



VIRGINIA BEACH CITY PUBLIC SCHOOLS CHARTING THE COURSE

Office of Planning, Innovation, and Accountability

MEMORANDUM

TO: Alicia D. Smith, Procurement Coordinator
Office of Procurement Services

FROM: Lisa A. Banicky, Ph.D., Executive Director *LAB*
Office of Planning, Innovation, and Accountability

SUBJECT: Sole Source Justification for EAB

SUPPLIER: EAB

DOLLAR AMOUNT: Estimated Year 1: \$55,282; Year 2: \$56,388; \$57,516 - Three-Year Contract Period

DATE: October 8, 2024

The purpose of this memorandum is to provide a sole source justification for EAB. EAB was founded in 2007 and works with over 1,300 college and university members. In 2017, EAB introduced the District Leadership Forum for K-12 education clients. We have been given the opportunity to get a discount for membership for the District Leadership Forum if we secure their services early starting with 2024-2025. The contract period is for three years. During the contract period, EAB provides support to district superintendents, leadership, and staff in the following areas: 1) National Best Practice Research, 2) Tailored On Demand Research, 3) Diagnostics and Benchmarking, and 4) Implementation Support. In depth, best practice research focused on innovative practices is based on members' top priorities and is tailored to their needs, individual members have the ability to request completion of specific projects tailored to their own unique needs, benchmarking capabilities help members identify opportunities for improvement within their district, and implementation support (e.g., audits, guides, templates) provides tools for action. In addition, membership includes access to webinars, EAB's on-demand project library with specific research projects completed for District Leadership Forum members, and dedicated implementation support for initiatives, including one on-site visit per year.

Providing services in all these areas is what makes EAB unique, especially in the area of providing resources to support the implementation of innovative practices. While there are other firms that offer research or survey services, to our knowledge there is no other organization that offers all these services with a specific focus on providing actionable information. For these reasons, we believe that EAB is a "sole-source" provider.

If you have any questions, please contact me at 263-1112.

- ☐ Check here if this is software, webservice or digital content
- ☐ I have verified the software is on the [approved software list](#).

Alicia D. Smith

Alicia Smith (Oct 9, 2024 08:39 EDT)






EAB Sole Source Memo - Lisa Banicky

Final Audit Report

2024-10-09

Created:	2024-10-09
By:	Susan Keipe (Susan.Keipe@vbschools.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAACrHgpVI9QBkkSYduHI1NyuEjkKjOJYnc

"EAB Sole Source Memo - Lisa Banicky" History

-  Document created by Susan Keipe (Susan.Keipe@vbschools.com)
2024-10-09 - 12:15:02 PM GMT- IP address: 204.126.11.225
-  Document emailed to Alicia Smith (alicia.smith@vbschools.com) for signature
2024-10-09 - 12:17:09 PM GMT
-  Email viewed by Alicia Smith (alicia.smith@vbschools.com)
2024-10-09 - 12:33:26 PM GMT- IP address: 204.126.10.227
-  Document e-signed by Alicia Smith (alicia.smith@vbschools.com)
Signature Date: 2024-10-09 - 12:39:03 PM GMT - Time Source: server- IP address: 204.126.10.227
-  Agreement completed.
2024-10-09 - 12:39:03 PM GMT