

1. Project Title Focus Statewide Data Collection and Student Information Solution

2. Senate Sponsor Jeff Brandes

3. Date of Request 03/10/2021

4. Project/Program Description

Florida DOE team and Focus have partnered for over 10 years to produce the best solution for state reporting with the current state systems. Focus can help DOE modernize the aging 30-year-old Enterprise Information System.

5. State Agency to receive requested funds

Department of Education

State Agency contacted? Yes

6. Amount of the Nonrecurring Request for Fiscal Year 2021-2022

Type of Funding	Amount
Operations	2,220,000
Fixed Capital Outlay	0
Total State Funds Requested	2,220,000

7. Total Project Cost for Fiscal Year 2021-2022 (including matching funds available for this project)

Type of Funding	Amount	Percentage	
Total State Funds Requested (from question #6)	2,220,000	100%	
Matching Funds			
Federal	0	0%	
State (excluding the amount of this request)	0	0%	
Local	0	0%	
Other	0	0%	
Total Project Costs for Fiscal Year 2021-2022	2,220,000	100%	

8. Has this project previously received state funding?

Fiscal Year	Amount		Specific	Vetoed	
(уууу-уу)	Recurring	Nonrecurring	Appropriation #		

9. Is future funding likely to be requested?

No

No

a. If yes, indicate nonrecurring amount per year.

b. Describe the source of funding that can be used in lieu of state funding.

10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?

Yes

If yes, indicate the amount of funds received and what the funds were used for.



A PPP Loan in the amount of \$1,316,000.00 was received to maintain salary and prevent a reduction in staff.

11. Details on how the requested state funds will be expended

Spending Category	Category Description	
Administrative Costs:		
Executive Director/Project Head Salary and Benefits		0
Other Salary and Benefits		0
Expense/Equipment/Travel/Supplies/ Other		0
Consultants/Contracted Services/Study		0
Operational Costs: Other		
Salary and Benefits		0
Expense/Equipment/Travel/Supplies/ Other		0
Consultants/Contracted Services/Study	Software Subscription, Project Managment, Data Migration, Training, Maintenance, Support and Cloud Hosting.	2,220,000
Fixed Capital Construction/Majo	r Renovation:	
Construction/Renovation/Land/ Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		

12. Program Performance

a. What specific purpose or goal will be achieved by the funds requested?

To provide Florida DOE with a Statewide Enterprise Information System and Statewide Student Information System. Focus can help DOE modernize the aging 30-year-old EIS system.

b. What activities and services will be provided to meet the intended purpose of these funds?

Software Subscription, Project Management, Data Migration, Training, Maintenance, Support and Cloud Hosting

c. What direct services will be provided to citizens by the appropriation project?

Faster transfer of data between schools. Schools are safer since discipline data, immunization, health, and mental health data transfer immediately when students transfer between districts. Students have the choice of more charter schools and district school-choice programs. More data about their school

Students have the choice of more charter schools and district school-choice programs. More data about their school choice and the effectiveness of programs is available through the state dashboards.

d. Who is the target population served by this project? How many individuals are expected to be served?

The staff of the FLDOE along with every educator, parent, and student working with public schools in the State of Florida.

e. What is the expected benefit or outcome of this project? What is the methodology by which this outcome will be measured?



DOE and the state will save over \$20 million over five years by replacing antiquated systems.

FLDOE will be able to provide the legislature with dashboards to help understand educational success and trends in FL and communicate this data to the community allowing for transparency.

DOE Reporting will be easier, in real-time, and not reliant on the antiquated mainframe system. Districts will have more resources available to support curricular initiatives instead of pushing data to the state mainframe. Teachers will have less disruption due to rescheduling in Oct to meet FLDOE guidelines since the real-time system can provide analysis of compliance during scheduling.

f. What are the suggested penalties that the contracting agency may consider in addition to its standard penalties for failing to meet deliverables or performance measures provided for the contract?

First year cost and Implementation Fees will be tied to several milestone payments. The agency will only be invoiced for the milestone once the work is completed and signed off upon. The penalty will be 100% of the milestone payment tied to the project item until the work is complete and signed off by all parties on the project plan.

13. The owners of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owners of the facility and the entity.

n/a



14. Requestor Contact Information

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	b. Organization	Focus School Software LLC				
	c. E-mail Address	andrew@focusschoolsoftware.com				
	d. Phone Number	(727)388-	6020	Ext.		
15.	5. Recipient Contact Information					
	a. Organization	Florida Department of Education				
	b. Municipality and	d County Statewide				
	c. Organization Type					
	□For Profit Entity	/				
	□Non Profit 501(c	D1(c)(3)				
	□Non Profit 501(c	c)(4)				
	□Local Entity					
	□University or Co	ollege				
	ØOther (please sp	please specify) State Agency				
	d. First Name	Alex		Last Name	Kelly	
	e. E-mail Address	Alex.Kelly	@fldoe.org			
	f. Phone Number	(850)245-0505				
16.	16. Lobbyist Contact Information					
	a. Name	Christoph	ner T. Dawson			
	b. Firm Name	GrayRobinson PA				
	c. E-mail Address	chris.dawson@gray-robinson.com				
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