

Vendor Name	Product/Service	Posting Start Date	Posting End Date	Buyer's Initials
A-Academic Learning Company LLC, dba Velazquez Press	<p>Academic Learning Company OBA Velazquez Press, preemine t authority in academic language, biliteracy and family engagement, is the publisher or exclusive distributor and sole source vendor of materials listed below.</p> <p>My First Picture Dictionary: Spanish (ISBN: 978-1-59495-871-7 ) \$24.95  My First Picture Dictionary: Arabic (ISBN: 978-1-59495-868-7) \$24.95  My First Picture Dictionary: Chines (ISBN: 978-1-59495-870-0l \$24.95  My First Picture Dictionary: Portuguese  ISBN: 978-1-59495-8 9-4) \$24.95 My  First Picture Dictionary: Russian (ISBN: 978-1-59495-874-&amp;) \$24.95  My First Picture Dictionary: Vietnamese (ISBN: 978-1-59495-r2-4) \$24.95  My First Picture Dictionary: Haitian Creole (ISBN: 978-1-59495-400-3) \$24.95</p> <p>Velazquez Press publishes the above materials and holds the rights to their content. The version of this bilingual dictionary adheres to state requirements for bilingual education materials and testing accommodations based on 6A-6.09091 Accommodations of +e Statewide Assessment Program Instruments and Procedures for English Language Learners. The capabilities of selling this specific version of the My First Picture Dictionary are exclusive to Velazquez Press.</p> <p>There is a lack of responsive competition for this specific bilingual picture dictionary because no other vendors offer a product with the same combination of features, such as</p>	06/13/24	06/23/2024	AR

	<p>transliteration for non-roman scripts, word-to-word translation, and adherence to state requirements for ELL (English Language Learners) accommodations. This has been verified through market research and consultation with educational professionals who confirm that no alternative products match the specifications and quality of the Velazquez Bilingual Picture Dictionary. There are many picture dictionaries in the market. What makes this one unique is that the words are sorted in A-Z format, and the English words are American English vs British English.</p> <p>The product is vital to the district as it supports the educational needs of ELL students. The dictionary helps young learners understand and retain new vocabulary through engaging illustrations and accurate translations. It meets state requirements for bilingual educational materials, ensuring that the District complies with mandated accommodations for ELL students during state assessments. Modifying requirements to allow competitive products or services would compromise the quality and specific educational benefits provided by the Velazquez Bilingual Picture Dictionary.</p> <p>Competing products lack the comprehensive features and state compliance necessary to meet the district's needs effectively. If the Velazquez Bilingual Picture Dictionary were discontinued, the user agency would face significant challenges in finding an equivalent resource. The agency might need to seek alternative solutions, such as developing a custom dictionary or sourcing multiple products to cover the same range of features, which could be costly and time consuming.</p>			
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**THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA**  
**PURCHASING**  
**REQUEST FOR SOLE SOURCE APPROVAL**

The School District of Osceola County is bound by School Board policy to an open and competitive bidding process. To enforce this, the use of proprietary specifications and/or Sole Source purchases are normally not allowed. However, in some circumstances they may be justified, but there are a number of tests that must be passed first.

This is a Sole Source request for [list product or service]: Please see attached Sole Source Letter with  
list of product provided by Velazquez Press.

Supplier:	<u>A- Academic Learning Company LLC DBA Velazquez Press</u>
Supplier's full address:	<u>9682 Testar Avenue, suite 110. El Monte, California 91731</u>
Supplier's contact person:	<u>Johnathan Ruiz</u>
Supplier's phone #:	<u>(626) 448-3448</u>

In order to consider any request for Sole Source status, the following must be completed and submitted with the request:

1. Sole Source Letter from the supplier.
2. Cut Sheets and Specifications.
3. Written justification, to include responses to the following questions:
  - a. Is there truly only one vendor who is able to furnish the product or service? Does the supplier possess exclusive capabilities? What are they? Provide verifiable information.
  - b. Is there a lack of responsive competition for the product or service? Why? How have you verified this?
  - c. Is the product or service vital to the District? Why/How?
  - d. Is the product or service unique and easily established as one-of-a-kind? Why/How?
  - e. Can requirements be modified so that competitive products or services be used?
  - f. What would the user agency do if the product or service were discontinued?
  - g. Are there patented or proprietary rights that fully demonstrate:
    - i. A feature providing a superior utility not obtainable from similar products.
    - ii. Product availability from only one prime source and not merchandised through wholesalers, jobbers or retailers where competition could be encouraged?

The Purchasing Department will review the request and all the supporting information and make a determination. Sole Source requests, if accepted and approved, which have a dollar value exceeding the formal bid threshold may be submitted to the School Board for review and final, formal approval.

**STATEMENT OF NEED:** As requester, my recommendation for Sole Source is based upon an objective review of the product/service being required and appears to be in the best interest of the District. I know of no conflict of interest on my part or involved in any way with this request. No gratuities or favors have been accepted or have had any influence on my request to Sole Source this purchase.

Signature of Requester/Supervisor: *Valeria Martinez* Date 6/11/2024  
Signature of Principal/Director: \_\_\_\_\_ Date \_\_\_\_\_

☐ Approved ☐ Not approved

Purchasing Dept. Signature: \_\_\_\_\_ Date \_\_\_\_\_



6/12/24

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There is a lack of responsive competition for this specific bilingual picture dictionary because no other vendors offer a product with the same combination of features, such as transliteration for non-roman scripts, word-to-word translation, and adherence to state requirements for ELL (English Language Learners) accommodations. This has been verified through market research and consultation with educational professionals who confirm that no alternative products match the specifications and quality of the Velazquez Bilingual Picture Dictionary. There are many picture dictionaries in the market. What makes this one unique is that the words are sorted in A-Z format, and the English words are American English vs British English.

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For questions regarding this matter, please contact us at (626) 448-3448. Thank you.

Jonathan Ruiz

Director of Business Development