

STATE OF WASHINGTON  
Department of Labor & Industries

NOTICE OF INTENT TO SOLE SOURCE

Posted on 4/7/2020

The Department of Labor & Industries intends to award a sole source contract to Articulate LLC to continue use of their software, Articulate 360 Teams. L&I uses this software in developing eLearning content that is ADA compliant, used both for internal and external customers of the agency. L&I has researched top eLearning tools and determined that Articulate 360 Teams is our standard for eLearning, and all eLearning developers must use it. The company has informed us that they do not allow resellers of Articulate 360 Teams. L&I used the Direct Buy policy to purchase our subscription renewal, and has determined that additional licenses are necessary, and buying them will put L&I over the Direct Buy limit, so we are required to request that the Department of Enterprise Services approve a sole source.

Articulate has created a software application that allows eLearning content to be created easily while automating closed-captioning, so agency staff who develop eLearning modules will not have to manually add the closed-captioning and can still meet ADA requirements and standards. Articulate 360 Teams increases our capacity to produce eLearning modules, and allows access to a wide variety of apps, one of which makes the modules accessible on mobile devices. Licenses can be transferred to other users easily if/when one user leaves a position, and Articulate provides unlimited cloud storage and analytical data regarding what eLearning modules our customers have completed.

Vendors who believe they can provide this software must submit a capability statement detailing their ability to meet this requirement within five (5) business days of this announcement (by 11:59 PM local Tumwater, Washington time on UPDATE). The capability statement must detail how the vendor will obtain and provide this proprietary software, the price with the same terms as listed herein, along with a written statement from Articulate on their letterhead affirming that they will allow the vendor to be a reseller of Articulate 360 Teams.

The agency will move forward with purchasing licenses (up to 23 more, over time) on or about 5/3/2020, for one (1) year with the option to extend. The dollar value of these additional licenses is estimated at \$24,994, which brings the potential total dollar value to \$57,578 (which includes the initial Direct Buy purchase for licenses).

In the absence of other qualified sources, it is our intent to make a sole source award of the contract.

Submit capability statements or questions to Donna Cole, [Donna.Cole@lni.wa.gov](mailto:Donna.Cole@lni.wa.gov).