

# SOFTWARE SELECTION PROCESS LEADS TO A SUCCESSFUL RFP, PRODUCT SELECTION AND IMPLEMENTATION

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## **BUSINESS SITUATION**

A large Illinois School District was looking to replace its Learning Management System (LMS) which was considered to be difficult to use and limited in its functionality. The District envisioned a LMS tool that would allow teachers to create easy-to-navigate, well-organized lesson plans which could be shared with students anytime, anywhere.

## **SOLUTION**

Beaird Group was hired to develop an RFP (Request For Proposal) and lead the district through the process of evaluating and selecting a replacement LMS system. At Beaird Group, we follow a proven RFP methodology that begins with engaging all relevant stakeholders in the process and ends with product testing prior to purchase.

For the LMS system, teachers, students and parents at all levels – early childhood through high school – were included in the process as well as individuals from special education, curriculum and assessments. From interaction with these stakeholders, key requirements for the new LMS system were identified.

Based on these and other identified requirements, Beaird Group wrote and issued an RFP, soliciting responses from qualified vendors. Working with the LMS Evaluation Team, customized product scoring models were developed and vendor demonstrations were facilitated.

As a final step in the selection process, Beaird Group helped the District develop a pilot test for the finalist LMS products. Teachers, students and parents were provided with Beaird-developed surveys to evaluate these products. These results, along with the other vendor scorings, were presented to the Evaluation Team and the School Board, and a new LMS product was selected.



## **IMPACT**

Following Beaird Group's RFP methodology, the District was able to fully understand the LMS needs of its teachers, students and parents. By conducting a pilot study of finalist products, the District was able to test these products in live situations and identify the LMS solution that best met its needs.

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