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Robert Cohen – RFP 24-75844
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

September 14, 2023

Re: Request for Proposal 24-75844

Dear Sir,

Johns Hopkins University (JHU) welcomes the opportunity to submit a proposal titled “Kindergarten Readiness Assessment” in response to RFP 24-75844. In collaboration with our primary partner, WestEd, JHU proposes to deploy, implement, and support high-quality kindergarten readiness assessments for children aged birth to kindergarten to provide information to educators and families about a child’s learning progression.

To the best of our knowledge and understanding:

2.2.1 Summary of Ability and Desire to Supply the Required Products or Services

JHU has the capacity, expertise and willingness to provide the products and services described in this proposal that meet the requirements defined in Section One of the solicitation. JHU has substantial, relevant experience developing and deploying early childhood assessments, including in the state of Indiana, and is well-positioned to supply products and services subject to the terms, conditions and requirements set forth in the RFP.

In reference to 2.3.16 of the RFP, JHU is not willing to extend prices of awarded products and/or services to other governmental bodies.

2.2.2 Signature of Authorized Representative

As JHU’s authorized representative, I certify that the information contained in this proposal meets all general conditions including the information requested in Section 2.3.4.

JHU’s principal contact for this proposal is:

Lisa Reed, Associate Director, Business Development, Finance, and Operations
2800 N. Charles Street
Baltimore, MD 21218
Telephone: 410-927-0340
lisa.reed@jh.edu

Bidder ID 0000050033
FEIN 52-0595110
Type of Business: Private non-profit educational institution
NAICS 611310

2.2.3 Respondent Notification

Email notification is the preferred form of notification.

2.2.4 Secretary of State

JHU is active with the Office of the Indiana Secretary of State under Business ID: 1998101558.

2.2.5 Other Information

As a nationally recognized authority on educational technology and online learning, the Johns Hopkins University Center for Technology in Education (JHU CTE)'s mission is to improve the quality of life for all children and youth through teaching, research, and leadership in the uses of technology. Over twenty-four years we have created a series of leading-edge online data systems, software tools, and professional development programs used by hundreds of thousands of educators and students across the world.

For more than a decade, JHU CTE has worked in partnership with WestEd and the states of Maryland and Ohio on the development, implementation, and support of two assessments of school readiness: the point-in-time, summative Kindergarten Readiness Assessment (KRA) for kindergarten students, and the formative Early Learning Assessment (ELA) for children aged birth through kindergarten. JHU CTE also led the design and development of the Ready for Kindergarten Online System (KReady) that has been used by more than 80,000 educators to assess more than 2.5 million children across Ohio, Hawaii, Maryland, Indiana, Michigan, and South Carolina.

JHU CTE stands uniquely prepared to address this RFP due to our longstanding partnership with the Indiana Department of Education (IDOE). Indiana's customized Early Learning Assessment, called ISPROUT, has been used for Indiana students receiving services as part of an Individualized Education Program (IEP) to meet the reporting needs of the Office of Special Education Programs (OSEP). The assessment solution already in place in Indiana has evolved each year with leadership and collaboration from the IDOE and input from Indiana stakeholders. We are proposing a comprehensive kindergarten readiness assessment solution that includes expanding the implementation of ISPROUT for children in preschool as well as for infants and toddlers, and administering the aligned Kindergarten Readiness Assessment to all students at the start of kindergarten. WestEd will serve as a key partner to meet the state's needs for assessment development and psychometric support.

We have both the operational capacity and expertise that is needed to successfully carry out the important work requested in this solicitation. JHU CTE has extensive experience managing large-scale implementation in Indiana as well as other states and a proven history of high quality outcomes, on-time delivery, strong communication with partners and sponsors, and a willingness to go above-and-beyond expectations to ensure project success.

JHU acknowledges and agrees to the requirements and conditions in Section One of the RFP. Please note that JHU understands that exceptions to the mandatory terms may not be possible, but hopes, if this contract is awarded, to negotiate terms appropriate for an institution of higher learning. Please find JHU's proposed edits

to Attachment B Sample Contract and Attachment B3 SaaS Terms in Section 2.3.6 of Attachment E, the Business Proposal.

Thank you for your consideration and we look forward to working with you.

Sincerely,



Jonathan Berry

Contracts Associate