



Hoja de Trámite

Fecha: 7 de marzo de 2019

A: Oficina de OSIATD

Asunto:

- Request for Reconsideration
RFP No. PRDE-OSIATD-2018-002 Mobile Devices,
Professional Development and Project Management
-
-
-

Entregado por: _____ **Fecha:** _____
Nombre en letra de molde

Recibido por: _____ **Fecha:** _____
Nombre en letra de molde

Firma: _____



Barrio Palmas 776 Calle 7 Suite 2
Cataño, Puerto Rico 00962
Tel. 787 625 9800 / Fax 787 625 9799
www.sm-pr.com

March 5, 2019

osiatdproposal@de.pr.gov

Sent Via Electronic Mail and Certified Mail, Return Receipt Requested

Puerto Rico Department of Education
P.O. Box 190759
San Juan, PR 00919-0759

**Re: Request for Reconsideration
RFP No. PRDE-OSIATD-2018-002 Mobiles Devices,
Professional Development and Project Management.**

On March 1, 2019, SM, Inc. received Notice of Award and Acceptance Letter ("The Notice of Award") regarding the above referenced RFP. Pursuant to Law 38 of June 30, 2017, SM Inc. "(SM)" hereby submits its Request for Reconsideration.

The Notice of Award

1. On page 6 of the Notice of Award, the PRDE, states that SM, Inc. was not invited to deliver an oral presentation by the Evaluation Committee, because the SM Inc. plan, even though it was the most affordable option (\$889,300.00), the proposal would only provide minimal training and would not cover all Department teachers. More importantly, the Committee was concerned that the amount of teacher training needed could not effectively be delivered for the price quoted by the company".

We respectfully disagree with the decision made by the Evaluation Committee for the reasons stated below:

1. SM submitted its response to the RFP in a timely manner.
2. On December 12, 2018 at 4:25:36 p.m., SM received an email from the Evaluation Committee requesting clarification of Professional Development pricing from proposers. Such clarification information to be submitted the next day (12/13/18) by 4:00 p.m. **See Exhibit 1**
3. SM submitted its response to the clarification request on December 12, 2018 at 10:54 P.M. **See Exhibit 2.**
4. In its clarification response SM included:
 - a. A document that had been already submitted with the proposal titled *Proposal Submittal Form 2- Sample Price Proposal Form*. The purpose of this **Sample Price Proposal Form** was to show the PRDE via a simple exercise, the cost of providing the trainings to a limited number of teachers. In the same document there is a note identified with an asterisk "the cost would be conditioned to the amount of services approved per modality". **See Exhibit 3.**
 - b. Also, another document was included in excel format, **Professional Development Pricing Clarification** which had two (2) tabs: (i) the first identified as PD_ participants sample and the (ii) second one, which included All participants. **See Exhibit 4.** The first tab shows the simple exercise referred to in paragraph (a) above for (\$889,300.00) and the second tab



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included all participants for (\$18,760,700.00). Therefore, the concern of the Evaluation Committee regarding the effectiveness of the trainings based on the quotation provided stems obviously from the fact that the Evaluation Committee incorrectly evaluated SM's response proposal.

Since the Evaluation Committee failed to consider the totality of the information submitted by SM on December 12, 2018; it mistakenly concluded that the information submitted was incomplete and ineffective. Therefore, based on that serious mistake, SM was excluded from the list of proposers to deliver oral presentations. If SM had been afforded the corresponding opportunity to deliver its oral presentation, the error made by the Evaluation Committee would have been avoided.

Based on the above explanation, SM respectfully requests that the Evaluation Committee reconsider the totality of the information submitted by SM, allowing SM to deliver an oral presentation so that you may adequately compare its response on equal terms with the other proposers.

We reiterate our expectation for reconsideration of our proposal.

Respectfully submitted.

A handwritten signature in blue ink, appearing to read "Juan Reyes", is written over the typed name.

Juan Reyes
Managing director
SM, Inc.

Reyes, Juan

Exhibit 1

From: Vázquez, Sheilla
Sent: Wednesday, December 12, 2018 6:39 PM
To: Reyes, Juan; enid.rivera@prisma.pr.net
Subject: Fwd: Professional Development Pricing - TIME SENSITIVE REQUEST
Attachments: Professional Development_Clarification Pricing Sheet_12-12-18.zip; ATT00001.htm

Sent from my iPhone

Begin forwarded message:

From: OSIATD Proposal <osiatdproposal@de.pr.gov>
Date: December 12, 2018 at 4:25:36 PM AST
To: "sheilla.vazquez@sm-pr.com" <sheilla.vazquez@sm-pr.com>
Subject: Professional Development Pricing - TIME SENSITIVE REQUEST

PLEASE ACKNOWLEDGE RECEIPT OF THIS MESSAGE

Good Afternoon,

The Evaluation Committee is requesting clarification of Professional Development pricing from proposers. To this end, **please complete the attached clarification pricing sheet and return by 4:00 p.m. tomorrow (12/13/18)**. The instructions are outlined on the attached sheet. Thank you:

PRDE-OSIATD-2018-004 EVALUATION COMMITTEE
PUERTO RICO DEPARTMENT OF EDUCATION

'NOTA DE CONFIDENCIALIDAD: El texto y los documentos que acompañan este correo electrónico están destinados sólo para el uso de la persona, personas o entidades mencionadas anteriormente. Si usted no es uno de los destinatarios se le notifica que cualquier divulgación, copia, distribución o si se lleva a cabo cualquier acción en relación con el contenido de este correo electrónico es estrictamente prohibido. Si usted ha recibido este correo electrónico por error, favor notificar inmediatamente y devolver el correo electrónico original a la persona que lo envió. CONFIDENTIALITY NOTE: The text and documents accompanying this electronic mail are intended only for the use of the individuals or entities named above. If you are not one of the intended recipients, you are hereby notified that any disclosure, copying, distribution or the taking of any action in reliance of the contents of this electronic information is strictly prohibited. If you have received this electronic mail by error, please immediately notify and return the original electronic mail to the sender.'

Vázquez, Sheilla

Exhibit 2

From: Vázquez, Sheilla
Sent: Wednesday, December 12, 2018 10:54 PM
To: osiatdproposal@de.pr.gov
Subject: FW: Professional Development Pricing - TIME SENSITIVE REQUEST
Attachments: PROPOSAL FORM - 2.docx; Professional Development_Clarification Pricing Sheet_12-12-18.xlsx

Buenas noches,

Adjunto el documento en Word que se requirió en la propuesta. Además incluyo el Excel recibido en el día de hoy, pero se añadió una hoja. **En la primera hoja** observarán la distribución de los números sometidos en propuesta durante los 3 años y **en la segunda hoja** verán los números que reflejan los servicios distribuidos en los tres años para la totalidad de 30,000 maestros.

De tener dudas o requerir información adicional, no duden en comunicarse.

Saludos cordiales,



Sheilla M. Vázquez
Directora de Finanzas y Operaciones
sheilla.vazquez@grupo-sm.com
Tel. +1 787 625 9800



From: OSIATD Proposal <osiatdproposal@de.pr.gov>
Date: December 12, 2018 at 4:25:36 PM AST
To: "sheilla.vazquez@sm-pr.com" <sheilla.vazquez@sm-pr.com>
Subject: Professional Development Pricing - TIME SENSITIVE REQUEST

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Good Afternoon,

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PRDE-OSIATD-2018-004 EVALUATION COMMITTEE
PUERTO RICO DEPARTMENT OF EDUCATION

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PROPOSAL SUBMITAL FORM 2 – SAMPLE PRICE PROPOSAL FORM

CATEGORY 2: PROFESSIONAL DEVELOPMENT CURRICULUM INTEGRATION AND TECHNICAL TRAINING

PART A: LAPTOPS

ITEM	MODEL	QTY	PRICE	SUB-TOTAL	TOTAL
LAPTOP – USE	1. Workshops	25	\$170.00 per participant	\$5,100 per group of 30 participants	\$125,700 per 25 workshops
	2. Coaching	50	\$525.00	\$26,250	\$26,250
INTEGRATION INTO CLASSROOM AND CURRICULUM	3. Demonstration classes/Webinar	25	\$360.00	\$9,000	\$9,000
	4. Mentoring	50	\$660.00	\$33,000	\$33,000
TECHNICAL TRAINING FOR OSIATD, FIELD TECHNICIANS	5. Seminars or Conferences	25	\$161.29 per participant	\$5,000 per group of 31 participants	\$125,000 per 25 seminars
	6. Workshops	25	\$170.00 per participant	\$5,100 per group of 30 participants	\$125,700 per 25 workshops
TOTAL (MUST INCLUDE PRICING FOR ALL LINE ITEMS)	6 Models	200			** \$444,650

**Conditioned to the amount of services approved per modality.

PART B: TABLETS

ITEM	MODEL	QTY	PRICE		
LAPTOP – USE	7. Workshops	25	\$170.00 per participant	\$5,100 per group of 30 participants	\$125,700 per 25 workshops
	8. Coaching	50	\$525.00	\$26,250	\$26,250
INTEGRATION INTO CLASSROOM AND CURRICULUM	9. Demonstration classes/Webinar	25	\$360.00	\$9,000	\$9,000
	10. Mentoring	50	\$660.00	\$33,000	\$33,000
TECHNICAL TRAINING FOR OSIATD, FIEL TECHNICIANS	11. Seminars or Conferences	25	\$161.29 per participant	\$5,000 per group of 31 participants	\$125,000 per 25 seminars
	12. Workshops	25	\$170.00 per participant	\$5,100 per group of 30 participants	\$125,700 per 25 workshops
TOTAL (MUST INCLUDE PRICING FOR ALL LINE ITEMS)	6 Models	200			** \$444,650

Exhibit 4

**PUERTO RICO DEPARTMENT OF EDUCATION
PRDE-OSIATD-2018-002-MOBILE DEVICES, PROFESSIONAL DEVELOPMENT AND PROJECT MANAGEMENT**

PROFESSIONAL DEVELOPMENT PRICING CLARIFICATION

TO ASSIST THE EVALUATION COMMITTEE WITH UNDERSTANDING PROPOSER PROFESSIONAL DEVELOPMENT PRICING, PROPOSERS ARE BEING ASKED TO COMPLETE THIS PROFESSIONAL DEVELOPMENT PRICING CLARIFICATION SHEET.

INSTRUCTIONS

1	PROPOSERS MUST SPECIFY SEPARATE PROFESSIONAL DEVELOPMENT PRICING FOR LAPTOPS AND TABLETS, AND SHOULD ONLY INCLUDE THE PRICING FOR THE PROFESSIONAL DEVELOPMENT SERVICES PROPOSER IS RECOMMENDING FOR PRDE. WHILE ADDITIONAL OPTIONAL SERVICES MAY BE CONSIDERED BY PRDE, OPTIONAL SERVICES SHOULD NOT BE INCLUDED ON THIS SHEET.
2	PROPOSER'S ORIGINAL PROPOSAL PRICING CAN NOT BE CHANGED. THEREFORE, THE NUMBERS ON THIS SHEET MUST BE CONSISTENT WITH THE PRICING INCLUDED IN PROPOSER'S PROPOSAL.
3	IF PROPOSER IS NOT PROPOSING PROFESSIONAL DEVELOPMENT FOR ALL OF THE DEPARTMENT'S EDUCATORS OR FOR ALL 3 YEARS, PROPOSER SHOULD EXPLAIN WHY.

LAPTOPS

TYPE OF TRAINING	YEAR 1		YEAR 2		YEAR 3		TOTAL 3-YEAR
	# OF PEOPLE TO BE TRAINED	YR 1 COSTS	# OF PEOPLE TO BE TRAINED	YR 2 COSTS	# OF PEOPLE TO BE TRAINED	YR 3 COSTS	PRICING
Workshops (Laptop - Use)	30000	\$ 5,100,000.00			30000	\$ 5,100,000.00	\$ 10,200,000.00
Coaching (Laptop - Use)			30000	\$ 5,250,000.00			\$ 5,250,000.00
classes/Webinar (Integration into classroom and curriculum)	30000	\$ 1,080,000.00					\$ 1,080,000.00
Mentoring(Integration into classroom and curriculum)			30000	\$ 1,980,000.00			\$ 1,980,000.00
Seminars or conferences (Technical training for OSIATD, Field Technicians)	155	\$ 50,000.00	155	\$ 50,000.00	155	\$ 25,000.00	\$ 125,000.00
Workshops (Technical training for OSIATD, Field Technicians)	150	\$ 51,000.00	150	\$ 51,000.00	140	\$ 23,700.00	\$ 125,700.00
		\$6,281,000.00		\$7,331,000.00		\$5,148,700.00	\$18,760,700.00

TABLETS

TYPE OF TRAINING	YEAR 1		YEAR 2		YEAR 3		TOTAL 3-YEAR
	# OF PEOPLE TO BE TRAINED	YR 1 COSTS	# OF PEOPLE TO BE TRAINED	YR 2 COSTS	# OF PEOPLE TO BE TRAINED	YR 3 COSTS	PRICING
Workshops (Laptop - Use)	30000	\$ 5,100,000.00			30000	\$ 5,100,000.00	\$ 10,200,000.00
Coaching (Laptop - Use)			30000	\$ 5,250,000.00			\$ 5,250,000.00
Demonstration classes/Webinar (Integration into classroom and curriculum)	30000	\$ 1,080,000.00					\$ 1,080,000.00
Mentoring(Integration into classroom and curriculum)			30000	\$ 1,980,000.00			\$ 1,980,000.00
Seminars or conferences (Technical training for OSIATD, Field Technicians)	155	\$ 50,000.00	155	\$ 50,000.00	155	\$ 25,000.00	\$ 125,000.00
Workshops (Technical training for OSIATD, Field Technicians)	150	\$ 51,000.00	150	\$ 51,000.00	140	\$ 23,700.00	\$ 125,700.00
		\$6,281,000.00		\$7,331,000.00		\$5,148,700.00	\$18,760,700.00

Exhibit 4

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PRDE-OSIATD-2018-002-MOBILE DEVICES, PROFESSIONAL DEVELOPMENT AND PROJECT MANAGEMENT**

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LAPTOPS

TYPE OF TRAINING	YEAR 1		YEAR 2		YEAR 3		TOTAL 3-YEAR PRICING
	# OF PEOPLE TO BE TRAINED	YR 1 COSTS	# OF PEOPLE TO BE TRAINED	YR 2 COSTS	# OF PEOPLE TO BE TRAINED	YR 3 COSTS	
Workshops (Laptop - Use)	390	\$ 66,300.00			360	\$ 59,400.00	\$ 125,700.00
Coaching (Laptop - Use)			150	\$ 26,250.00			\$ 26,250.00
classes/Webinar (Integration into classroom and curriculum)	25	\$ 9,000.00					\$ 9,000.00
Mentoring(Integration into classroom and curriculum)			50	\$ 33,000.00			\$ 33,000.00
Seminars or conferences (Technical training for OSIATD, Field Technicians)	155	\$ 50,000.00	155	\$ 50,000.00	155	\$ 25,000.00	\$ 125,000.00
Workshops (Technical training for OSIATD, Field Technicians)	150	\$ 51,000.00	150	\$ 51,000.00	140	\$ 23,700.00	\$ 125,700.00
		\$176,300.00		\$160,250.00		\$108,100.00	\$444,650.00

TABLETS

TYPE OF TRAINING	YEAR 1		YEAR 2		YEAR 3		TOTAL 3-YEAR PRICING
	# OF PEOPLE TO BE TRAINED	YR 1 COSTS	# OF PEOPLE TO BE TRAINED	YR 2 COSTS	# OF PEOPLE TO BE TRAINED	YR 3 COSTS	
Workshops (Laptop - Use)	390	\$ 66,300.00			360	\$ 59,400.00	\$ 125,700.00
Coaching (Laptop - Use)			150	\$ 26,250.00			\$ 26,250.00
classes/Webinar (Integration into classroom and curriculum)	25	\$ 9,000.00					\$ 9,000.00
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Workshops (Technical training for OSIATD, Field Technicians)	150	\$ 51,000.00	150	\$ 51,000.00	140	\$ 23,700.00	\$ 125,700.00
		\$176,300.00		\$160,250.00		\$108,100.00	\$444,650.00