

00:01:55,600 --> 00:01:57,400
>> We're ready to go.
Okay.

1

00:01:57,600 --> 00:01:59,700
Great.
So I'm going to do my usual thing which

2

00:01:59,900 --> 00:02:07,100
is to go through at a quick pace all the
items on the agenda, and I'll count on you

3

00:02:07,300 --> 00:02:11,900
to stop me and ask questions as we go along.
And I'll do them in order.

4

00:02:13,350 --> 00:02:16,800
The first one is an emergency
that actually I declared.

5

00:02:18,150 --> 00:02:23,700
It has to do with this is a mission
critical system because it's what we use

6

00:02:23,800 --> 00:02:26,700
for security operations
and it's relied upon --

7

00:02:32,550 --> 00:02:39,200
the states the Department of Criminal
Justice services directed DHRT, which

8

00:02:39,500 --> 00:02:45,000
is our HR department, to update the method of
data transmission from a dedicated trunk

9

00:02:45,200 --> 00:02:51,300
line to a Web line, and basically we would

10

have had to change over from Windows 7 in

11

00:02:51,700 --> 00:02:55,600
order to use any system that we were able
to find, including all the vendors that

12

00:02:55,800 --> 00:03:02,200
were on the state's list other than the
one that we're using to meet the State's

13

00:03:02,400 --> 00:03:03,800
requirements with immediacy.

14

00:03:04,250 --> 00:03:10,400
We obviously weren't going to migrate off
the Windows system that was systemwide to
accommodate.

15

00:03:10,750 --> 00:03:12,500
This is the only one we could buy.

16

00:03:13,150 --> 00:03:18,500
And it had to be done virtually overnight;
and, hence, I authorized this emergency declaration.

17

00:03:19,150 --> 00:03:22,800
And the rest is just what
it costs for us to do it.

18

00:03:23,550 --> 00:03:27,200
So a rather unusual emergency.
Usually emergencies are associated with

19

00:03:27,500 --> 00:03:29,100
like getting bus services, something like that.

20

00:03:29,450 --> 00:03:32,700
In this case it was a technology buy.
But, again, it's a mission critical

21
00:03:32,900 --> 00:03:36,900
technology, it's for fingerprinting, and
we didn't have time to conduct the

22
00:03:37,000 --> 00:03:41,300
procurement, did an exhaustive search
for the vendors on the state's list

23
00:03:41,500 --> 00:03:45,600
and whatever others we could come up and
this is the only one that could do it.

24
00:03:47,950 --> 00:03:55,800
The next is four food distribution contracts
that we're asking to extend on

25
00:03:56,200 --> 00:03:58,000
an emergency basis.

26
00:04:00,350 --> 00:04:07,900
This is a fairly long story involved
here, which is described in this RA.

27
00:04:08,450 --> 00:04:13,600
I'll do my best to describe it in the
short version and welcome you all to ask questions.

28
00:04:14,350 --> 00:04:21,700
We issued a request for bids over a year
ago and we received six bids in response

29
00:04:22,000 --> 00:04:23,600
to that request for bids.

30
00:04:24,350 --> 00:04:29,700
The rules of engagement, as prescribed by
the bid itself, were that we were going to

31

00:04:30,000 --> 00:04:35,300
make awards in four items.
Each item was a geographic area.

32

00:04:35,700 --> 00:04:41,100
And we said that we were going to award to
no more than one vendor per geographic

33

00:04:41,500 --> 00:04:45,100
we would award no more than one
geographic area per vendor.

34

00:04:45,600 --> 00:04:51,300
So, in essence, we said we're going to
award four contracts pursuant to this bid.

35

00:04:53,850 --> 00:04:58,700
I will freely acknowledge that the strategy
of going down from the previous

36

00:04:59,000 --> 00:05:06,000
six areas, service areas to four, was
a strategy that proves problematic.

37

00:05:06,300 --> 00:05:09,500
I'm on the food distribution.
Food distribution. Yes.

38

00:05:09,850 --> 00:05:16,000
So I should say that the last time we bid
food, we bid it in six areas and we said

39

00:05:16,100 --> 00:05:17,800
nobody could win more than two areas.

40

00:05:18,850 --> 00:05:21,500
Going down to four proved problematic for us.

41

00:05:21,750 --> 00:05:24,500

We thought it would be a good thing.
There was a logic behind it.

42

00:05:24,700 --> 00:05:29,000
The logic was when we looked at some of
the smaller areas of the six, we were

43

00:05:29,100 --> 00:05:32,800
paying considerably more for food.
So we thought by going to four we would

44

00:05:33,300 --> 00:05:35,800
get greater economies of scale across the board.

45

00:05:36,450 --> 00:05:38,800
But it proved a problematic,

46

00:05:39,150 --> 00:05:42,600
arguably failed, strategy for the reason I'll
explain.

47

00:05:43,050 --> 00:05:44,700
We received six bids.

48

00:05:45,350 --> 00:05:50,200
One of the bidders was immediately
disqualified because well,

49

00:05:50,400 --> 00:05:53,800
not immediately, but they were disqualified
because one of the principles was involved

50

00:05:53,900 --> 00:05:57,000
in bid rigging at the department
over a decade ago.

51

00:05:57,350 --> 00:06:04,300
A second vendor was too small
to take an entire item.

00:06:04,650 --> 00:06:10,100 52
So just on those facts alone, you're down
to four vendors that could have possibly

00:06:10,400 --> 00:06:16,100 53
received awards on four items, which is
sort of not having competition, right?

00:06:16,300 --> 00:06:17,900 54
We would have been awarding to everyone,

00:06:18,250 --> 00:06:23,700 55
and there was a significant disparity
in price between the lowest two bidders,

00:06:24,050 --> 00:06:27,700 56
who we actually were willing to award to,

00:06:28,050 --> 00:06:29,600 57
and the two highest bidders.

00:06:30,050 --> 00:06:32,400 58
So [lost audio]

00:06:44,650 --> 00:06:48,000 59
the fact that I would come back to the
panel with a recommendation to award for

00:06:48,200 --> 00:06:52,800 60
one of the original four items
that we bid under the prior.

00:06:53,150 --> 00:06:57,700 61
And five new items which replaced the
three that were bid previously.

00:06:58,100 --> 00:06:59,600 62
So those five items are up for grabs.

00:06:59,950 --> 00:07:05,900 63
And as we did, if you go back a procurement
ago, we will be unwilling to

00:07:06,000 --> 00:07:09,100 64
award more than two items to any single vendor.

00:07:09,650 --> 00:07:15,100 65
Again, the strategy is that we don't want
to have any vendor or two vendors

00:07:15,200 --> 00:07:20,000 66
monopolizing the city, and that's why we
insist on having at least three awards.

00:07:21,050 --> 00:07:24,500 67
But at the same time we want to make sure
we have a competitive environment;

00:07:24,850 --> 00:07:28,100 68
and, hence, we went back out on
the street with procurement.

00:07:28,500 --> 00:07:33,500 69
So the long and the short is that we're
extending the predecessor, the contract

00:07:33,800 --> 00:07:36,600 70
that we've been operating under for
some time, which was the product of

00:07:36,800 --> 00:07:43,000 71
a competitive procurement that resulted in
the award to these four vendors so that we

00:07:43,200 --> 00:07:48,300 72
can complete the reprocurements of
the foodservices under the bid that we have

73
00:07:48,500 --> 00:07:49,900
currently on the street.

74
00:07:51,250 --> 00:07:52,600
Does that make sense to everybody?

75
00:07:53,250 --> 00:07:55,400
>> Yes.
>> Correct.

76
00:07:55,500 --> 00:07:56,900
>> [Indiscernible].

77
00:07:58,250 --> 00:07:59,700
>> To complete a new bid.

78
00:07:59,950 --> 00:08:03,300
It's enough time to complete a new bid.
We hope.

79
00:08:03,750 --> 00:08:08,600
I mean, we will now go through, we'll
be receiving bids and we'll go through

80
00:08:08,900 --> 00:08:11,000
qualification process for those bidders.

81
00:08:11,750 --> 00:08:15,200
I'm hoping I don't need to come back
for another emergency extension.

82
00:08:15,600 --> 00:08:19,900
So we're keeping ourselves on
a tight leash, so to speak.

83
00:08:20,100 --> 00:08:21,300
It's still an aggressive schedule.

00:08:22,050 --> 00:08:26,000
But I don't want to live under
the old contracts too long.

00:08:26,400 --> 00:08:29,400
So our hope is that we'll just get this
done and won't need to come back to you

00:08:29,600 --> 00:08:30,600
for another extension.

00:08:32,250 --> 00:08:33,600
>> I have a question.

00:08:35,850 --> 00:08:42,600
How come the one in Queens I mean,
how does it work in terms of region?

00:08:43,100 --> 00:08:49,200
So each one is just going to serve
schools in that area, right?

00:08:49,450 --> 00:08:52,000
>> Right.
>> Okay. Go ahead.

00:08:52,200 --> 00:08:54,300
>> Go ahead.
Ask your question.

00:08:54,400 --> 00:08:58,500
I'm sorry.
>> No, the one in Queens and Brooklyn are

00:08:58,700 --> 00:09:01,800
similar and the one that combines Manhattan
and Brooklyn are not that much

00:09:02,000 --> 00:09:04,100 94
more than those two boroughs.

00:09:05,550 --> 00:09:09,600 95
So I'm saying there's two boroughs
part of Brooklyn [lost audio].

00:09:12,750 --> 00:09:14,800 96
>> Actually under the current contracts,

00:09:16,150 --> 00:09:18,300 97
one of the vendors has Staten Island,

00:09:18,550 --> 00:09:24,000 98
which is a vendor by the name of Chefs Choice,
and their contract is considerably

00:09:24,200 --> 00:09:25,900 99
smaller than anybody else's.

00:09:29,150 --> 00:09:34,600 100
So, yeah, there are differences in size.
And I should say, you know, food we can

00:09:35,000 --> 00:09:38,800 101
spend a lot of time talking about food.
I don't want to answer questions you're

00:09:38,900 --> 00:09:42,300 102
not interested in having answered.
But, for example, we buy milk separately.

00:09:42,750 --> 00:09:46,700 103
We buy or I should say we buy milk
and dairy products separately.

00:09:47,250 --> 00:09:49,500 104
We buy fresh bread separately.

105
00:09:50,050 --> 00:09:56,300
And even the everything else which falls
under these contracts, these are food

106
00:09:56,500 --> 00:09:57,900
distribution suppliers.

107
00:09:58,350 --> 00:10:03,000
They purchase some food on our behalf and
bid on some foods on our behalf, but they

108
00:10:03,400 --> 00:10:07,600
also act as a supply logistics
company for other stuff.

109
00:10:07,700 --> 00:10:11,500
So when we know we're going to buy a lot
of certain commodities, certain items,

110
00:10:11,750 --> 00:10:16,700
we actually bid those ourselves under what we
call Manufacture Direct Items, and you'll

111
00:10:16,900 --> 00:10:18,500
see those on the panel from time to time.

112
00:10:19,050 --> 00:10:23,300
Those items are shipped from whoever
the winning bidders are to all of our food

113
00:10:23,600 --> 00:10:28,000
distribution suppliers who take that into
stock and then redistribute those

114
00:10:28,300 --> 00:10:34,300
commodities with others directly to the schools.
So the schools get consolidated delivery.

115
00:10:34,600 --> 00:10:37,400
The schools are getting three sets of delivery.
They get bread separately.

116
00:10:37,900 --> 00:10:41,600
They get milk and dairy products separately
and they get from these food

117
00:10:41,700 --> 00:10:46,000
distribution suppliers.
But we bid a lot of the stuff that comes

118
00:10:46,200 --> 00:10:49,900
through these food distribution suppliers
as well so that we achieve all the

119
00:10:50,300 --> 00:10:54,500
possible economies of scale on the
sort of big items that we buy.

120
00:10:55,050 --> 00:11:00,500
So it's a fairly complex system that I
think you'll sort of get more familiar

121
00:11:00,700 --> 00:11:04,000
over time on the panel.
But hopefully I've given you enough to go on.

122
00:11:04,500 --> 00:11:06,600
>> Thanks.
>> Okay.

123
00:11:07,650 --> 00:11:10,300
All right.
So that's that item.

124
00:11:10,950 --> 00:11:13,800
The next one is an emergency declaration

125

00:11:14,150 --> 00:11:20,200
to extend it's basically an additional
emergency declaration to add another 30

126

00:11:20,300 --> 00:11:26,000
days from exact same contracts that
I brought to you in the last panel,

127

00:11:26,400 --> 00:11:30,700
which was a 60 emergencies for 60 days.
The only reason this one comes back to

128

00:11:31,000 --> 00:11:35,500
you is it took some time to get these
contracts registered with the controller's office.

129

00:11:35,700 --> 00:11:39,800
Because they weren't registered, I had
to do we had to do one more 30 day

130

00:11:40,100 --> 00:11:43,200
extension on them.
They've now been registered, actually.

131

00:11:43,650 --> 00:11:46,400
So I'm not going to come back next month.

132

00:11:46,850 --> 00:11:53,400
But we do we are required to go back
to the panel if we don't have registered

133

00:11:53,600 --> 00:11:59,000
contracts in place by the end of the 60 days.
So that's why these are back.

134

00:11:59,250 --> 00:12:03,000
And anticipating the same question for
last time, all of these contracts are

135
00:12:03,200 --> 00:12:07,000
legacy contracts we did have.
>> Thank you.

136
00:12:07,250 --> 00:12:08,300
>> Sure.

137
00:12:08,650 --> 00:12:11,800
Next item is probably self explanatory.

138
00:12:12,050 --> 00:12:14,000
We have it's with Lehman College.

139
00:12:15,850 --> 00:12:19,000
And it's for use of their physical
education facilities and they also provide

140
00:12:19,200 --> 00:12:21,500
some services.
They employ skilled and trained

141
00:12:21,600 --> 00:12:24,800
instructors and student teachers to provide
all the necessary instruction for

142
00:12:25,000 --> 00:12:27,600
students in phys.
ed.

143
00:12:27,800 --> 00:12:31,800
We do gyms in a lot of different places
around the city that are not DOE.

144
00:12:31,900 --> 00:12:34,600
We do them as leases typically which
don't require panel approval.

145
00:12:34,800 --> 00:12:38,400

Because there is a service aspect to this one, this does require panel approval.

146

00:12:40,050 --> 00:12:44,400
Next item is with SCO Family Services.

147

00:12:45,850 --> 00:12:49,900
This is a program the highlight here is we're paying a relatively small

148

00:12:50,200 --> 00:12:51,200
fraction of the cost.

149

00:13:00,050 --> 00:13:05,000
...a million dollars DOE is just \$200,000 of that.

150

00:13:05,200 --> 00:13:07,000
ACS kicks in \$50,000 a year.

151

00:13:08,350 --> 00:13:13,900
What it does is it leverages an SCO facility where there are a lot of direct

152

00:13:14,200 --> 00:13:21,500
student services going on so that we're able to run these professional development

153

00:13:21,800 --> 00:13:26,800
services for about a thousand early childhood educators at this site.

154

00:13:27,200 --> 00:13:29,300
So it links this leadership institute with

155

00:13:30,250 --> 00:13:33,800
the student services that are taking place at this SCO facility.

156
00:13:35,850 --> 00:13:40,500
And this is done as a negotiated service
because it's a collaborative initiative

157
00:13:40,800 --> 00:13:42,500
where SCOs bring in a lot of money for this.

158
00:13:43,250 --> 00:13:48,100
ACS is contributing money and DOE.
It's not something as a practical matter

159
00:13:48,300 --> 00:13:52,300
we feel we can compete.
I've told you at multiple panel meetings

160
00:13:52,500 --> 00:13:56,100
I'm going to come to you with these
negotiated services when it's practical

161
00:13:56,400 --> 00:14:01,600
to do competitive procurements, we do.
This is just one that we don't feel is competitive.

162
00:14:03,550 --> 00:14:06,400
>> I'm sorry, I have a question.
I don't know that I saw that.

163
00:14:06,800 --> 00:14:10,000
You mentioned the money that ACS spends
in the program and so does SCO, do you

164
00:14:10,400 --> 00:14:12,200
have those figures?
>> Sure.

165
00:14:12,500 --> 00:14:16,100
So the annual budget is 1.6 million.

166

00:14:16,850 --> 00:14:20,200
And it's \$200,000 of that is coming from DOE.

167

00:14:20,850 --> 00:14:23,800
50,000 from ACS.

168

00:14:25,150 --> 00:14:27,400
So buried in the remainder.
>> Okay.

169

00:14:31,650 --> 00:14:40,100
>> So next item was bid for exterior
steel and with door replacements.

170

00:14:41,850 --> 00:14:45,200
This is one where we didn't get
great competition in this particular one.

171

00:14:45,500 --> 00:14:50,600
We only got two bids in all but one of
the classes, and that class we actually

172

00:14:50,800 --> 00:14:51,800
got three bids.

173

00:14:52,050 --> 00:14:56,400
But you'll see in the RA we're pretty careful
when that occurs to make sure that

174

00:14:56,600 --> 00:14:59,400
we're actually getting good pricing.
The reality is that their bid was actually

175

00:14:59,600 --> 00:15:01,900
between 4 and 19 percent cheaper than

176

00:15:02,550 --> 00:15:09,400
inflation adjusted pricing under the prior
contract, and prior contract we got four bids.

177
00:15:10,250 --> 00:15:15,300
So it may be that other bidders just
didn't bother this time because they knew

178
00:15:15,400 --> 00:15:17,300
they weren't going to be able to
beat their prices, whatever.

179
00:15:17,600 --> 00:15:20,200
There are a lot of reasons.
But the long and short of it is we're

180
00:15:20,400 --> 00:15:25,400
satisfied based on both the low bid and
the results of the prior bid that pricing

181
00:15:25,500 --> 00:15:29,500
is fair and reasonable on this one.
Hence, we're not recommending we go back

182
00:15:29,700 --> 00:15:32,600
on the street, which sometimes I would
when we get limited competition.

183
00:15:33,650 --> 00:15:35,400
Next one's a pretty big one.

184
00:15:36,250 --> 00:15:40,300
You'll recall I think two panels ago I

185
00:15:40,650 --> 00:15:44,500
came with a trade book procurement.
That one was single titles, which

186
00:15:45,000 --> 00:15:47,900
is where schools are buying individual
books one at a time.

187
00:15:48,250 --> 00:15:52,700
This is the other two classes of that procurement.

188
00:15:53,850 --> 00:15:56,700
One of those classes, which is Class B,

189
00:15:57,150 --> 00:16:00,200
is the prebound titles and prebound collections.

190
00:16:00,850 --> 00:16:07,800
The other is the collections piece.
Where we're just buying regular

191
00:16:08,000 --> 00:16:09,100
collections for schools.

192
00:16:09,850 --> 00:16:11,900
>> Did you skip one?

193
00:16:13,250 --> 00:16:15,700
You're on item number
seven? >> Yeah.

194
00:16:16,150 --> 00:16:21,200
>> Did I miss number six? >> Six was
the interior and exterior steel doors.

195
00:16:21,500 --> 00:16:22,200
>> Got it. Got it.

196
00:16:22,450 --> 00:16:25,600
>> Okay.
>> Sorry.

197
00:16:25,700 --> 00:16:28,100
>> That's okay.
Paying attention, that's good.

198
00:16:29,650 --> 00:16:31,600
So anyway this is a bid.

199
00:16:33,350 --> 00:16:37,500
And the goal of this procurement, of course, the way we set this up,

200
00:16:37,800 --> 00:16:40,500
we intentionally had it set up so we would get multiple awards.

201
00:16:40,850 --> 00:16:45,000
And there's a pecking order, lowest price to high, and the vendors are bidding based

202
00:16:45,200 --> 00:16:47,500
on discounts off of different publishers' lines.

203
00:16:48,550 --> 00:16:55,300
And these contracts, I will say, I think, have worked fabulously well for the schools.

204
00:16:55,500 --> 00:16:58,700
We get very, very good discounts off the different publishers' lines.

205
00:17:00,750 --> 00:17:05,200
For Class B, for example, the prebound, the discounts range from 40 percent off

206
00:17:05,650 --> 00:17:09,900
list prices to 56 percent.

207
00:17:10,450 --> 00:17:16,300
I'm sorry, 53.6 percent off the list prices.

208
00:17:17,450 --> 00:17:21,800
And we get very nice discounts

off the collections as well.

209

00:17:22,850 --> 00:17:28,200

The weighted average discount rate on those range from the highest of the six

210

00:17:28,300 --> 00:17:33,100

bidders being awarded averaged 33.7 percent discount.

211

00:17:33,600 --> 00:17:40,000

So on the best discounts, the lowest bidder in the group was at 41.92 percent discount.

212

00:17:40,300 --> 00:17:41,900

So very nice discounts for the schools.

213

00:17:42,350 --> 00:17:44,200

These were competitively bid contracts.

214

00:17:44,550 --> 00:17:48,900

It took some doing to make sure we had our numbers right and, like I said,

215

00:17:49,100 --> 00:17:53,200

we were going to award at least two, maybe three on the first group.

216

00:17:53,600 --> 00:17:56,700

I'm sorry, it was at least three on the first group and at least five on the second.

217

00:17:57,050 --> 00:18:01,500

We went to a sixth because the marginal price difference between the fifth and the

218

00:18:01,900 --> 00:18:03,300

sixth bidder was not that great,

219
00:18:03,850 --> 00:18:09,300
and there's some variability across the line.
So we wanted to make sure we had a very

220
00:18:09,500 --> 00:18:11,600
unambiguous result.
So we have one more.

221
00:18:12,450 --> 00:18:16,200
So it's a nice set of contracts.
Gives schools options in terms of where

222
00:18:16,400 --> 00:18:18,800
to go for collections.
But it also refers that we leverage,

223
00:18:19,100 --> 00:18:21,700
the scale of the school system we make up on.

224
00:18:24,750 --> 00:18:26,900
So that's the trade book.

225
00:18:27,150 --> 00:18:34,000
So now the next one and actually the >>
I don't know, should I just point out

226
00:18:34,100 --> 00:18:35,400
[indiscernible]

227
00:18:42,750 --> 00:18:45,900
the publishers in there.
As soon as I see them.

228
00:18:46,300 --> 00:18:49,900
>> You probably should recuse yourself
and we'll take note of that when we take the vote.

229
00:18:50,400 --> 00:18:52,000

Okay.
Very good.

230

00:18:52,400 --> 00:18:53,800
Okay.

231

00:18:55,550 --> 00:18:57,800
So the next one is for pre kindergarten.

232

00:18:58,850 --> 00:19:02,600
These are pre kindergarten.

233

00:19:02,950 --> 00:19:08,900
And you know we're engaged currently with
a very massive RFP on the street to expand

234

00:19:09,000 --> 00:19:12,200
pre kindergarten.
This actually runs ahead of that.

235

00:19:12,400 --> 00:19:16,600
This is money that came across from the
state mid year that provided that we

236

00:19:16,900 --> 00:19:21,200
needed to get going in we actually
needed to provide a certain amount of

237

00:19:21,500 --> 00:19:23,600
services to this school year
to leverage the money.

238

00:19:24,250 --> 00:19:29,800
So what the program office did, with my
office's blessing, they went back to the

239

00:19:30,100 --> 00:19:37,100
vendors that had proposed in response to
last year's RFP that were denied awards

240
00:19:37,750 --> 00:19:41,700
but that had capacity, most of them
because they were not in high needs

241
00:19:41,900 --> 00:19:46,500
communities, but that's why they were
denied seats because they were limited funds.

242
00:19:46,750 --> 00:19:51,900
And we awarded to groups within that group.
And then even beyond that group we went

243
00:19:52,000 --> 00:19:57,300
back to vendors in high needs who hadn't
even applied that were able to ramp up

244
00:19:57,400 --> 00:19:58,800
and provide services this year.

245
00:19:59,550 --> 00:20:04,900
So it's sort of a hodgepodge of vendors
that we're able to get services going in

246
00:20:05,450 --> 00:20:09,900
January so we can make use of this slug of
additional state money that came through

247
00:20:10,100 --> 00:20:14,200
for us mid year.
>> So they're currently providing

248
00:20:14,650 --> 00:20:17,200
>> They're providing, they are.
>> As of January 1st, 2014.

249
00:20:17,500 --> 00:20:20,000
>> Right.
All these vendors are providing services already.

250
00:20:20,400 --> 00:20:24,000
This is a retroactive procurement.
It's already happening.

251
00:20:24,200 --> 00:20:25,400
Services are already being provided.

252
00:20:25,650 --> 00:20:29,000
We still need to get panel approval
and registration by the controllers to pay

253
00:20:29,100 --> 00:20:31,000
these guys.
We owe them money.

254
00:20:33,850 --> 00:20:38,900
>> They were identified as of what who
in the administration these were

255
00:20:39,200 --> 00:20:41,900
identified for this?
Is this prior?

256
00:20:42,450 --> 00:20:44,400
Because if they were effective January 1st?

257
00:20:46,350 --> 00:20:49,000
This is part of the current mayor's.

258
00:20:50,050 --> 00:21:00,800
Just trying to understand how these came
to be January 1st of this year.

259
00:21:01,000 --> 00:21:05,000
>> They would have been procured
in the previous administration

260

00:21:05,400 --> 00:21:07,700
and >> Right correct. Right.

261

00:21:09,650 --> 00:21:15,200
>> But this wasn't sort of part of
the universal pre K campaign?

262

00:21:16,650 --> 00:21:23,900
>> Like I said in the beginning, this is not
a part of the expansion that Mayor De

263

00:21:24,100 --> 00:21:26,900
Blasio has gone to the state
and gotten money for.

264

00:21:27,200 --> 00:21:31,700
This was state money that came through in
the late fall and we scurried to find

265

00:21:32,000 --> 00:21:38,200
a way to spend that money to get kids
in classrooms as soon as possible.

266

00:21:38,650 --> 00:21:44,200
And we did that working off the framework
of this previous request for approvals we

267

00:21:44,600 --> 00:21:51,400
had done last year and by going back
to existing providers in high needs

268

00:21:51,600 --> 00:21:55,500
communities that were able to
just get going on a dime.

269

00:21:57,450 --> 00:22:02,000
>> I do have a question.
The rest of the chart, looking at columns

270

00:22:02,200 --> 00:22:06,600
F and G, where it mentioned an original
per seat cost and then there's a new per

271

00:22:06,800 --> 00:22:10,600
seat cost.
I noticed G is considerably higher than

272

00:22:10,800 --> 00:22:12,900
the F column.
>> Because it's going from half day to

273

00:22:13,200 --> 00:22:13,900
full day.

274

00:22:15,050 --> 00:22:19,500
So, like I said, a lot of these providers
are already on the ground providing services.

275

00:22:19,850 --> 00:22:24,400
So we're just going from half day to full
day and, hence, the additional money.

276

00:22:24,850 --> 00:22:26,000
They're all hired.

277

00:22:26,850 --> 00:22:30,800
I would be shocked to find that there's
any that didn't double or more because the

278

00:22:31,000 --> 00:22:33,100
half day is two and a half hours and the

279

00:22:33,650 --> 00:22:40,600
full day is actually six hours and 20 minutes.
Full day is actually more than two half days.

280

00:22:40,950 --> 00:22:49,200
>> Just so that I can so that I also

can be clear, they've been providing

281

00:22:49,300 --> 00:22:54,600
services since January, and there are also
going to be years left on the contract.

282

00:22:55,350 --> 00:23:00,900
I see here 0.5, 1.5, 2.5.
>> That's showing the contract that they

283

00:23:01,200 --> 00:23:06,400
have that we're changing from half day to
full day has that much life left in it.

284

00:23:06,800 --> 00:23:09,000
>> Right.
>> [Indiscernible].

285

00:23:11,350 --> 00:23:18,000
>> So the contract that we are changing
from half day to full day are expiring at

286

00:23:18,200 --> 00:23:20,500
different times.
So, for example, the first vendor it

287

00:23:20,600 --> 00:23:23,900
shows .5.
That means the contract is expiring this year.

288

00:23:24,750 --> 00:23:26,700
The next one says 1.5.

289

00:23:26,950 --> 00:23:31,100
There's an additional year on that half
day contract so that becomes a full day

290

00:23:31,400 --> 00:23:33,700
contract for a year and a half.

291
00:23:33,950 --> 00:23:36,700
In January through the following June.
>> All right.

292
00:23:37,000 --> 00:23:41,300
As of January 1st, will they
prorate or on line.

293
00:23:41,750 --> 00:23:45,500
>> In December they were half day
January they became full day.

294
00:23:45,850 --> 00:23:49,700
>> The double the cost doesn't become
effective until the services

295
00:23:49,900 --> 00:23:53,100
>> Yes. Correct. Right. Right.
>> And through the end of the contract.

296
00:23:53,200 --> 00:24:00,400
>> Right.
We all good?

297
00:24:03,850 --> 00:24:08,100
I think I was just about to skip one.
It says pre K.

298
00:24:09,050 --> 00:24:11,200
Okay.
The next is the arts center.

299
00:24:11,600 --> 00:24:14,200
>> [Indiscernible] one question,
because these were of

300
00:24:14,400 --> 00:24:20,300
significance [indiscernible] these have

all been reviewed and accepted basically?

301

00:24:20,600 --> 00:24:22,200

>> Yes.

Yes.

302

00:24:22,450 --> 00:24:26,800

They've gone through review current yes.

Okay.

303

00:24:29,750 --> 00:24:35,000

So next item is you'll recall we talked about these multiple task contracts.

304

00:24:35,400 --> 00:24:37,800

This one is for arts, education services.

305

00:24:38,250 --> 00:24:43,100

This is the tenth request for authorization.

It's just adding vendors to the list of

306

00:24:43,400 --> 00:24:47,100

options that would be available to schools and central offices that would use them

307

00:24:47,400 --> 00:24:52,600

and Alvin Ailey is familiar to

I think anyone whoever goes

308

00:24:52,700 --> 00:24:56,200

to a ballet in New York and the others as well.

309

00:24:57,750 --> 00:25:02,100

Next one is the 11th RA.

RA 11 for student support services.

310

00:25:02,650 --> 00:25:04,100

Just one vendor here.

311
00:25:04,950 --> 00:25:08,900
This was a component award.
There were actually 19 different sets of services.

312
00:25:09,150 --> 00:25:12,900
The specific set of services that this
vendor provides, all under the category of

313
00:25:13,200 --> 00:25:15,400
college and post secondary planning.

314
00:25:16,050 --> 00:25:17,800
It's just adding a vendor to the list.

315
00:25:18,250 --> 00:25:22,900
The next item which was item 11 has been withdrawn.

316
00:25:24,050 --> 00:25:28,900
So that I can assure you actually will
be in front of the next panel meeting.

317
00:25:29,100 --> 00:25:31,300
We're just not ready with it
for this particular one.

318
00:25:32,150 --> 00:25:33,400
So that will come back.

319
00:25:34,250 --> 00:25:37,700
And now we're getting to the City
Council and grant items.

320
00:25:38,100 --> 00:25:43,400
The first item is a CITY council funded
item for peer mediation services with Life Camp.

321
00:25:44,250 --> 00:25:47,400
Again, this is one of those items the

City Council funded and named the vendor

322

00:25:47,600 --> 00:25:49,000
with the allocation.

323

00:25:50,050 --> 00:25:53,100
Really not much of a procurement
to be done there.

324

00:25:53,300 --> 00:25:55,600
The next item is also a City
Council funded item.

325

00:25:55,850 --> 00:25:59,900
This one was computers for youth.
Again, vendor named by council for

326

00:26:00,250 --> 00:26:02,100
additional learning initiative.

327

00:26:03,050 --> 00:26:09,400
The next items, which I'm going to lump
them all together, items 14 through 18.

328

00:26:09,650 --> 00:26:15,800
So all five of those items are items that
are funded by grants and the vendor has

329

00:26:16,000 --> 00:26:17,200
been named in the grants.

330

00:26:19,950 --> 00:26:25,600
And, hence, the selection of the vendors
is the vendor that was named by the grantor.

331

00:26:27,050 --> 00:26:29,800
So I'm going to skip now, if it's okay, to No.

19

332
00:26:30,300 --> 00:26:33,000
I'm just going to stop and say: Does anybody
have any questions on any of the

333
00:26:33,300 --> 00:26:35,000
grants or any of the city council?

334
00:26:35,750 --> 00:26:37,400
No.
Okay.

335
00:26:37,900 --> 00:26:41,600
So next is listing applications.
And that's all we're going to have left

336
00:26:41,800 --> 00:26:42,800
are listing applications.

337
00:26:44,250 --> 00:26:46,500
The first one is with exemplars,

338
00:26:47,150 --> 00:26:55,000
provides for the exemplar software product line.
And as is often the case,

339
00:26:56,150 --> 00:26:59,600
we're guaranteed that we receive the best pricing.

340
00:27:01,150 --> 00:27:07,000
Riverside Publishing is the next item, No.
20, also listing application, also with

341
00:27:07,300 --> 00:27:08,600
the most favored nation clause.

342
00:27:09,350 --> 00:27:11,400
This is for assessment and testing materials.

343
00:27:12,550 --> 00:27:17,400
And the last one with the Rosen Publishing
for the entire Rosen Publishing

344
00:27:17,700 --> 00:27:19,600
Educational Product software line.

345
00:27:20,250 --> 00:27:22,700
And similarly with a much favored nation.

346
00:27:23,550 --> 00:27:32,100
I'm sorry, there's one more, is Item No.
22, with Voyager Sopris learning education software.

347
00:27:39,250 --> 00:27:45,400
So they're anyway, they don't offer
a single purchase discount but they offer

348
00:27:45,700 --> 00:27:51,600
a range of 20 to 50 percent discount.
They've also offered a most favored

349
00:27:51,800 --> 00:27:52,900
nation proposal.

350
00:27:53,750 --> 00:28:00,700
So that's it for this month's agenda.
>> Wow.

351
00:28:02,750 --> 00:28:04,100
>> A little more money than the last one.

352
00:28:04,650 --> 00:28:06,500
A little more beef.

353
00:28:11,650 --> 00:28:13,000
>> Any questions?

00:28:17,250 --> 00:28:24,000 354
>> I should say that I know I've heard
from some other fellow panel members that

00:28:24,200 --> 00:28:29,800 355
the packaging of everything together in
all one lump sum, maybe if it was broken

00:28:30,100 --> 00:28:35,000 356
down into two or three more coherent categories
so they don't feel that they

00:28:35,200 --> 00:28:39,200 357
have to vote everything en mass.
That goes

00:28:39,500 --> 00:28:42,000 358
>> That's fine.
>> Maybe the listing applications and the

00:28:42,100 --> 00:28:49,100 359
City Council together because they're named
are the ones where the vendor was

00:28:49,200 --> 00:28:51,900 360
named in the grant so

00:28:52,550 --> 00:28:57,500 361
>> That's fine.
So you just want to put all of those

00:28:57,600 --> 00:28:58,900 362
together, just a matter of course?

00:28:59,550 --> 00:29:03,000 363
I think that's okay.
>> Yeah, the ones that if it's a City

364

00:29:03,300 --> 00:29:06,700
Council grant, leave in the vendor or
the particular grant name of the vendor,

365

00:29:07,050 --> 00:29:10,000
like they can all go together.
>> Yeah, City Council and grants.

366

00:29:12,850 --> 00:29:18,600
>> I would imagine people might have
questions about the universal pre-K

367

00:29:19,350 --> 00:29:21,200
or the pre-K.

368

00:29:21,850 --> 00:29:27,600
Welcome any comments from anyone else.
Rick, I just heard some feedback that

369

00:29:27,700 --> 00:29:33,700
they thought everything lumped together,
maybe if it was just not

370

00:29:36,150 --> 00:29:39,900
categories were there.