



## **STEM Learning Platform Invitational RFP Frequently Asked Questions (FAQ)**

*Updated October 12, 2010*

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**1. What should be included in letter of intent other than lead partners?**

Applicants do not need to include a scope of work; Regents staff wants information in the letter to confirm applicants are working with the same partners and how the partnerships might have changed since awarded the planning grant.

**2. The RFP addresses what worked and what didn't work, but what should business plan to look like? Should it be elaborate or simple? And how would it be the most useful?**

Ohio Board of Regents (OBR), Ohio Department of Education (ODE) and Ohio STEM Learning Network (OSLN) staff will meet to review the business plan. Staff will work over the next 2-3 wks to work out the plan to ensure that it fits the proposals and platforms that are ready to launch. The purpose of the business plan is to show what a region wants to do, what they are able to do and what the financial hurdles that are preventing a region from doing what they want to do in the future.

**3. Does the STEM Committee want a short-term business model with an extension of the long-term plan or do they need the long-term plan now?**

Applicants should include a short-term plan and the short-term plan should build into how the applicant is going to go forward in the future. The business model should be multi-layered, sustainable to see how the program can be enhanced and multi-year.

**4. Is it acceptable to propose individual sites that are successful STEM sites and make them replicable to neighboring STEM sites, thus making the programs sustainable?**

The STEM Committee is much more interested in results-oriented plans; what's the best regional approach to reach the goal faster? Regions should have a model that shows how they can save state dollars, and also demonstrate how the programs are cost-effective with the right partners. The STEM Committee is far more interested on things that have been found as proven to work for the end-users. Applicants should consider: What is the spread, endurance and access to the population so that students are better prepared for college?

**5. What should be taking into consideration as an applicant identifies the project leadership?**

Partnerships are critical, and two things should be taken into consideration when identifying the appropriate leadership. The first is, what's the risk assessment and who is going to absorb the risk? Partnerships need to establish who takes on the risk. And secondly, projects like this don't work if you don't have a project director who is the everyday leader who can see the big-picture. It's critical that applicants have partners at the table who are enlightened, but if you

don't have core partners who will figure out the issues when the project director isn't available, it's very difficult to sustain the program.

**6. What's an example of a community organization and fiscal agent definition?**

Community organization examples include: local college access organizations, libraries, Boy Scout troops, foundations, etc. A fiscal agent can be someone who can do due diligence to work the business model that can make the risks and structure of the MOU beneficial.