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Notice of Single Source Procurement

In accordance with Florida Department of Education, Rule 6A-1.012, Purchasing Policies, Section (12)(d), this notice provides an opportunity for prospective vendors to provide information regarding their ability to supply the product described in this notice.

The following will be posted for seven (7) business days.

Date: November 5, 2019

Requisition Number: 1000856379

Buyer: Delvin Padilla
Procurement Management Services
1450 NE 2nd Avenue, Suite 650
Miami, Florida 33132
Please contact: dpadilla@dadeschools.net

General Description of Product: Labor Insight™ platform for Career & Technical Education that are being provided by Burning Glass Technologies.



October 22nd, 2019

Claudelle St Come
Curriculum Specialist, Career and Technical Education
Miami Dade County Public Schools
cstcome@dadeschools.net
(305) 995-1000

Subject: Sole Source Justification Letter-Burning Glass' Labor Insight Platform.

Dear Claudelle,

Thank you for the opportunity to partner with the Miami Dade County Public Schools in the context of Burning Glass' web-based, SaaS platform: **Labor Insight**. The following letter describes how this product is unique in the marketplace and contains proprietary datasets, analytics and software functionalities that are not available through any other providers.

The **Labor Insight** web-based, software platform is an exclusive, proprietary product of Burning Glass International, Inc. Burning Glass does not have any other companies who are resellers of this platform.

Burning Glass' **Labor Insight** has unique features and capabilities:

1. Most comprehensive job posting dataset in one product
 - Burning Glass products are built from data of nearly 1 billion unique job postings dating back to 2010 which span approximately 90% of all job ads posted by employers in the United States. Additionally, Burning Glass's data aggregation process inserts more than 1 million new, unique job ads daily.
 - Insights available in the Burning Glass products also derive insights from 225+ million resume profiles which equate to approximately 1 resume profile for 30% of the U.S. workforce today aged 20-55 years in 2018.
2. The products themselves benefit from Burning Glass' unique and patented job post data-mining and data-parsing methodologies

Burning Glass has developed a patented approach to mining and parsing data from job postings that digs below job titles and keywords to capture detailed information on the job market based on specific skills, credentials, employers and locations. No other provider in the market has as accurate job posting parsing.

3. Proprietary Data Taxonomies and Data *Crosswalks* unique to Burning Glass.

Burning Glass' products draw from four proprietary data taxonomies/cross-walks:

- 1) Burning Glass has patent-protected, proprietary occupational data taxonomy,



- 2) Burning Glass has a proprietary Occupation-to-Program of Study, data crosswalk
- 3) Burning Glass has a proprietary Occupation-to-Industry NAIC Code, data crosswalk,
- 4) Burning Glass has proprietary skills and certificates data taxonomies

Burning Glass maintains the accuracy and alignment of its data taxonomies and crosswalks with the evolution of new types of jobs and skills entering into the labor market, as well as the types of programs public/private institutions are developing and delivering to learners. Burning Glass reviews and updates its proprietary data taxonomies and data cross-walks quarterly.

- 4. Burning Glass is not aware of any other platforms that provide users with the combination of data and analysis of our **Labor Insight** software tool (per the tables below).

Data Sets in Burning Glass’ Web-Based Products

	Description	Labor Insight
1.	Burning Glass collects 1 million new jobs postings daily from more than 45,000 private and public employer websites, and 5,000 job boards.	X
2.	Provides access to a variety of published government labor market data from the Bureau of Labor Statistics and the U.S. Census in addition to real-time labor market data	X

Data Taxonomies:

	Feature Description	Labor Insight
1.	Provides access to a unique occupation taxonomy that is updated annually to stay aligned with emerging occupations and jobs in fast changing labor markets. This taxonomy is called Burning Glass Occupations. Our taxonomies include over 1,200 Occupations.	X
2.	Provides access to a unique skills taxonomy that includes more than 16,000 skills. Burning Glass’ skills taxonomy is regularly updated so that it stays aligned with the emerging new skills and competencies currently in demand by all types of jobs, employers, and industries.	X
3.	Provides access to our unique certification taxonomy that includes and tracks more than 5,000 industry certifications and licensure credentials.	X

Please let me know if we can provide further information.

Sincerely,
-Ian

Ian Vogler | Director of Higher Education Partnerships
P +1 (617) 874-5920
ivogler@burning-glass.com