



**Materials Management**  
Purchasing Department  
101 Old Venice Road, Osprey, FL 34229  
Phone 941-486-2183 ▪ Fax 941-486-2188  
SarasotaCountySchools.net

---

## MEMORANDUM

**TO: Members of the School Board**  
**Terrence Connor, Superintendent**  
**Bonnie Penner, Assistant Superintendent Chief Financial Officer**

**FROM: Tracy Brizendine, Director of Materials Management**

**TITLE: APPROVAL TO PURCHASE MATERIALS AND/OR SERVICES FROM VENDORS UNDER PIGGYBACK CONTRACT A LEAD AGENCY THAT UTILIZED A COMPETITIVE PROCESS FOR A RETURN ON INVESTMENT PLATFORM- GLIMPSE**

**DESCRIPTION:** Piggybacking is the post-award use of a contractual document or process that allows an entity that was not contemplated in the original procurement to purchase the same supplies, equipment or services through that original document or process. The School Board of Sarasota County Policy 7.70 Purchasing and Bidding allows for this process subject to the provisions of law.

The Purchasing Department has researched and reviewed the competitive solicitations that are available for these purchases and has determined that the use of the attached contracts for the purpose cited presents the best value and/or is in the best interest of the School Board.

**GAP ANALYSIS:** Glimpse is a digital Return on Investment (eROI) tool that measures programs, products, services, and resources implemented to increase student achievement. When applied to education, ROI is more than financial gains; it serves as a guide for decisions that yield the greatest benefits for students. By adopting an ROI-centric approach, the district and schools can strategically allocate their resources to initiatives that drive positive student outcomes. Districts can prioritize resources towards programs, technologies, and interventions that have demonstrated a significant return in terms of improved learning outcomes. From identifying high-impact initiatives to optimizing resource allocation, Glimpse empowers educational leaders to drive meaningful and measurable improvements in student outcomes.

**PREVIOUS OUTCOMES:** The district has not had a robust digital tool for measuring return on investment for programs, products, services, and resources in this manner previously.

**EXPECTED OUTCOMES:** The Glimpse return on investment platform for Sarasota County Schools will provide the district with a solution to measure the education Return on Investment (eROI) on programs, products, services, and resources that are implemented for student achievement. This will help identify what is working best to improve student achievement while also helping to optimize those implementations with a focus on investments in student outcomes. Resources will be strategically prioritized to increase student achievement while effectively and efficiently utilizing district funding.

STRATEGIC PLAN GOAL: Pillar 4 – Every School Equipped  
Priority 4.1.4 Maintain Sustainable Financial Practices

CONTACT: KRISTI D’SOUZA, [Kristi.d’souza@sarasotacountyschools.net](mailto:Kristi.d’souza@sarasotacountyschools.net)  
BONNIE PENNER, [bonnie.penner@sarasotacountyschools.net](mailto:bonnie.penner@sarasotacountyschools.net)  
JOE BINSWANGER, [joe.binswanger@sarasotacountyschools.net](mailto:joe.binswanger@sarasotacountyschools.net)

FINANCIAL IMPACT: License and Subscription - \$132,942.00 , Set-Up - \$ 1,800.00 Training  
- \$2,000.00 Total – \$136,742.00  
Funding Source: General & ESSER

RECOMMENDED MOTION: That the piggyback contracts awarded to Level Data, LLC for the anticipated purchase of materials and/or services be approved as presented.

