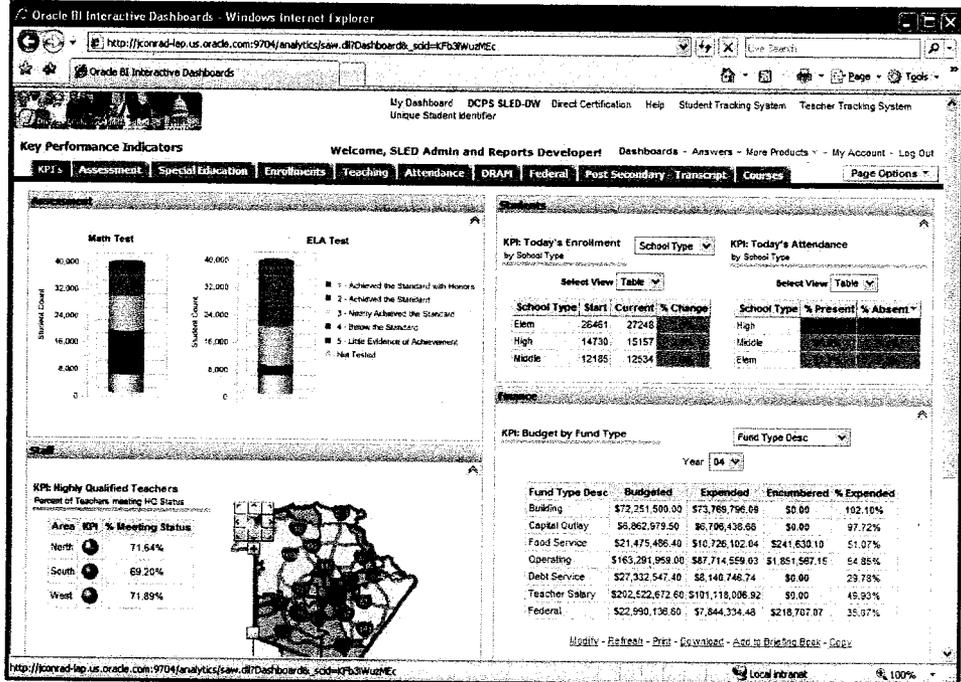


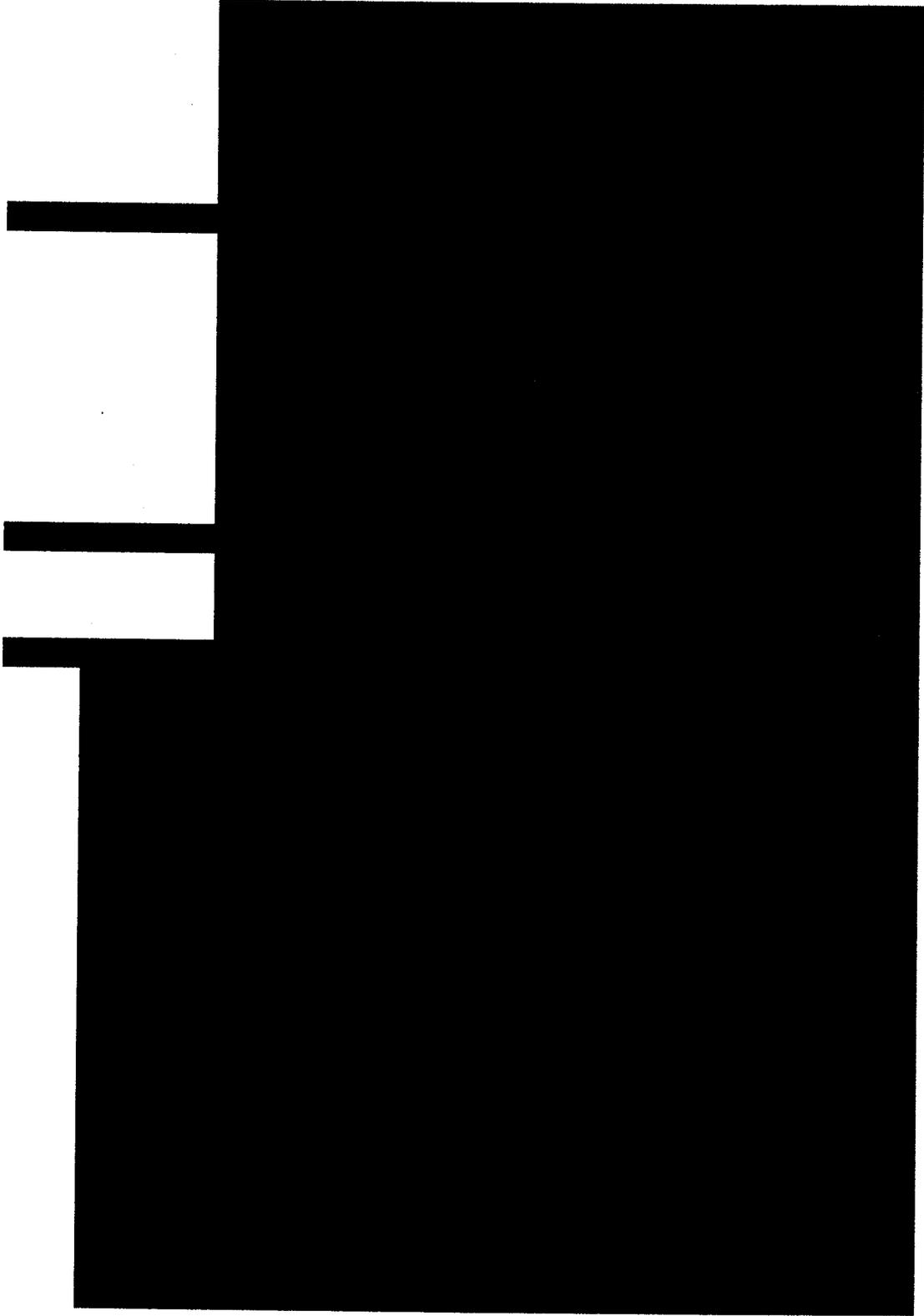
Clients/Customers

17. What design features does your system incorporate to ensure data access and optimal use by busy teachers, principals, and school administrative staff?

A. Our solution will provide one integrated point of access to all users, which will reduce complexity.



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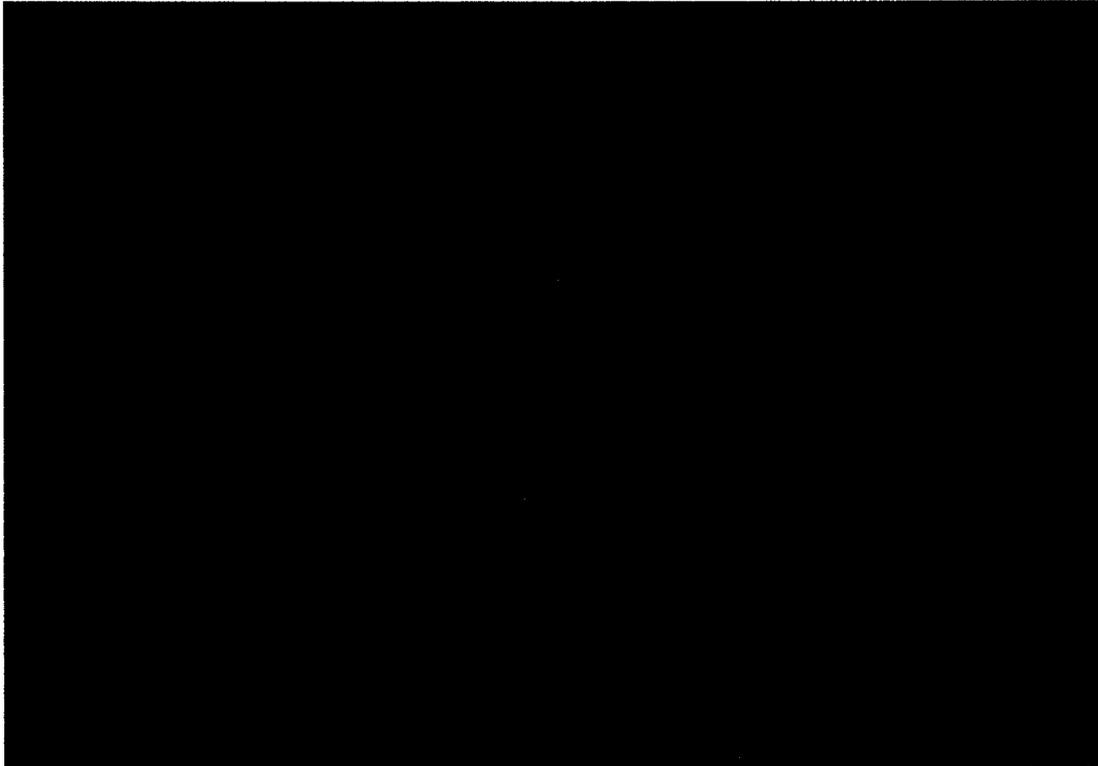


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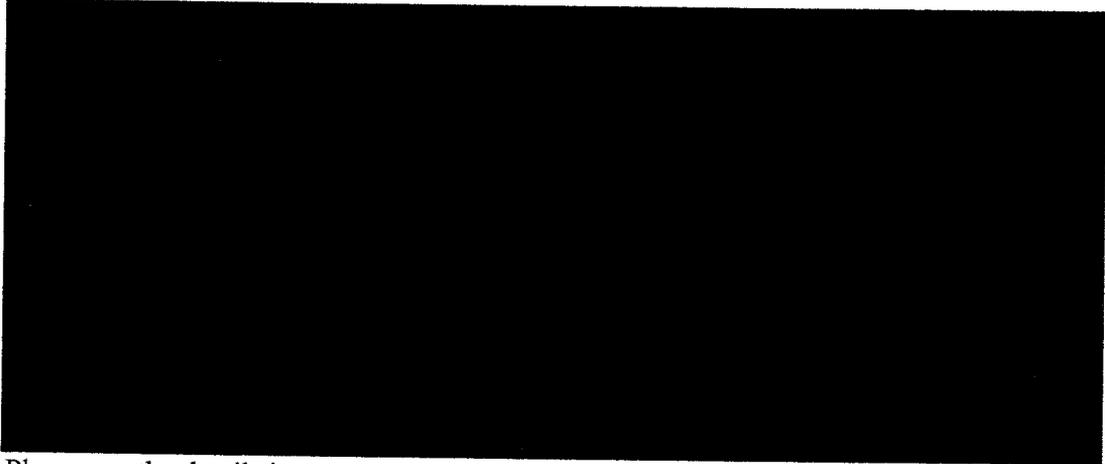
18. There is some interest within the DC research community to use the National Student Clearinghouse to obtain individual level student information on college enrollment and college graduation from many colleges nationally. If we are not using social security numbers as our USI, what strategies might we consider to make school years and college years data matching feasible?



R(a)(1)



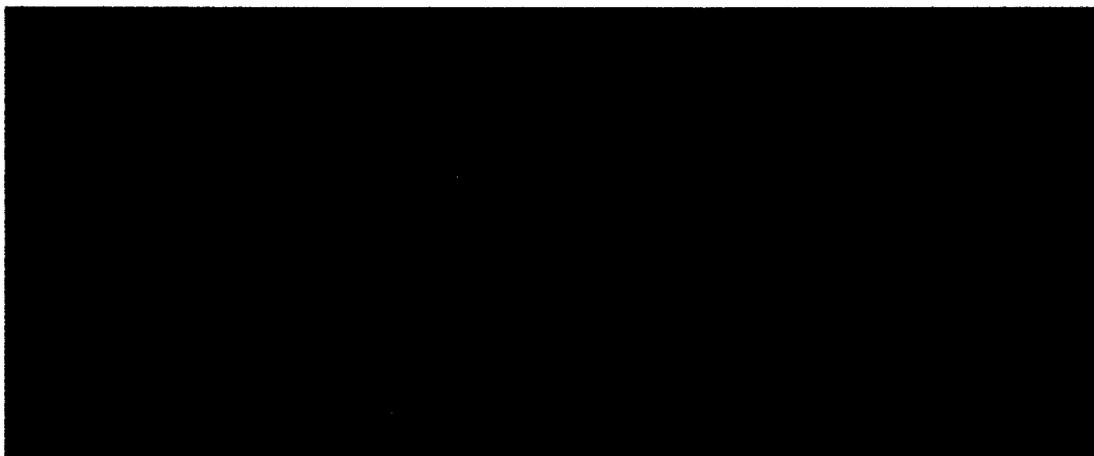
19. We currently have not considered as strong a data collection system for tracking the impact of principals on schools as we have for teachers. How, if at all, should we think about integrating human resource histories of our principals as well as teachers as part of our SLED warehouse?



Please see the details in our response to Question #12.

R(a)(1)

20. There is considerable interest in connecting administrative data about school personnel (teachers, principals, counselors, etc.) with the type of professional education they received (alternative training, Teach for American, traditional program from specific colleges/universities). In what ways have your systems gathered these data and conducted analyses of how professional preparation affects student performance?



R(a)(1)

Staffing our Data Warehouse



R(a)(1)

- 
22. What kinds of specialized staff do schools need to accurately enter data and to support various applications for retrieving and using information available from a longitudinal education data warehouse?

R(a)(1)

Assumptions

23. What assumptions have you made regarding this project?

Numerous assumptions have been made regarding the project. Perhaps the most relevant from DC's perspective are the following:

- Participation from DC users will be critical to success of the project. Particularly during the early portions of the project, Team Oracle will need to conduct meetings with users (e.g. teachers and administrators) to make sure that reporting requirements are captured in detail. Users will also need to participate in user acceptance testing, which means a portion of the project where users attempt to perform standard administrative processes using the SLED to measure its performance relative to user requirements.
- By its nature, a data warehouse relies upon data drawn from existing transactional systems. As a result, Team Oracle will need to work closely with the DC technical staff to obtain timely access to relevant systems. Timely review of deliverables is important for a fixed price project. Team Oracle will agree with DC on what are reasonable review periods for deliverables.

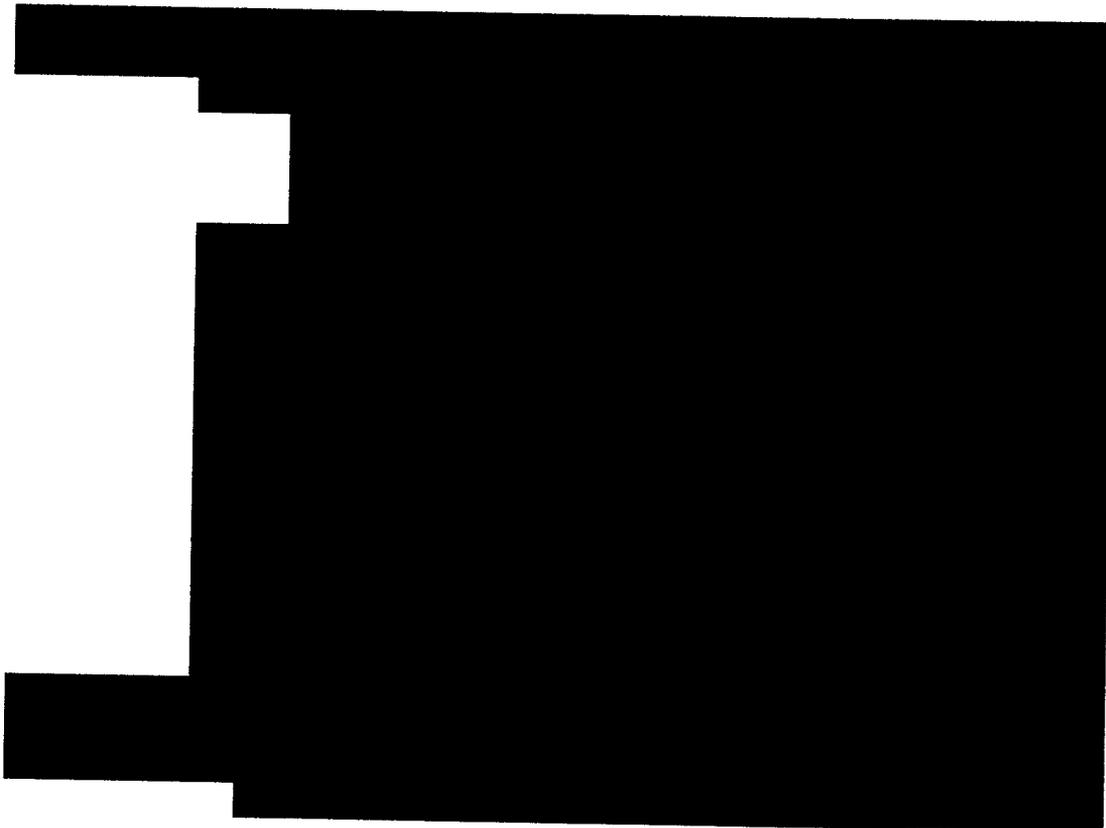
Technical Questions

24. **Vendor Hosting:** OSSE will want to do Vendor Hosting for a 3 year minimum time frame. In addition, OSSE may request a site visit to inspect the hosting facilities. The following questions are concerning your hosting environment:
- a. Platform Specific questions:
 - i. Do you have dedicated servers? What are the server specifications? What environments will you have in place (development, testing, production environments)?
 - ii. Do you have VMWare for Virtualization?
 - iii. How do you secure servers and data (certificates, SSL, etc.)?
 - iv. What is the process for creating/modifying new users (user account administration)?
 - v. What do you provide as value add for hosting, such as Enterprise licenses for Dimensions, Rational, etc.?
 - vi. Do you have advanced monitoring (24x7x365)?
 - vii. What tiered Service Level Agreement (SLA) offerings do you provide?
 - viii. What is the percentage of time your servers are available?
 - ix. Do you have load balancing and redundancy?
 - x. What is the process for data storage and data refresh?
 - xi. What is your back-up/archive service offerings? Is it offsite?
 - b. Facility Specific
 - i. Regarding the facility locations:
 - (a) Do you have a 100 year flood plan?
 - (b) What are the air craft paths?
 - ii. What Data Network (core routing equipment) paths, sizes, providers do you have?
 - iii. What fire suppression systems are in place?
 - iv. What physical security (monitoring/intrusion detection) methods are in place?
 - v. How long will the uninterruptable power supply (UPS) be available?
 - (a) How often do you have to refuel generator?
 - (b) What is your SLA for refueling the generator tanks?
 - vi. What is used to eliminate spikes (Conditioned Power)?
 - vii. Environmentals N+1
 - (a) Do you have a back up generator and do you have a back up generator?
 - (b) Do you have air conditioning and back up air conditioning?
 - c. Application Specific
 - i. How would you rate the effectiveness of the user interface relation to changes of workflow?

- ii. Ease of use and navigation with minimum keystrokes or screens to access key information?
- iii. Rate of speed for the application? Speed of data input within interface and transaction?
- iv. How intuitive is the application in relation to non-technical end-users?
- v. Application administration component is comprehensive?

d. Database Specific

- i. When hosting, how frequently do you do the following:
 - a. Data Refreshes
 - b. Data Backups
- ii. Need to provide the following and be prepared to discuss in detail during the technical breakout session:
 - a. Data Architecture diagram
 - b. Data Model
 - c. Physical database building procedures and walk through
 - i. Database naming conventions followed and detailed discussion.
 - d. ETL Scripts walk through, Product used
- iii. What are your replication and fail over procedures?
- iv. What is your database administration services schedule?



R(a)(1)



TEAM

ORACLE®

Best and Final Offer

2nd Submission

Due Date: April 30, 2008 11:00AM

Deliver to:

District of Columbia Government
Office of Contracting & Procurement
441 4th St, N.W. Suite 730S Washington, DC. 20001
Attention: Bid Counter
POC: Annie R. Watkins, Contracting Officer / Alternate POC: Surinder Sharma

Points of Contact:

M. Mickey Williams, Director Business Development, Williams Adley & Company LLP
1250 H. St NW Washington, D.C. 20005 Office: (202) 371-1397 Fax: (202) 371-9161
Email: mwilliams@dcwacllp.com Mobile (202) 285-6212

Sohil Patel, Solution Architect, **Oracle USA**
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Gerry K. Anderson, Technology Sales Manager, **Oracle USA**
State and Local Government
11102 Glenn Brooke Court, Glenn Dale, MD
Email: gerry.anderson@oracle.com



TEAM

ORACLE®

BEST AND FINAL OFFER

2ND SUBMISSION

IN RESPONSE TO SOLICITATION NO

DCTO-2008-R-0019

STATEWIDE LONGITUDINAL EDUCATIONAL
DATA (SLED) WAREHOUSE SYSTEM

DUE DATE

APRIL 30, 2008

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Williams, Adley & Company, LLP

IT Management Consultants
1250 H. St NW Suite 1150 Washington D.C. 20005
Office 202.371-1397 Fax 202 371-9161

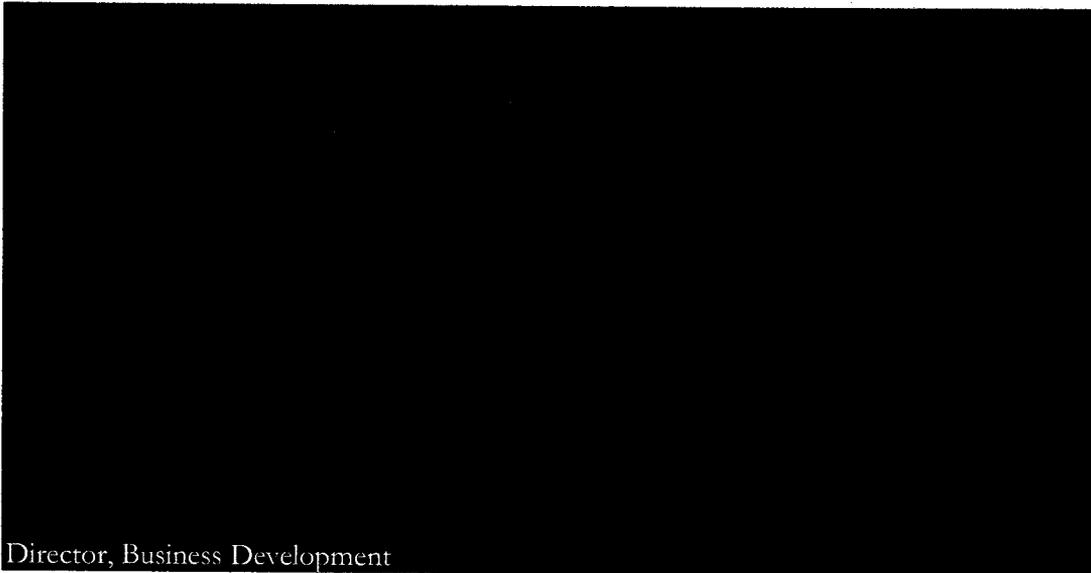
April 30, 2008

Government of the District of Columbia
Office of Contracting and Procurement
441 4th Street, NW, Suite 703S Washington, DC 20001
Attention: Bid Counter

RE: **Team Oracle's Best and Final Offer (2nd Submission)**
In Response to Solicitation No DCTO-2008-R-0019 - Statewide Longitudinal
Educational Data (SLED) Warehouse System
Due Date: April 30, 2008 11:00AM Quantity 1 Original plus 4 copies and CD ROM

Dear Ms. Watkins:

Enclose you will find Team Oracle's Best and Final Offer (BAFO) in response to the above solicitation. On the pages that follow we provide our response to the relevant questions provided in your letter dated April 25, 2008.



Director, Business Development

Enclosures

Team Oracle DC SLED BAFO Response

3

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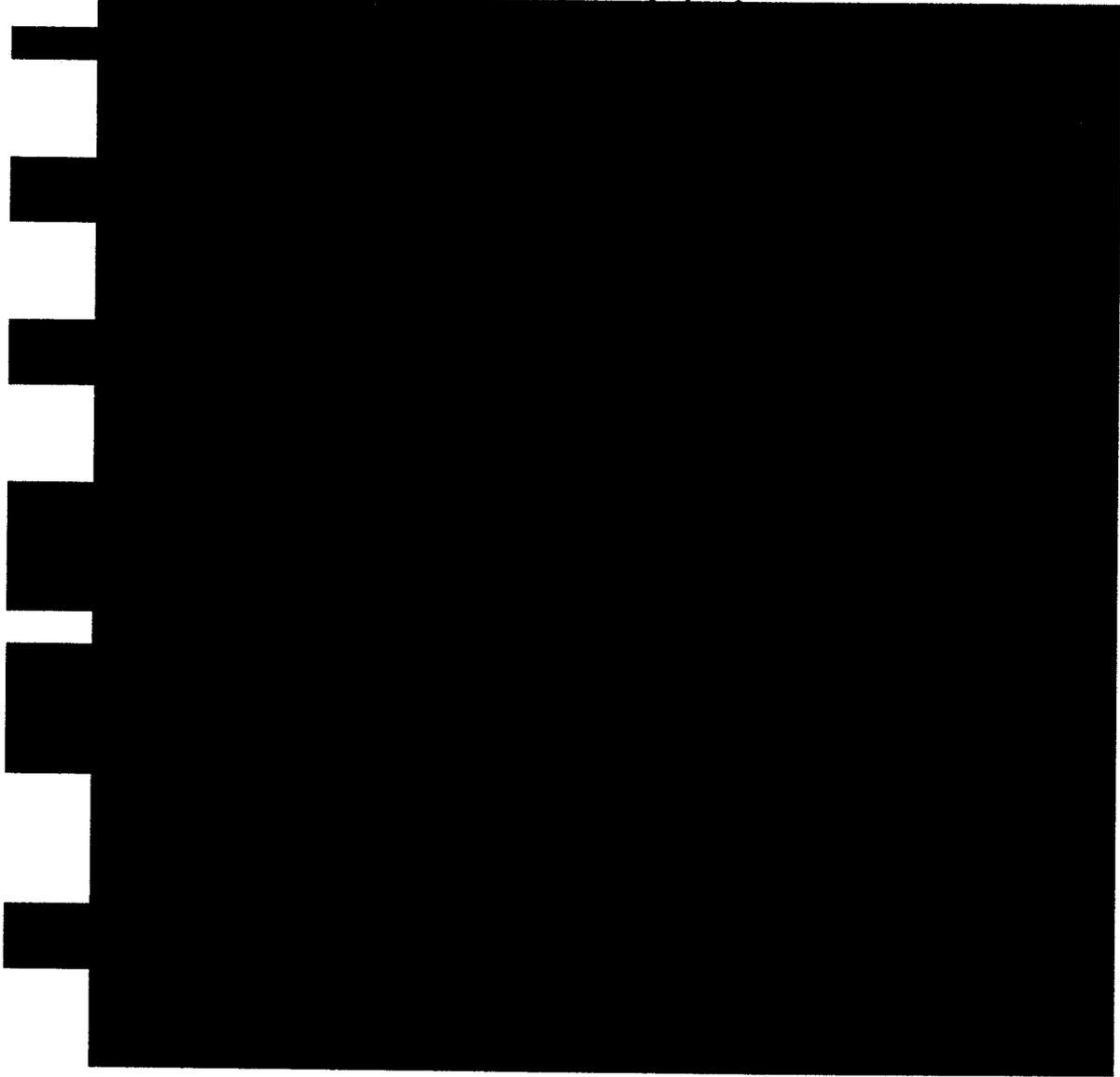
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<i>Section II</i>	<i>Training and Support Responses #15 thru 18.....</i>	<i>14</i>
<i>Section III</i>	<i>Customizing Procedures/Processes #19 thru 26.....</i>	<i>19</i>
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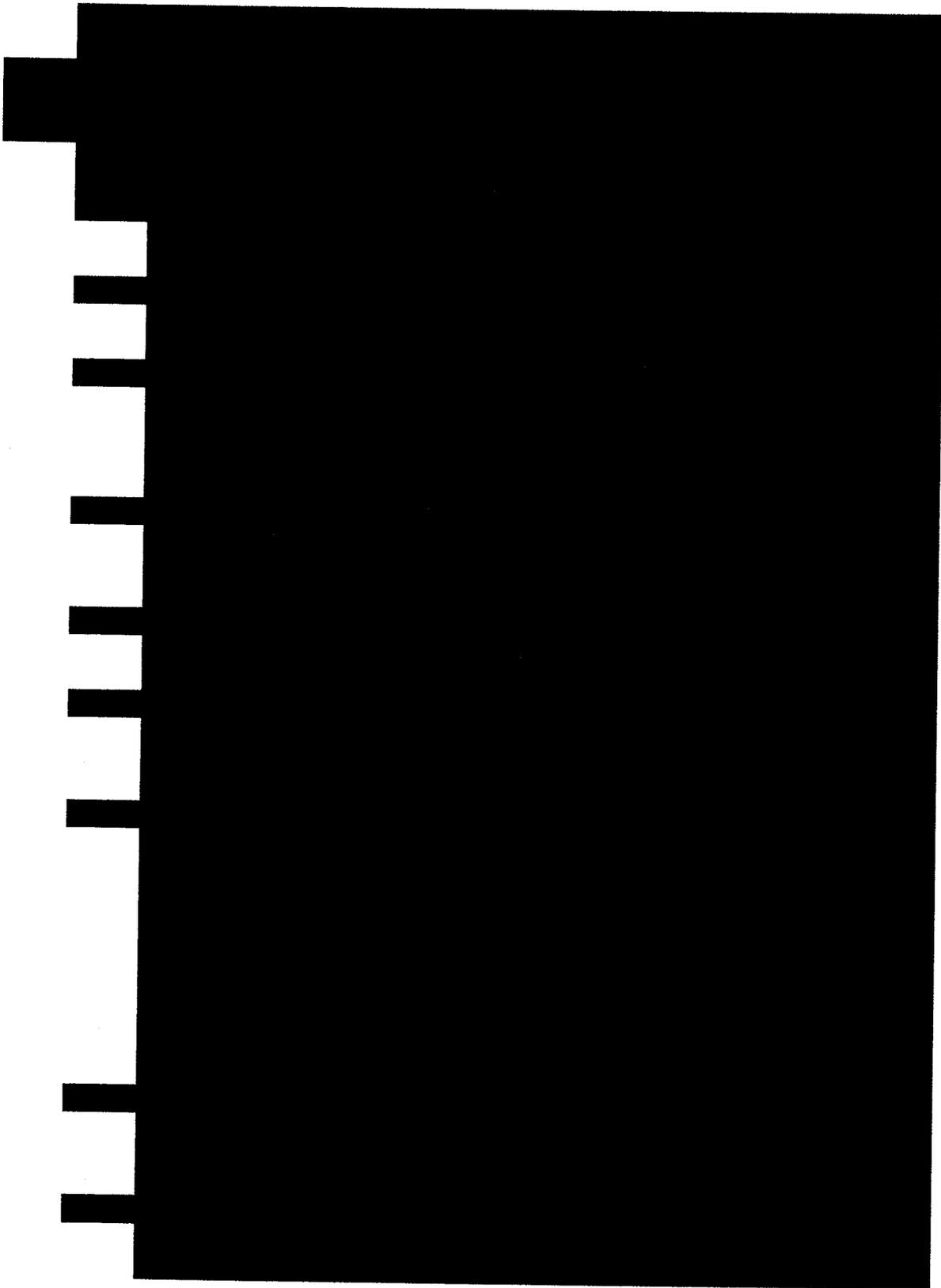
Section I Response to Questions #1 thru 14

1. What are the deliverables for the cost of [REDACTED] indicated in CLIN 1?

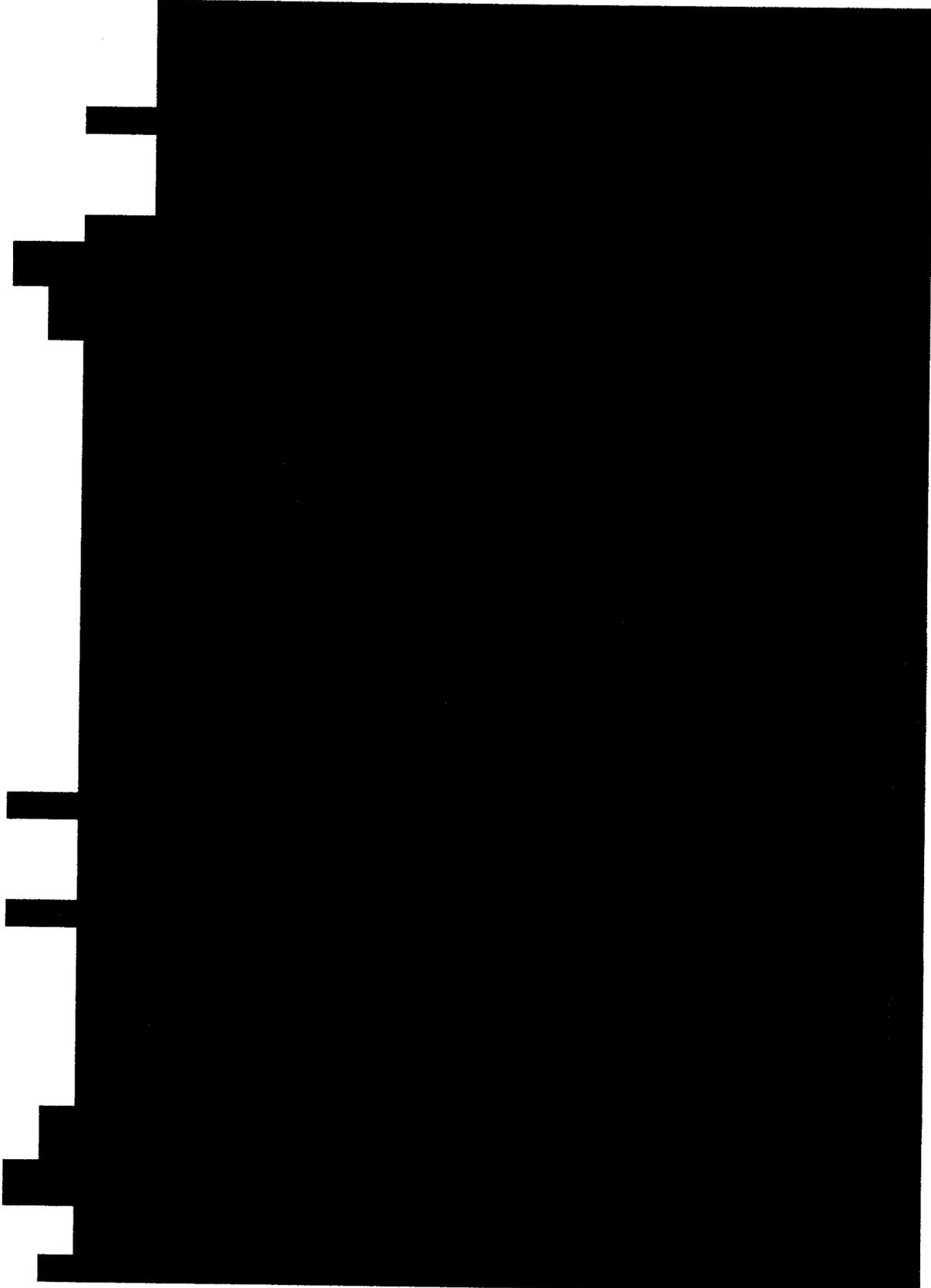
The deliverable for CLIN 1 is a detailed project plan to meet or exceed the requirements identified in Section C.3.1.1. The project plan is due within 60 days of project start. As discussed during the meeting that took place on 4/11/08, Team Oracle will be reducing the dollar amount of this CLIN. Previously, we had incorporated some elements of overall project management and updating of the project plan.



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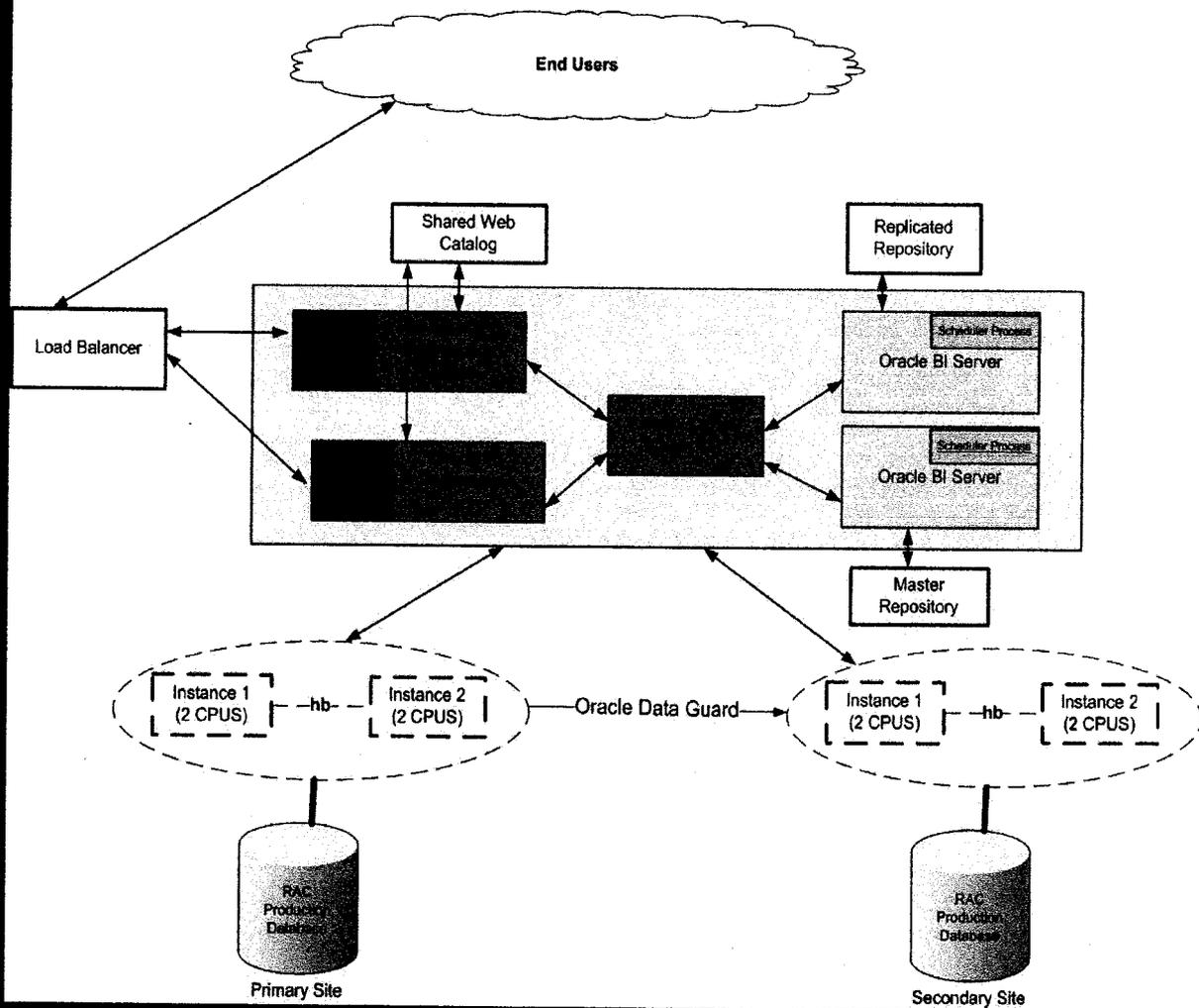


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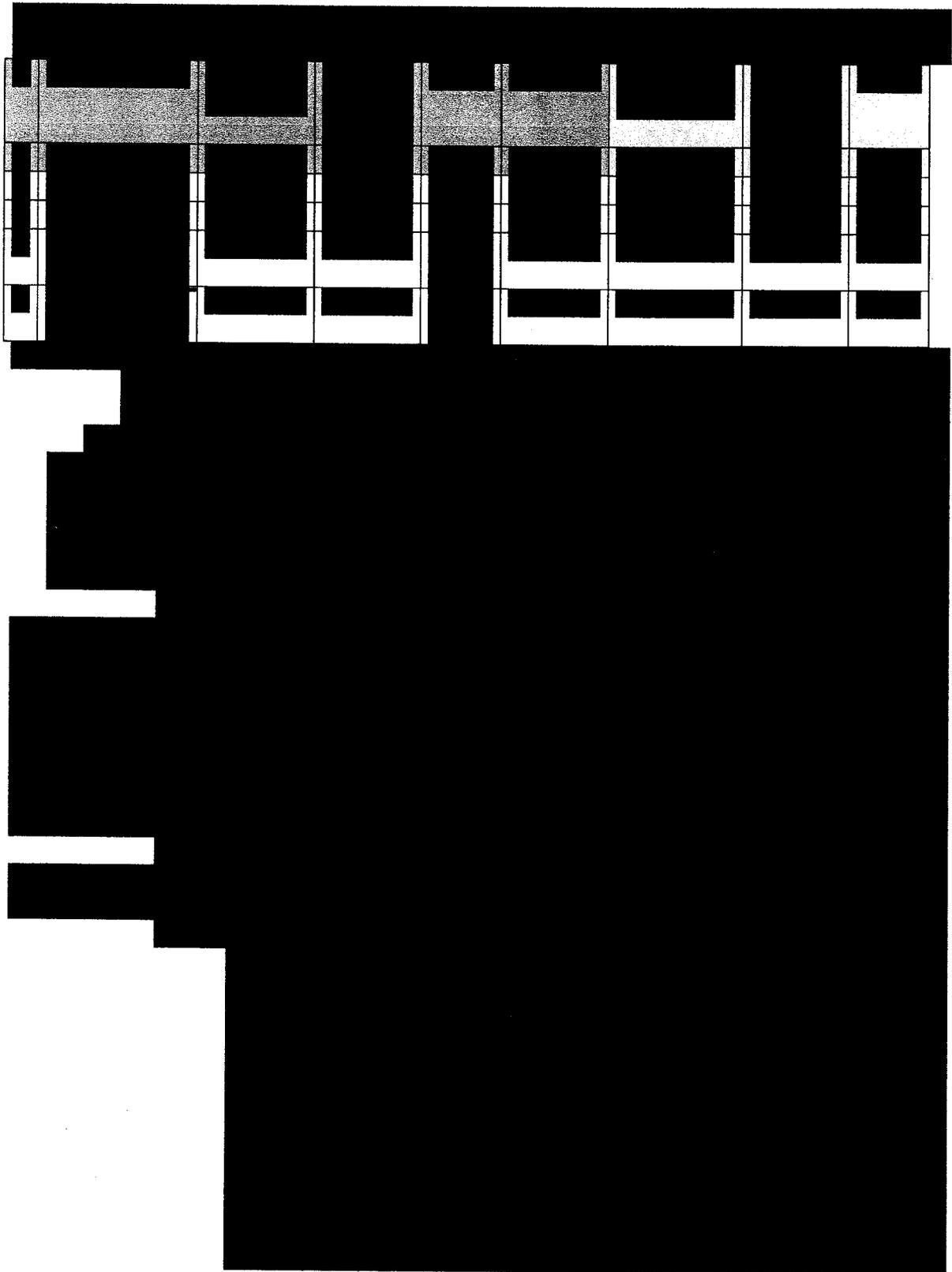
The top half of the page is almost entirely obscured by a large black redaction box. A table structure is visible, consisting of a header row with a shaded background and several data rows below it. The table has approximately 5 columns. The first column is significantly wider than the others. The content within the table cells is completely redacted.

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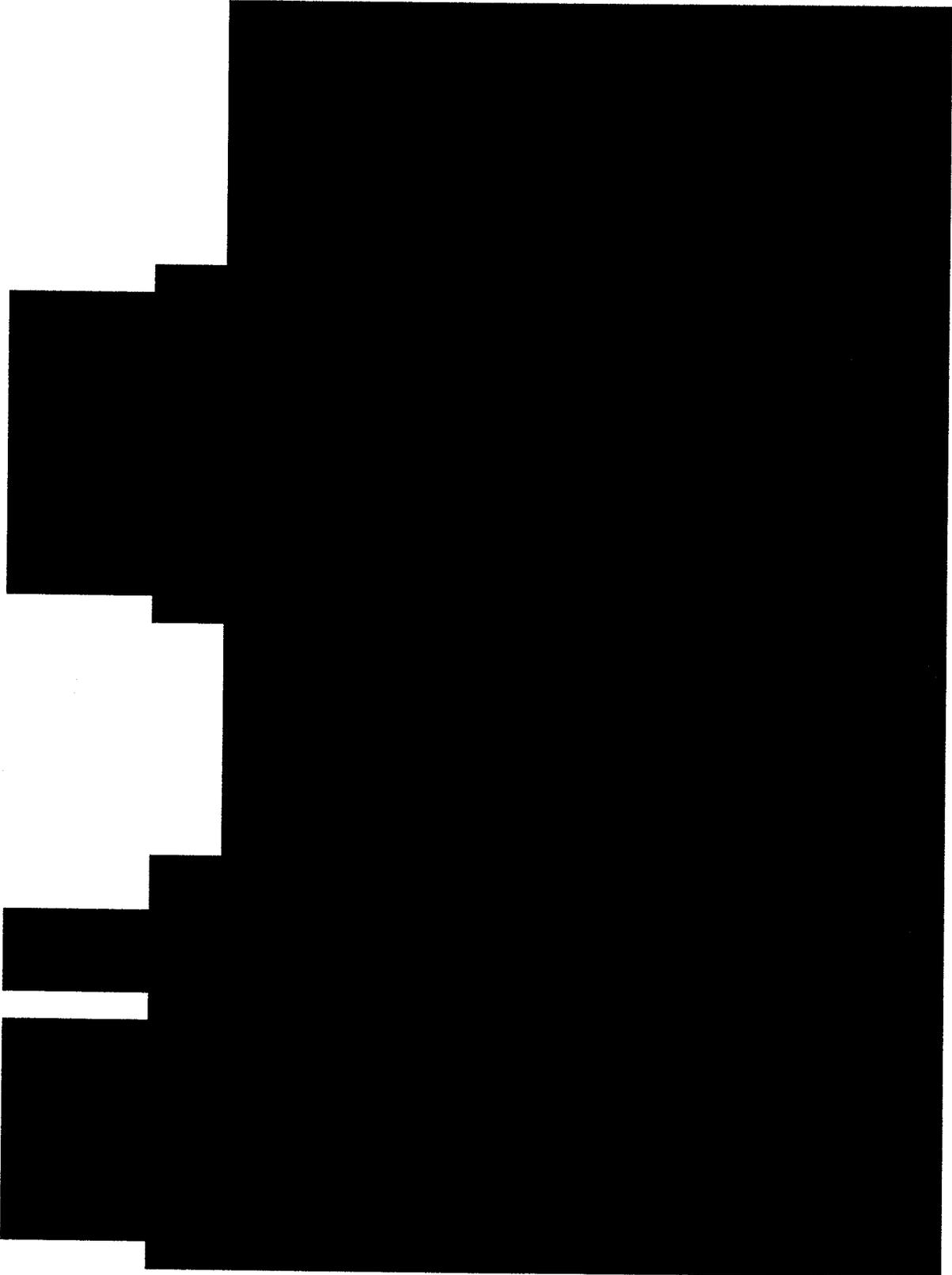
Production -- Maximum Availability Architecture Proposed for DC Schools



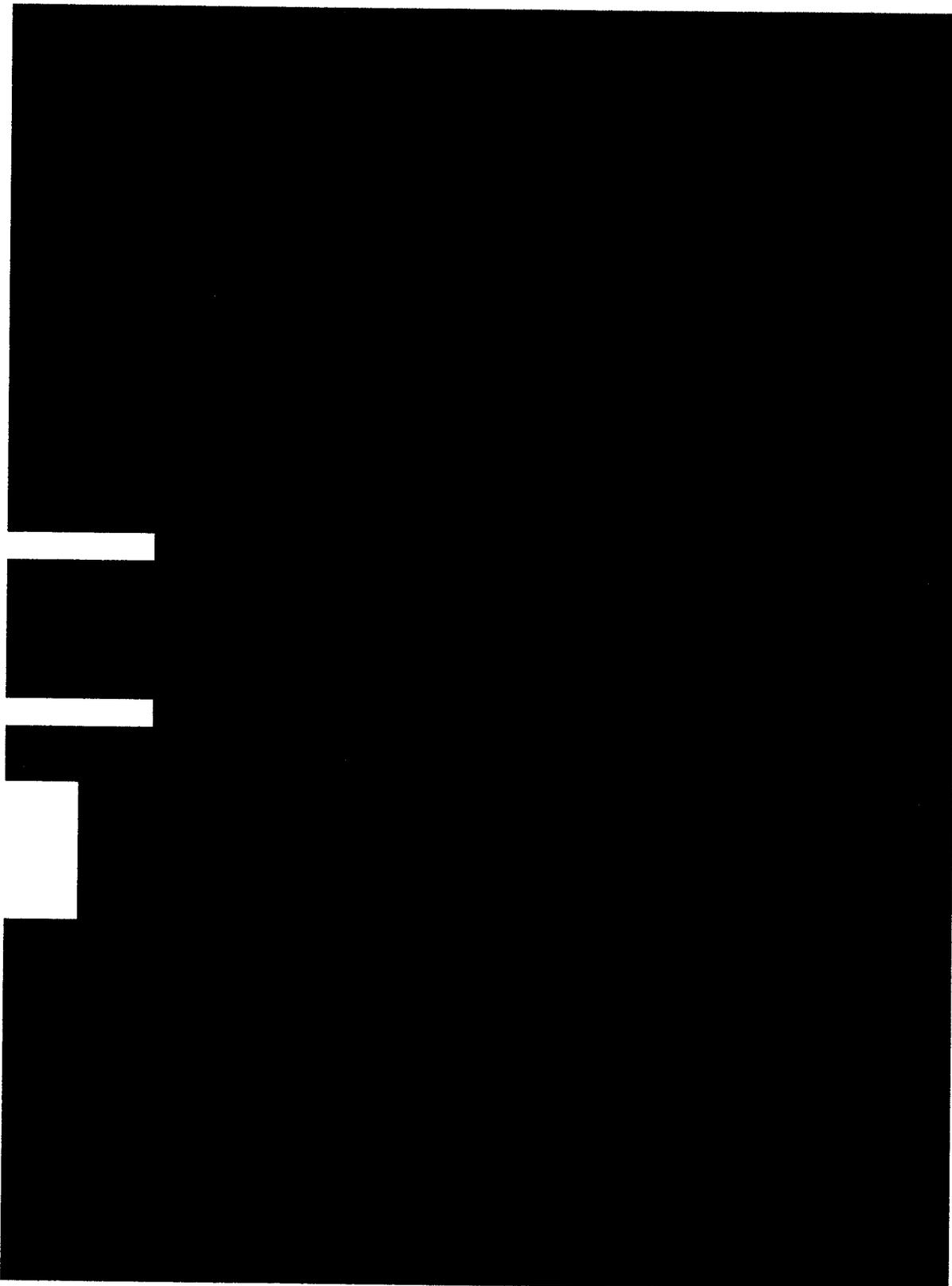
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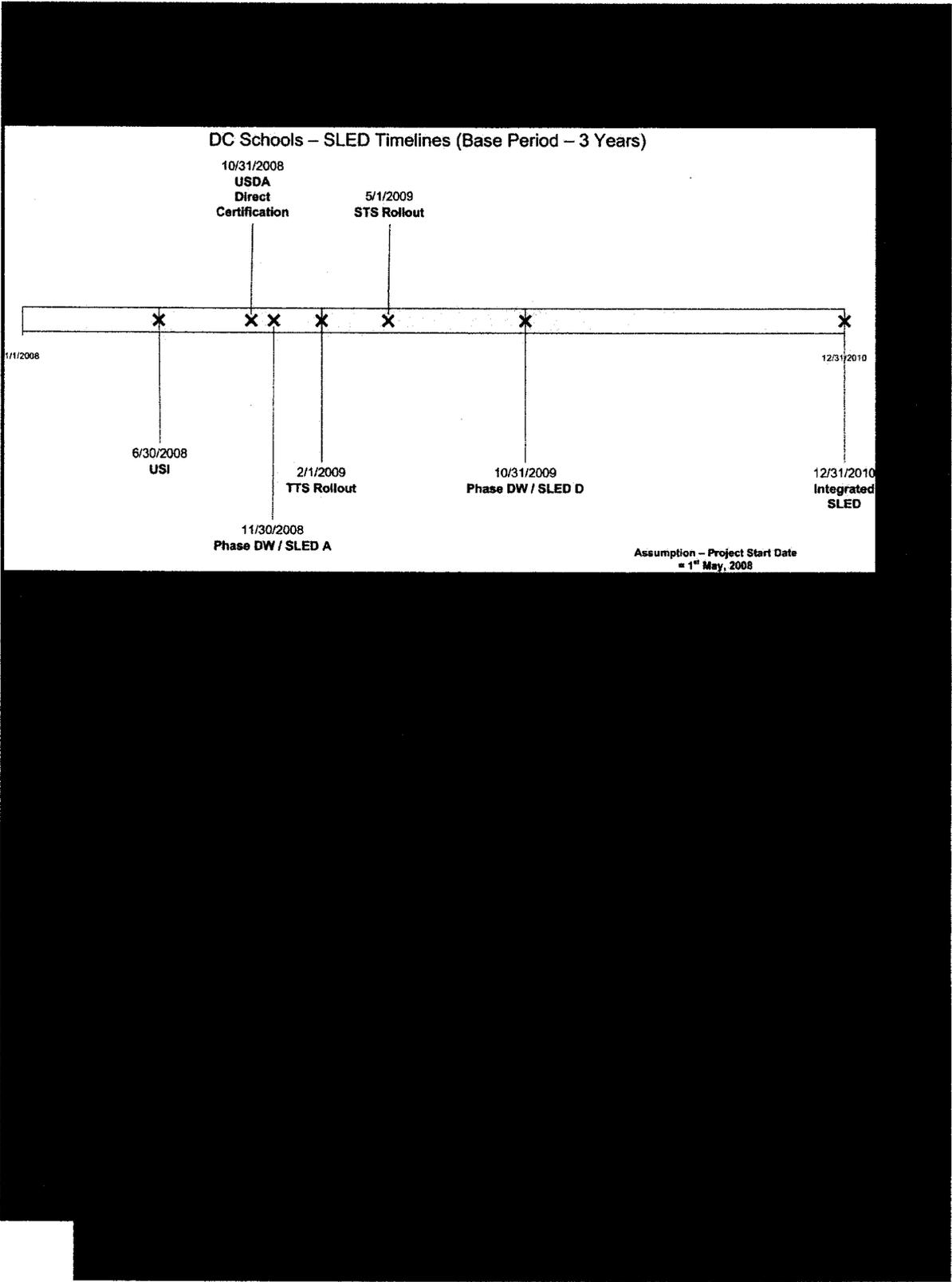
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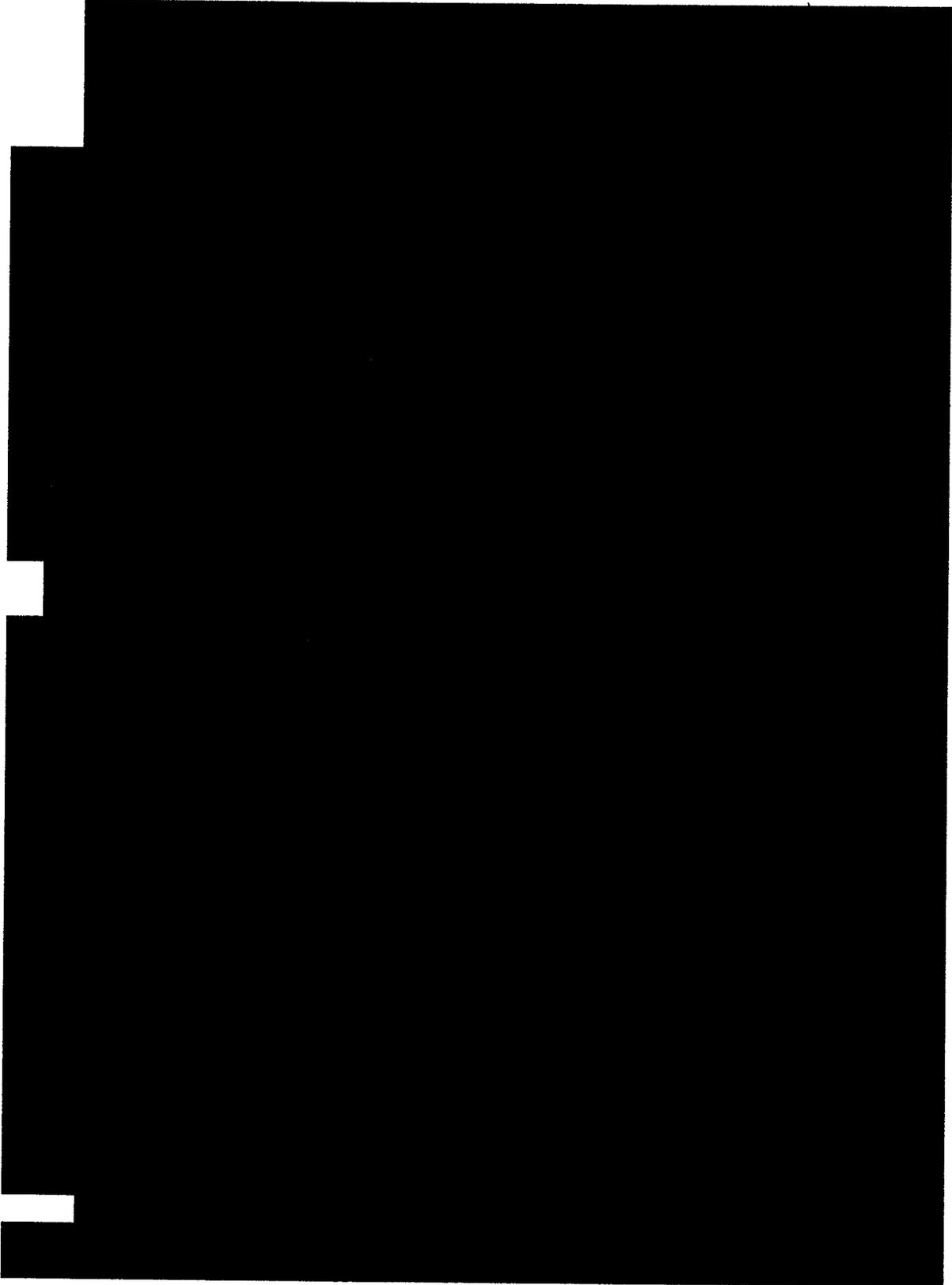
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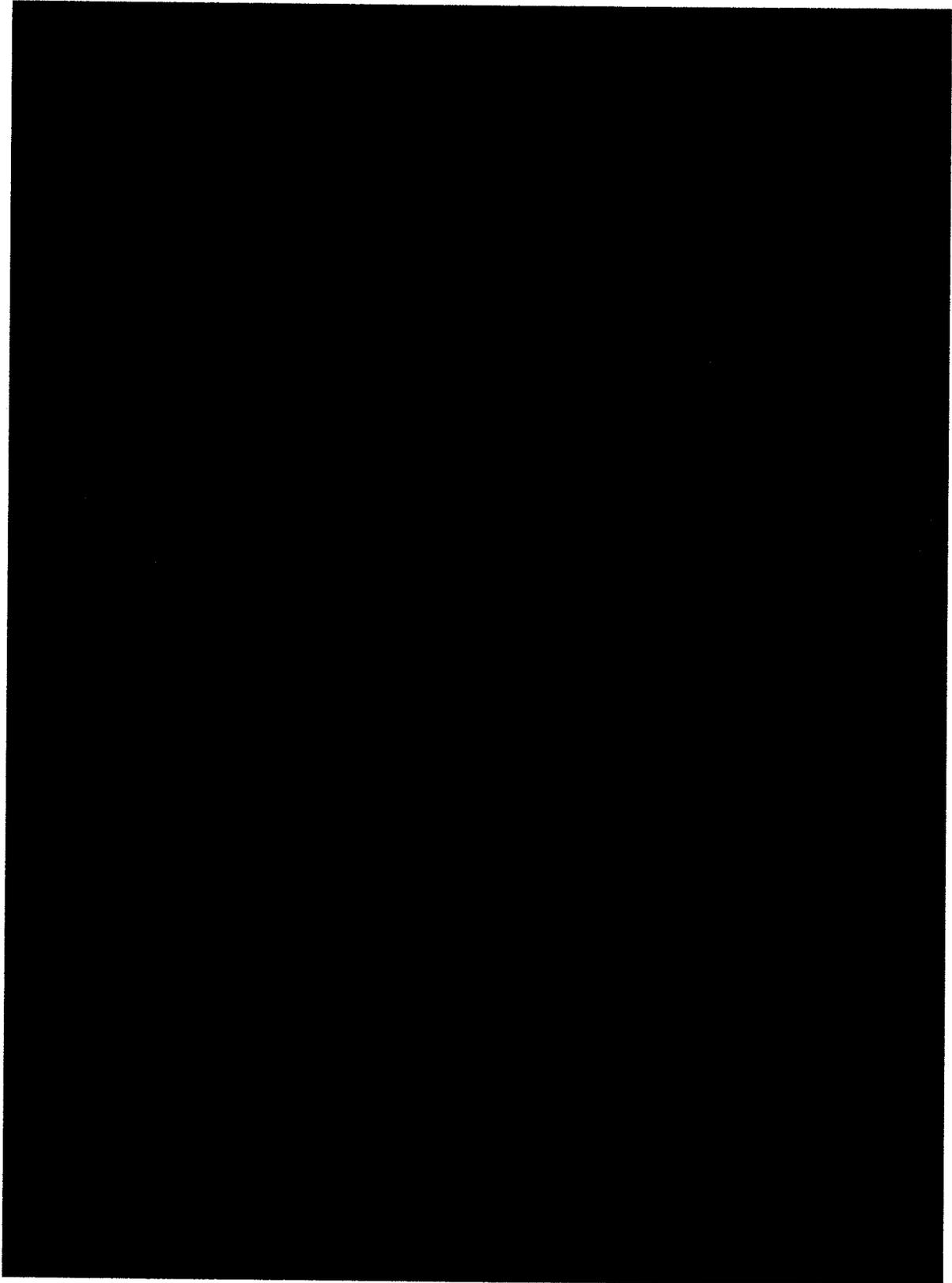
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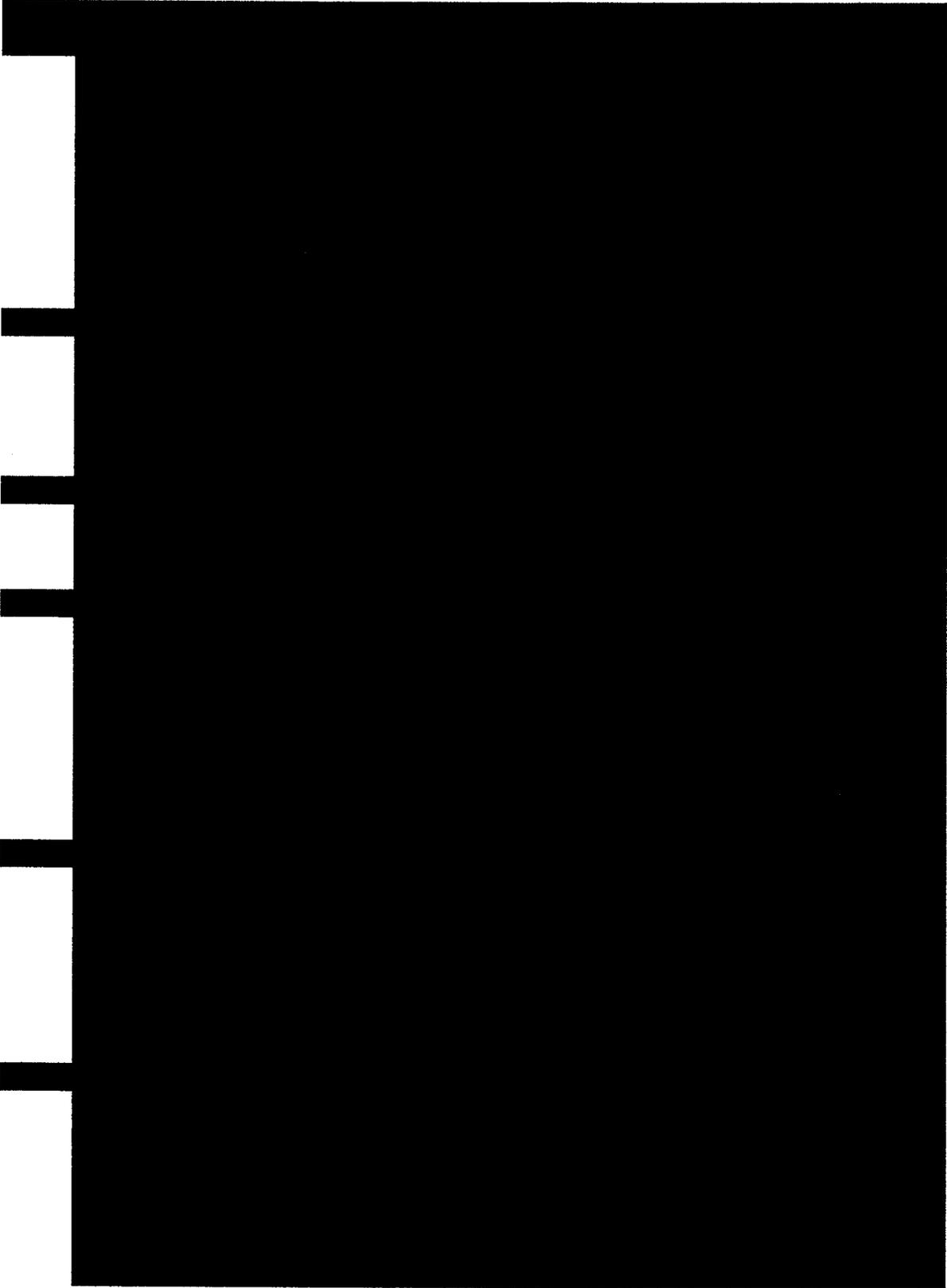
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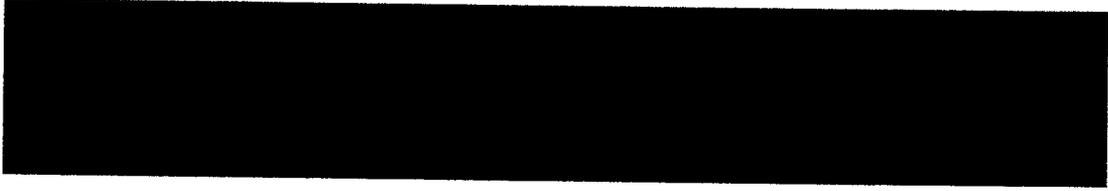
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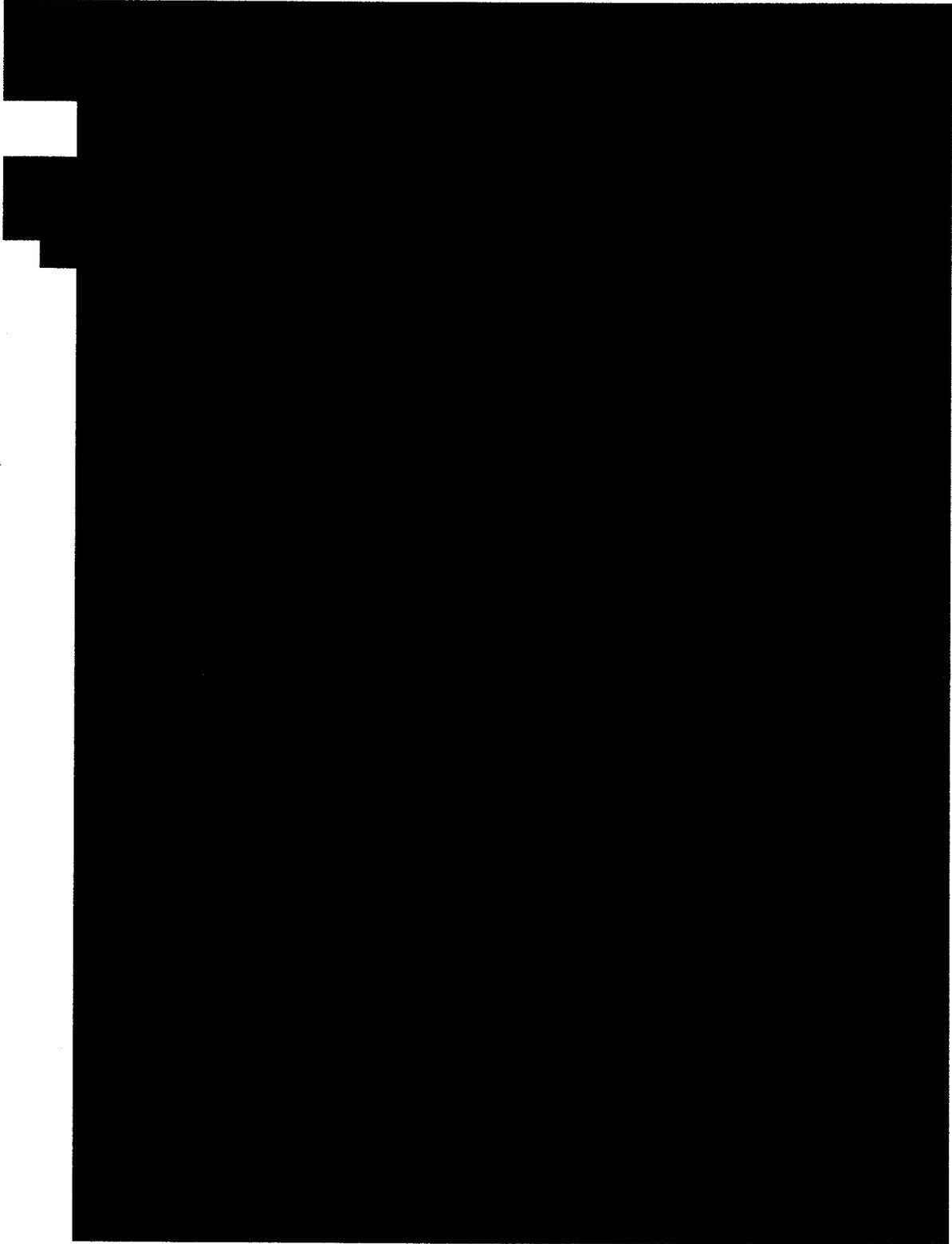
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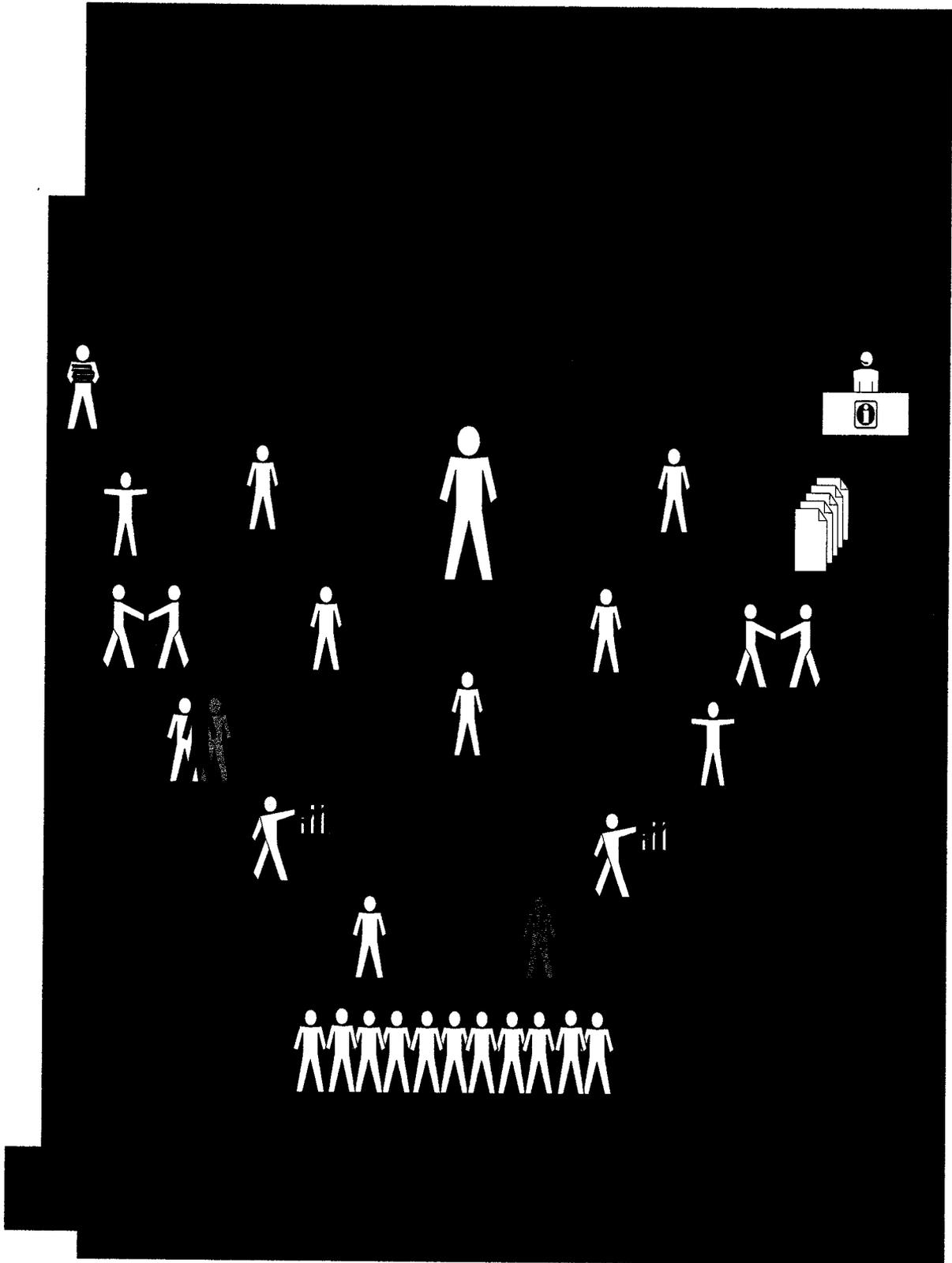
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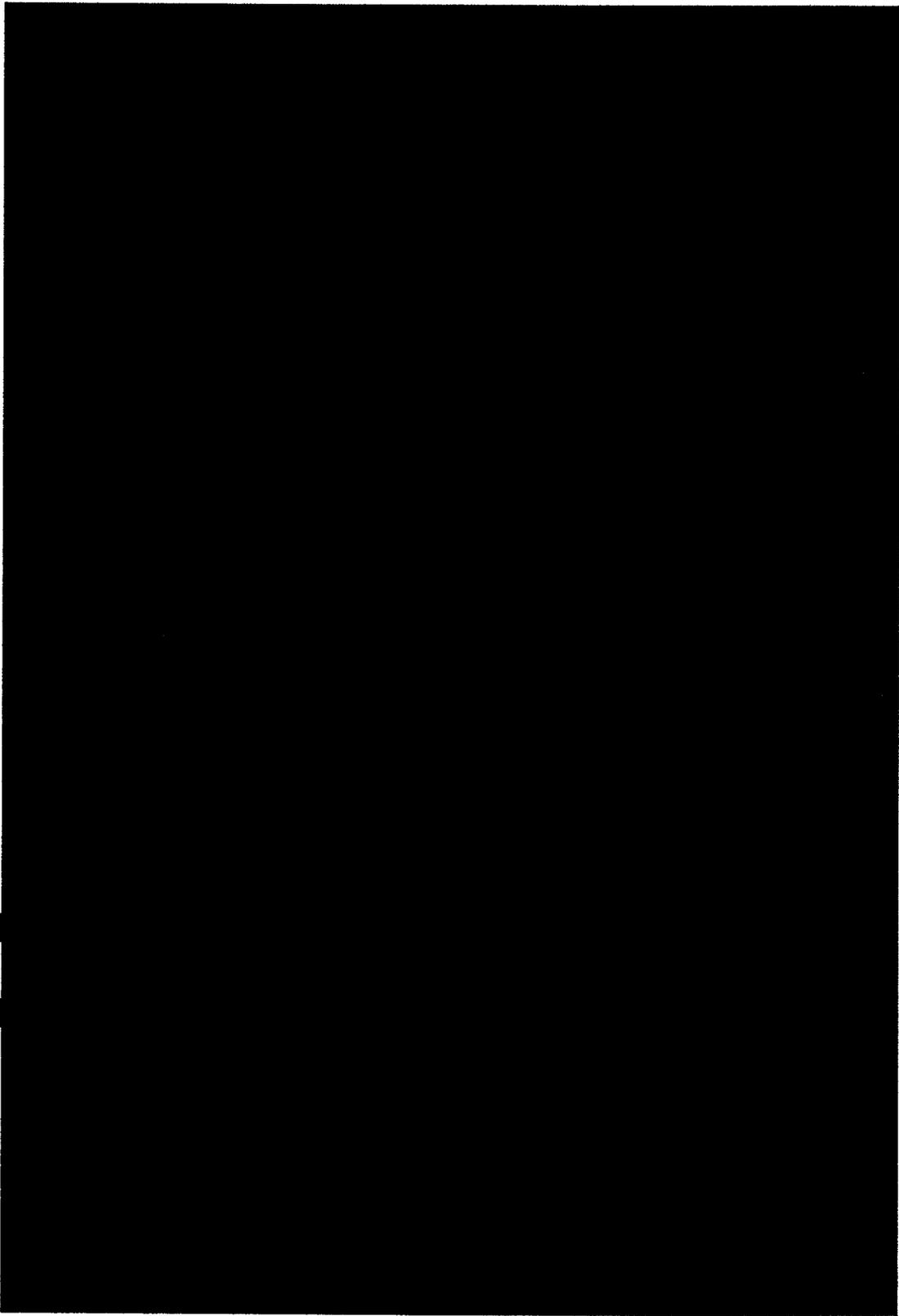


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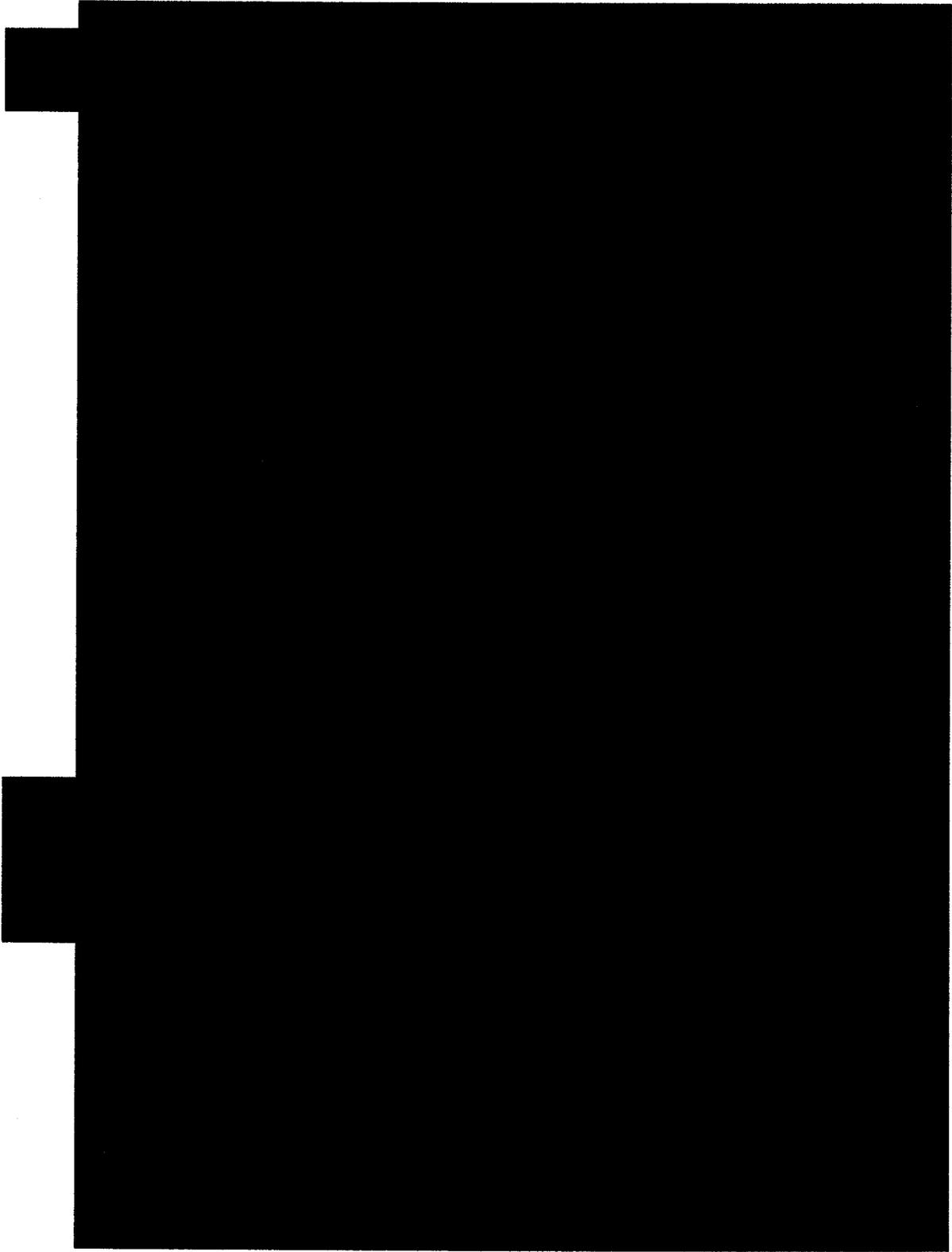


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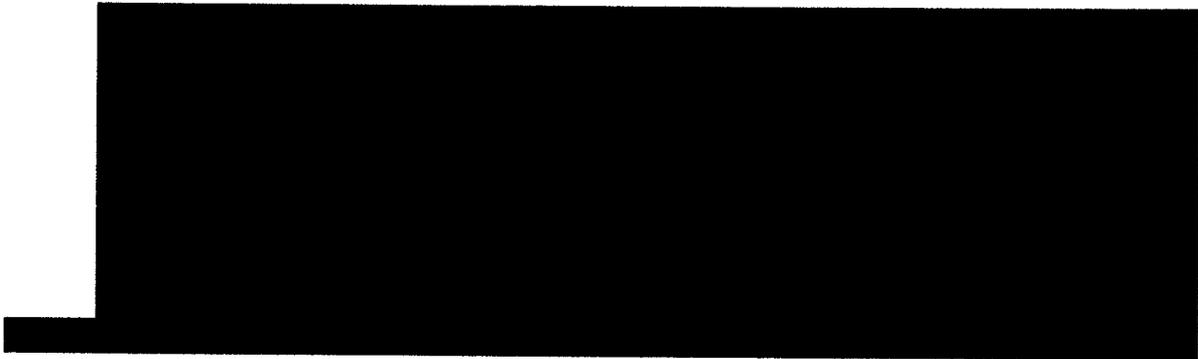




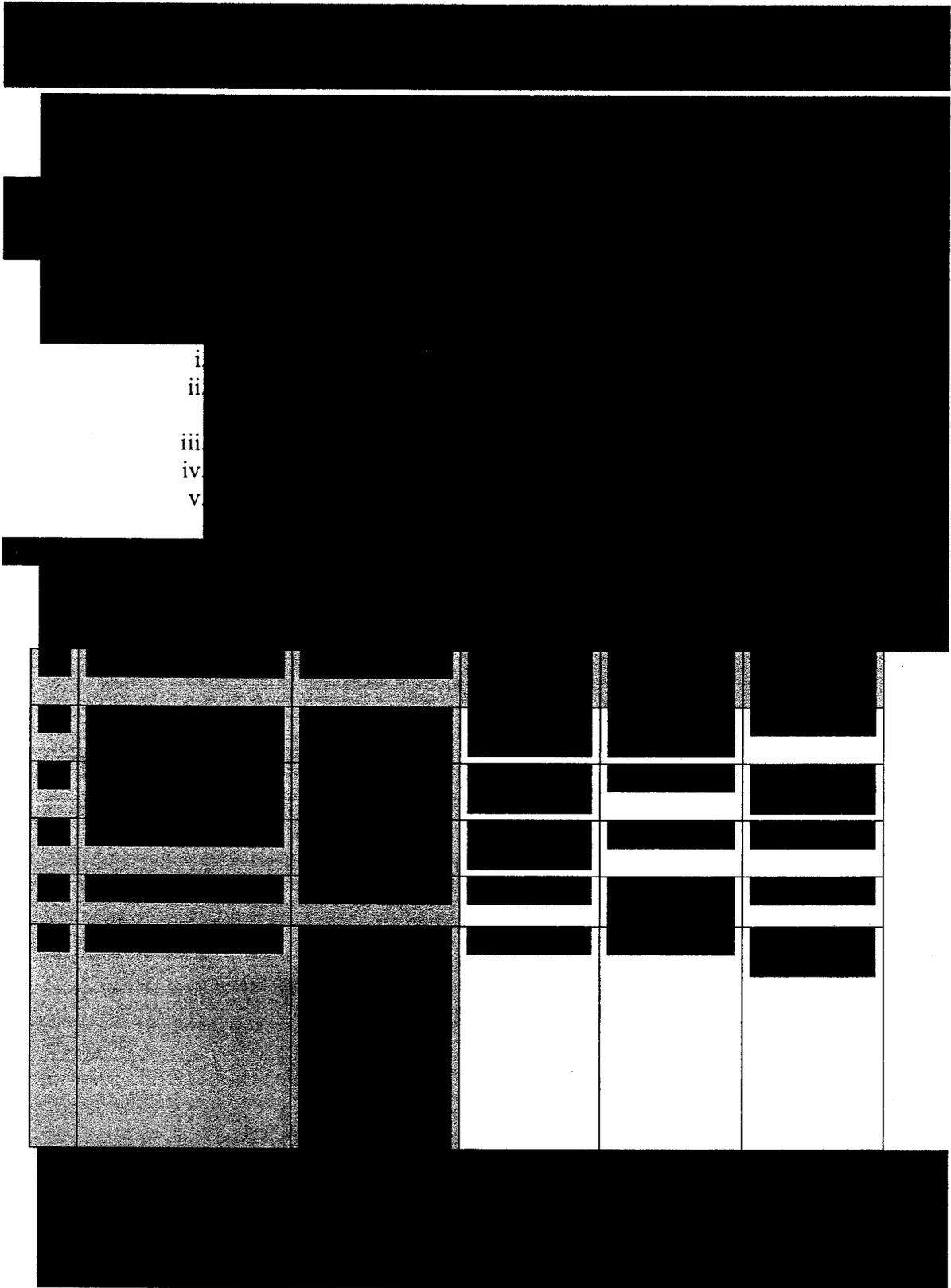
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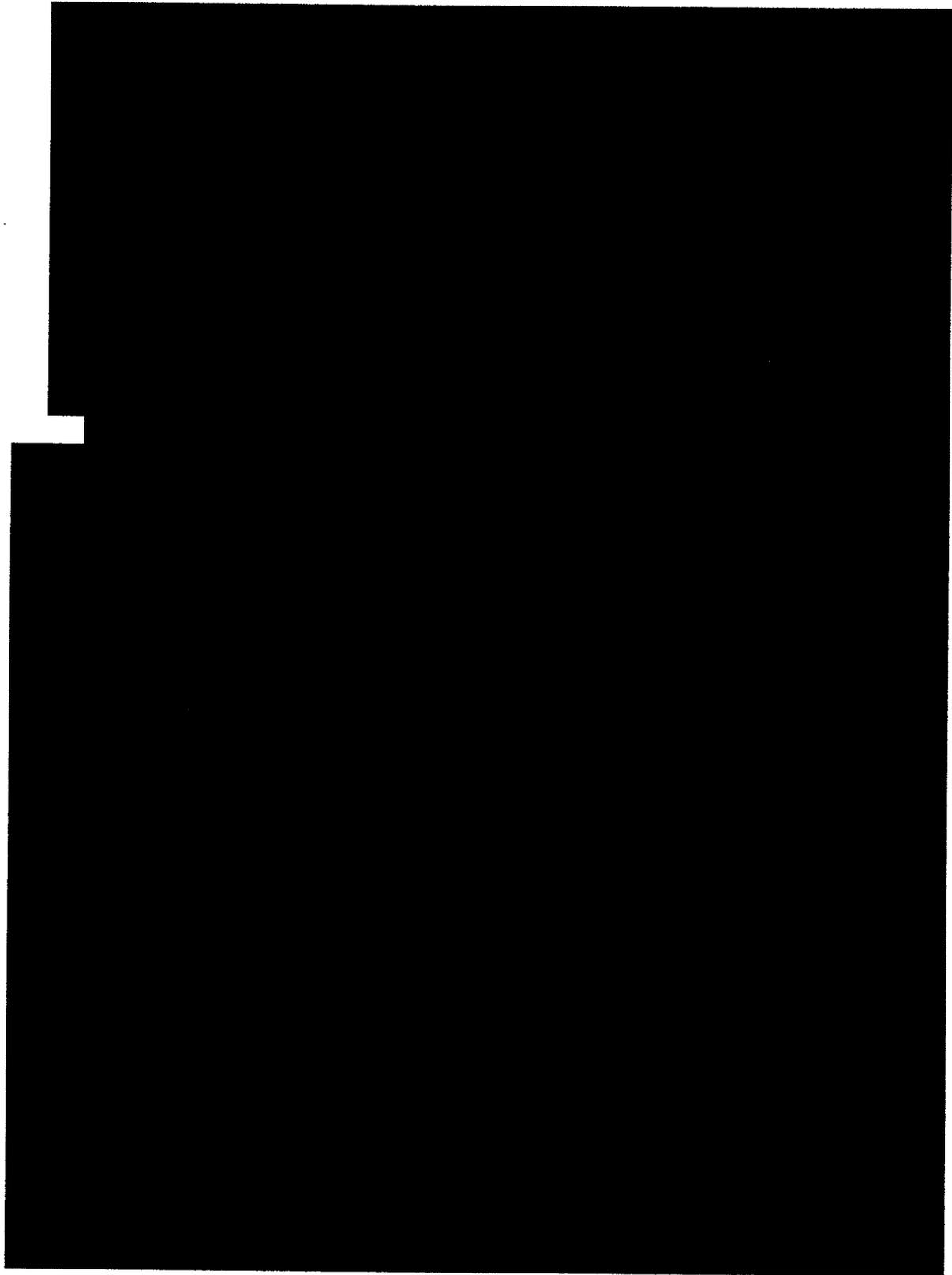


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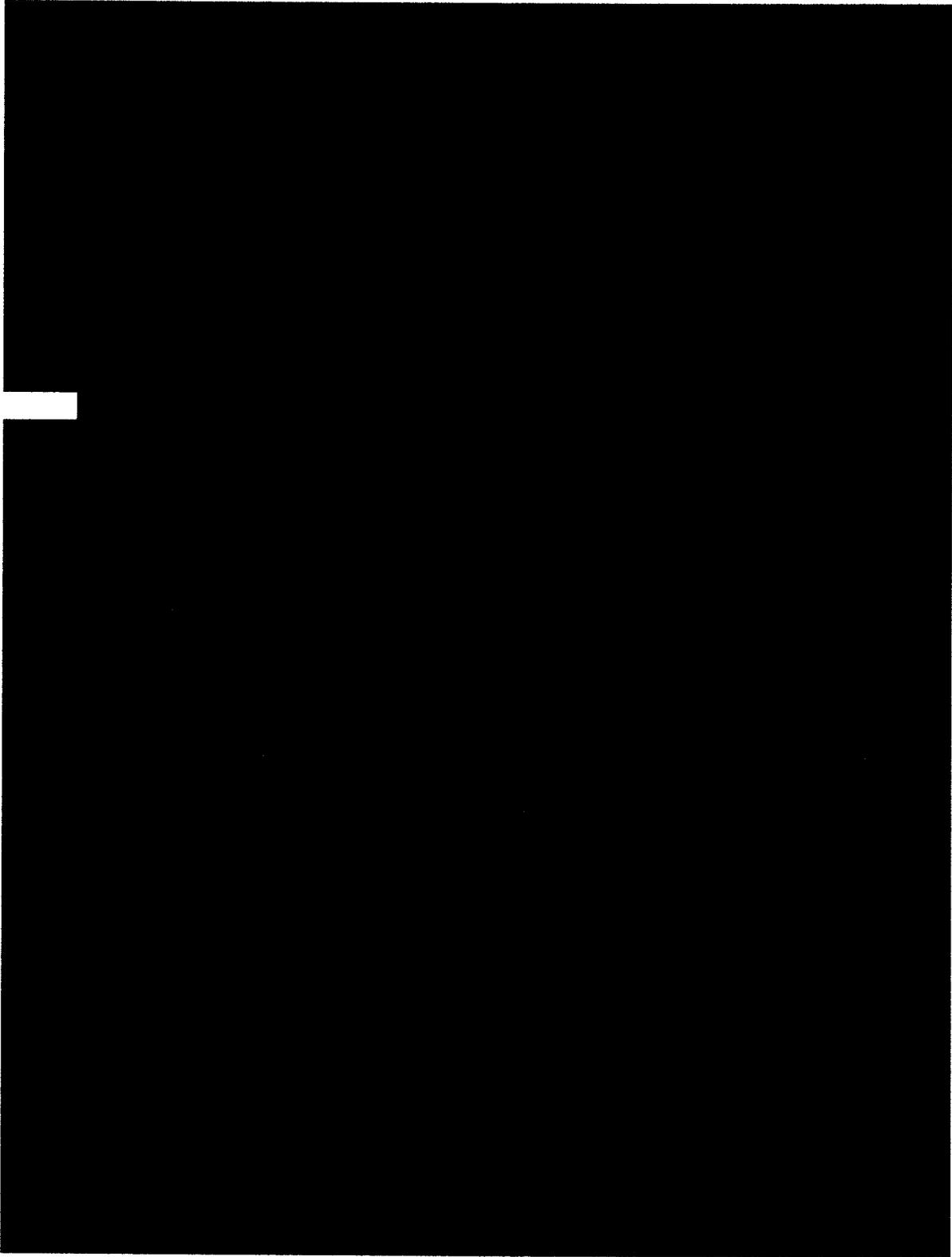


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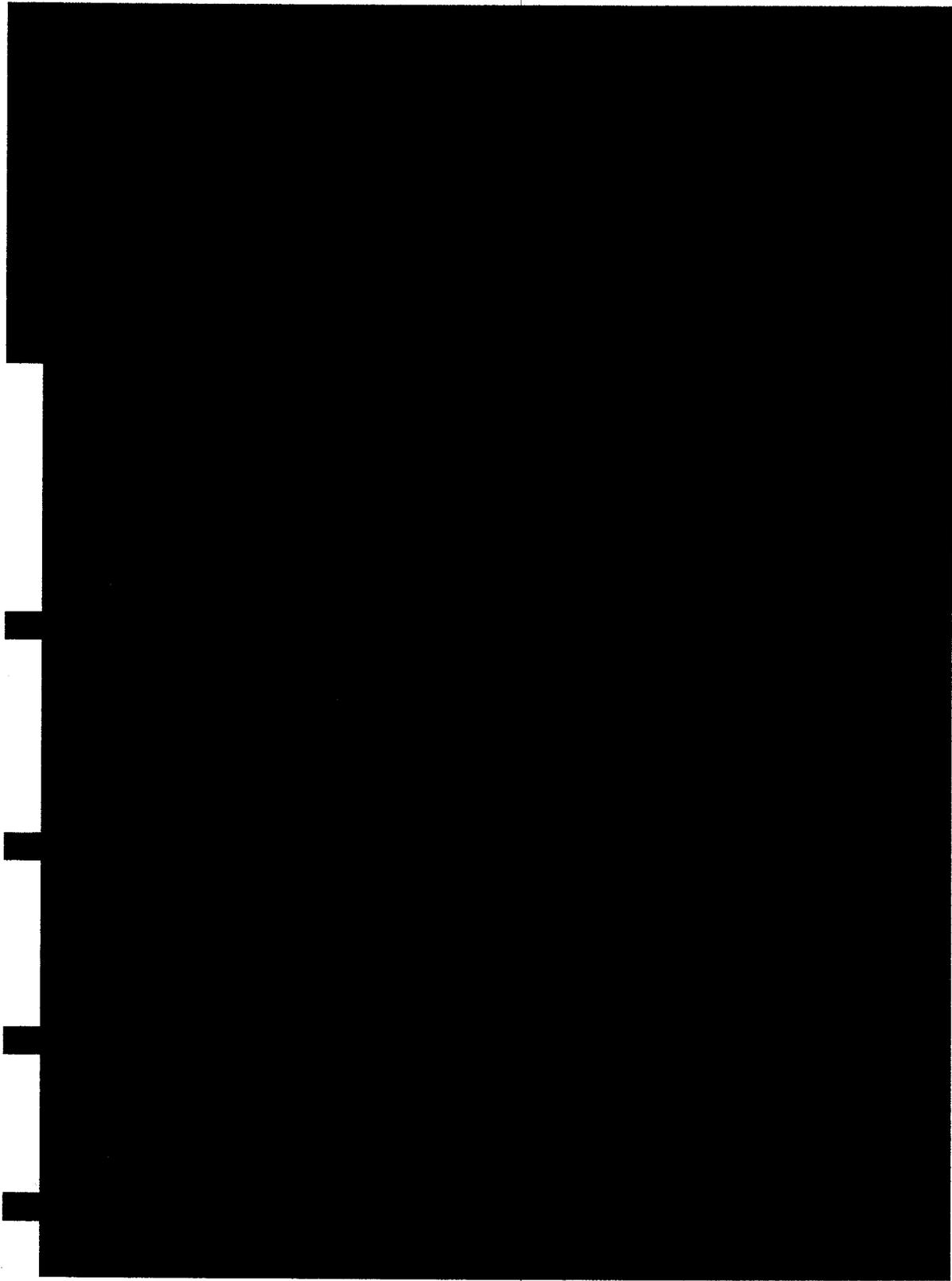
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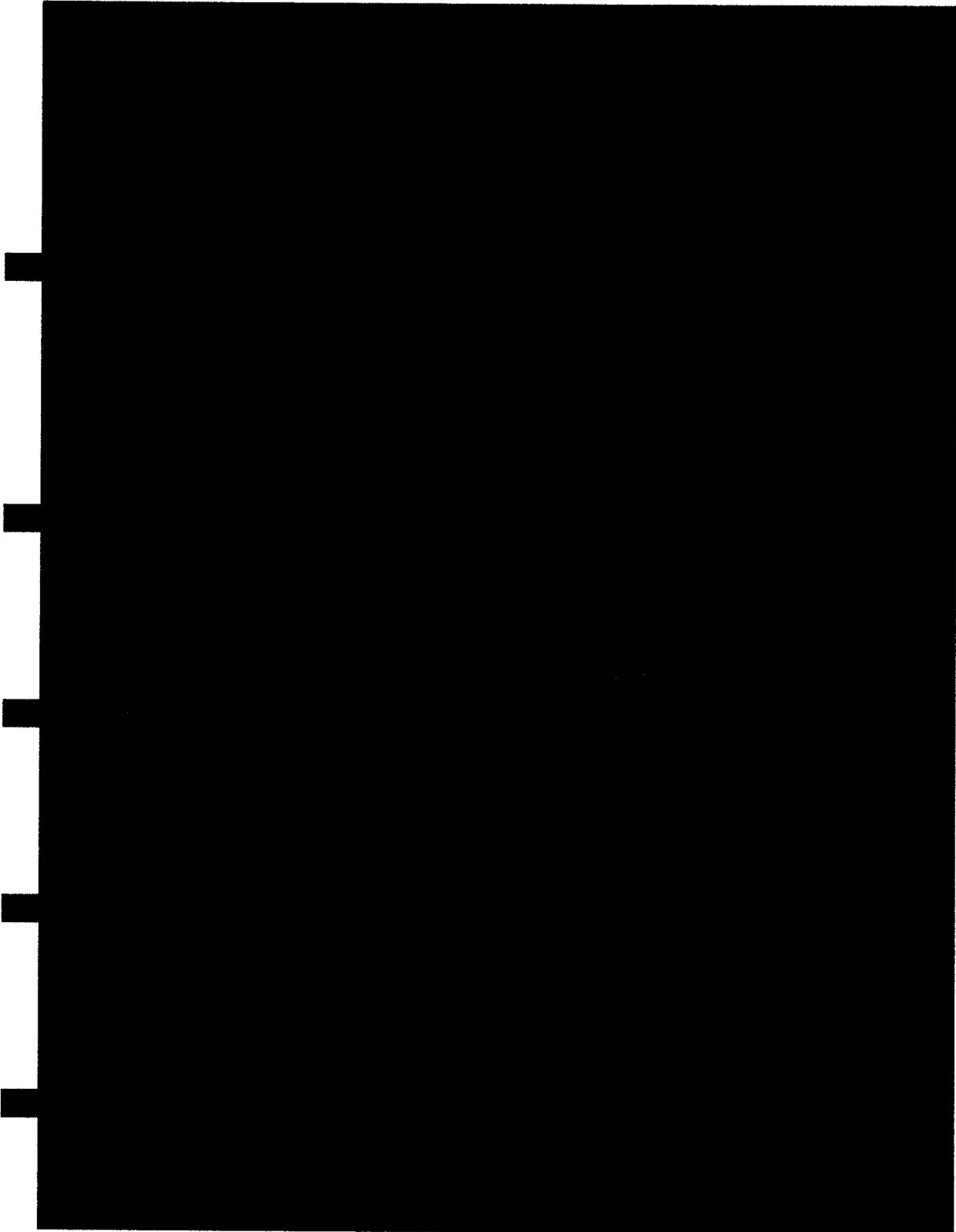
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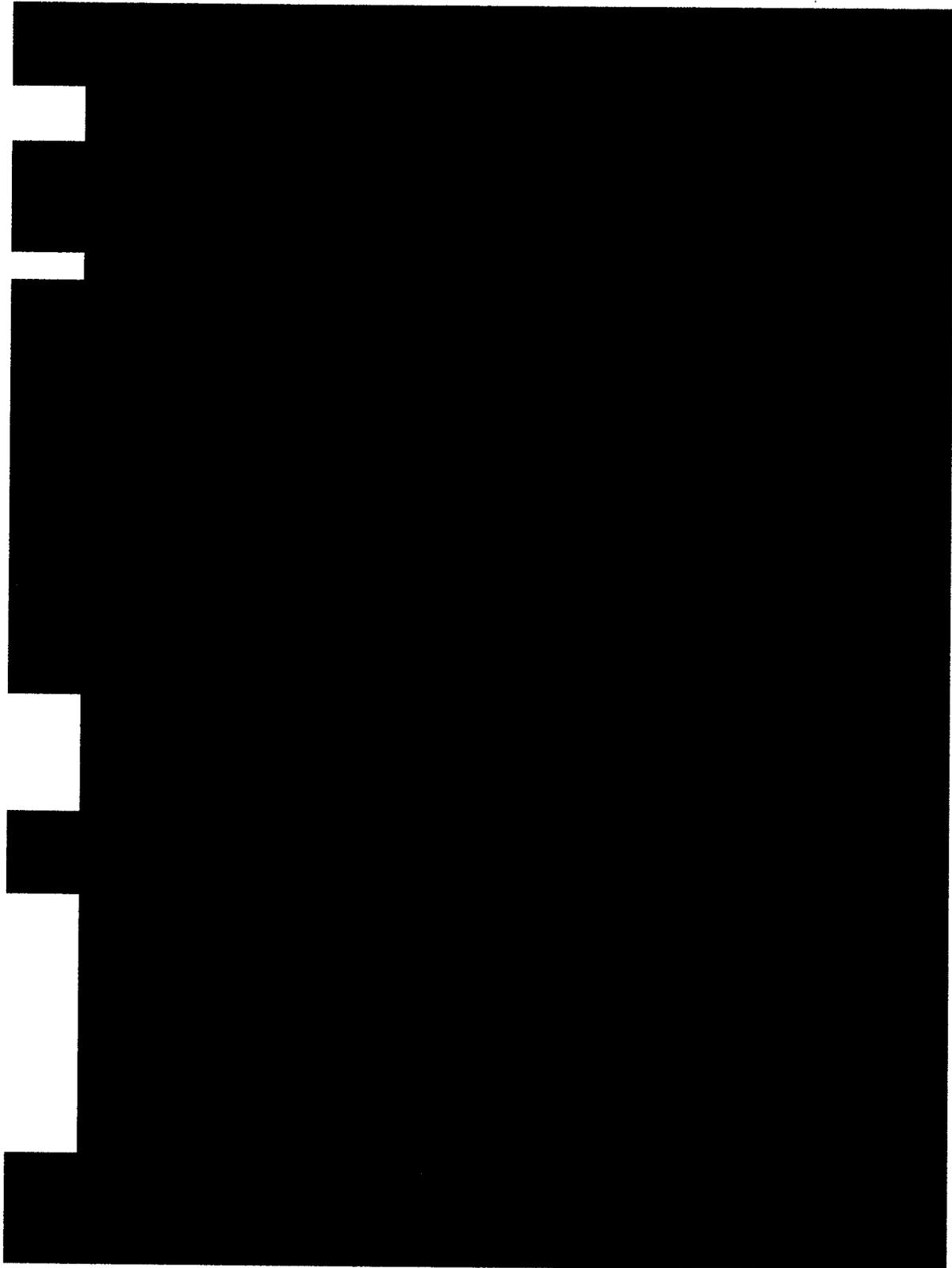
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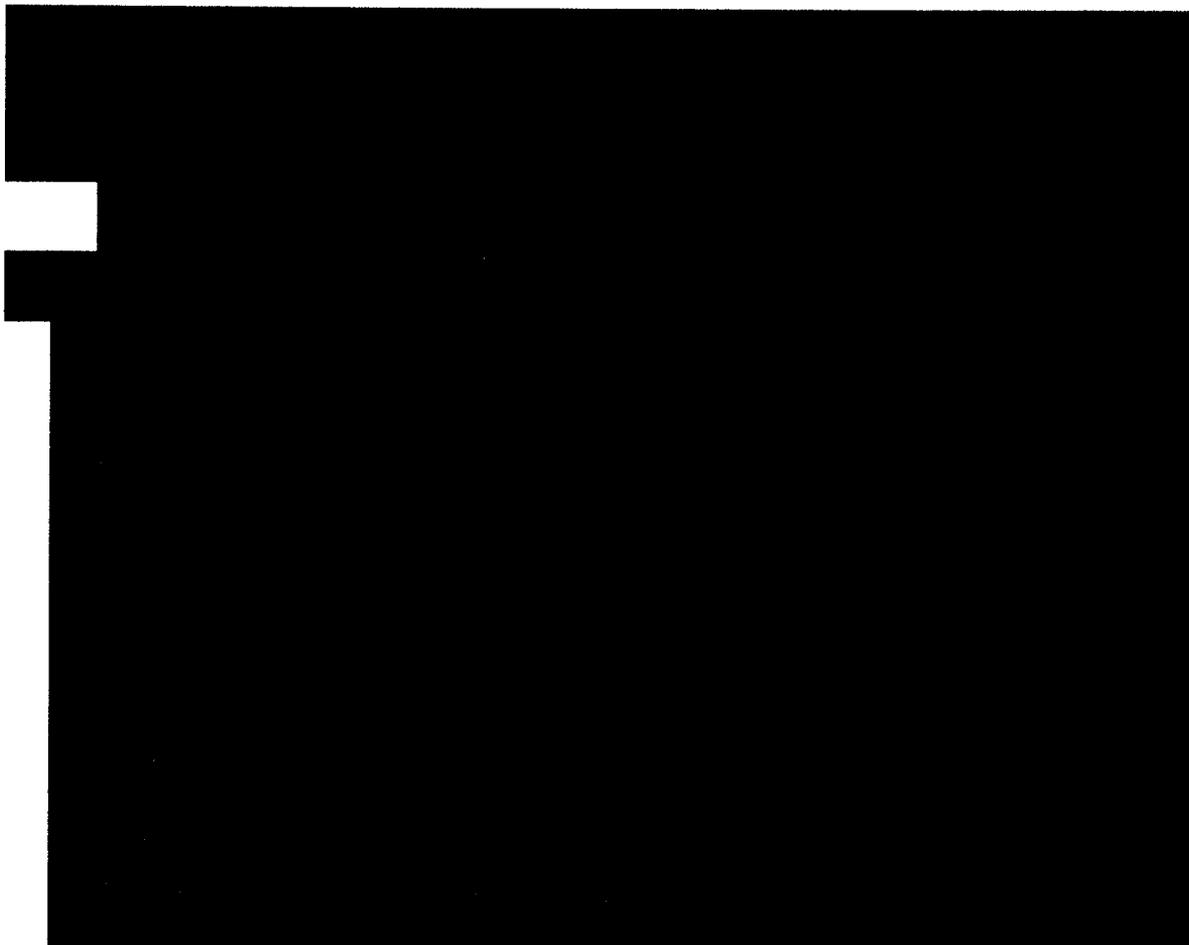
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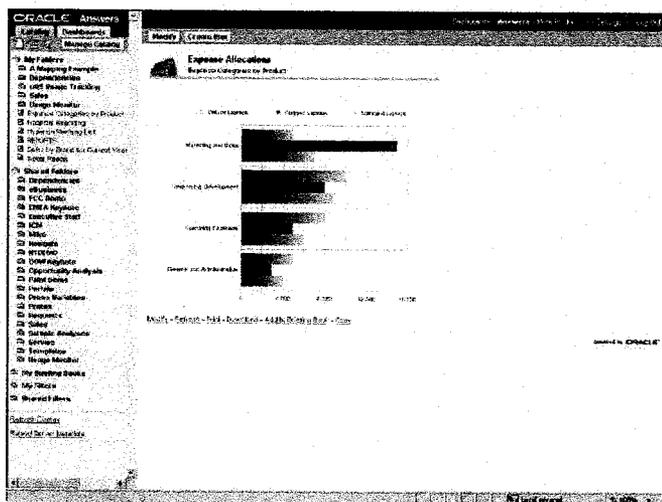


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Appendix 6a: Oracle Business Intelligence Enterprise Edition (OBIEE)

Screen Shot 1 – User Friendly Interface

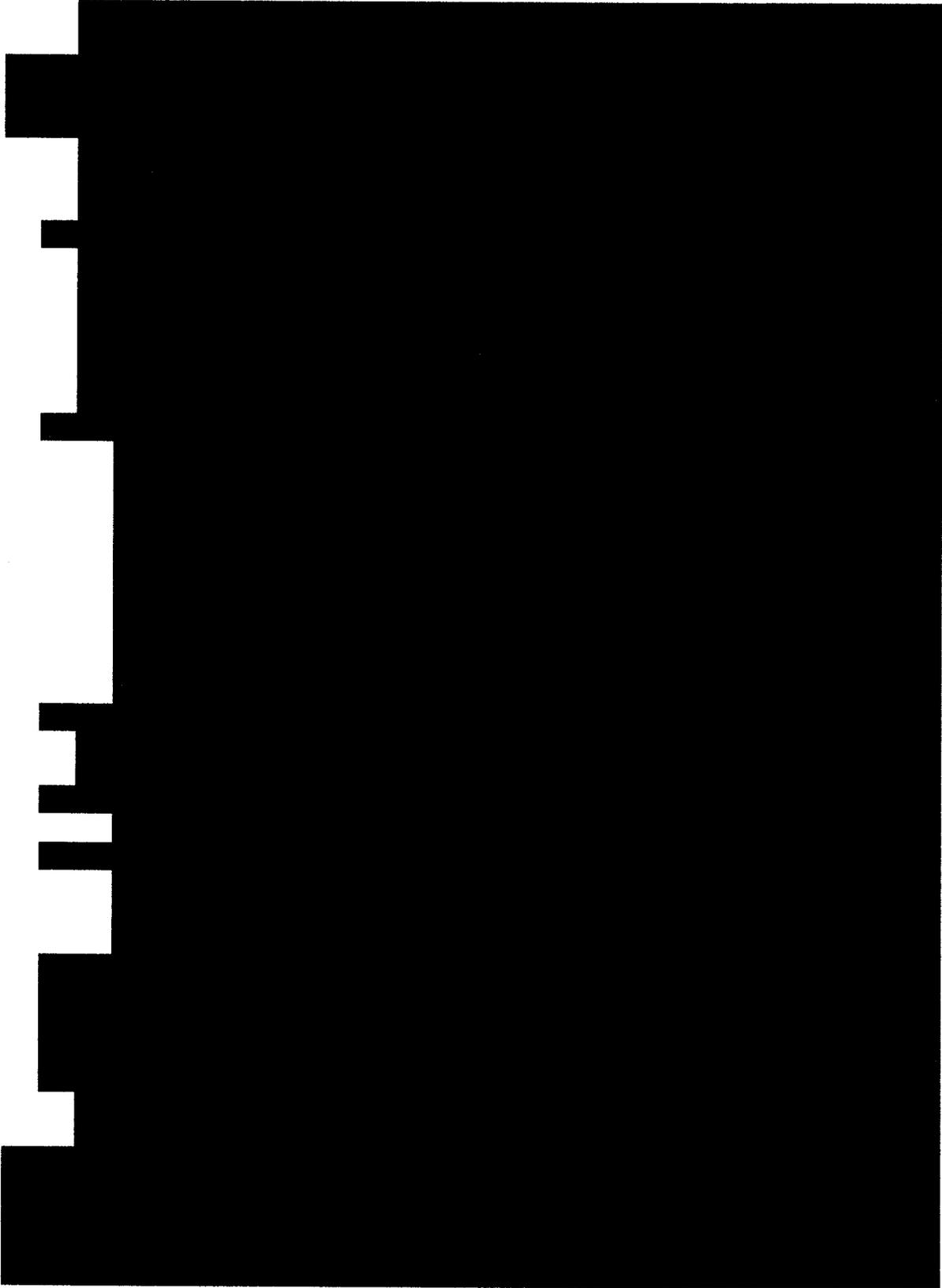


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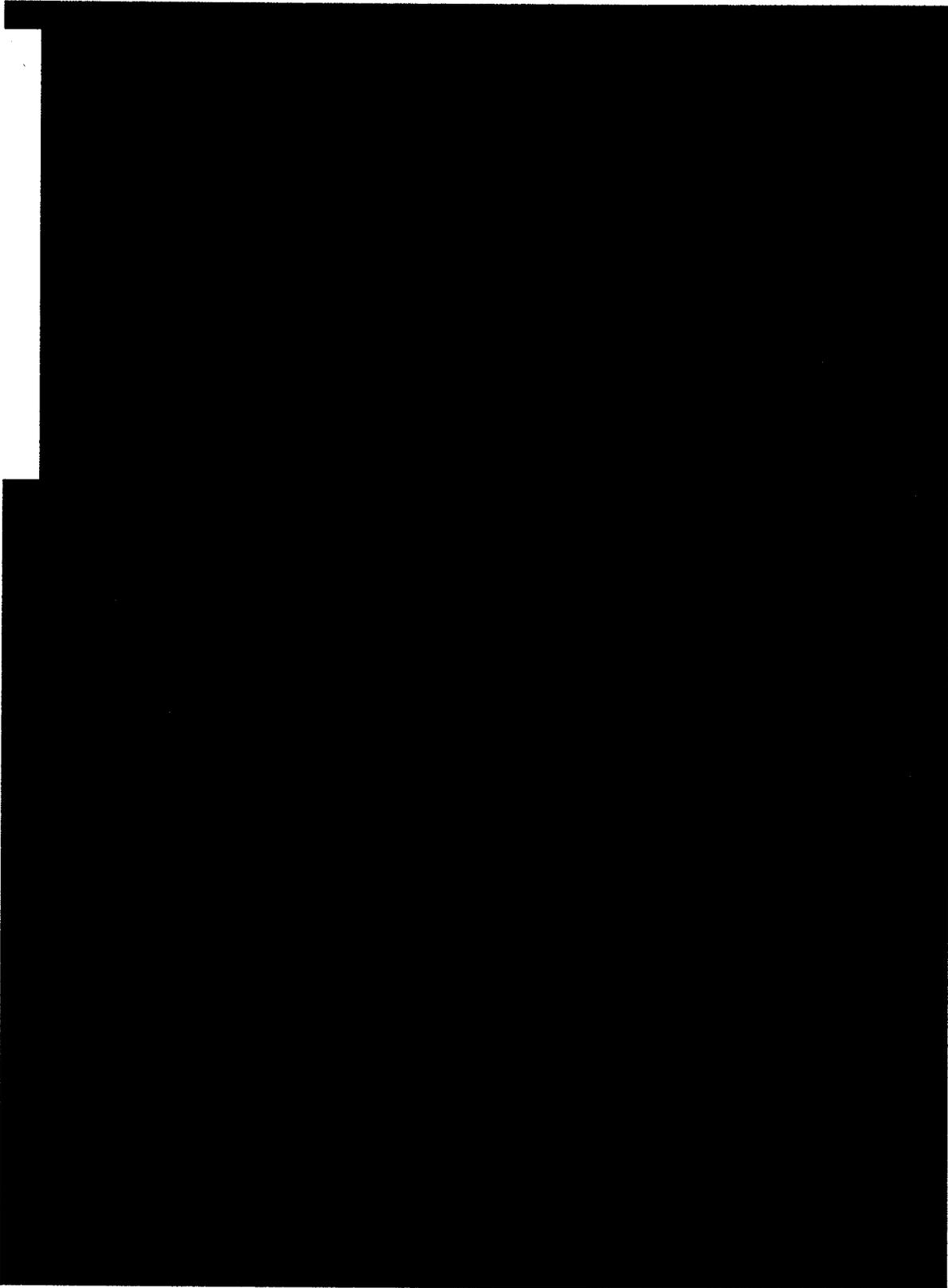
Screen Shot 2 - Oracle BI Answers

The screenshot displays the Oracle BI Answers interface. On the left is a 'Palet' (hierarchy) with categories like 'Columns', 'Periods', and 'Sales Measures'. The main area shows a pivot table with the following data:

Market	Sales
ORACLE	\$1,251,150
MUNICIPAL	\$55,503
CHICAGO DISTRICT Total	\$1,306,653
CHICAGO	\$312,966



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Oracle BI Interactive Dashboards - Windows Internet Explorer

http://korrad4p.us.oracle.com:9704/analytics/saw.dll?Dashboard_s_id=KFD3WU2MEC

Oracle BI Interactive Dashboards

My Dashboard DCPS SLED-DW Direct Certification Help Student Tracking System Teacher Tracking System Unique Student Identifier

Welcome, SLED Admin and Reports Developer

Key Performance Indicators

Assessment

Math Test

ELA Test

Legend:

- 1 - Achieved the Standard with Honors
- 2 - Achieved the Standard
- 3 - Nearly Achieved the Standard
- 4 - Below the Standard
- 5 - Little Evidence of Achievement
- Not Tested

Enrollment

KPI: Today's Enrollment by School Type

School Type	Start	Current	% Change
Elem	26461	27248	
High	14730	15157	
Middle	12185	12534	

KPI: Today's Attendance by School Type

School Type	% Present	% Absent
High		
Middle		
Elem		

Finance

KPI: Budget by Fund Type

Fund Type Desc	Budgeted	Expended	Encumbered	% Expended
Building	\$72,251,500.00	\$73,766,796.09	\$0.00	102.10%
Capital Outlay	\$6,962,979.56	\$6,706,438.66	\$0.00	97.72%
Food Service	\$21,475,486.40	\$10,726,102.04	\$241,630.10	51.07%
Operating	\$163,291,968.00	\$37,714,559.03	\$1,851,587.15	54.85%
Debt Service	\$27,332,547.48	\$8,140,746.74	\$0.00	29.78%
Teacher Salary	\$202,522,672.66	\$101,118,006.92	\$0.00	49.93%
Federal	\$22,990,136.80	\$7,844,334.48	\$216,707.07	35.07%

Staff

KPI: Highly Qualified Teachers

Percent of Teachers meeting HQ Status

Area	KPI % Meeting Status
North	71.64%
South	69.20%
West	71.69%

Local Internet 100%

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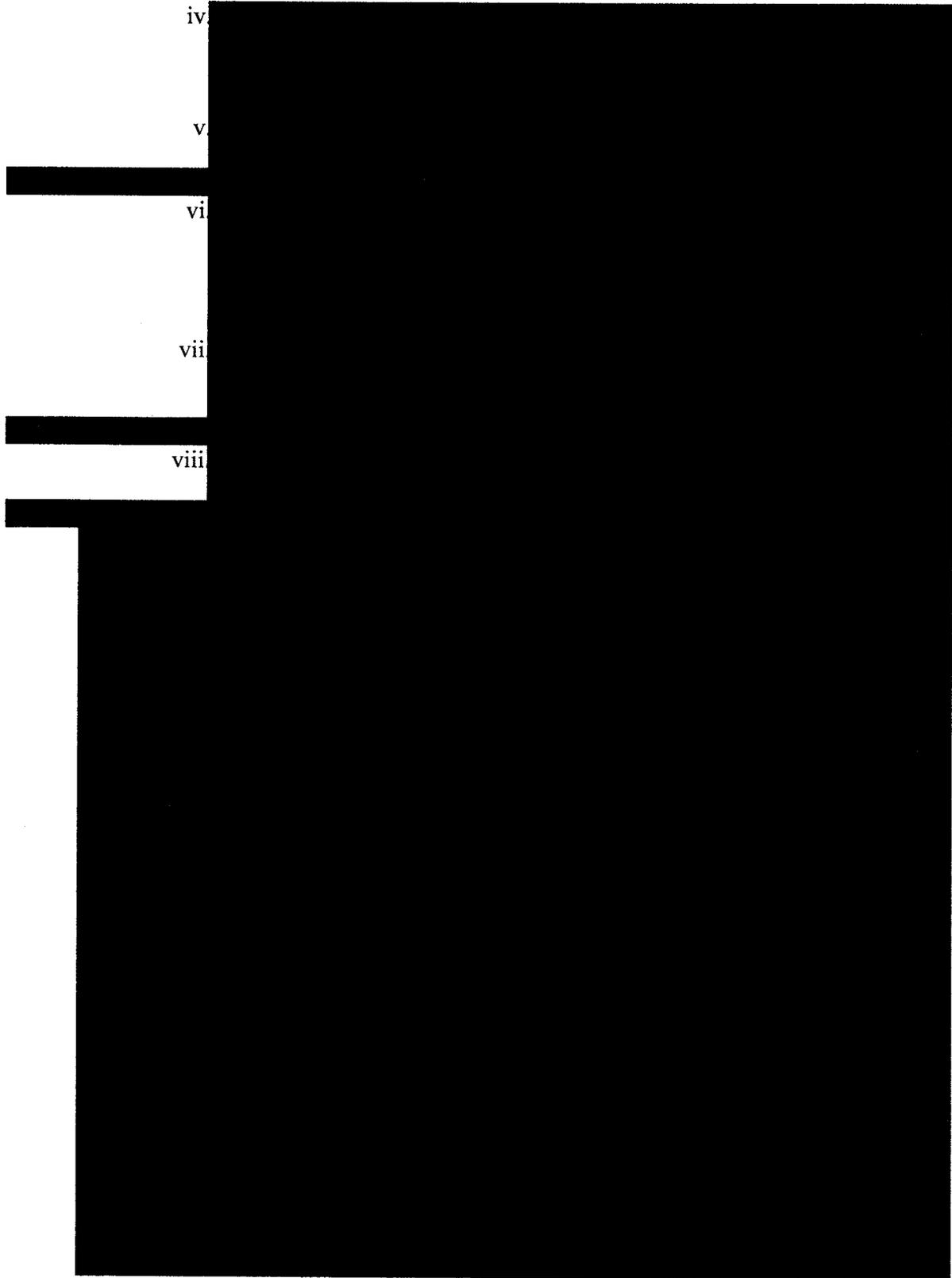
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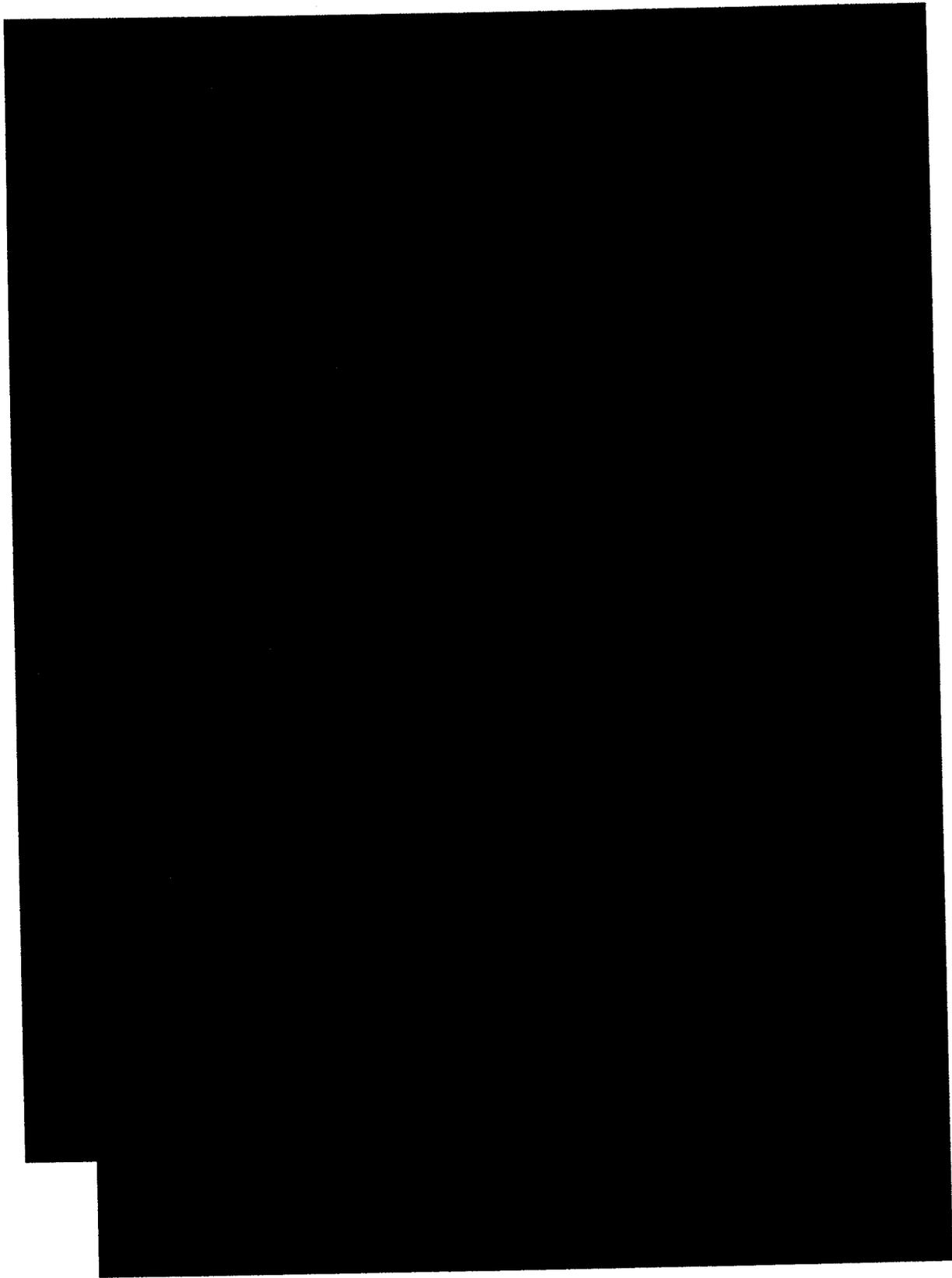
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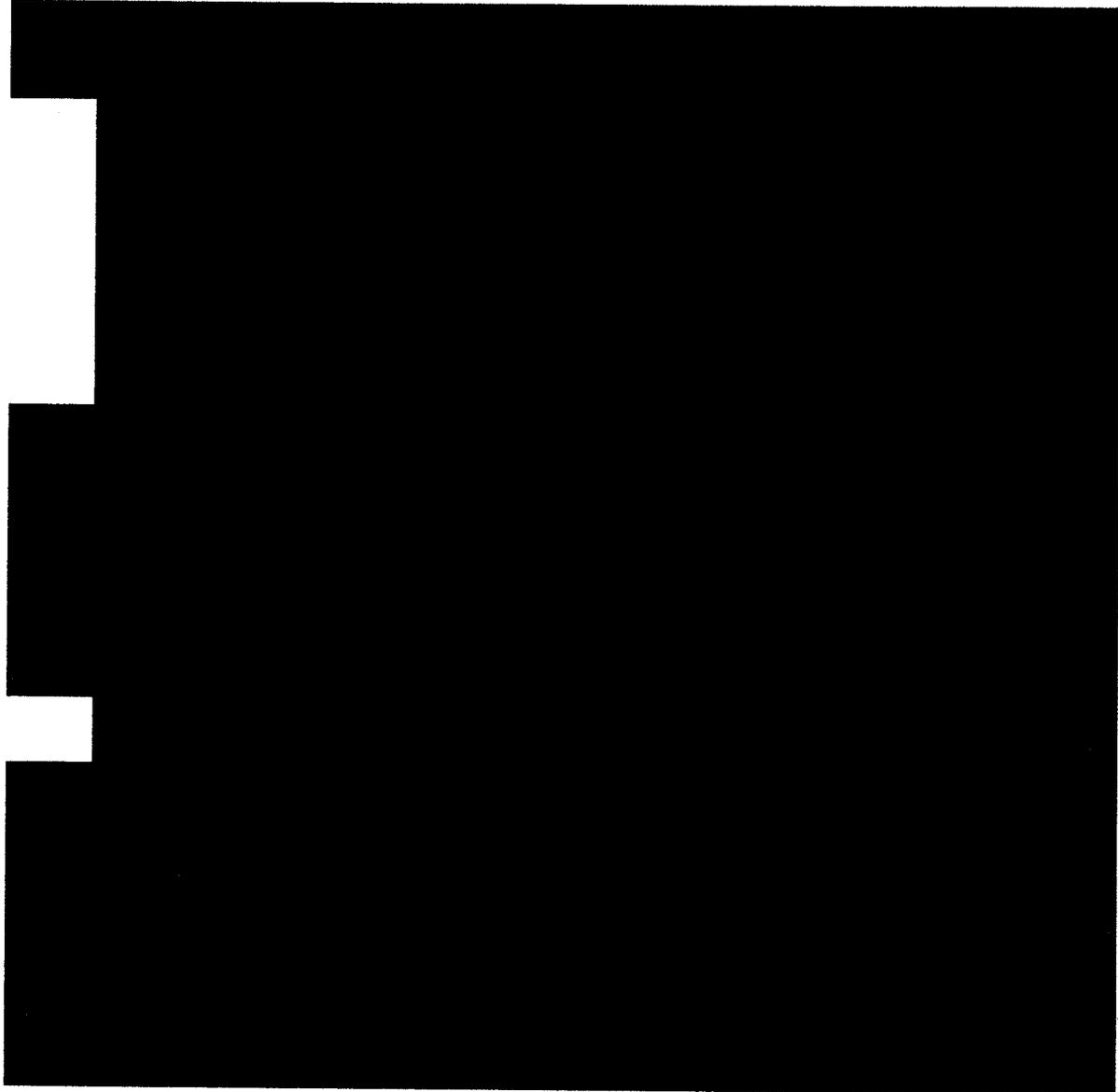
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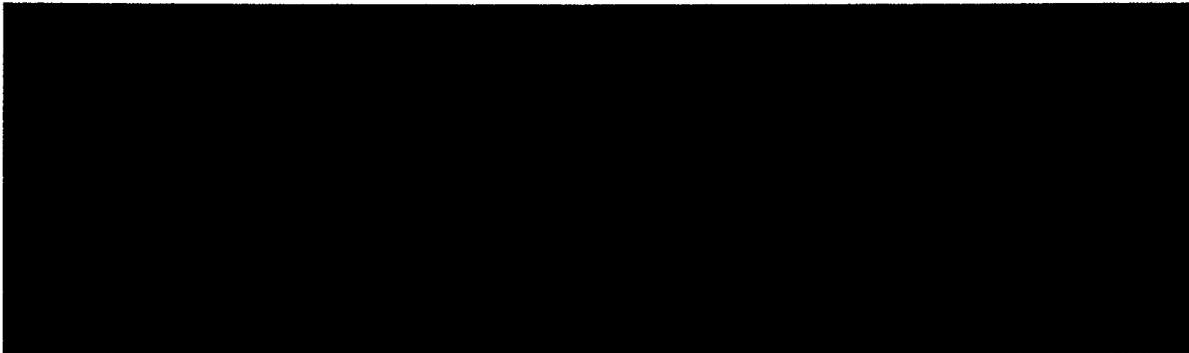


Our solution includes a very sophisticated Teacher Tracking System. The optimal way of including principal information the SLED system would be to expand the Teacher Tracking System and making it a "Personnel Tracking System". This would mean extending the Teacher Tracking System to include administrative data about school personnel (teachers, principals, counselors, etc.). This will depend on whether this data is available in the source system.

30. **There is considerable interest in connecting administrative data about school personnel (teachers, principals, counselors, etc.) with the type of professional education they received (alternative training, Teach for American, traditional program from specific colleges/universities). In what ways have your systems**

R(9)(1)

gathered these data and conducted analyses of how professional preparation affects student performance?



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Section V

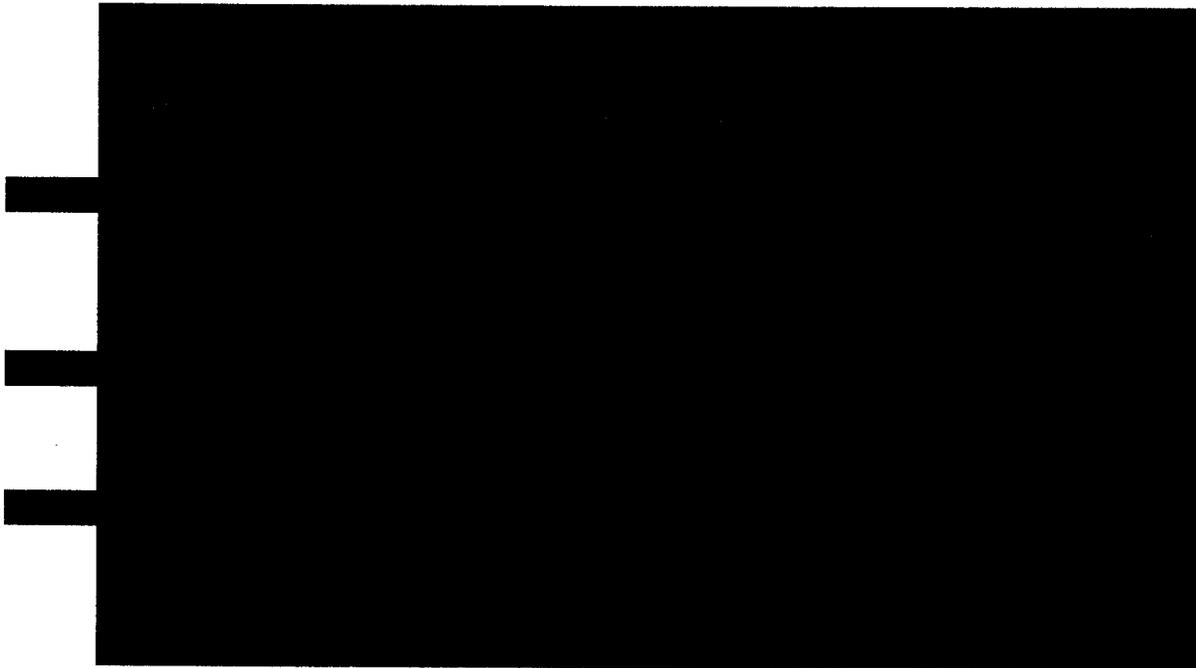
SLED Staffing Questions #31 thru 32

Staffing our Data Warehouse

- 31. What type of technical staffs will we need to have in place as we move from your organization as the system host to our own organization servicing as the system host?



- 32. What kinds of specialized staff do schools need to accurately enter data and to support various applications for retrieving and using information available from a longitudinal education data warehouse?

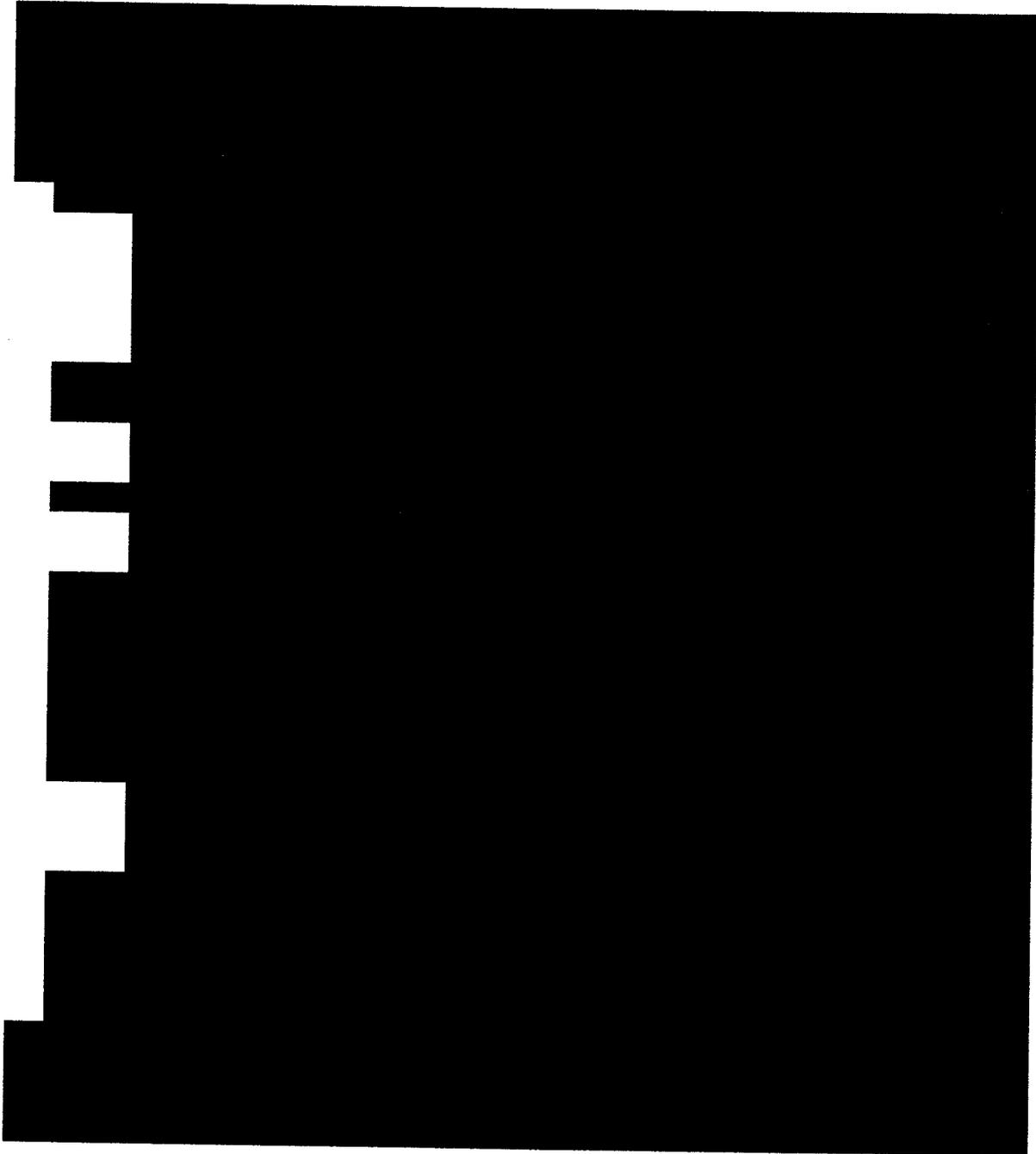


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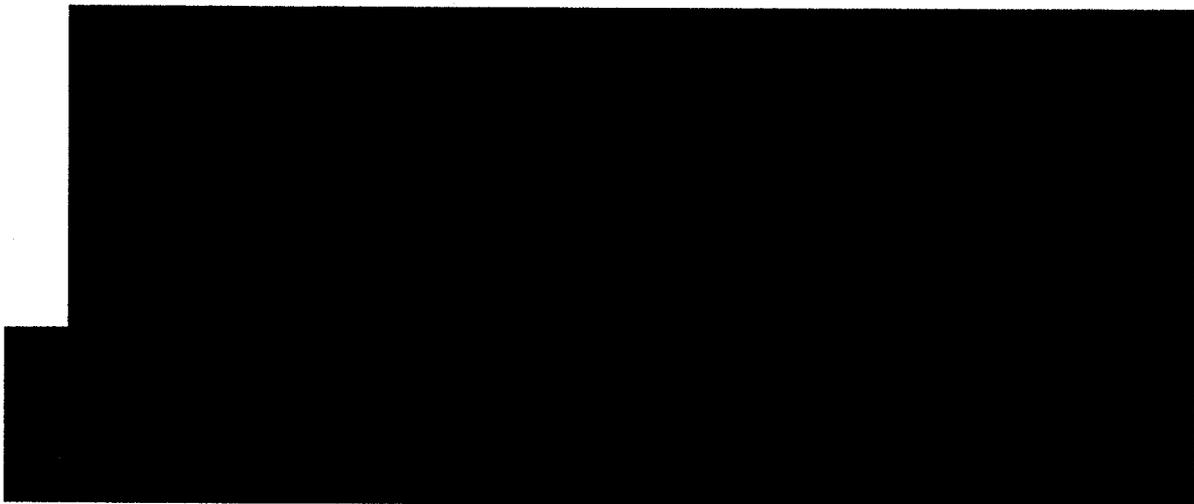
Section VI

Assumptions Question #33

33. What assumptions have you made regarding this project?



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Section VII

Vendor Hosting Technical Question #34

- 34 Vendor Hosting: OSSE will want to do Vendor hosting for a 3 year minimum time frame. In addition, OSSE may request a site visit to inspect the hosting facilities. The following questions are concerning your hosting environment:

We have 2 hosting proposals included in this response for your selection.



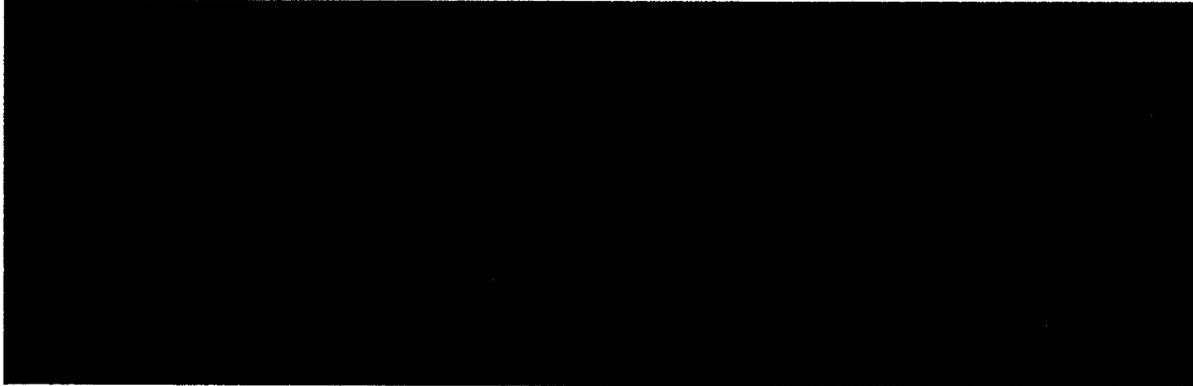
The first response is from CELT and the second is from

There is no difference in the cost proposed

CELT and Accelera Solutions Hosting Solutions

Section VIII

Added Value of Team Oracle



reskill for a career in IT



low cost access

certification



R(a)(1)

Section IX

See Beyond Benefits



R(a)(1)



Section X

Report Card Solution



Section XII

Signed Copy of Amendment 007

Section XIII

Team Oracle BAFO Price Offer