

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO NEGOTIATE NO. ITN-24-026-YG –
CUSTOMIZABLE CLOUD-BASED ASYNCHRONOUS
PROFESSIONAL LEARNING PLATFORM**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL
PRACTICES**

Procurement Management Services, at the request of the Office of Professional Learning and Career Development, released the above-referenced solicitation on April 16, 2025, with the bid opening subsequently held on June 26, 2025. The purpose of this Invitation to Negotiate (ITN) is to establish a contract with a qualified proposer to provide a customizable cloud-based 24/7 asynchronous professional learning platform that will deliver online self-paced and virtually facilitated course content and professional learning resources, inclusive of AI-powered features to enhance the learning experience. This initiative aims to provide educators with continuous professional learning opportunities to improve teaching quality and student outcomes. This ITN was advertised on the Procurement Management Services website and Euna OpenBids (formerly DemandStar). This contract impacts all District employees across the District, which breaks down to approximately \$14.41 per employee during the first year of the contract based on the estimated annual contract amount of \$500,000, and approximately \$5.76 per employee for each subsequent one-year period based on the estimated annual contract amount of \$200,000. The solicitation was shared with the District's Office of Education and Economic Access (OEEA) for additional community outreach.

The initial term of the bid shall be for a three (3) year period, commencing upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year periods, and if needed, an additional ninety (90) days beyond the expiration of the renewal period.

Fourteen (14) vendors responded to this advertised bid and two (2) were deemed non-responsive. Based on the criteria listed in the solicitation, the Selection Committee's recommendation, oral presentations, Q&A session, results of a sandbox testing environment by the Selection Committee and a working group session from various potential District users, one (1) vendor is being recommended for award as described below.

The Selection Committee recommended, by consensus vote, to move forward with the two (2) firms deemed most responsive and qualified based on the advertised evaluation criteria: Agni Corporation, Inc. dba Full Potential Learning Academy (FPLA) and FocalPointK12, LLC. In the event the District is unable to meet mutually agreed upon terms with Agni Corporation, Inc. dba Full Potential Learning Academy (FPLA), the Selection Committee voted to select, negotiate and execute a contract with FocalPointK12, LLC.

This item and all related solicitation components fully comply with all applicable federal, state and local laws.

Fund Source

Title II and Teachers Choice Grants

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. AWARD INVITATION TO NEGOTIATE NO. ITN-24-026-YG – CUSTOMIZABLE CLOUD-BASED ASYNCHRONOUS PROFESSIONAL LEARNING PLATFORM, to provide a customizable cloud-based 24/7 asynchronous professional learning platform that will deliver online self-paced and virtually facilitated course content and professional learning resources, inclusive of AI-powered features to enhance the learning experience, for an initial term of three (3) years effective upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for two (2) additional one (1) year renewal periods thereto and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract execution as follows:

Most Responsive and Qualified Proposer:

A. AGNI CORPORATION, INC. DBA FULL POTENTIAL
LEARNING ACADEMY (FPLA)
9021 SW 94TH STREET, UNIT 510
MIAMI, FL 33176
OFFICER: SUBBARAYAN R. POCHI

SUBCONTRACTOR:
QUADRIC IT LLC
18316 SW 4TH STREET
PEMBROKE PINES, FL 33029
OFFICER: DIVYA JAYASRI THATAVARTHY

Second Most Responsive and Qualified Proposer:

B. FOCALPOINTK12, LLC
7901 4TH STREET NORTH, SUITE 300
ST. PETERSBURG, FL 33702
OFFICER: KIRANKUMAR ATHOTA

2. **AUTHORIZE** the Superintendent to purchase up to an estimated total of \$500,000 for Year 1 of the contract, and \$200,000 for Years 2 and 3, for a total of \$900,000 for the initial three (3) year contract term, and an estimated annual amount not to exceed \$200,000, for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amounts shown will be expended.