



## STATE OF NEW MEXICO SOLE SOURCE REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the State Purchasing Agent or, for Professional Services Agreements, the Secretary of the Department of Finance and Administration. The foregoing requirement is regardless of whether the *sole source request for determination* has been signed by the Agency and/or the Contractor.

I. Name of Agency: **New Mexico Public Schools Insurance Authority (NMPSIA)**

Agency Chief Procurement Officer: **Claudette Roybal**

Telephone Number & Email Address: **(505) 757-2149** [claudette.roybal@state.nm.us](mailto:claudette.roybal@state.nm.us)

II. Name of prospective Contractor:

**Vector Solutions/ Safe Schools**

Address of prospective Contractor:

**2135 Dana Ave., Suite 300  
Cincinnati, OH 45207**

Contact Name, Telephone Number and Email Address:

**Allie Biggs**

**Manager, Strategic Partnerships**

**2135 Dana Ave., Suite 300**

**Cincinnati, OH 45207**

**Phone: 800.434.0154 ext. 7032 / Email: [allie.biggs@vectorsolutions.com](mailto:allie.biggs@vectorsolutions.com)**

Amount of prospective contract before tax:

**Year 1 - \$27,000**

**Year 2 - \$27,000**

**Year 3 - \$27,000**

**Year 4 - \$27,000**

**(Specify whether the annual amount includes GRT) The total above do not include any applicable sales tax.**

**Term of prospective contract: 4 years**

Note: For terms longer than one year, Request for Policy Exemption from DFA MUST be included. – N/A

- III. Agency is required to state purpose/need of purchase and thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract.

**This step is being taken to provide loss prevention for schools against inappropriate contact between a student and employee. Unlike programs that are directed simply at reporting, we are asking for a program directed at behavior management. This approach invites employees to help rid our schools of individuals who may prey on children, instead of reacting only when the damage to child has already become a criminal matter. The national statistics indicate approx. 25% of teachers will report child abuse as required by state reporting requirements; more relevant to NMPSIA is that only 11% of teachers will report inappropriate action by another staff member. In order to reduce claims, we must make clear that NM school employees pay attention, understand and will report even actions that appear minor but may be indicators of future severe misconduct. This program should support the NMPSIA, NMSBA- Policy service recommended Boundary Policy.**

- 1. Provide a series of short and concise on-line trainings on sexual exploitation by school employees to be presented to all NM public school employees and volunteers. Between 40,000 and 50,000 employees.**
  - 2. Training should cover areas commonly included in the behavior models of child predators. i.e., targeting, testing and grooming. Training should give examples and easy to follow behavior guidelines for reporting.**
  - 3. Training should provide teachers and staff a “safe to tell” feeling of confidence in reporting. The goal will be to increase the number of teachers and staff reporting inappropriate conduct by another staff member.**
  - 4. Training are to be recorded trainings designed to cover these critical areas in less than 30 minutes. That can be viewed on any internet browser.**
  - 5. Provide analytics on the success of the program implementation i.e., number of assignments, past due assignments, overall completion rates, and more**
- IV. Provide a detailed explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use “technical jargon;” use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

**NMPSIA spends millions each year defending member districts and charter schools (Albuquerque Public Schools is the ONLY non-member) each year. An on-line training is essential to getting the information out to all teachers across the state involving behaviors perpetrated by potential child molesters.**

- **Educators can interrupt an attempt at child sexual abuse before it happens.**
  - **Saves students from the lifelong emotional damage of sexual abuse**
  - **Reduces liability and prevents costly claims**
- V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

**Provides microlearning courses, specifically designed for K-12 schools, covers key topics that staff need to be trained on in order to be aware of the behaviors that child abusers use to groom their victims. Prepare school staff to interrupt an attempt at child sexual abuse before it happens. Reduce liability and costly claims, but most importantly protect students from sexual abuse.**

**The program is tailored and directed for teachers in a K-12 environment- with specific sessions directed at Elementary, Middle, and High school. The entire school series requires only 20 minutes. No other on-line program has the level of specific training by grade level.**

- VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract.*

**Child abusers tend to gravitate to places that provide easy access to children, so schools are often their preferred hunting ground. Often, before a child is abused, the perpetrator must gain the trust of the child, the child’s guardian, and even the abuser’s coworkers and school administration. This process is called Sexual Grooming. This series of twenty-two microlearning courses cover key topics that staff need to be trained on in order to be aware of the behaviors that child abusers use to groom their victims and help stop incidents *before* they happen.**

**The program is tailored and directed at teachers in a K-12 environment- with specific sessions directed at Elementary, Middle, and High school. No other on-line program has the level of specific training by grade level. The entire school series requires only 20 minutes.**

- VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

**Other on-line training is generic, if available, only addresses, mandatory reporting, and child abuse in general. Other programs do not provide training regarding behaviors of perpetrators who are other staff members, those that do are not specific to grade levels and in our opinion require a time commitment that will reduce the**

participation. This is the only program that discusses and reviews behaviors and boundaries in a concise 20-minute maximum commitment.

VIII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet;; contacting similar service providers; and reviewing the State Purchasing Divisions' Statewide Price Agreements. Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

**Readiness and emergency management for schools.**

**Only provides a 49-page document does not provide on-line training.**

**NMSU:**

**Provides an on-line training for child abuse and mandatory reporting it is not specific to grooming behaviors by school staff and is directed at identifying behaviors in children who have been abused. Less than 25% of teachers will report child abuse under their mandatory reporting requirement. Reporting when a child is showing symptoms of abuse falls short of the prevention goal set by NMPSIA.**

**[Kidpower.org](#) not free, cost unknown**

- **Introductory Level Staff Training—3-4 hours**
- **Full Staff Training—All day**
- **No virtual option**

**[Mandatedreporterca.com](#) free**

**Only covers mandatory reporter training**

- **General—4 hours**
- **School Personnel—3 hours**
- **Spanish Available**

**[Darkness to Light](#) not free, cost unknown**

**Perhaps the most comprehensive no material specific to educator sexual misconduct.**

**No online training, the only online option is to *become* a trainer for Darkness to Light.**

**Includes:**

- **Stewards of children—2 hours**
- **Other forms of child abuse and mandated reporting—1 hour**
- **Healthy touch for children and youth—30 minutes**
- **Bystander intervention—30 minutes**
- **Talking with children about safety from sexual abuse—30 minutes**

- Child sex trafficking – 30 minutes
- Protecting children during a crisis – 30 minutes

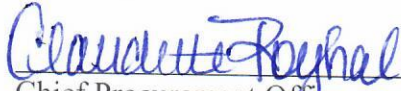
Oklahoma Child Abuse Training: The Center on Child Abuse and Neglect *free*

- Offers online on demand training to professionals who provide services to children who are abused, neglected, or exposed to substance abuse and/or domestic violence.
- Online only
- Training will be a minimum of 1.5 hours, with the exception of one which will be .30 minutes and CEUs will be provided for the following disciplines: social work, counselors, law enforcement, and psychologists. (Per educators, only "mandatory reporting in Oklahoma" is relevant).

Many other states and organizations (most behind pay to view walls) provide mandatory reporting training some as short as 30 minutes. However, as mentioned above reporting at the time a child is showing symptoms of abuse defeats the purpose of prevention and identifying grooming behaviors a child is irreparably damaged.

Certified by:

Date: 1-13-21



Chief Procurement Officer  
New Mexico Public Schools Insurance Authority

Agency Approval by:

Date: 1/13/2021



Executive Director  
New Mexico Public Schools Insurance Authority