vendor

STANDARDIZED TESTING



Ohio takes the lead

Lead state



Component Parts

- Participation Agreement among the states
- Memorandum of Understanding with Achieve
- Purchase contract between contractor and Ohio



<http://www.procure.ohio.gov/proc/viewContractsAwards.asp?contractID=8189>

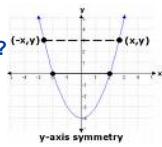


Ohio RFP and Contract

- Historical models



What is the solution we are looking for?



- Algebra II content specifications
- Performance requirements



- Accommodating diverse demands
- On-line testing

Evaluation Criteria

TABLE 7. TECHNICAL EVALUATION CRITERIA

CRITERION	Weight Rating (0=Not at All to 4=Strong)	ACT		SAT		PEARSON		
		Score	Weighted Score	Score	Weighted Score	Score	Weighted Score	
REQUIREMENT								
The Office's demonstrated ability and proposed approach to meet item development, aligned with specified E-Learn content as set forth in Supplement 1 and 2	30	1	30	12	61	35	175	
The Office's demonstrated ability and proposed approach to meet content, aligned with specified E-Learn content as set forth in Supplement 1 and 2	30	1	30	2	100	35	175	
The Office's demonstrated ability and proposed approach to meeting the requirements for test responses	30	2	20	25	25	3	30	
The Office's demonstrated ability and proposed approach to adding the requirements for analytics	30	2	20	2	20	3	30	
ANALYTICS								
The Office's demonstrated ability and proposed approach to the analytics requirements	30	2	60	25	75	3	90	
The Office's demonstrated ability and proposed approach to the standard testing requirements	30	2	60	2	60	3	90	
The Office's demonstrated ability and proposed approach to the multiple-choice requirements	30	15	45	3	90	35	105	

Scoring cont'd

TABLE 2 - RENEWAL TERM PRICING

With an "*****" (2012 - 2013) are renewal the options. Total possible cost points for renewal year price per exam will be allotted a total possible point value of 160 points offered for the second Contract term. Points shall be distributed as follows:

PERCENTAGE (% OF FIRST TERM WEIGHTED AVERAGE TOTAL PRICE)	COST POINT VALUES
100%	0
95%	15
90 %	35
80 %	60
75 %	80
70 %	135
69 % or Less	160

1. The percentage (%) of first term weighted average extended total price for years 2012 – 2013 presented above in Table 2, proportionate rounded cost values will be applied. All costs and quoted costs shall be reflected in U. S. Dollars.]

COST SUMMARY FORM - ADDITIONAL COST FOR OPTIONAL AND ENHANCED FEATURES/SERVICES
Offerer's "Net-to-Exceed Fixed Price"
Mid-Session 2012-2013

TABLE 3 - ADDITIONAL COST FOR OPTIONAL AND ENHANCED FEATURES/SERVICES

DESCRIPTION	WEIGHT	ADDITIONAL COST PER TEST	EXTENDED PRICE (\$)
1. Scoring and reporting of the entire test on an expedited basis (within two (2) weeks)	.2		
2. Scoring and reporting of the entire test on an expedited basis (within two (2) weeks)	.2		
3. Scoring and reporting of any the multiple choice responses on an expedited basis (remaining test items scored on a more extended time period)	.176		
On-line test administration	.176		
Data and Statistics Module	.026		
Derivative Processes Module	.026		
Probability Module	.026		
Trigonometry Module	.026		
Matrices Module	.026		
Conics Module	.026		
Logarithms Module	.026		
4. Administration, scoring, and reporting of non-English language versions of the Exam (Spanish)	.026		
5. Administration, scoring, and reporting of Braille versions of the Exam	.026		
6. Administration, scoring, and reporting of audio versions of the Exam	.026		
WEIGHTED AVERAGE EXTENDED TOTAL PRICE (\$)	1.00		

Each category has been weighted according to expected usage and/or importance. The additional cost shall be presented as cost per test. Costs must be identified by category for the line items identified. Total possible cost points for this category is 160 points.

Scoring cont'd

pricing should be commensurate with related underlying costs and that materially unbalanced Cost Proposals that seek to recover cost

TOTAL COST POINTS

COST TABLE	ACT	DRC	PEARSON
TABLE 1	319.4	401.6	580
TABLE 2	0	15	60
TABLE 3	0 (NON-RESPONSIVE)	79.9	100
TABLE 4	20	20	20
COST POINT TOTAL	339.4	516.5	760

Uniqueness & Service Improvement

- Individual state legal requirements
- Options
- Policies



Source Selection

- Multiple states

In summer 2006, 9 states collaborated on the development of an RFP for the Algebra II Project:

Arkansas, Indiana, Kentucky, Maryland, Massachusetts, New Jersey, Ohio, Pennsylvania, and Rhode Island

- Ohio acted as "lead state" in unprecedented multi-state procurement arrangement
- Contractor (Pearson) selected in Feb, 2007
- 5 additional states join in 2007: Arizona, Hawaii, Minnesota, North Carolina, and Washington

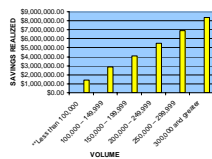


More states expressing interest in the exam joining the consortium...



Getting closer???

- Security
- Negotiations



Contract Administration

- Multiple players
- New States

- Algebra I



Lesson Learned

- Politics/Leadership
- Procurement + program
- Time



Lesson Learned (cont'd)

- Data Collection
- Roles and responsibilities

- Flexibility/Cooperation/Good will