



# Before and Afterschool Care Proposals Overview

May 26, 2020





# RFP Process, Generally

- Request for Proposals: a competitive, sealed process
- Allows for consideration of factors other than price
- Evaluation of offers must be made on basis of criteria stated in the RFP; external criteria may not be considered
- After initial evaluation here based on the stated criteria, best and final offers were requested from three vendors
- The District must award a contract to the responsible offeror whose proposal is most advantageous to the school district based on the stated criteria





# Proposal Response and Criteria for Scoring

- Five providers responded to the Request for Proposals (RFP)
- Criteria for Scoring:
  - Program fees (40 points)
  - Extended learning and child care for school age children, capacity to carry out services, record of performance, financial stability, etc. (35 points)
  - Programs offered to students (20 points)
  - Contractor summary and responsiveness of the proposal (5 points)





	AlphaBest Education, Inc.	Community Extension Services, Inc.	Innovation Learning, LLC	KCE Champions	Right At School, LLC
Before and After School Care (per wk)	\$100	\$115	\$105	\$96	\$94.50
Preschool Tuition	\$167.50	\$175.00	?	\$167.50	\$167.50
Registration Fee	\$50 per family	?	\$59.99	\$50	\$25
Employee Discount	20%	10% (free to CEP employees)	50%	20%	50%
Scholarships	Yes, 3% of total revenue	Yes	Some, sliding scale	5% net revenue	Varies by district
Benefits to District	12% revenue share	Local provider, long standing	Employees give 10 hours a month to the school	Cognia/Advanc Ed accredited	AASA endorsed



	AlphaBest Education, Inc.	Community Extension Services, Inc.	Innovation Learning, LLC	KCE Champions	Right At School, LLC
Programming for students	<ul style="list-style-type: none"><li>• STEM focus/Coding/Engineering/Robotics</li><li>• Maker space</li><li>• Dramatic and visual arts</li><li>• Fitness/wellness</li><li>• World Languages</li><li>• National Awards</li><li>• Enrichment Zone rotations</li><li>• Homework support</li><li>• Project based learning</li><li>• Clubs</li></ul>	<ul style="list-style-type: none"><li>• Offers STEM</li><li>• Homework help</li><li>• Educational opportunities</li><li>• Recreational activities</li><li>• Social emotional learning</li></ul>	<ul style="list-style-type: none"><li>• Offers STEM</li></ul>	<ul style="list-style-type: none"><li>• STEM/Engineering/Coding</li><li>• Art/Design</li><li>• Homework help</li><li>• Fitness</li><li>• Thematic units</li><li>• Open interest areas</li><li>• SEL/Sanford Harmony</li></ul>	<ul style="list-style-type: none"><li>• STEM</li><li>• SEL/CASEL</li><li>• Curricular themes</li></ul>
All vendors reimburse the district for the cost of utilities. All vendors are DES approved.					



# Proposal Consensus Scores/Points

1. AlphaBest Education, Inc. (87 points)
2. KCE Champions, LLC (86 points)
3. Right At School, LLC (74 points)
4. Innovation Learning, LLC (69 points)
5. Community Extension Programs, Inc. (64 points)





# Top Proposal

## AlphaBest Education, Inc.

- Strong nationally known company, financially stable
- Currently operating in over 400 schools, 45 districts
- Awards for best provider of child care
- Will hire locally, promises to recruit from existing employees of current provider
- Comprehensive training program for all staff
- Extensive program offerings for children
- Rotating themes “zones” (Tech Arts & STEM, Language-World Culture-Literacy, Arts-Drama-Movement-Music, Fitness, SEL, Project Based Learning, Maker Space, Clubs)
- Daily homework assistance
- Ready to begin transition process tomorrow



# Questions?

