



COVID-19 Related Expenditure Highlights

For Ratification of Delegated Authority for nearly \$227 Million in Expenditures

Los Angeles Unified School District Regular Board Meeting
November 10, 2020



COVID-19 Related Expenditure Highlights

COVID-19 TESTING

Contractor: SummerBio LLC

Amount: \$48,909,940

Goods or Services Provided: COVID-19 Testing Collection Kits and PCR Lab Testing

Key Facts

- Provides gold standard RT-PCR COVID-19 nasal swab test kits and laboratory testing with significant capacity (able to process up to 100,000 tests per week) and rapid processing times, enabling Los Angeles Unified to respond to positive test results through community engagement in a timely fashion.

Contractor: Microsoft Corp.

Amount: \$3,508,227

Goods or Services Provided: Building of Software App to Support COVID-19 Testing

Key Facts:

- Increases the capacity of existing contract to develop and maintain a COVID-19 testing and contact tracing software application.
- Software application enables school administrators and health officials to gather data and identify trends and potential risks to help manage COVID-19 exposures and cases.

Contractor: Crayon Software Experts LLC

Amount: \$525,150

Goods or Services Provided: Microsoft Licenses

Key Facts:

- Increases capacity of existing contract to provide software licenses needed to access a COVID-19 testing and contact tracing software application.
- Software application enables school administrators and health officials to gather data and identify trends and potential risks to help manage COVID-19 exposures and cases.



COVID-19 Related Expenditures Highlights

COVID-19 TESTING

Contractor: Clinical Reference Laboratory, Inc. ("CRL")

Amount: \$7,500,000

Goods or Services Provided: COVID-19 Testing Collection Kits and PCR Lab Testing

Key Facts:

- Provides gold standard RT-PCR COVID-19 saliva-based test kits and laboratory testing on an as-needed basis, with reserved capacity of up to 15,000 kits/week.

Contractor: Dr. Murray Lappe

Amount: \$250,000

Goods or Services Provided: Medical Direction Services for COVID-19 Testing

Key Facts:

- In order to comply with applicable federal and state laws regarding the implementation, administration, and oversight of LAUSD's testing and community engagement program, LAUSD retained the services of Dr. Lappe to issue requisite medical orders to proceed with testing and to provide oversight as to the administration of tests and processing of and response to test results.

Contractor: Aveshka, Inc.

Amount: \$1,800,000

Goods or Services Provided: Expert Consultation Services for COVID-19 Testing

Key Facts:

- Provide expert consulting services with respect to the design and implementation LAUSD's COVID-19 testing and community engagement program.



COVID-19 Related Expenditures Highlights

COVID-19 TESTING

Contractor: Exponent, Inc.

Amount: \$25,000

Goods or Services Provided: Vetting of Potential COVID-19 Testing Vendor

Key Facts:

- Conducted a site visit to SummerBio's facility in Menlo Park, CA.
- Conducted a review and audit of SummerBio's facility, testing equipment, laboratory training procedures, internal processes, and quality management systems.

Contractor: Shiptrack, Inc.

Amount: \$60,000

Goods or Services Provided: COVID-19 Collection Sample Tracking

Key Facts:

- Provides a software platform that enables real-time tracking of COVID collection samples from test locations to testing laboratories.
- Provides chain of custody and data to maintain quality control of all samples during collection, transportation, and storage prior to analysis.
- Provides data and identifies trends to assist Los Angeles Unified in making decision to improve quality control over processes and operations.



COVID-19 Related Expenditures Highlights

COMMUNICATIONS

Contractor: G.F. Bunting LLC

Amount: \$250,000

Goods or Services Provided: COVID-19 Strategic Crisis Communications

Key Facts:

- Provides short-term strategic, crisis communications guidance during the COVID-19 pandemic.
- Provides communications support to an increased volume of media inquiries as well as assist the district in crafting messages across multiple platforms, including its website, social media and weekly video addresses to keep the public and families informed.

Contractor: Blackboard, Inc.

Amount: \$1,157,700

Goods or Services Provided: Teacher Mass Notification System

Key Facts:

- Available to all K-12 teachers.
- Upgrades current system to enable teachers to send customized communications to students and families via phone, email or text.
- Enables administrator oversight of teacher messages.



COVID-19 Related Expenditures Highlights

STUDENT SUPPORTS

Contractor: In Class Today/Everyday Labs

Amount: \$2,238,750

Goods or Services Provided: Absence Intervention Program

Key Facts:

- Promotes attendance/engagement by sending recurring letters and text messages to families of students with numerous absences
- Anticipated to produce tens of millions of additional instructional minutes for students, as measured by randomized controlled evaluations of In Class Today's partnership with Los Angeles Unified in prior years.
- During summer 2020, In Class Today implemented key elements of the proposed program, sending letters and text messages to over 50,000 Los Angeles Unified families, and reducing student disconnection by 6%.

Contractor: Welligent, Inc.

Amount: \$516,000

Goods or Services Provided: Licenses to Support Telehealth

Key Facts:

- Welligent is currently an established system used to create and maintain student's electronic health records.
- This contract expansion expands licenses to 2,000 additional employees and includes new telehealth services that will enable video-conferencing to document, render, and provide services while engaging and viewing individual students, family/guardian members and/or community personnel in real-time.
- Enables staff to provide more personalized mental health, medical, and other critical services.
- Negotiated multiple discounts, resulting in hundreds of thousands of dollars in savings compared to the standard rates.



COVID-19 Related Expenditures Highlights

STUDENT SUPPORTS

Contractor: Fifth Sun Pictures, Motif Motion and Van Wagner Productions

Amount: \$250,000

Goods or Services Provided: Virtual Graduation Ceremonies

Key Facts:

- Provides schools with the support of professional services for virtual graduation ceremonies for students and families.
- These services allow schools to abide by social distancing guidelines imposed by the pandemic.

Contractor: Princeton Review Tutor.com

Amount: \$1,300,500

Goods or Services Provided: 1:1 Online Academic Tutoring

Key Facts:

- Provides students access to academic virtual support 24/7 to augment and support classroom instruction.
- Contract focus is on Algebra and Geometry courses in thirty high need schools.
- Tutor.com fees were reduced by 35% to make Tutor.com the most competitive.
- Tutoring is available in English and in Spanish. Spanish tutors allow accessibility for newcomers and EL students who are Spanish speaking.
- Tutors are rigorously vetted and trained experts. Each tutor receives a comprehensive orientation and is continuously monitored and mentored.
- Each session is tailored to a student's unique needs.
- Connection with a tutor occurs within a minute of an on-demand request.
- Data guide classroom instruction
 - Conversations are transcribed to support teacher awareness
 - Early alerts arrive each morning in the teacher's in-box informing them as to which students are struggling and the concepts they are struggling with.
 - Teachers use transcripts to help guide instruction and reteach for understanding.



COVID-19 Related Expenditures Highlights

STUDENT SUPPORTS – TECHNOLOGY & DEVICES

Contractor: Apple, Inc.

Amount: \$70,000,000

Goods or Services Provided: Apple Devices (i.e., ipads, laptops, desktops) and Related Accessories

Key Facts:

- Increased capacity of existing contract to ensure that all students have a device at home to support distance learning. In addition, devices have been purchased for teachers needing new or additional devices.
- Through aggressive negotiations, Los Angeles Unified was able to obtain extremely competitive pricing for the devices.

Contractor: Various Vendors (Arey Jones, Ritmo & Tekvisions)

Amount: \$37,000,000

Goods or Services Provided: Desktops, Laptops, Chromebooks and Related Accessories & Services

Key Facts:

- Increased capacity of existing contract to ensure all students have a device at home to support distance learning.
- Through aggressive negotiations, Los Angeles Unified was able to obtain extremely competitive pricing for the devices. In addition, we were able to secure devices during a time when it was difficult for many school districts to secure them.

Contractor: T-Mobile USA

Amount: \$8,343,001

Goods or Services Provided: Hotspots and Associated Monthly Service

Key Facts:

- Increased capacity of existing contract to provide necessary internet connectivity to support distance learning and ensure equitable internet access for all students.



COVID-19 Related Expenditures Highlights

STUDENT SUPPORTS – TECHNOLOGY & DEVICES

Contractor: Verizon Wireless

Amount: \$40,567,015

Goods or Services Provided: Hotspots, LTE Devices and Associated Monthly Service

Key Facts:

- Increases capacity of existing contract to provide necessary internet connectivity to support distance learning and ensure equitable internet access for all students.
- Receiving broadband access at a significantly reduced cost. The agreement was amended to enable participation by K-12 schools throughout the state of California, and usage of the agreement by other school districts has yielded Los Angeles Unified an administration allowance of over \$1 million.

Contractor: Aspen Technology

Amount: \$247,000

Goods or Services Provided: Cloud-Based Services

Key Facts:

- Provides full-service Cloud-based solution to handle increased volume of telephone requests from students, staff, parents, and communities seeking support services.
- Staff is able to work from anywhere and respond to telephone requests.

Contractor: VMware, Inc.

Amount: \$363,765

Goods or Services Provided: Mobile Device Management Licenses

Key Facts:

- Increased capacity of existing contract to provide additional mobile device management licenses to support distance learning.
- Provides features needed to deploy critical items, such as: 1) functionality and availability of mobile devices, 2) security and compliance of mobile applications, and 3) access to teaching and learning resources



COVID-19 Related Expenditures Highlights

STUDENT SUPPORTS – TECHNOLOGY & DEVICES

Contractor: Iboss, Inc.

Amount: \$2,384,750

Goods or Services Provided: Content Filtering Licenses

Key Facts:

- Provides district-wide content filtering solution to help protect users from accessing webpages with malware, viruses, and ransomware, and prevent them from downloading malicious software.
- The solution ensures compliance with the federal Children’s Information Protection Act (CIPA).

Contractor: Zoom Video Communications

Amount: \$503,239

Goods or Services Provided: Zoom Conferencing Licenses

Key Facts:

- Provides collaboration and video conferencing capabilities needed for distance learning and other related instructional and business needs.
- Zoom was selected due to the high adoption rate by District staff, teachers and students and was already integrated into the Los Angeles Unified Learning Management System (LMS).



COVID-19 Related Expenditures Highlights

PROFESSIONAL DEVELOPMENT

Contractors: FranklinCovey, Skillsoft, Cornerstone

Amount: FranklinCovey: \$240,000; Skillsoft: \$72,000; Cornerstone: \$65,000

Goods or Services Provided:

FranklinCovey: Contract for 3,000 all-access training passes for classified employees to access online staff development content as part of the Future Ready Certificate Program offered to members of the Classified Service.

Skillsoft: Contract for 10,000 licenses for on-line training content as part of the Future Ready Certificate Program offered to members of the Classified Service.

Cornerstone: Contract for 10,000 licenses for on-line training content as part of the Future Ready Certificate Program offered to members of the Classified Service.

Key Facts:

- Contracts were to purchase on-line training content for the Future Ready Certificate Program – a program for employees serving in supervisory and management roles within the Classified service.
- Courses offered in a wide range of subjects as a catalyst for cultivating and refining critical skills necessary to succeed in a guiding role whether from home, from the office or from the field.
- Content providers are leading providers of on-line course content for businesses.
- Purchased coursework from each vendor provided comprehensive, yet unique libraries of training content in areas including business skills, management and leadership skills, and technology.