



# Early Childhood Grant Discovery

**DATE**

Sept 27, 2023

**PRESENTED BY:**

Bulb Digital

2090 Celebration Dr.  
Suite 204B  
Grand Rapids, MI 49525

**PRESENTED FOR:**

Kent ISD

2930 Knapp St. NE  
Grand Rapids, MI 49525

## EXECUTIVE OVERVIEW

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Kent ISD has received a grant aimed toward helping childcare providers more easily get connected with those in need of childcare. This effort likely requires a fair amount of technology help, and as a first step to the process, the ISD would like Bulb Digital to help plan and architect the technology needs for an end solution.

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### Key Project Objectives

- Research to understand user needs
- Identify ways to resolve the identified needs
- Identify key features of the technology required

## **About Bulb Digital**

We are Bulb Digital, a Workplace Technology Consultancy. We help businesses use modern technology to improve how they work. We do this by showing them how to better communicate and collaborate with their colleagues, and by building custom apps and automating processes.

This leads to happier employees, increased engagement, and more efficient operations. Think of us as your technology partner for building a better workplace.

We are a team of 11, which includes 3 partners, a handful of technologists and a project manager.

We have helped more than 25 happy clients, connected more than 75,000 employees through workplace transformation, and eliminated countless paper. Together we have more than 50 years of experience related to improving communication, collaboration, and automating business process.

## **Work With Kent ISD**

With more than 15 years of experience working with Kent ISD, we have led many technology efforts. These range from fixing broken apps, to architecting an intranet, to re-platforming applications to the latest industry standards and best practices. Some of these projects have been from grants as well.

The main project to note would be Our School Data. We've worked with the team at the ISD to develop an application that serves thousands of users monthly to report on student data, track student interventions, facilitate data entry for assessments, as well as configure customized assessments based on district standards to be tracked. We continue to support this application as well as add additional feature sets to this day.

## **Partnership**

We're excited to introduce Peopledesign as a potential partner for this grant project. Peopledesign specializes in creating user-centric solutions that drive growth by aligning business strategy with customer interactions.

Their proposed activities include stakeholder workshops, internal audits, user interviews, and benchmarking existing solutions in the space. They'll deliver a comprehensive Research Report and propose interaction concepts based on a gap analysis.

Peopledesign's impressive client list includes Adobe, Whirlpool, Spectrum Health, and Grand Valley State University, showcasing their experience across various sectors.

We believe Peopledesign's expertise will greatly enhance our project's success and look forward to evaluating this partnership as part of our proposal.

## **Our Approach**

This project would be targeted to take 6 months. This would consist of regular meetings, individual interviews, and focus groups aimed to gather as much information as reasonable to architect a software solution. Peopledesign will be working alongside Bulb Digital in the discovery process, and Bulb Digital will be responsible for articulating the final recommendations.

As a consultancy, our capacity varies over the course of the year, so short timeframe, focused engagements require scheduling and often months of lead time. Because the nature of this engagement would be spread across a longer period of time and be more of a slow burn, we're confident that we can reserve our team's capacity for this engagement with 3-4 weeks' notice. We will dedicate the required resources given the elongated timeline.

## **Deliverables**

- Research Summary
- Audience Journey Map
- High level Requirements

## Cost

This engagement will be conducted on a Fixed Bid basis. The total price for the Services pursuant to this SOW will be \$150,000 unless otherwise agreed to by both parties via the project change control procedure. A PCR will be issued specifying the amended value. Payment is required to schedule and start the project.

Our work is guaranteed. If at any point in our first 30 days you decide that we are not meeting the standards described herein, just request a refund and we'll send your money back, no questions asked.

This proposal is good for the time period required for the grant disbursements to be determined.

<b>Bill to Address</b>	<b>Client Contact</b>
2930 Knapp St. NE Grand Rapids, MI 49525	Kevin Philipps

## Agreement

This Statement of Work (SOW) is between Kent ISD and Bulb Digital, and is effective the date of signing. This SOW may be subject to the terms and conditions contained in a Standard Terms and Conditions Agreement between the parties and is made a part thereof. Any term not otherwise defined herein shall have the meaning specified in the Agreement. In the event of any conflict or inconsistency between the terms of this SOW and the terms of this Agreement, the terms of this SOW shall govern and prevail.

IN WITNESS WHEREOF, the parties hereto have caused this SOW to be effective as of the date of signing.

KENT ISD

BULB DIGITAL

By: \_\_\_\_\_

By: \_\_\_\_\_

Date:

Date:

Name:

Name:

Title:

Title: