

**From:** Stout Jr, David <Dstout@ed.sc.gov>  
**To:** Kovacs, ElisabethEKovacs@dew.sc.gov  
Anne Iriel (Airiel@scvrd.state.sc.us)airiel@scvrd.state.sc.us  
Childs, CharmekaCChilds@ed.sc.gov  
Soura, ChristianChristianSoura@gov.sc.gov  
George Patrickgpatrick@scommerce.com  
Jackson, LaCrystalLAJackson@dew.sc.gov  
Jacobs, AngelaAJacobs@dew.sc.gov  
James Richter (richter@myscma.com)richter@myscma.com  
Kibler,MandyKiblerm@sctechsystem.edu  
McInerney, Michaelmmcinerney@scommerce.com  
Rick Cothran (rcothran@tctc.edu)rcothran@tctc.edu  
Sherlock, PatPSherlock@dew.sc.gov  
Susan Pretulak (pretulaks@sctechsystem.edu)pretulaks@sctechsystem.edu  
**CC:** English, ScottSEnglish@ed.sc.gov  
Mikee Johnson (mjohnson@coxwood.com)mjohnson@coxwood.com  
Tedeschi, DebraDTedeschi@dew.sc.gov  
**Date:** 6/10/2013 9:02:58 AM  
**Subject:** RE: SC WorkReady Communities-ACT Contract

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It would be great to have the renewable contract, but at this point we need something to get started soon.

*David B. Stout, Jr., Ed.D.  
Director  
Office of Adult Education &  
State GED Administrator  
908-A Rutledge Building  
1401 Senate Street  
Columbia, SC 29201  
803-734-8348 Telephone  
803-734-3643 fax  
[www.ed.sc.gov](http://www.ed.sc.gov)*

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**From:** Kovacs, Elisabeth [mailto:EKovacs@dew.sc.gov]  
**Sent:** Friday, June 07, 2013 3:03 PM  
**To:** Anne Iriel (Airiel@scvrd.state.sc.us); Childs, Charmeka; Christian Soura (christiansoura@gov.sc.gov); George Patrick; Jackson, LaCrystal; Jacobs, Angela; James Richter (richter@myscma.com); Kibler,Mandy; Kovacs, Elisabeth; McInerney, Michael; Rick Cothran (rcothran@tctc.edu); Sherlock, Pat; Stout Jr, David; Susan Pretulak (pretulaks@sctechsystem.edu)  
**Cc:** English, Scott; Mikee Johnson (mjohnson@coxwood.com); Tedeschi, Debra  
**Subject:** SC WorkReady Communities-ACT Contract

All,

Just wanted to give you a very quick and brief update on the contract.

We had a call scheduled with ACT this afternoon and unfortunately, one of the state procurement officers was stuck in another meeting and a lot of ACT's issues are with standard procurement language. We had to keep deferring the

conversation until ACT said we should just reschedule the call since they had 11 people tied up on the call. We are shooting for another call Tuesday and our state procurement folks are working diligently to try and find compromises where we can. ACT understands that we need to have a signed contract by the end of our fiscal year, which is fast approaching. Otherwise, we lose some of our funding earmarked for this initiative that has to be "obligated" by the end of June or we lose it.

The other big issue is that the Budget and Control state procurement folks attempted to add language that would allow us to renew the initial two-year contract with ACT for an additional three years. This would help us not to go through sole-sourcing the project and renegotiating from scratch. This would also be a win-win for ACT because it would allow a renewal but also allow for the price to be renegotiated in years 3, 4, and 5. ACT doesn't seem to see how it is in their benefit and wants to make sure that we don't have much room to negotiate below their "standard pricing" in years 3, 4, and 5.

All that to say, as a group, the Leadership Team wants to see this initiative sustained after the initial two-year period, especially as we "re-certify" counties. My question to the Leadership Team is should we tell ACT we want to go back to just the 2 year contract and deal with this in the future or should we push to have the contract renewable after the initial two-year term? Please let me know your thoughts by Monday COB so we can be prepared for the call with ACT on Tuesday.

I will keep you posted. Have a great weekend.

EK

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