

**DESCRIPTION OF INTENDED  
SINGLE SOURCE PURCHASE  
(PUR 7776)**

AGENCY: ELC of Lake County

TITLE: Language ENvironment Analysis (LENA) Grow Initiative System of Services for Child Care Providers

Short description of the commodity or service desired: Utilization of the LENA Grow "talk pedometer" technology to deliver empowering, data-driven strength based coaching to help early learning educators in Lake County make proven, sustainable improvements to very young children's language environments.

CONTACT

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Internal tracking number, if any:

**Date posted: 10/09/23    Last day for receipt of information: 10/27/2023**

This description of commodities or contractual services intended for purchase from a single source is posted in accordance with Sections 120.57(3) and 287.057(3), Florida Statutes (F.S.), and will remain posted for a period of at least 15 business days.

Commodity or Contractual Service Required (commodity or United National Standard Products and Services Code (UNSPSC), manufacturer, model, and description, as appropriate):

Utilization of the Language ENvironment Analysis (LENA) Grow "talk pedometer" technology to deliver empowering, data-driven coaching that improves outcomes for children and teachers.

Quantity or Term (as appropriate):

Term - 1 Year. For quantity information, please contact person listed above.

Requestor (division, bureau, office, individual, as appropriate):

ELC of Lake County

Performance and/or Design Requirements (e.g. intended use, function or application, compatibility, requirements; reference to policy, rule, statute or other act of the Legislature, etc., as appropriate):

Program Guidance 240.21 COVID – 19 Crisis Emergency Funding Assistance for Early Learning/Child Care Providers American Rescue Plan (ARP) Act Supply Building Initiatives ARPA Discretionary

Intended Single Source:

LENA

Estimated Dollar Amount:

\$405,000.00

Justification for single source acquisition (what is necessary and unique about the product, service or source; steps taken to confirm unavailability of competition, as appropriate):

The Language ENvironment Analysis (LENA) Grow is an evidence-based professional development program that helps early childhood educators improve classroom language environments in early learning settings. The Learning Environment Analysis (LENA) Grow is the sole manufacturer and distributor of the "talk pedometer" technology that will be used to measure the quality of teacher-child interactions, collect data and support strength based coaching to early educators increasing both quantity and quality of the teacher-child interactions. The intended outcomes of this initiative include increasing CLASS composite scores leading to better long-term outcomes for children. An exhaustive search for a similar platform did not yield any competitors. Patents for the LENA System™, including one or more of its component software and hardware products, including LENA Pro™, LENA Hub™, LENA Online™ (also known as LENA Mobile™), and the Digital Language Processor™ (also known as the LENA recorder) can be found online at [lena.org/patents](http://lena.org/patents). Sole source letter attached.

Approved By (names & titles, as appropriate, e.g., requestor, requestor management, information systems, budget, purchasing):

Lesha Buchbinder, Chief Executive Officer

Gregory Thomas, Chief Financial Officer

Prospective vendors are requested to provide information regarding their ability to supply the commodities or contractual services described. If it is determined in writing by the agency, after reviewing any information received from prospective vendors, that the commodities or contractual services are available only from a single source, the agency shall provide notice of its intended decision to enter a single-source purchase contract in the manner specified in Rule 60A-1.045, Florida Administrative Code, and section 120.57(3), F.S.