

Bidder Name: **Junior Achievement of Washington**

ATTACHMENT D: BIDDER RESPONSE FORM This form is broken into five sections: Section 1. Administrative Response; Section 2. Management Response; Section 3. Technical Response Section 4. Quotation/Cost Proposal; and Section 5. EO 18-03 Response. Bidders must respond to all questions in the order and in the expandable space provided. If a question requires Bidder to submit additional documents, please attach them to this document and label them clearly as part of your response to this Attachment D.		
1	BIDDER INFORMATION (ADMINISTRATIVE RESPONSE) Bidder’s response to the questions in this Section 1, combined with the information provided in Bidder’s Submittal Letter and Certifications and Assurances, comprise Bidder’s Administrative Response to this Solicitation. While the Administrative Response is not given a number score, information provided as part of Bidder’s Administrative Response may cause the Bid to be disqualified and may be considered in evaluating Bidder’s qualifications and experience.	MAXIMUM TOTAL POINTS
a	Please indicate whether you employ or contract with any current or former state employees. If the answer is yes, provide the following information with respect to each individual: 1. name of employee or contractor; 2. the individual’s employment history with the State of Washington; 3. a description of the Individual’s involvement with the response to this Solicitation; and 4. the Individual’s proposed role in providing the services under this any Contract that may be awarded. ANSWER: N/A	NOT SCORED
b	Please list the names and contact information for three individuals you agree may serve as Bidder references and may freely provide information to DSHS regarding the reference’s experience and impressions of Bidder. In providing these names, Bidder represents that it shall hold both DSHS and the organizations and individuals providing a reference harmless from and against any and all liability for seeking and providing such reference. ANSWER: YouthCare Rebecca LaNasa/Tess Sebastian Director, Orion Center 2500 NE 54 th Street Seattle, WA 98105 Rebecca.LaNasa@youthcare.org Tess.Sebastian@youthcare.org 206.519.4213 Washington State Department of Children, Youth, and Families (DCYF) Kevin Battle Community Assistance Reentry Coordinator / Region 3 Parole Programs Rehabilitation Administration kevin.battle@dcyf.wa.gov 425.740.6580	NOT SCORED

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	Junior Achievement USA One Education Way Colorado Springs, CO 80906 719.540.8000	
c	Please indicate whether your Response contains any variations from the requirements of the Solicitation Document. If the answer is yes, list each variation with specificity and include the pertinent page numbers containing the variation.	NOT SCORED
	ANSWER: N/A	
d	Please indicate whether you are requesting that DSHS consider any exceptions and/or revisions to the sample contract language found in Attachment A. If so, state the page of Attachment A on which text you request to change is found, and state the specific changes you are requesting. DSHS shall be under no obligation to agree to any requested changes, and will not consider changes to contract language or negotiate any new language that are not identified in response to this question.	NOT SCORED
	ANSWER: N/A	
e	If Bidder considers any information that is submitted as part of its Response to be proprietary, please identify the numbered pages of Bidder's Response containing such information and place the word "Proprietary" in the lower right hand corner of each of these identified pages.	NOT SCORED
	ANSWER: N/A	
f	Please indicate whether you have had a contract terminated for cause or default within the past five (5) years. If so, please provide the terminating party's name, address and telephone number and provide a summary describing the alleged deficiencies in Bidder's performance, whether and how these alleged deficiencies were remedied and any other information pertinent to Bidder's position on the matter. "Termination for Cause" refers to any notice to Bidder to stop performance due to Bidder's asserted nonperformance or poor performance and the issue was either (a) not litigated; (b) litigated with a resulting determination in favor of the other party; or (c) is the subject of pending litigation	NOT SCORED
	ANSWER: N/A	
g	Please identify any prior contracts Bidder has entered into with the State of Washington within the past ten (10) years and identify the dates and nature of the contract and primary agency contact for each.	NOT SCORED
	ANSWER: DSHS/DVR Contract 2021-22	
h	Please indicate whether Bidder has been the subject of a lawsuit or administrative proceeding alleging a failure to comply with laws relating to the types of services Bidder proposes to provide pursuant to this Solicitation. If the answer is yes, please list the nature of the allegations, docket number, disposition and date (if applicable) and Bidder's explanation of how it has changed its practices or operations relative to any alleged deficiencies since that proceeding was filed.	NOT SCORED
	ANSWER: N/A	
i	Please describe your proposed plans for the use of Subcontractors in performing this contract, listing each Subcontractor, its proposed role and the estimated percentage of the Contract that will be performed by each Subcontractor. Please indicate whether each subcontractor self-identifies or is certified as a small business, a minority-owned business, a woman-owned	NOT SCORED

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	business, a disadvantaged business enterprise, or a veteran-owned business. If the answer is yes, please identify the type of organization(s) and provide details of any certifications. Note that all Subcontractors must be approved by DSHS.	
	ANSWER: <i>N/A (JA of Washington does not plan to use subcontractors for this delivery of the curriculum.)</i>	
J	Please describe any programs, policies or activities of your organization that support human health and environmental sustainability in your business practices. If a program, policy or activity is specifically applicable to this Contract, please so indicate.	NOT SCORED
	ANSWER: <i>JA of Washington's courses of study focus on financial health through financial literacy.</i>	
2	BIDDER QUALIFICATIONS AND EXPERIENCE (MANAGEMENT RESPONSE)	MAXIMUM TOTAL POINTS
	MINIMUM QUALIFICATIONS	40
A	<p>Do you meet the following minimum qualifications?</p> <ul style="list-style-type: none"> • Experience working with students with diverse disabilities • Experience delivering Pre-Employment Transition Services or other youth career readiness services • Current standing relationships with Secondary schools and/or educators in the Bidder's geographic area • Ability to comply with the Governor's vaccination proclamation • Ability to provide services year-round • Ability to provide all three categories of Pre-Employment Transition Services. <p>Please ensure your answer to question 2B below demonstrates how you meet these minimum qualifications. If you do not meet all of the qualifications, please indicate which qualification(s) you do not meet.</p>	Pass/Fail
	ANSWER: <i>YES</i>	
	ADDITIONAL EXPERIENCE AND QUALIFICATIONS	
B	Please describe the experiences, skills and qualifications your organization possesses that are relevant to an evaluation of your ability to perform the Contract that is the subject of this Solicitation. Please ensure that your answer to this question includes all information that you wish DSHS to consider in determining whether you meet at least five of the six minimum Bidder qualifications set forth in the Solicitation Document. Please additionally include any relevant experience that distinguishes your organization or makes it uniquely qualified for the Contract.	10
	ANSWER: <i>Since 1953 Junior Achievement of Washington (JAWA) has been active in local communities, working with schools, community-based organizations, and businesses to build solid and viable partnerships that serve youth. JA's purpose is to inspire and prepare young people to succeed in a global economy through a unique learning dynamic that is a natural equalizer in the educational setting. JA fulfills this purpose via scalable, traditional in classroom learning as well as experientially based educational programs focused on: career & workplace readiness, financial literacy, and entrepreneurship. JA programs are state-correlated, provide learning for students in grades K-12, and can be modified</i>	

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	<i>for learning levels. JA's dynamic model, built on solid partnerships with the educational and business communities, makes for a powerful platform for reaching marginalized youth in local communities. JA's collaborative model builds the capacity of communities to support its youth – ensuring that disadvantaged youth successfully transition from adolescence to economic self-sufficiency, engaged citizenship, and responsible adulthood. Through strong connections with educators, schools, and districts JAWA will deliver relevant and beyond-the-classroom learning to over 30,000 students during the 2022-23 school year.</i>	
C	Please provide the names of the key team members you will assign to this Contract, if you are the Successful Bidder, and provide their proposed roles and copies of resumes describing the relevant experience they possess. Bidder should note that if awarded a contract, it may not reassign its key personnel from the Project without prior approval of DSHS.	10
	ANSWER: <i>The key team member overseeing the programs will be JA of Washington Statewide Program Director, Nancy Pappas, (resume attached.) As a former high school teacher, Nancy has experience in curriculum design and presentation, as well as experience modifying programs, developing periphery programming including mentoring and internship design, apprenticeship preparation, and workforce/work-based learning opportunities. Regional Program Managers (RPM) in regions across the state will be responsible for organizing and connecting with teachers to deliver appropriate learning level JA programming (regions: Northern Washington, King County, South Puget Sound, Central Washington, Eastern Washington/Northern Idaho, and Southeastern Washington.) All RPMs possess JA program content knowledge.</i>	
D	Please describe your method for assuring that your services and deliverables are provided in accordance with high quality standards and for immediately correcting any deficiencies? What data would you propose to report to DSHS which would permit verification of your quality assurance activity, findings and actions?	10
	ANSWER: <i>Our state-correlated programs will be used in classrooms to serve students who are eligible for DVR services. Pre- and post-assessment opportunities will be made available to all educators and students. Additionally, JA of Washington staff members will be in constant contact with the educators to ensure each lesson delivered meets their expectations.</i>	
E	Please describe the measures you employ to assure that your services and deliverables are provided in a cost-effective manner that is consistent with quality outcomes and fair employment practices.	10
	ANSWER: <i>A critical success factor at JA is a robust volunteer cadre who work directly with students. JA facilitates the connection between business and educational community by recruiting and training volunteers, ensuring the civic participation of adult mentors who reach young people in the most central locations of their daily lives – classrooms, community centers, and other beyond-the-classroom settings.</i>	
3	BIDDER'S SOLUTION AND PROPOSED APPROACH (TECHNICAL RESPONSE)	MAXIMUM TOTAL POINTS

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		60
A	Please explain in detail how you will ensure equitable access to Pre-Employment Transition Services to include students with disabilities, age 14-21 with: an IEP, a 504 plan, and students with a documented disability not on an IEP or 504 plan.	10
	ANSWER: <i>JA of Washington will work closely with all educators interested in JA programming and serve all students equitably. Our traditional program titles are modified as necessary to eliminate grade-level specific 'branding.'</i>	
B	Please detail your outreach efforts to promote equity, diversity, and inclusion of under-represented disability populations.	10
	ANSWER: <i>Social Justice Commitment: "We at JA of Washington stand for social justice. We are committed to educating in a way that dismantles inequality, racism, oppression and sparks honest conversations in our communities. The future we envision and prepare our students cannot exist unless we become catalysts for change. We pledge to do better. We must all do better."</i> JA is proud to be part of the solution for advancing racial equity and cultivating positive life trajectories for youth – helping to lay the foundation for greater economic equality across communities of color, low-income, and underserved communities. The students served by JA match the demographic profile of Washington state's student population based on OSPI reports.	
C	Please explain in detail how you plan to coordinate the delivery of Pre-ETS with DVR.	10
	ANSWER: <i>Our previous coordination efforts have included personal visits, phone calls, emails with educators who requested to deliver JA programs in financial literacy, entrepreneurship, and career & workplace readiness. Program materials are delivered and/or provided through digital resources. Educators are provided with self-guided training and assist a volunteer to deliver lessons/sessions or may choose to lead the courses themselves.</i>	
D	Please provide a comprehensive service delivery plan to include a scope of year-round services and description of the geographic area Bidder intends to serve.	10
	ANSWER: <i>All JA programming is available statewide 'on demand' and can be delivered in person or virtually, teacher-led or volunteer-led. JA's programs team members communicate with educators and determine appropriate program(s), any modifications required, delivery dates/times (including school year as well as summer opportunities), any volunteer needs, and ensure that any course materials are delivered in a timely manner. Training is available for educators, and they are provided links to the JA courses selected. Statewide availability of all JA programming including JA Personal Finance, JA Be Entrepreneurial, JA Career Success.</i>	
E	Please provide reasoning for the maximum number of students you are requesting to serve.	10
	ANSWER: <i>JA delivers JA courses in classrooms throughout the state of Washington, providing a broad reach.</i>	
F	Explain what mechanism you have, or will utilize, to track student participation, funding usage, and performance-based outcomes.	10

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	<p>ANSWER: <i>Student rosters, completed ETS forms, and attendance forms will be required from any educator requesting JA courses be delivered in the classroom. It is also important to note JA’s assessment plan to track outcomes. Prior to delivering a JA course, students complete a pre-assessment survey which can be completed in a variety of ways. At the conclusion of a JA course, students complete a post-assessment survey, which can also be completed in a variety of ways.</i></p>	
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4	BIDDER’S PROPOSED PRICING (QUOTATION OR COST RESPONSE)	MAXIMUM TOTAL POINTS
A	<p>Please identify all allocated costs, together with the total charges Bidder is willing to accept in consideration of the full performance of the Contract.</p>	Required, not scored
	<p>ANSWER: TOTAL MAXIMUM BID AMOUNT: \$100,000</p> <p>FOR ALLOCATED COST DETAIL, ATTACH A SEPARATE SPREADSHEET OR <u>DESCRIBE DETAILS BELOW:</u></p> <p><i>JA programs (such as JA Personal Finance, JA Be Entrepreneurial) will be made available for any/all students across the state that meet eligibility through the DVR program. Courses will be delivered in classrooms, led by educators and/or vetted volunteers, and courses range from 4 hours to 8 hours to complete. JA will invoice DSHS / DVR based on per student hours (as stated on attendance documents) at a rate of \$55.00 for each completed and documented hour of learning.</i></p>	
B	<p>Please fully describe any assumptions Bidder has made that affect its proposed total charges, if those assumptions are not explicitly addressed in Attachment A, Sample Contract.</p>	Required, not scored
	<p>ANSWER: N/A</p>	

5	BIDDER EO 18-03 CERTIFICATION	MAXIMUM TOTAL POINTS
EO	<p>Are your employees required to sign, as a condition of employment, a mandatory individual arbitration clause and/or a class or collective action waiver?</p> <p>Please Note: Points for this question will be awarded to bidders who respond that they do not require these clauses and waivers. If you certify here that your employees are NOT required to sign these clauses and waivers as a condition of</p>	2

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	employment, and you are the successful bidder, a term will be added to your contract certifying this response and requiring notification to DSHS if you later require your employees to agree to these clauses or waivers during the term of the contract.	
	ANSWER: No	