

**RFP TEMPLATE PUBLISHED BY DEPARTMENT OF JUSTICE AND  
DEPARTMENT OF ADMINISTRATIVE SERVICES**

**STATE OF NEW HAMPSHIRE  
DEPARTMENT OF EDUCATION  
Assessing and Evaluating the Statewide Delivery Model for NH Career &  
Technical Education**

**RFP2019-BCD-2019-001**

**Section 1 – Overview and Schedule**

**A. Executive Summary**

The Department of Education (DOE) is issuing this RFP for services in the development of a state-wide plan to increase student access to CTE education. The current operational model results in significant participation disparity among students who attend a New Hampshire public high school with a career technical center and those students who participate from sending schools.

The major content areas of the plan will include strategic and operational planning elements. Strategic planning elements include analyses of economic and workforce factors and evaluation of current models of CTE education. Operational planning elements include State strategy implementation, State operating systems and policies, and program-specific requirements. The plan should include a minimum of three scenarios to structure programs and education sites that will increase access and improve equity.

Funding for the services solicited through this RFP are State Perkins Funds through the US Department of Education. All the terms and conditions applicable for the use of federal funds, as outlined in the OMB Uniform Guidance shall be applied to any contract resulting from this RFP process.

**B. Schedule**

The following table provides a Schedule of Events for this RFP through contract finalization and approval. The Agency reserves the right to amend this Schedule at its sole discretion and at any time through a published Addendum.

<b>EVENT</b>	<b>DATE</b>	<b>LOCAL TIME</b>
RFP Released to Proposers (Advertisement)	October 7, 2019	
Proposer Inquiry Period Ends	October 14, 2019	4:00 PM
Final Agency Responses to Proposer Inquiries	October 18, 2019	4:00 PM
Proposers Submit Proposals	October 28, 2019	2:30 PM
Estimated Notification of Selection and Begin Contract Negotiations	November 11, 2019	

## **Section 2 - Description of Agency/Program Issuing the Request for Proposals**

The New Hampshire Department of Education, Division of Learner Support, Bureau of Career Development [hereinafter referred to as DOE/BCD] is the State Agency designated by the Governor of New Hampshire to serve as the grant recipient for Perkins V funds allocated through the Strengthening Career and Technical Education for the 21<sup>st</sup> Century Act of 2018. To learn more about DOE visit [www.education.nh.gov](http://www.education.nh.gov)

The Bureau of Career Development provides leadership and support for the career and technical education (CTE) system at both secondary and postsecondary levels. This system provides education in career pathways leading to further education and employment opportunities.

Activities include, but are not limited to:

- Managing the use of federal CTE funds for program improvement at secondary and postsecondary institutions;
- Supporting career guidance through the development and implementation of career pathway plans of study (CPPOS) that document secondary to postsecondary education connections;
- Overseeing a system of 28 secondary regional career and technical centers and sub-centers;
- Making provisions for the delivery of apprenticeship related instructions;
- Evaluating and approving the renovation of facilities at the secondary regional CTE centers;
- Carrying out federal and state laws, rules and regulations pertaining to CTE in New Hampshire.

## **Section 3 – Proposed Scope of Work**

The Bureau of Career Development is seeking proposals from individuals and/or entities [hereinafter referred to as the Contractor] experienced in program evaluation at a strategic and operational level. There is specifically not a requirement that the vendor has an exclusive education background, as the goal is to infuse this project with thinking from other domains..

The Contractor will conduct an evaluation of the current structure of CTE in New Hampshire and provide facilitation, planning and technical support to develop a plan to include a minimum of three scenarios to structure CTE programs across the state. In this evaluation, it will be imperative to identify the actual and implicit barriers that prevent participation in CTE programs. For example, public high schools that host CTE centers have much higher participation rates than sending high schools. Among public high schools with CTE centers, the level of participation varies. There are also barriers established as a result of schedule differences among sending and receiving schools and course scheduling conflicts. The goal is to minimize barriers for students accessing CTE educational opportunities.

The Contractor will be responsible for conducting the following activities and/or deliverables:

- Review and evaluation of current structure and delivery models
  - Contractor will be expected to visit centers to identify strengths and challenges of the current delivery model
  - Contractor will also visit some traditional high schools that, while not officially CTE centers, offer certain CTE programs to their students in the traditional high school setting.
  - Understand other state delivery models and possible application of some of those model components in New Hampshire

- Facilitate stakeholder meetings
  - Contractor will work with staff to identify stakeholders and respective roles
  - Contractor will facilitate the discussion among meeting participants to obtain input, resolve differences and keep the process moving forward
  - Contractor will propose the minimum number of facilitated sessions recommended to achieve the desired outcomes, based on the Contractor's experience with projects of similar size and scope
- Strategic plan development
  - Based on document and site reviews, local and regional data, and community engagement, the Contractor will develop a plan to submit to the Commissioner of Education by May 1, 2020.

## **Section 4 – Process for Submitting a Proposal**

### **A. Proposal Submission, Deadline, and Location Instructions**

Proposals submitted in response to this RFP must be received by the [Agency], no later than the time and date specified in the Schedule section, herein. Proposals may be submitted by U.S. Mail, Delivery Service, In Person, Electronic Proposals must be addressed to:

**State of New Hampshire**  
**Department of Education**  
 c/o  
**Eric Frauwirth**

Proposals must be clearly marked as follows:

**STATE OF NEW HAMPSHIRE**  
  
**RESPONSE TO RFP2019-BCD-2019-001**  
**Assessing and Evaluating the Statewide Delivery Model for NH Career & Technical Education**

Unless waived as a non-material deviation in accordance with Section 6B, late submissions will not be accepted and will be returned to the proposers unopened. Delivery of the Proposals shall be at the Proposer's expense. The time of receipt shall be considered when a Proposal has been officially documented by the Agency, in accordance with its established policies, as having been received at the location designated above. The Agency accepts no responsibility for mislabeled mail or mail that is not delivered or undeliverable for whatever reason. Any damage that may occur due to shipping shall be the Proposer's responsibility.

All Proposals submitted in response to this RFP must consist of at least:

- a) One (1) original and one (1) clearly identified copy of the Proposal, including all required attachments; or
- b) One (1) original copy of the Proposal, including all required attachments contained on digital media such as flash drive; or
- c) One electronic copy of the Proposal including all required attachments submitted via email

Proposers who are ineligible to bid on proposals, bids or quotes issued by the Department of Administrative Services, Division of Procurement and Support Services pursuant to the provisions of RSA 21-I:11-c shall not be considered eligible for an award under this proposal.

## **B. Proposal Inquiries**

All inquiries concerning this RFP, including but not limited to, requests for clarifications, questions, and any changes to the RFP, shall be submitted via email to the following RFP designated Points of Contact:

TO: eric.frauwirth@doe.nh.gov

CC: frank.edelblut@doe.nh.gov

Inquiries must be received by the Agency's RFP Points of Contact no later than the conclusion of the Proposer Inquiry Period (see Schedule of Events section, herein). Inquiries received later than the conclusion of the Proposer Inquiry Period shall not be considered properly submitted and may not be considered.

The Agency intends to issue official responses to properly submitted inquiries on or before the date specified in the Schedule section, herein; however, this date is subject to change at the Agency's discretion. The Agency may consolidate and/or paraphrase questions for sufficiency and clarity. The Agency may, at its discretion, amend this RFP on its own initiative or in response to issues raised by inquiries, as it deems appropriate. Oral statements, representations, clarifications, or modifications concerning the RFP shall not be binding upon the Agency. Official responses by the Agency will be made only in writing by the process described above. Vendors shall be responsible for reviewing the most updated information related to this RFP before submitting a proposal.

## **C. Restriction of Contact with Agency Employees**

From the date of release of this RFP until an award is made and announced regarding the selection of a Proposer, all communication with personnel employed by or under contract with the Agency regarding this RFP is forbidden unless first approved by the RFP Points of Contact listed in the Proposal Inquiries section, herein. Agency employees have been directed not to hold conferences and/or discussions concerning this RFP with any potential contractor during the selection process, unless otherwise authorized by the RFP Points of Contact. Proposers may be disqualified for violating this restriction on communications.

## **D. Validity of Proposal**

Proposals must be valid for one hundred and eighty (180) days following the deadline for submission of Proposals in Schedule of Events, or until the Effective Date of any resulting Contract, whichever is later.

## **SECTION 5 - Content and Requirements for a Proposal**

Proposals shall follow the below format and provide the required information set forth below:

General information:

Company profile/background

Key personnel to be involved in the project (submission of resumes is acceptable)

References (minimum of 3) for similar projects undertaken

Specific information

Project plan / timeline to include:

Review of current model

Travel expectations

Stakeholder meetings

Submission of strategic plan

Cost proposal

## **SECTION 6 – Evaluation of Proposals**

### **A. Criteria for Evaluation and Scoring**

Each responsive Proposal will be evaluated and considered with regard to the following criteria:

- **Solution Proposed (30 pts):** The contractor understands the issues that might create barriers to access to CTE programs, making connections both within and outside of education domains. The contractor will demonstrate creativity and innovation in looking at the issues from unique perspective, including the transference of solutions from other domains to the education domain.
- **Qualifications and Experience (30pts):** The contractor will have worked on and had demonstrated success in complex strategic and operational analyses, including specific experiences of team members who will participate in and support the project. Added weight will not be awarded solely on the basis of education specific experience. Demonstration of the ability to develop various alternative options would also support the contractor's demonstrated experience.
- **Technical Expertise (30 pts):** The contractor will demonstrate an understanding of CTE education and the process for delivery of that education, including delivery to a diverse constituency of high school students that tend to be well versed in modern technology and educators who have widely varying backgrounds in education. The proposal should offer perspective on how success of the programs can be objectively evaluated.
- **Cost (10 pts):** The program will be evaluated on the cost effectiveness of the proposal.

If the Agency, determines to make an award based on these evaluations, the Agency will notify the selected Proposer(s). Should the Agency be unable to reach agreement with the selected Proposer(s) during Contract discussions, the Agency may then undertake Contract discussions with the next preferred Proposer and so on, or the Agency may reject all proposals, cancel this RFP, or solicit new Proposals under a new acquisition process.

The Agency will use a scoring scale of 110 points, a maximum of 10 points awarded based on the Price Proposal, a maximum of 100 points awarded for the Technical Proposal, which will be distributed as set forth in the table below.

CATEGORIES	POINTS
<ul style="list-style-type: none"> <li>• Solution Proposed: The contractor understands the issues that might create barriers to access to CTE programs, making connections both within and outside of education domains. The contractor will demonstrate creativity and innovation in looking at the issues from unique perspective, including the transference of solutions from other domains to the education domain.</li> </ul>	<b>30</b>
<ul style="list-style-type: none"> <li>• Qualifications and Experience: The contractor will have worked on and had demonstrated success in complex strategic and operational analyses, including specific experiences of team members who will participate in and support the project. Added weight will not be awarded solely on the basis of education specific experience. Demonstration of the ability to develop various alternative options would also support the contractor’s demonstrated experience.</li> </ul>	<b>30</b>
<ul style="list-style-type: none"> <li>• Technical Expertise: The contractor will demonstrate an understanding of CTE education and the process for delivery of that education, including delivery to a diverse constituency of high school students that tend to be well versed in modern technology and educators who have widely varying backgrounds in education. The proposal should offer perspective on how success of the programs can be objectively evaluated.</li> </ul>	<b>30</b>
<ul style="list-style-type: none"> <li>• Cost: The program will be evaluated on the cost effectiveness of the proposal.</li> </ul>	<b>10</b>
<b>TOTAL POTENTIAL MAXIMUM POINTS AWARDED</b>	<b>100</b>
[Add any additional categories]	

The Agency will select a Proposer based upon the criteria and standards contained in this RFP and from applying the weighting in this section. Oral interviews and reference checks, to the extent they are utilized by the Agency, will be used to refine and finalize scores.

### **B. Planned Evaluations**

The Agency plans to use the following process:

- Initial screening to ensure that the Proposals are in compliance with submission requirements;
- Preliminary evaluation of the Proposals;
- Oral interviews and Product Demonstrations (if necessary);
- Final Evaluation of Technical Proposals and scoring;
- Review of Price Proposals and final scoring;
- Best and Final Offer (BAFO) if appropriate; and
- Select the highest scoring Proposer (s) and begin contract negotiation.

### **C. Initial Screening**

The Agency will conduct an initial screening step to verify Proposer compliance with the technical submission requirements set forth in the RFP and the minimum content set forth in Section 5 of this RFP. The Agency may waive or offer a limited opportunity to cure immaterial deviations from the RFP requirements if it is determined to be in the best interest of the State.

## **D. Preliminary Technical Scoring of Proposals**

The Agency will establish an evaluation team to initially score the Technical Proposals. This evaluation team will review the technical proposals and give a preliminary score to the technical proposals under the guidelines set forth in Section 6. Price Proposals will remain sealed during the preliminary technical review.

## **E. Oral Interviews and Product Demonstrations**

If the Agency determines that it is appropriate, proposers may be invited to oral interviews and/or product demonstrations including demonstrations of any proposed automated systems or technology components. The Agency retains the sole discretion to determine whether to conduct oral interviews, with which proposers; and the number of interviews. Proposers are advised that the Agency may decide to conduct interviews with less than all responsive proposers.

The purpose of oral interviews and product demonstrations is to clarify and expound upon information provided in the written Proposals. Proposers are prohibited from altering the basic substance of their Proposals during the oral interviews and product demonstrations. The Agency may ask the Proposer to provide written clarifications of elements in their Technical Proposal regardless of whether it intends to conduct Oral Interviews.

Information gained from oral interviews and product demonstrations will be used to refine technical review scores assigned from the initial review of the Proposals.

## **F. Final Technical Scoring of Proposals**

Following Oral Interviews, Product Demonstrations, Reference Checks (if appropriate) and/or review of written clarifications of proposals requested by the Agency, the evaluation team will determine a final score for each Technical Proposal.

## **G. Price Proposal Review**

Price proposals will be reviewed upon completion of the final technical scoring of proposals. The Proposer's Price Proposal will be allocated a maximum potential score of 10 points. Proposers are advised that this **is not a low bid award** and that the scoring of the price proposal will be combined with the scoring of the technical proposal to determine the overall highest scoring Proposer.

The following formula will be used to assign points for costs:

## **H. No Best and Final Offer**

The Proposal should be submitted initially on the most favorable terms which the proposer can offer. There will be no best and final offer procedure. The Proposer should be prepared to accept this RFP for incorporation into a contract resulting from this RFP. Contract negotiations may incorporate some or all of the Proposal.

## **I. Rights of the Agency in Accepting and Evaluating Proposals**

The Agency reserves the right to:

- Make independent investigations in evaluating Proposals;
- Request additional information to clarify elements of a Proposal;
- Waive minor or immaterial deviations from the RFP requirements, if determined to be in the best interest of the State;
- Omit any planned evaluation step if, in the Agency's view, the step is not needed;
- At its sole discretion, reject any and all Proposals at any time; and
- Open contract discussions with the second highest scoring Proposer and so on, if the Agency is unable to reach an agreement on Contract terms with the higher scoring Proposer(s).

## **SECTION 7 – Terms and Conditions Related To The RFP Process**

### **A. RFP Addendum**

The Agency reserves the right to amend this RFP at its discretion, prior to the Proposal submission deadline. In the event of an addendum to this RFP, the Agency, at its sole discretion, may extend the Proposal submission deadline, as it deems appropriate.

### **B. Non-Collusion**

The Proposer's signature on a Proposal submitted in response to this RFP guarantees that the prices, terms and conditions, and Work quoted have been established without collusion with other Proposers and without effort to preclude the Agency from obtaining the best possible competitive Proposal.

### **C. Property of the Agency**

All material received in response to this RFP shall become the property of the State and will not be returned to the proposer. Upon Contract award, the State reserves the right to use any information presented in any Proposal.

### **D. Confidentiality of a Proposal**

Unless necessary for the approval of a contract, the substance of a proposal must remain confidential until the Effective Date of any Contract resulting from this RFP. A Proposer's disclosure or distribution of Proposals other than to the Agency will be grounds for disqualification.

### **E. Public Disclosure**

Pursuant to RSA 21-G:37, all responses to this RFP shall be considered confidential until the award of a contract. At the time of receipt of proposals, the Agency will post the number of responses received with no further information. No later than five (5) business days prior to submission of a contract to the Department of Administrative Services pursuant to this RFP, the Agency will post the name, rank or score of each proposer. In the event that the contract does not require Governor & Executive Council approval, the Agency shall disclose the rank or score of the Proposals at least 5 business days before final approval of the contract.



The content of each Proposer's Proposal shall become public information upon the award of any resulting Contract. Any information submitted as part of a response to this request for proposal (RFP) may be subject to public disclosure under RSA 91-A. In addition, in accordance with RSA 9-F:1, any contract entered into as a result of this RFP will be made accessible to the public online via the website Transparent NH (<http://www.nh.gov/transparentnh/>). However, business financial information and proprietary information such as trade secrets, business and financials models and forecasts, and proprietary formulas may be exempt from public disclosure under RSA 91-A:5, IV. If you believe any information being submitted in response to this request for proposal, bid or information should be kept confidential as financial or proprietary information; you must specifically identify that information in a letter to the agency, and must mark/stamp each page of the materials that you claim must be exempt from disclosure as "CONFIDENTIAL". A designation by the Proposer of information it believes exempt does not have the effect of making such information exempt. The Agency will determine the information it believes is properly exempted from disclosure. Marking of the entire Proposal or entire sections of the Proposal (e.g. pricing) as confidential will neither be accepted nor honored. Notwithstanding any provision of this RFP to the contrary, Proposer pricing will be subject to disclosure upon approval of the contract. The Agency will endeavor to maintain the confidentiality of portions of the Proposal that are clearly and properly marked confidential.

If a request is made to the Agency to view portions of a Proposal that the Proposer has properly and clearly marked confidential, the Agency will notify the Proposer of the request and of the date the Agency plans to release the records. By submitting a Proposal, Proposers agree that unless the Proposer obtains a court order, at its sole expense, enjoining the release of the requested information, the Agency may release the requested information on the date specified in the Agency's notice without any liability to the Proposers.

## **F. Non-Commitment**

Notwithstanding any other provision of this RFP, this RFP does not commit the Agency to award a Contract. The Agency reserves the right, at its sole discretion, to reject any and all Proposals, or any portions thereof, at any time; to cancel this RFP; and to solicit new Proposals under a new acquisition process.

## **G. Proposal Preparation Cost**

By submitting a Proposal, a Proposer agrees that in no event shall the Agency be either responsible for or held liable for any costs incurred by a Proposer in the preparation of or in connection with the Proposal, or for Work performed prior to the Effective Date of a resulting Contract.

## **H. Ethical Requirements**

From the time this RFP is published until a contract is awarded, no bidder shall offer or give, directly or indirectly, any gift, expense reimbursement, or honorarium, as defined by RSA 15-B, to any elected official, public official, public employee, constitutional official, or family member of any such official or employee who will or has selected, evaluated, or awarded an RFP, or similar submission. Any bidder that violates RSA 21-G:38 shall be subject to prosecution for an offense under RSA 640:2. Any bidder who has been convicted of an offense based on conduct in

violation of this section, which has not been annulled, or who is subject to a pending criminal charge for such an offense, shall be disqualified from bidding on the RFP, or similar request for submission and every such bidder shall be disqualified from bidding on any RFP or similar request for submission issued by any state agency. A bidder that was disqualified under this section because of a pending criminal charge which is subsequently dismissed, results in an acquittal, or is annulled, may notify the department of administrative services, which shall note that information on the list maintained on the state's internal intranet system, except in the case of annulment, the information, shall be deleted from the list.

## **I. Challenges on Form or Process of the RFP**

Any challenges regarding the validity or legality of the form and procedures of this RFP, including but not limited to the evaluation and scoring of Proposals, shall be brought to the attention of the Agency at least ten (10) business days prior to the Proposal Submission Deadline. By submitting a proposal, the Proposer is deemed to have waived any challenges to the agency's authority to conduct this procurement and the form and procedures of this RFP.

## **Section 8 – Contract Terms and Award**

### **A. Non-Exclusive Contract**

Any resulting Contract from this RFP will be a non-exclusive Contract. The State reserves the right, at its discretion, to retain other Contractors to provide any of the Services or Deliverables identified under this procurement or make an award by item, part or portion of an item, group of items, or total Proposal.

### **Award**

If the State decides to award a contract as a result of this RFP process, any award is contingent upon approval of the Contract by Governor and Executive Council of the State of New Hampshire and upon continued appropriation of funding for the contract.

### **B. Standard Contract Terms**

The Agency will require the successful bidder to execute a Not to Exceed Contract using the Standard Terms and Conditions of the State of New Hampshire which is attached as Appendix A.

The Term of the Contract will be for 1 year from the date of approval. The contract term may be extended by an additional term of 1 year at the sole option of the State, subject to the parties' prior written agreement on terms and applicable fees for each extended term. contingent upon satisfactory vendor performance, continued funding and Governor and Executive Council approval.

To the extent that a Proposer believes that exceptions to the standard form contract will be necessary for the Proposer to enter into the Agreement, the Proposer should note those issues during the Proposer Inquiry Period. The Agency will review requested exceptions and accept, reject or note that it is open to negotiation of the proposed exception at its sole discretion. If the Agency accepts a Proposer's exception the Agency will, at the conclusion of the inquiry period, provide notice to all potential proposers of the exceptions which have been accepted and indicate

that exception is available to all potential proposers. Any exceptions to the standard form contract that are not raised during the proposer inquiry period are waived. In no event is a Proposer to submit its own standard contract terms and conditions as a replacement for the State's terms in response to this solicitation.