

## The Ohio Department of Education and Workforce: Request for Proposals

SOLICITATION ID:	SRC0000021969
AGENCY NAME:	Department of Education and Workforce (DEW)
PROJECT TITLE:	Developing High School Cybersecurity Credential Programs
APPROXIMATE CONTRACT START DATE:	9/30/2024
CONTRACT END DATE:	6/30/2025
CONTRACT RENEWAL:	7/1/2025-12/31/2025
BID SUBMISSION:	<p>DEW Internal Bid: Proposals and supporting documentation must be sent via email to DEW Bidsubmission at <a href="mailto:Bidsubmission@education.ohio.gov">Bidsubmission@education.ohio.gov</a></p> <p>Inquiries may be submitted via OhioBuys or <a href="mailto:Bidsubmission@education.ohio.gov">Bidsubmission@education.ohio.gov</a></p> <p><input type="checkbox"/> DAS Bid: Submissions must be sent to Ohio Buys website</p>
PROJECT BACKGROUND:	<p><a href="#">Data from the 2020-2021 school year</a> show the major impact that the pandemic has had on student learning in Ohio. The pandemic more significantly affected learning for Ohio's historically underserved students and decreases were more marked for students in districts that primarily used a remote or hybrid education delivery models. Similar to results nationwide, scores were notably lower in 2020-2021 than in past years, with significant impact shown across grade levels and content areas. The pandemic caused disruption to education, impacting student outcomes, and creating challenges for students transitioning from high school into postsecondary and careers.</p> <p>The federal government allocated funds to support Ohio students through a variety of sources, as depicted in <a href="#">the dashboard</a> on the Future Forward Ohio page. <a href="#">Future Forward Ohio</a> encompasses the state's strategic priorities for using federal funds to help students recover from the impact of the COVID-19 pandemic, with a focus on students who experienced the greatest disruptions to learning. The priorities include:</p> <ul style="list-style-type: none"> <li>• <a href="#">Overcoming Obstacles to Learning</a></li> <li>• <a href="#">Accelerated Learning</a></li> <li>• <a href="#">Preparing Students for Future Success</a></li> </ul> <p>Based on current data trends, in September 2024 many students will not yet have returned to pre-pandemic levels of academic proficiency and attendance, as well as other factors demonstrating student success. The convergence of declines in high school attendance and college enrollment suggests that for many pandemic-impacted students, are unable to see how school is preparing them for a career of choice. Providing students with an opportunity to earn meaningful credentials in high school is part of Ohio's strategy to support students.</p>
PROJECT JUSTIFICATION:	<p>While Ohio's students continue to graduate similar to pre-pandemic rates, high school attendance, and college enrollment patterns suggest students are looking for other pathways to careers, including those that offer meaningful employment opportunities directly after high school. One strategy Ohio has deployed to increase career preparation for students is enhancing the opportunity for students to earn in-demand credentials while in high school. DEW is exploring models for expediting the process for schools to develop and offer credential programs that create significant employment opportunities for students and has identified cybersecurity as the focus for this project due to the strong employment opportunities for students' immediately post high school.</p>

## Developing High School Cybersecurity Credential Programs

PROJECT OBJECTIVE:	<p>DEW seeks an experienced Offeror to select and help 4-5 schools across the state develop and offer cybersecurity credential programs to ensure each region of the state has a school offering a cybersecurity credential program. The selected Offeror shall provide support to each school in:</p> <ul style="list-style-type: none"> <li>• Developing cyberindustry and school partnerships, to include an advisory board and internship opportunities.</li> <li>• Teacher training</li> <li>• Curriculum support</li> <li>• Ongoing coaching throughout the project period, including support in student recruitment, curriculum implementation, and other needs</li> </ul>
ATTACHMENTS:	N/A
NOTICE OF AWARD SPECIAL CONDITIONS/REQUIREMENTS:	N/A
<b>Offeror &amp; Personnel</b>	
OFFEROR (company) EXPERIENCE REQUIREMENT:	<p>Prospective Offerors must meet or exceed the following requirements:</p> <ul style="list-style-type: none"> <li>• Prior experience in developing credential programs in schools.</li> <li>• Expertise in the cybersecurity career field.</li> </ul>
CANDIDATE (staff) EXPERIENCE REQUIREMENT:	2 years of experience implementing industry-recognized credential programming in schools.
MANDATORY LICENSES AND/OR CERTIFICATIONS REQUIRED:	<p><b>N/A.</b></p> <p>Note: Mandatory requirements are considered as pass/fail. Mandatory requirements are subjective, and not considered scorable evaluation criteria.</p>
<b>Special Provisions</b>	
AGENCY BILL TO ADDRESS:	<p>All invoices must be sent to <a href="mailto:Fiscal.Management@education.ohio.gov">Fiscal.Management@education.ohio.gov</a>.</p> <p>Bill to Address: Department of Education and Workforce - 25 South Front Street, Columbus, OH 43215</p>
PROJECT AWARD:	Funding may require Controlling Board approval. For additional information please <a href="#">click here</a> .
DATA & SECURITY:	<p>Please check any that apply for the project/RFP. If none, indicate N/A</p> <p><input checked="" type="checkbox"/> <input type="checkbox"/> Data may be collected for project purposes</p> <p><input type="checkbox"/> Data collected could be considered personally identifiable information (PII) <a href="#">Not sure?</a></p> <p><input type="checkbox"/> Selected Offeror may be required to store data on a network or device that is shared with DEW.</p>
AUDIT OR ACCOUNTING:	<p><input type="checkbox"/> Audit element may be incorporated in the scope of work and subsequent deliverables. <b>N/A</b></p> <p>Per <a href="#">ORC 117.43(B)</a> contracts that include auditing or accounting services must receive a waiver from the Auditor of State.</p>
COMMODITY CODE:	86132200-Educational support services
SET-ASIDE:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
AGENCY SPECIAL CONDITIONS:	The Department reserves the right to add additional terms to the contract after award, if the Department determines doing so is for the purpose of meeting obligations under state or federal law.
SUBCONTRACTS:	If an Offeror chooses to incorporate subcontracting to supplement completion of the scope of work, an agreement between the offeror and subcontractor must be included in the offeror's submission or prior to contract award.

## Developing High School Cybersecurity Credential Programs

<b>TRAVEL:</b>	Any items within the scope of work that may require travel must have this expense incorporated into the associated deliverable and will not be reimbursed.
<b>REQUIRED REGISTRATION:</b>	All Offerors must be registered as a Supplier prior to execution of awarded contract Suppliers may register for an account within the Ohio Buys <a href="#">Supplier Portal</a> Suppliers are encouraged to register with the <a href="#">Ohio Secretary of State</a>

### SCOPE OF WORK

The Ohio Department of Education and Workforce seeks an experienced Offeror to identify 4-5 schools (one per region) across the state develop and offer cybersecurity credential programs. The goal is to increase the number of graduating high school students who are able to obtain meaningful careers in cybersecurity in addition to establishing schools that serve as regional models for other interested schools.

Prospective Offerors shall develop a program through which students earn industry-recognized credentials relevant to the cybersecurity career field. Programs shall also include real-world work experiences (possibly work-based learning) that are developed with local or regional business partners.

#### 1. School Identification:

Prospective Offerors shall provide a plan to assist DEW to identify appropriate schools, this plan shall include the following:

- a. A process for identifying schools in each [region](#) based on location and job data.
- b. Communication plan for recruiting and onboarding prospective, identified schools.

#### 2. Credentials, Curriculum, and Educator Identification:

Prospective Offerors shall include in their proposal a plan to communicate with school administration to facilitate conversations surrounding an implementation plan necessary for program success. These shall include identification of the following:

- a. Educators to participate in implementation
- b. Credentials to be earned by students
  - i. List of various credentials to be earned by students through the program
  - ii. Validation by local or regional employers
  - iii. Content instruction necessary prior to earning credentials
  - iv. Practical work experiences students may utilize while working towards earning credentials
- c. Physical space, technology (software), and/or equipment necessary.
- d. Industry partners to advise in the work and develop real-world work experiences for students.
  - i. Partner in the development of curriculum and experiences for students.
  - ii. Connect students to real-world experiences.

#### 3. Train and Implement:

The selected Offeror shall train educators and execute an implementation plan which includes the following:

- a. Develop a comprehensive timeline with participating districts that involves facility, space, equipment, software, HR needs, training, and any other related components necessary to program implementation for the 2025-2026 school year.
  - i. Training and implementation plans shall include details on scalability and flexibility for future schools and districts to utilize.

#### 4. Student Credentialing and Sustainability Plan:

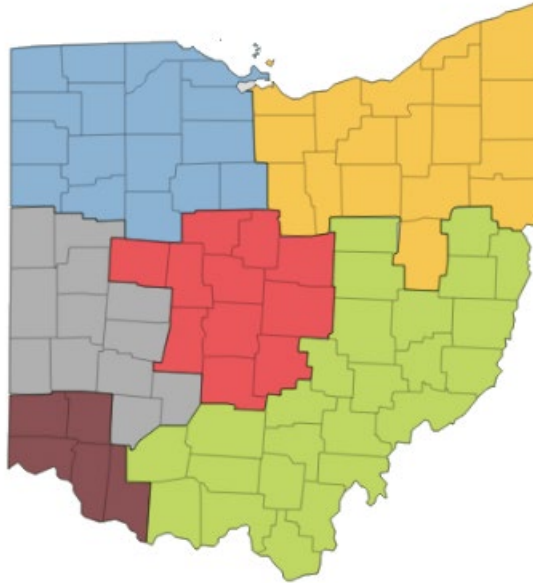
Prospective Offerors shall include a plan to provide support to initially participating students and educators in credentialing programs in addition to a plan for sustainability which could be applied to other schools and districts. This plan shall include the following but not limited to items.

- a. Student recruitment
  - i. Recruitment timeline
- b. Curriculum implementation

## Developing High School Cybersecurity Credential Programs

- c. Employer engagement
- d. Monthly virtual meetings with participating schools and districts to address technical assistance needs

### 5. Regional Map:



DELIVERABLES	DUE DATES
School Identification	December 2024
Implementation	September 2025
Sustainability Plan	December 2025

## EVALUATION CRITERIA

Each prospective Offeror shall provide evidence of the following within their proposal.

OFFEROR PROFILE	WEIGHT
1. A profile of the Offeror's history, capability, capacity, and relevant experience working on projects similar to this work.	5
2. At least three examples of previous work that could be relevant to the scope in this project. Offerors shall include names and dates of schools/districts in which successful program implementation has occurred.	5
STAFFING PLAN (PERSONNEL PROFILE)	WEIGHT
3. Provide a staffing plan clearly outlining staff roles and duties, including subcontractors if applicable. This plan shall also include personnel's experience completing similar projects and the role they were assigned.	5
4. Resumes of all key personnel (including subcontractors if applicable) performing work on this project.	5
5. A contingency staffing plan should any key personnel become unavailable at any time for any reason during the contract period.	5
WORK PLAN ( <a href="#">scope of work</a> )	WEIGHT
6. A detailed plan for school identification that illustrates how schools in each <a href="#">region</a> are selected based on location and job data.	10
7. Implementation plan which provides a timeline for identification, communication, training, and implementation for the 2025-2026 school year.	10
8. List of proposed credentials. Each credential shall include validation(s), essential equipment and space requirements, and practical applications.	15
9. A sustainability plan that can be applied to other schools and districts. This plan shall highlight areas of flexibility based on school size, existing resources, and potential access to regional industry partners, etc.	10
10. Cost	5

## Budget

FY25 (9/30/24-6/30/25)

DELIVERABLES	QUANTITY	Unit of Measure	UNIT COST	COST EXTENTION
School Identification	1	Amount		
Implementation	1	Amount		
Total:	-	-	-	

FY26 (7/1/25-12/30/25)

DELIVERABLES	QUANTITY	Unit of Measure	UNIT COST	COST EXTENTION
Implementation	1	Amount		
Sustainability Plan	1	Each		
Supplemental Materials	1	Amount		
Total:	-	-	-	