



NOTICE

ADDENDUM 3

FLORIDA VIRTUAL SCHOOL

November 14, 2022

Karen Stolarenko
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ITB01-2303310B01-TUTORS-XXXXXX; Supplemental Tutoring Services is hereby amended by the following change(s):

I. Page #25, Section 6.1 Table 1 of the Solicitation Document which reads as follows:

Item #	Description	Unit of Measure	Estimated Quantity	Unit Cost	Extended Cost
1	Remote 1:1 Tutoring provided by Certified Resource	Per Hour*	4,500	\$	\$
2	Remote 1:1 Tutoring provided by Resource with Teaching Credentials in Subject Matter	Per Hour*	4,500	\$	\$
3	Remote 1:1 Tutoring provided by Resource with bachelor's degree in Subject Matter	Per Hour*	4,500	\$	\$
Total Cost					\$

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Deleted and replaced with:

(MUST be completed by all Bidders and included in Bid Document) Only this section shall be used for cost evaluation for award.

Item #	Description	Unit of Measure	Estimated Quantity	Unit Cost	Total Extended Cost
1	Remote 1:1 Tutoring provided by Certified Teacher Resource or Remote 1:1 Tutoring provided by Resource with bachelor's degree in Subject Matter	Per Hour	13,780	\$	\$

Note: Completion of the online cost table is optional and will not be utilized for the cost evaluation of the award.

II. Page #26, Section 6.4 Table 1 of the Solicitation Document which reads as follows:

6.4 Additional Services (optional)

Respondents shall provide rates for additional related services not specified in the scope of services. For additional available services, provide a detailed description of service along with associated rates. FLVS shall at its discretion exercise the right to purchase any proposed additional services as needed. Additional services proposed shall not factor into the evaluation process. Respondent shall specify any additional services offered.

Deleted and replaced with:

6.4 Additional Services (optional)

Respondents shall provide rates for additional related services not specified in the scope of services. For additional available services, provide a detailed description of service along with associated rates. FLVS shall at its discretion exercise the right to purchase any proposed additional services as needed. Additional services proposed shall not factor into the evaluation process. Respondent shall specify any additional services offered including (if available) but not limited to:

Remote 1:1 Tutoring provided by Resource with Teaching Credentials in specific Subject Matter	Per Hour*	\$

List any additional lines that apply.

III. Page #3, Section 1.3.3 of the Solicitation Document which reads as follows:

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Contract Structure:

FLVS shall contract the services described herein under a single contract. The single contract, however, shall be packaged into one Master Service Agreement ("MSA") with an associated Scope of Work (SOW). A separate SOW shall be issued for all services to be provided. A brief summary of the expected contract scope under each of these agreements is shown below.

Deleted and replaced with:

Contract Structure:

FLVS shall contract the services described herein under a single contract. The single contract, however, shall be packaged into one Master Service Agreement ("MSA") with an associated Scope of Work (SOW). A separate SOW shall be issued for all services to be provided. A brief summary of the expected contract scope under each of these agreements is shown below. In the event that the awarded contractor is unable to provide timely support for the volume of tutoring services needed, FLVS reserves the right to contract with the next lowest priced responsive, responsible bidder to supplement.

IV. Page #26, Section 6.5 Solicitation Document which reads as follows:

Pricing Sheet General Notes:

- Any Bids containing modifying or escalator clauses will not be considered unless specifically requested by FLVS in the Bid documents.
- If catalogue item pricing decreases, respondent shall honor lower pricing with FLVS

Deleted and replaced with:

Pricing Sheet General Notes:

- Any Bids containing modifying or escalator clauses will not be considered unless specifically requested by FLVS in the Bid documents.
- Bidder guarantees all pricing without adjustment for a period of twelve (12) months following the bid due date.
- If catalogue item pricing decreases, respondent shall honor lower pricing with FLVS

1.

P17 the selection of students by Tutoring Supervisor- will this be running every 8 weeks, or is this 1 time?

Selection of students shall be made on an on-going basis throughout the school year.

2.

27, Are remote tutors required to be fingerprinted? Is the Lunsford act being applied to remote tutors?

Yes. Tutors will have direct access to FLVS students and therefore are required to be processed through Level II Background Screening and must clear JLA.

3.

47 Which level of handicapped accessibility (A, AA, AAA)

Level AA would be acceptable. FLVS is not requiring Level AAA.

4.

48 Is this two separate questions, or is video service required for 1:1 tutoring?

Tutors must be on camera for student interaction. In addition, tutors must also sign in with their formal name.

5.

Hello, would you consider small group tutoring, or is it strictly 1:1?

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All tutoring is conducted using the 1:1 tutor/student ratio.

6.

Are you looking for vendors to sign and submit the Master Service Agreement with their proposals or is it included so we have an opportunity to review the agreement?

The MSA is attached for reference. It provides standard terms and conditions required by FLVS. It does not have to be signed as part of your response. However, it does provide the FLVS standard terms and conditions you will need to accept.

7.

When I click on Yes for the last 3 items on the form (Non-Collusion Affidavit through the end of the form), the checkboxes select both Yes and No, and there is no way to turn off the other checkbox. It happens regardless of whether you select Yes or No. How do I fix this?

Please use the space provided below to provide confirmation that you are providing a Yes or No response to each of the items with the technical difficulty.

8.

Section 3.1.1 Proposal Structure lists Section 4 as the Cost Proposal, but Bonfire suggests that we should upload a Cost Proposal Form separately. Can you please clarify whether you want Cost information included in the main proposal or whether you want it kept separately?

Can you further clarify where we can find Bid Table BT-32LM that is listed on Bonfire as the Cost Proposal Form? Bonfire says we will need to complete it online in the browser but I am not clear where to begin the process and would like to be able to look at the form first in order to understand how to work out the pricing. Thank you.

The cost table (cost proposal form) is available via the browser online in Bonfire (which is now optional). Bidders may fill in the web browser version as part of their response. Bidders may reach out to Bonfire technical support for assistance.

In addition, bidders shall complete the price sheet attached to this Addendum (3) to replace that found in section 6.1 of the ITB document and include it within their response document. This price sheet will be used for the evaluation of the award.

9.

Does FLVS offer tutoring services now? If so, what format?

The FLVS National Science Honor Society students offer tutoring in math, science, ELA and history for students K-12. Twice a week (Monday and Wednesday 4:30-6:00pm)

10.

Is FLVS open to small group drop-in tutoring vs. 1:1 tutoring?

No. The 1:1 Ration is required for all student tutoring sessions.

11.

If 1:1 is only option, do tutors need to be on standby and immediate availability or scheduled in advance by student?

Tutoring shall be scheduled in advance by student/home educator.

12.

If tutors can be schedule – 4 hours advance notice?

This is acceptable.

13.

Will an adult accompany K-3 to session?

Yes, a parent (or guardian) will be required to accompany K-3 students to assist with navigation, help student

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maintain focus and get the most out of the tutoring session.

14.

What % of sessions will be elementary?

It is anticipated that Florida Virtual School will serve approximately 15% of the student population via the K-12 tutoring program.

- 300 Florida Virtual Flex K-5 students
- 13,000 Florida Virtual Flex 6-12 students
- 800 Florida Virtual Full Time K-12 students

15.

What % of sessions will be Spanish speakers?

Up to 10%.

16.

When will service begin?

Upon contract execution which anticipated by end of December. Services shall begin roughly by late January to early February.

17.

Hello: We know impending severe weather will affect Florida on Wednesday and Thursday. Districts that may be impacted plan to close on those days. Does FLVS still intend to hold the pre-submittal conference on Thursday? If not, would FLVS consider extending the questions deadline and submission deadline?

FLVS is not closed due to weather conditions. The Pre-Submittal meeting is being conducted as scheduled. There shall be no extensions.

18.

Are you looking to award to more than one vendor?

FLVS is seeking an award with a single proposer.

19.

Just to restate for the Q&A doc: in section 6.1, are all three types of tutor qualification required to have a price submitted?

FLVS has amended the cost proposal section (shown above) providing clarifications regarding credentials required.

20.

Can you explain how you will evaluate?

FLVS shall award with the lowest priced bidder meeting the requirements specified within the ITB.

21.

What is FLVS Single Sign-on/Identity and Access Management Tool?

Can you let us know which SSO FLVS uses?

This information would be provided to the awarded contractor.

22.

In the event we partially meet requirements, should we check yes or no? We would obviously elaborate in the response section.

If it falls short of meeting the requirement you should answer "No" and provide a detailed explanation for consideration of conformity.

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Do I understand that one vendor must provide all subject areas for tutoring?

Yes.

24.

Would you please clarify the posting date of the Q&A document?

Monday, November 14, 2022, at 2:00 PM anticipated date and time to post Q&A.

25.

If we are able to provide some, but not all services requested, should we submit a proposal...this would presume that you MIGHT award multiple contracts.

FLVS will award to a single proposer.

26.

Can you elaborate on what are you looking for in the case studies?

See section 3.2.3 of the ITB document for the Case Study details we are seeking.

27.

On page 24 Section 5.3.2.2, it asks the bidder to provide a list of other clients supported of similar size and scope over the past three to five years? Does this mean that if a company is under three years old, they will not be considered?

The list of clients shall be inclusive of the past three years, not a minimum of three years.

28.

If you have a tie or multiple vendors with the same lowest price and all have met the requirements, how will you select the vendor (since you are saying you prefer one vendor)?

Identical/Tie Low Bids or Proposals. In the case of identical qualified bidders or proposals, the following criteria shall be utilized to determine award of the procurement.

- **Minority and Women's Business Enterprises (M/WBE) vendor certified by one of the following agencies: Orange County Government, City of Orlando, State of Florida Department of Management Services or National Supplier Diversity Council (NMSDC).**
- **Certified Veteran Business Enterprise. The certification of a veteran business enterprise shall be granted by the Florida Department of Management Services, with the assistance of the Department of Veterans' Affairs, as required by State Law.**
- **Certification under Florida Statutes as a Drug-Free Workplace.**
- **Payment discount offered.**
- **Coin flip.**

29.

Will students be assigned to visit tutors, or will they "drop in" as needed?

All sessions will be scheduled in advance. All sessions will be virtual.

30.

For the required course list for tutoring services on page 17. Do we have to provide each of the courses to be considered responsive or can we only focus on one or two of the courses and still be considered responsive?

FLVS is seeking an award with a single provider who can support all of the courses listed.

31.

Can ALL tutorial services be provided online? and we have to progress monitor their growth?

All services must be provided online. Yes, the Contractor is responsible for progress monitoring for growth.

32.

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Do you currently have an online tutoring provider?

No.

33.

Should the awarded vendor prepare to serve 15% of the total number of FLVS students enrolled at the start of the contract?

Related to 15%, are those totals on page 17 the total student population?

Yes.

34.

Is there a certain ratio of student to tutor?

The ratio is 1:1

35.

When would tutoring begin When is the anticipated start date?

End of Jan/Early Feb of 2023.

36.

Would zoom be an appropriate delivery source to have the sessions online?

Yes, our students currently work in Zoom.

37.

Confirming that alignment to FL BEST Standards Essential for all courses.

Standards must be aligned with the existing guidelines. Currently all ELA and Math follow B.E.S.T. Whatever the current approved standard is shall be applicable.

38.

All list courses – one vendor for all courses? All courses, Florida standards?

Yes, one provider for all courses listed in the ITB. See questions 37 regarding standards.

40.

13780 hours used by 14K+ students means about 1 hour appointments, is that accurate?
Within the document, there are numbers which span: 14,400 students, 13780 hours, and in the pricing table 13,500 sessions. Is there a correlation to all of the various session numbers/hours? Do you have a plan for serving the estimated 14,400 students throughout the year? Eight week time frames?

The requirement is for approximately 13,780 hours over the duration of the contract term and/or up to 14,000 students. The actual number of hours per student shall be determined based upon individual prescriptions. Actual quantities may be higher or lower pending actual student needs.

41.

I'm not sure if you are able to answer this, but do you have an anticipated or target budget?

The budget remains to be determined.

42.

Can you pls clarify the projected number of students expected to receive services and number of hours expected to be delivered?

See question 14.

43.

Going back to initial question- ideal to one student to one tutor, but is there a cap, for instance 3 students to one tutor who all need same area of support for one session?

FLVS is seeking a 1:1 ratio.

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44.

Would you be looking for special education online services as well? Such as dyslexia tutoring

We do have ESE students, if there were accommodations provided to a student needing tutoring, we would work with you to incorporate the specific needs.

45.

Are the hours of 8 am - 8 pm a restriction on service hours? (If we could offer appointments at 9 pm, would that be allowed?)

If requested yes.

46.

To clarify, is the estimated 13,780 hours per month of services or for the entire 1 year contract duration?

It is estimated that there shall be 13,780 hours for the initial contract term.

47.

RE: types of tutoring staff. are Certified Teachers without SME accreditation ok? Are certified teachers without SME credentials okay?

See the revisions to the cost table above (page 1 of this document) for clarifications regarding resource credential requirements.

48.

Again, just to reiterate for Q&A: is hiring FLVS teachers within the scope?

No. Hiring FLVS teachers is not part of the Scope.

49.

Your response to the question on the ability to deliver tutoring on all of the courses listed on page 17 was that you are looking for one vendor for all of those course..."for now." Does that mean that if we don't offer all of those courses, we should not submit, or that if you don't find someone who can deliver all of those courses, you would consider other responses as a part of this RFP.

For clarification, this is an Invitation to Bid (ITB) and not a Request for Proposal (RFP). The bidder must decide if they meet the specified requirements and choose to submit a bid in response. FLVS has listed the known courses that require supplemental tutoring services.

50.

Do all certification credentials need to be from Florida?

No. However, all resources must be US based.

51.

Section 1. Overview, #1.3.1 Contract Services, Structure, Term, Sequence and Pricing - How will the final contracting process with the successful proposer(s) look and will there be an opportunity for the successful proposer(s) to negotiate the terms of the final contract that do not include pricing?

As an ITB, the terms provided are required. Redlines will not be a consideration because changes could have a material impact on the solution selected.

52.

Section 7.15 Federal Provisions: Will FLVS be using federal funds for this ITB?

Yes.

53.

Section 5.1 Functional Specifications and Minimum Requirements/Specifications, Progress Monitoring and Reporting, #12: If vendors intend to submit a fixed, unlimited per-student rate as alternative pricing, would FLVS confirm if the requested information in this requirement would still be required? If yes, could you help us

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understand the need?

Yes, the requirement stands as applicable to alternative pricing models offered. To confirm, alternatives may be offered in addition to the required pricing option not in place of it.

54.

Section 5.1 Functional Specifications and Minimum Requirements/Specifications, Security and Screening, #27: Can you clarify how the background screening process will be implemented for a respondent's tutor employees (e.g. supervisors) who are located virtually, outside of the state of Florida?

Contractor represents and warrants to FLVS that the Contractor is familiar with Sections 1012.32, 1012.321, 1012.465, 1012.467, and 1012.468, Florida Statutes, regarding background investigations. Contractor covenants to comply with all requirements of the above-cited statutes. Contractor and its employees and/or agents must undergo a Level II Background Screening including fingerprinting at Contractor's expense at a Fieldprint office in the United States (or such other location as determined by FLVS pursuant to law), and determination by FLVS of having met the requirements prior to the start of the Agreement or authorization for personnel to be assigned to perform services under this Agreement. Contractor agrees to indemnify and hold harmless FLVS, its officers, agents, and employees from any liability in the form of personal injury or property damage resulting from Contractor's failure to comply with the requirements of this section. The Technical Assistance paper for the Jessica Lunsford Act can be accessed at https://info.fldoe.org/docushare/dsweb/Get/Document-3151/k12_05-107a.

55.

Section 5.1 Functional Specifications and Minimum Requirements/Specifications, Functional and Technical Requirements, #48: Would FLVS consider removing the requirement for sessions to be on camera? Or make it an optional component? We've found that students often do not want to utilize camera features during tutoring sessions for various reasons. For example, it requires too much internet bandwidth, they feel uncomfortable showing themselves, or they may be in a location where being on camera is prohibitive.

Tutors are required to be on camera. FLVS students are not required to be on camera. It is expected that they interact on camera but it is ultimately at the student's discretion.

56.

Section 6. Bid Price Sheet, #6.5 Pricing Sheet General Notes, "FLVS reserves the right to increase or decrease estimated quantities...": How will FLVS apply this provision to fixed term student licenses?

The initial bid shall be based upon the quantities specified. Actual usage shall vary depending upon the number of students identified for service and their prescribed hours of services.

57.

Section 7. General Terms and Conditions, #7.9: Would FLVS please provide an example of the type of revenue loss FLVS may incur as a result of not contracting with a proposer?

An example includes the difference in cost between the lowest bid and award to the next lowest qualified bid.

58.

Appendix A Contractor's Statement of Qualifications, #8: Can you kindly clarify why specific financial information is required? And if a certified statement that the company is financially stable will be sufficient for the purpose of this requirement?

See Section 3.1.5 for Financial Stability requirements. As a public entity of the State of Florida we must verify contractors are financially stable before entering into contract.

59.

Appendix C Statement of Affidavit and Intent: Can this form be modified to include a disclosure of a conflict of interest? If not, can you explain how a disclosure of a conflict of interest can be provided in order to be compliant

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with this signed statement of affidavit?

No modifications may be made to the required forms. However, if the bidder has a known Conflict of Interest, the bidder should provide a detailed explanation within their required forms packet. The statement should be inserted directly following the Statement of Affirmation (Appendix C) of Intent. FLVS will review the statement against the existing Conflict of Interest Policies in accordance with Federal and State policies to make a determination.

60.

Appendix E Addenda Form / Dispute Resolution Clause: Can the respondent provide FLVS with specific references and contact information for the purposes of the Appendix? What does FLVS consider pertinent information and what statements of qualifications does FLVS need to verify?

Bidders shall complete the form by listing the addendums posted. No, we cannot have an assigned contact for a specific bidder. Bidders are responsible for checking the FLVS website/Bonfire for Addendums.

61.

Appendix H Non-Collusion Affidavit: Are vendors permitted to change the "State of Florida" and "County of Orange" lines on this form to correspond with the authorized representative's location?

This is acceptable.

62.

Appendix I E-Verify Certification and Affidavit: As with Appendix B, are vendors permitted to replace the notary public requirements with those of an individual authorized to administer oaths?

E-Verify Affidavit must be notarized.

63.

Appendix I W-9 Request for Taxpayer Identification Number and Certification: Are vendors permitted to submit an already completed W-9 form?

The W-9 must be current and valid.

64.

Florida Virtual School Master Service Agreement: Are vendors required to sign the MSA even though some information is left incomplete? For example, the term's commencement date and completion date, and number of renewals.

No, it is provided for informational purposes to provide our standard terms and conditions that shall govern if awarded.

65.

Florida Virtual School Master Service Agreement, Section 3 Description of Services, #3.2 Reporting Requirements: Can you briefly explain what type of reports may be required under this Agreement?
Florida Virtual School Master Service Agreement, Section 3 Description of Services, #3.4 No Minimums Guaranteed: Would fixed pricing proposals that are for different purchase volumes be considered by FLVS?

The Master Services Agreement provides FLVS Standard Terms and Conditions. Reporting requirements specific to this ITB are defined in Section 5, Scope of Services.

As an ITB, bidders are required to complete the pricing tables as provided. Alternative pricing (see Section 6.4) may be offered in addition to the required pricing of 6.1 (not in place of) but will not be factored into the evaluation.

66.

Florida Virtual School Master Service Agreement, Section 4 Compensation, Payment and Invoicing, #4.8 Most Favored Nation/Pricing: Can you clarify most favored pricing would apply to agreements containing the same

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number of licenses of services being purchased under this agreement?

Yes.

67.

Florida Virtual School Master Service Agreement, Section 6 Notice of Default, #6.2: Can you provide a breakdown of what the substitute services for re-procuring the services would cost?

No. Not in advance of the need.

68.

Florida Virtual School Master Service Agreement, Section 8 Confidential Information, #8.6 Reporting of Unauthorized Disclosure; and Section 9 Indemnification, #9.1 Indemnification by Contractor: Would FLVS be willing to accept a liability cap of \$10 million, which will be over the insurance coverage under this agreement?

No.

69.

Florida Virtual School Master Service Agreement, Section 13 Hosting or Storing FLVS Data, #13.6: Will FLVS view s13.6 as not applicable for multi-tenant SaaS customers, or will they allow an amendment to correctly describe the level of access; type of access; and interaction with SaaS providers, since SaaS providers cannot provide direct access to their databases that contain other customer information?

Consideration may be given if applicable and within the best interest of FLVS. Bidder should include the language for consideration. FLVS will only require access to our own records. There is no expectation that we access any other customer or third-party records. (Also see question 84).

70.

Florida Virtual School Master Service Agreement, Section 16 Background Screening: What other types of fingerprinting and background check models would FLVS consider?

None.

71.

Florida Virtual School Master Service Agreement, Section 21 Contract Administration, #21.8 Assignment: Can consent to assignment not be unreasonably withheld?

The Agreement may not be assigned, transferred or conveyed in whole or in part by Contractor without the prior written consent of FLVS. We cannot accept edits to the Master Service Agreement, however, Florida Virtual School has not in practice withheld consent to assignment unreasonably.

72.

Florida Virtual School Master Service Agreement, Section 21 Contract Administration, #21.4 Record Retention and Access: Please confirm this would not be applicable to multi-tenant SaaS customers that retain confidential and personal information of third parties, and that the Contractor can provide applicable audit reports such SOC-2?

FLVS will only require access to our own records. There is no expectation that we access any other customer or third-party records.

73.

Thanks again for a good meeting this morning. One more question re pg 17: "Remote 1:1 Tutoring provided by Certified Resource". What are the requirements here for "Certified Resource"? Would our internal certification (which is aligned to national tutoring standards) qualify?

A certified resource is one that hold teaching credentials (no specific subject matter required).

74.

What is the anticipated start date of services?

Late January early February.

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75.

Are students required to attend tutoring or are they provided the opportunity to participate in tutoring at will?
FLVS will identify student participants and provide their specific program requirements to the Contractor.

76.

The RFP mentions approximately 2-3 hours per week of tutoring for students. Is a student capped at a set number of hours per week or is 2-3 an estimate/average?
No, this is an estimate. Individualized student requirements will be provided.

77.

What guidance or data will FLVS provide the tutoring provider related to the content area(s) and skills each student should be focusing on?
FLVS will use a variety of progress monitoring tools to identify list referral of students for services. FLVS will identify the content area for tutoring. The awarded solution must include assessing the students' current standing and modeling the individualized path.

78.

Item 30 in the General Requirements chart (section 5.1, p.21) appears to indicate that tutoring only occurs when a student schedules a session. Is this correct?
Yes.

79.

Item 1 in the Bid Price Sheet (section 6.1, p.25) states that tutoring should be provided by a "Certified Resource". Would you please define what FLVS considers a certified resource?
A certified teacher. See page 1 for revised pricing line item(s).

80.

Question 1: If we do not have audited financial statements, and are a private company so are not able to provide documentation of an investment grade rating from a credit reporting agency, would you accept other proof of financial stability including: investor group, customer base, longevity (being in business since 2014), business model, other qualitative aspects?
See section 3.1.5 for information regarding financial stability requirements.

81.

Question 2: Regarding Audit logs, our Learning Management System has a change log of student profile information. Currently we do not provide the ability for a district to download and view who saw P11 for their students. Is this a roadblock for submission of this RFP?
Assuming you mean P11 (not P11) and Clarification ITB not RFP. See Section 3 for IT Security requirements provided. Provide any additional information necessary for compliance review by the FLVS Chief Security Information Officer.

82.

5. We are actively working on 100% WCAG compliance and anticipate completion by Q2 2023. Is this an acceptable timeline for FLVS?
Bidder shall submit a response including detailed information regarding the timeline for compliance for consideration.

83.

Florida Virtual School Master Service Agreement, Section 4 Compensation, Payment and Invoicing, #4.8 Most Favored Nation/Pricing: Can you clarify this would be applied to any agreements with a government entity purchasing the same or similar services to those contained in this agreement?

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Correct.

84.

(Replaces Question 69) Florida Virtual School Master Service Agreement, Section 13 Hosting or Storing FLVS Data, #13.6: Will FLVS view s13.6 as not applicable for multi-tenant SaaS customers, or will they allow an amendment to correctly describe the level of access; type of access; and interaction with SaaS providers, since SaaS providers cannot provide direct access to their databases that contain other customer information? Will FLVS having access to the data provided by them to the Contractor through their online dashboard fulfill the purpose of this provision?

Consideration may be given if applicable and within the best interest of FLVS. Bidder should include the language for consideration. FLVS will only require access to our own records. There is no expectation that we access any other customer or third-party records.

85.

1. If FLVS cannot find a single provider who meets all their requirements, will you pull from current respondents or issue a new RFP?

This is an Invitation to Bid (ITB), not a Request for Proposal (RFP). FLVS shall proceed in accordance with the language provided in Section 2 of the ITB document.

86.

2. When you ask for Spanish support, do you solely mean tutors who speak Spanish or do you mean in-platform support or scaffolds for Spanish?

FLVS is seeking a percentage of Spanish speaking tutors who can converse with Spanish speaking students.

87.

3. Appendix J in the list of forms appears to be a sample contract. However, it is also listed in the Respondent Requirements Checklist. Does Appendix J need to be signed for the submission?

Appendix J represents FLVS standard terms and conditions that shall apply if awarded. Signature on Appendix J is not a requirement at the time of bid submission. It is included in on the checklist as being incorporated and acknowledged into the solicitation.

88.

4. Can you please indicate your required insurance coverage?

Insurance requirements are provided in Section 10 of the Master Service Agreement, Appendix J provided within the Mandatory Certifications/Forms Packet, Attachment 1 to the Invitation to Bid (See Addendum 1).

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