



STATE OF TENNESSEE
DEPARTMENT OF TOURIST DEVELOPMENT

**REQUEST FOR QUALIFICATIONS # 33101-
2113233103NCN5
AMENDMENT # 1
FOR SCHOOL TURNAROUND PILOT PROGRAM**

DATE: August 13, 2021

RFQ # 33101-2113233103NCN5 IS AMENDED AS FOLLOWS:

1. This RFQ Schedule of Events updates and confirms scheduled RFQ dates. Any event, time, or date containing revised or new text is highlighted.

	EVENT	TIME (Central Time Zone)	DATE (all dates are State business days)
1.	RFQ Issued	CST	July 27, 2021
2.	Disability Accommodation Request Deadline	2:00 p.m.	July 30, 2021
3.	Pre-Response Conference	2:00 p.m.	August 2, 2021
4.	Notice of Intent to Respond Deadline	2:00 p.m.	August 3, 2021
5.	Written "Questions & Comments" Deadline	2:00 p.m.	August 6, 2021
6.	State response to written "Questions & Comments"		August 13, 2021
7.	RFQ Technical Response Deadline	2:00 p.m.	August 20, 2021
8.	State Schedules respondent Oral Presentations		September 2, 2021
9.	Respondent Oral Presentations	8:30 a.m.-4:30 p.m.	September 13, 2021
10.	State Notice of Qualified Vendor List Released and RFQ Files Opened for Public Inspection		September 16, 2021
11.	End of Open File Period		September 23, 2021

2. State responses to questions and comments in the table below amend and clarify this RFQ.

Any restatement of RFQ text in the Question/Comment column shall NOT be construed as a change in the actual wording of the RFQ document.

RFQ SECTION	PAGE #	Question No.	QUESTION / COMMENT	STATE RESPONSE
Attachment B, Item Reference B.15.	15-16	1.	If we are not a certified Diversity Business Enterprise, and we self-perform our services, are we still able to respond to this solicitation?	Yes.
NA	NA	2.	Will you send or post the meeting video?	There is no video of the pre-response conference. However, a Respondent may request the PowerPoint presentation from the solicitation coordinator, Kelly.X.Johns@tn.gov .
1.1.	1	3.	Are the five (5) schools already selected, or how will they be selected?	The department will select five (5) Priority Schools that are diverse geographically and diverse in grade levels to participate in the School Turnaround Pilot Program. The schools will be identified by September 1, 2021.
NA	NA	4.	Is being on the list of approved vendors a requirement for any type of turnaround work in the state? Or just this Pilot Program?	No, vendors can contract with school districts to provide turnaround services without becoming a qualified vendor through this RFQ; however, only vendors qualified through this RFQ will be included on the list provided to schools participating in the Turnaround Pilot Program. The law requires Schools in Need of Intervention to select from this list.
NA	NA	5.	Will approved vendors have a chance to interact with the five (5) schools, or will they select a partner based on proposals alone?	The contract will be between the school district and the vendor(s) selected by the district; therefore, the process of vendor selection and the level of interaction will be determined by the district in accordance with its procedures and policies.
		6.	Have criteria been established for the selection of the five (5) Priority Schools that will participate in the School Turnaround Pilot Program? Will the 2019 designations apply?	Yes, the criteria have been established. Yes, the 2019 designations will apply.
		7.	How many schools in need of intervention do you anticipate to be added each subsequent year?	The School Turnaround Pilot Program includes five (5) schools; no additional schools will be added.

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			(a) Will Comprehensive Support and Improvement Schools be included? (b) Will Priority Exit Schools be included? (c) Will Targeted Support and Improvement Schools be included? (d) Will Additional Targeted Support and Improvement Schools be included?	(a) Yes, comprehensive support and improvement schools will be included. (b) No, priority exit schools will not be included. (c) No, targeted support and improvements schools will not be included. (d) No, additional targeted support and improvement schools will not be included.
		8.	Do the schools have to apply for the pilot?	No.
		9.	Will vendors be matched to LEAs, or do the LEAs/campuses work with the vendor to ensure needs will be met with services offered?	No, the vendors will not be matched with district(s). The districts will choose from the list of qualified vendors identified through this RFQ.
		10.	What is the total budget for this solicitation for the four years? (a) Per year? (b) What is the funding source?	The districts will be awarded \$250,000 per year to implement the School Turnaround Pilot Program. As required by the School Turnaround Pilot Program Act, an independent school turnaround expert receives the initial fifty percent (50%) of the payment due for all services provided under the contract on a prorated basis over the term of the contract. The local board of education shall not render the remaining fifty percent (50%) of the payment due to the independent school turnaround expert for all services provided under the contract until the end of the school turnaround pilot program, but such payment is only rendered if the school in need of intervention served by the independent school turnaround expert meets the priority school exit criteria by the end of the 2024-25 school year. The funding sources are both federal and state.

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		11.	How many schools do you expect to participate in years 2-4?	Five (5).
		12.	Will schools have input as to their inclusion as a pilot campus?	If a school is identified as a pilot school, the school is required to participate.
		13.	How many schools currently meet the designation as a priority school?	Eighty-four (84) schools across the state.
		14.	When do you expect the work to commence?	The districts are required to enter into a contract with a qualified vendor by November 30, 2021.
		15.	<p>What grade levels are the 5 pilot priority schools that are currently selected?</p> <p>(a) How many teachers per campus?</p> <p>(b) How many students per campus?</p> <p>(c) How many principals/aps total for the 5 designated campuses?</p> <p>(d) Will any district-level leaders be coached? If so, how many and what are their roles?</p> <p>(e) Which campuses encompass the 5 pilot priority schools?</p> <p>(f) How many instructional coaches are there per campus in the 5 pilot priority schools?</p> <p>(g) What are the instructional coach's content areas?</p> <p>(h) District-level coaches?</p> <p>(i) With regard to building capacity, is the expectation to only build capacity at the campus level, or</p>	<p>The Pilot Schools will be selected by September 1 and the grade levels will be K-12.</p> <p>(a) The number of teachers per campus will not be known until the Pilot Schools are selected.</p> <p>(b) The number of students per campus will not be known until the Pilot Schools are selected.</p> <p>(c) The number of principals/aps will not be known until the Pilot Schools are selected.</p> <p>(d) This decision will be made by the district and qualified vendor.</p> <p>(e) The Pilot Schools will be identified by September 1, 2021.</p> <p>(f) The number of instructional coaches per campus will not be known until the Pilot Schools are selected.</p> <p>(g) The instructional coaches' content areas will not be known until the Pilot Schools are selected.</p> <p>(h) The number of district-level coaches will not be known until the Pilot Schools are selected.</p>

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			will there be an opportunity to work with district leaders to build capacity as well?	(i) The vendor will support the school in building the capacity of school level staff in improvement practices; however, it is at the discretion of the district to enter into a different contract with the vendor for additional services.
		16.	How many total schools are designated in need of intervention?	Five (5).
1.4.	3	17.	<p>With respect to item C on page 4 of the solicitation, In the 2021-2022 school year, schools in need of intervention must develop a school turnaround plan:</p> <p>(a) Are you envisioning that the vendor would assist each of the schools in need of intervention in developing their school turnaround plan?</p> <p>(b) Would those that are not part of the 5 pilot schools implement their plan in subsequent years?</p> <p>(c) How many total schools are designated in need of intervention?</p> <p>(d) What are the grade levels of each?</p> <p>(e) Total number of teachers?</p> <p>(f) Number of teachers per each designated campus?</p> <p>(g) Total number of executives, administrators, principal supervisors?</p> <p>(h) Total number of instructional coaches?</p>	<p>(a) The vendor would only assist districts in which they have an executed contract.</p> <p>(b) All schools in Tennessee are required to implement a school improvement plan.</p> <p>(c) Five (5).</p> <p>(d) K-12 will be represented.</p> <p>(e) The total number of teachers will not be known until the Pilot Schools are selected.</p> <p>(f) The number of teachers per campus will not be known until the Pilot Schools are selected.</p> <p>(g) The total number of executives, administrators, and principal supervisors will not be known until the Pilot Schools are selected.</p> <p>(h) The total number of instructional coaches per campus will not be known until the Pilot Schools are selected.</p>
		18.	Does the State have an evaluation rubric for the Department's evaluations of schools in need of intervention, and if so, will	No. The department is in the process of developing the evaluation rubric for Schools in Need of Intervention that are participating in the Pilot.

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			the rubric be shared prior to RFP submission?	
		19.	<p>What is your student device ratio?</p> <p>(a) What devices/operating system(s) are assigned to students in grades PK-3?</p> <p>(b) What devices/operating system(s) are assigned to students in grades 4-12?</p>	Device ratios, types of devices, and operating systems are district- and school-level decisions.
		20.	Are you currently working with another vendor for school turnaround? If so, who?	No.
1.1	1	21.	<p>“Performance for schools included in the pilot will be compared to Non-pilot Schools to gauge performance and/or outperformance of pilot.”</p> <p>Can the State elaborate further on the research design to study pilot v. non-pilot schools? E.g., have the five pilot schools already been selected, or how will they be selected? What factors will be considered to establish comparability between pilot and non-pilot schools?</p>	The department will select five (5) Priority Schools that are diverse geographically and diverse in grade levels to participate in the School Turnround Pilot Program and is in progress of selecting the schools. Schools will be identified by September 1. Comparability between Pilot and Non-pilot Schools will include achievement and growth along with Priority Exit. Please refer to T.C.A. § 49-6-3603.
1.1.	1	22.	<p>“The desired outcome should result in 100% of the five (5) selected intervention schools meeting the Priority School exit criteria established by the state’s federal approved Every Student Succeeds Act (“ESSA”) plan no later than the end of the pilot with the support of qualified vendors.”</p> <p>Must the Priority School meet one or all four exit</p>	<p>Priority Schools must meet only one of the exit criteria to exit priority status. Please refer to Department of Education’s accountability website here:</p> <p>https://www.tn.gov/education/data/accountability.html</p>

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			<p>criteria in order to exit Priority status?</p> <p>a. Exceed 15th percentile for most recent year's success rate</p> <p>b. Exceed 10th percentile for two most recent year's success rate</p> <p>c. Earn TVAAS 4 or 5 in all accountability content areas for two consecutive years</p> <p>d. If identified for graduating less than 67 percent of its students, the school can exit by graduating at least 67 percent of its students in both of the two most recent years.</p>	
1.1.	2	23.	<p>"Provide a principal of a school assigned to the school turnaround group job-embedded professional learning and coaching at least twice per month during the school year that focuses on strategies to improve the performance of the school"</p> <p>Will an approved vendor be able to recommend removal of an ineffective school leader?</p>	<p>Removal of a principal will be at the sole discretion of the district; however, the vendor is able to make recommendations to the district that would support rapid turnaround efforts.</p>
Attachment A, Item Reference A.5	12	24.	<p>"Provide data, that is no more than five (5) years old, showing the Respondent has a credible track record of improving student academic achievement in public schools with various demographic characteristics (rural, urban, and suburban), as <i>evidenced by statewide assessment results.</i>"</p> <p>Would the State consider other evidence of improving student academic achievement similar to the Priority</p>	<p>No, however; vendors may include academic growth, decreased achievement gap, and increased graduation rates along <i>with</i> statewide assessment results in response to RFQ Attachment C, Item Reference C.5.</p>

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			School exit criteria established by the state's federal approved ESSA plan? For example, increased graduation rates, academic growth, decreased achievement gap, etc.	
4.9.2.	9	25.	<p>“Subcontractors identified within a response to this RFQ will be deemed as approved by the State unless the State expressly disapproves one or more of the proposed subcontractors prior to issuing the qualified vendor list.”</p> <p>Will vendors not on the approved list be precluded from offering achievement improvement services to Non-pilot Priority Schools?</p>	No.
1.1.	2	26.	<p>“The qualified vendor list will be valid for the duration of the four-year School Turnaround Pilot Program.”</p> <p>What contingency plans exist if there is a change in administration (e.g., Commissioner of Education, Governor) during the pilot timeframe?</p>	The School Turnaround Pilot Program is required by law and any timeframe changes would require legislative action and a change to T.C.A. § 49-6-3601, et. seq.
1.4.		27.	<p>“The Department shall begin the Department's evaluations of schools in need of intervention pursuant to this subdivision (d)(2) following the 2022-2023 school year and shall conclude its evaluations at the end of the 2024-2025 school year.”</p> <p>Since the Department submits an annual report to the state legislature on the progress of the pilot each October 1, does the Department or the legislature ultimately determine the success of</p>	<p>The School Turnaround Pilot Program Act provides that the department's final report will address the implementation and effectiveness of comprehensive support and improvement plans implemented by Non-Pilot Schools and school turnaround plans implemented by Schools in Need of Intervention in addressing the prioritized needs of the respective school that resulted in the school's designation as a priority school.</p> <p>The department will make recommendations in the final report as to whether the school turnaround plans developed as part of the pilot</p>

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			turnaround plans for use in non-pilot schools?	<p>program should be replicated in non-pilot schools.</p> <p>Further legislative action in light of those recommendations would be at the will of the legislature.</p>

3. **Delete RFQ Attachment C, Item Reference C.5 in its entirety and insert the following in its place (any sentence or paragraph containing revised or new text is highlighted):**

	C.5.	Provide evidence and artifacts of work in urban, rural, and suburban school districts within the United States and how that work improved achievement as evidenced by statewide assessment results. Vendors may also include academic growth, decreased achievement gap, and increased graduation rates along with the statewide assessment results.		5	
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4. **RFQ Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFQ not expressly amended herein shall remain in full force and effect.