



COMMONWEALTH OF VIRGINIA
COUNTY OF HENRICO

DEPARTMENT OF FINANCE
OSCAR KNOTT, CPP, CPPO, VCO
PURCHASING DIRECTOR

RFP #21-2114-2EMF
RTI Reading (K-12) Curriculum for Tier II and Tier III
Questions and Answers
February 17, 2021

1. Will the district accept programs that target grade bands such as K-8?
Answer: Yes

2. Is Henrico interested in Spanish products designed to address the goals of the RFP? If so, can *only* Spanish products be offered as part of the RFP, or would Spanish products need to be submitted along with RTI products provided in English?
Answer: No

3. If Spanish products are of interest, please provide an estimate of the number of students who would use Spanish products.
Answer: n/a

4. Is Henrico awarding the RFP to a single publisher who can provide all parts of the RFP or award to multiple publishers who may be able to focus on specific grade levels of the RFP or Spanish, for instance.
Answer: Multiple contracts may be awarded.

5. This question is in regards to Page 18: VIII Evaluation (sample materials) and Page 19: #5 Tab 4 samples. If instructional materials are a web-based solution; is a digital demo account access an acceptable sample format to submit?
Answer: Demo account access is acceptable; however, any digital products must support print materials.

6. Under scope of services item #2 Materials provided shall be in a print or a blended format, printed and digital programs. Digital programs must coincide with printed materials. Digital programs that do not coincide with printed materials will not be considered.
 - a. Our resources are available digitally online. We provide downloadable printable formats, but no printed materials are shipped and delivered to schools. Is it correct that we would not be considered for this RFP?
Answer: Any digital products must support the printable formats.

7. Do you intend to award a list of vendors in the RFP or just one vendor?
Answer: See questions #4
8. Will this RFP be replacing for RFP # 16-1261-9EF: RTI Reading And/or Writing (k-5) Digital Curriculum For Tier I, Tier II And Tier III, which has one more possible year for renewal?
Answer: No, RFP #21-2114-2EMF is not replacing RFP #16-1261-9EF
9. What Tier I, II and III programs is the district currently using?
Answer: HCPS currently has a contract for Tier II and Tier III print materials with Wilson Language Training, Center for the Collaborative Classroom, McGraw-Hill and Voyager Sopris Learning.
10. Lexia Learning has an active contract under RFP#16-1261-9EF, which is expiring soon. Is the current RFP#21-2114-2EMF replacing RFP#16-1261-9EF, or will another RFP be released?
Answer: RFP #21-2114-2EMF is not replacing contracts under RFP #16-1261-9EF.
11. Is it possible to grant an extension for question since Monday 2/15/2021 is a holiday?
Answer: There will not be an extension for questions.
12. We were just notified of this RFP. Please let us know what further steps are needed.
Answer: Refer to the RFP for instruction on submitting a proposal.
13. The proposed solution shall cover remediation and intervention for all areas of reading (decoding, phonemic awareness, comprehension, fluency, and vocabulary). Offerors shall also include programs that offer comprehensive literacy support (including writing support) for our Tier I and Tier II students.
 Question - Are you looking for an intervention as well as a comprehensive literacy program?
Answer: We are looking for an intervention.
14. Materials provided shall be in a print or a blended format, printed and digital programs. Digital programs must coincide with printed materials. Digital programs that do not coincide with printed materials will not be considered.
 Question: Would a print program supplemented by digital teacher resources be acceptable?
Answer: Yes. As long as the digital programs support the print material.
15. Materials used for Tier II or III Intervention may not be grade-level specific in order to provide intervention that meets the instructional level of each student. The Successful Offeror(s) may choose to include some Tier I materials that could be used for Tier II and Tier III Interventions for students not yet functioning on grade level.
 Question: Are you looking specifically for a K-12 program, or would a K-5 program be acceptable?
Answer: Any grade band will be considered.
16. The RFP states vendors should submit samples in print format. Due to most vendors still working remotely, would it be acceptable instead of actual print samples, to send comprehensive samples that include sample lessons?
Answer: No

17. RFP page 3, item 7, notes, “Materials used for Tier II intervention should target the improvement of basic skill deficits while supporting and enhancing Tier I (Virginia SOLS) instructional objectives in a different instructional design rather than replace or duplicate it.” Can you please confirm the meaning of “a different instructional design” in this criterion?

Answer: Focus on intervention skills and strategies, not on remediation of standards.