

**DESCRIPTION OF INTENDED
SINGLE SOURCE PURCHASE
(PUR 7776)**

AGENCY: Episcopal Children's Services, Inc.

TITLE: LENA System

Short description of the commodity or service desired: The patented and proprietary LENA System comprises: the specially-designed recording device; acoustically designed clothing to properly hold the recorder; LENA software that offloads, uploads, and/or processes the audio data; and LENA Online™, the cloud-based data and reporting system.

CONTACT

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Internal tracking number, if any: 2324-23

Date posted: 3/1/2024 Last day for receipt of information: 3/12/2024

This description of commodities or contractual services intended for purchase from a single source is posted in accordance with Sections 120.57(3) and 287.057(3), Florida Statutes (F.S.), and will remain posted for a period of at least 15 business days.

Commodity or Contractual Service Required (commodity or United National Standard Products and Services Code (UNSPSC), manufacturer, model, and description, as appropriate):

Utilization of the Language ENvironment Analysis (LENA) Grow "talk pedometer" technology to deliver empowering, data-driven coaching that improves outcomes for children and teachers.

Quantity or Term (as appropriate):

Term - 3 years

Requestor (division, bureau, office, individual, as appropriate):

Episcopal Children's Services, Inc.

Performance and/or Design Requirements (e.g. intended use, function or application, compatibility, requirements; reference to policy, rule, statute or other act of the Legislature, etc., as appropriate):

Program Guidance 240.21 COVID – 19 Crisis Emergency Funding Assistance for Early Learning/Child Care Providers American Rescue Plan (ARP) Act Supply Building Initiatives ARPA Discretionary

Intended Single Source:

LENA

Estimated Dollar Amount:
\$375,000

Justification for single source acquisition (what is necessary and unique about the product, service or source; steps taken to confirm unavailability of competition, as appropriate):

The Language ENvironment Analysis (LENA) Grow is an evidence-based professional development program that helps early childhood educators improve classroom language environments in early learning settings. The Learning Environment Analysis (LENA) Grow is the sole manufacturer and distributor of the "talk pedometer" technology that will be used to measure the quality of teacher-child interactions, collect data and support strength based coaching to early educators increasing both quantity and quality of the teacher-child interactions. The intended outcomes of this initiative include increasing CLASS composite scores leading to better long-term outcomes for children. An exhaustive search for a similar platform did not yield any competitors. Patents for the LENA System™, including one or more of its component software and hardware products, including LENA Pro™, LENA Hub™, LENA Online™ (also known as LENA Mobile™), and the Digital Language Processor™ (also known as the LENA recorder) can be found online at lena.org/patents. Sole source letter attached.

Approved By (names & titles, as appropriate, e.g., requestor, requestor management, information systems, budget, purchasing):

Monique Lank, Project Accountant
Teresa Matheny, Chief of Programs

Prospective vendors are requested to provide information regarding their ability to supply the commodities or contractual services described. If it is determined in writing by the agency, after reviewing any information received from prospective vendors, that the commodities or contractual services are available only from a single source, the agency shall provide notice of its intended decision to enter a single-source purchase contract in the manner specified in Rule 60A-1.045, Florida Administrative Code, and section 120.57(3), F.S.