



STATE OF WASHINGTON
Department of Enterprise Services
SOLE SOURCE POSTING

June 8, 2023

The Department of Enterprise Services (DES) contemplates awarding a sole source contract to Franklin Covey Client Sales, Inc., to purchase in bulk Franklin Covey All Access Passes (AAPs) to their proprietary training products and materials. The Franklin Covey AAP provides access to proprietary courses such as The 7 Habits of Highly Effective People®, Leading at the Speed of Trust®, and The 5 Choices to Extraordinary Productivity®. An AAP also provides one-year unlimited access to all Franklin Covey content. Franklin Covey content and products are proprietary and based on the market research conducted, Franklin Covey is the only available source to purchase these AAPs.

Workforce Learning & Performance (WLP), a program in the Workforce Development & Support (WSD) division at the Department of Enterprise Services, provides training opportunities to public service employees so they can learn and grow to effectively and equitably serve Washingtonians. DES WSD/WLP is jointly responsible for the training and development needs of enterprise agencies per [WAC 200-600-010](#). Additionally, [RCW 41.06.400](#) empowers DES to “Provide training and career development programs which may be conducted more efficiently and economically on an interagency basis”.

By purchasing Franklin Covey AAP’s in bulk on behalf of the enterprise, WLP is able to provide these passes to their government customers at a discounted price. The AAPs are used for customers who provide their own Franklin Covey certified instructors, WLP open enrollment classes, and WLP single agency agreement classes. WLP recently concluded seven competitive procurements for training courses and training services, and this sole source contract for Franklin Covey AAP’s is intended to complement these competitively established training contracts.

Enterprise Services intends to enter into a three (3) year contract with Franklin Covey Client Sales, Inc to purchase about 1,053 APP’s. The contract will be issued on or after July 1, 2023 and will continue for a three year initial term. The cost of this three (3) year contract is \$136,890. Enterprise Services may opt to extend the contract for an additional three (3) year period.

If any business is able to offer such all-access passes to a leading industry proprietary training content at a volume discount, the business is required to submit the capability statement detailing their ability to meet the state’s requirements within five (5) working days of this announcement.

Capability statements should address the following state requirements:

- All access passes to training content that are available across multiple delivery modalities, including online presentations in over 20 languages.

- All access passes to training content that has been successfully utilized by the Fortune 100 companies, numerous government entities, and educational institutions.
- All access passes to widely known and popular courses such as The 7 Habits of Highly Effective People®, Leading at the Speed of Trust®, and The 5 Choices to Extraordinary Productivity® and one-year unlimited access to all additional similar proprietary content.

In the absence of other qualified sources, it is the state's intent to make a sole source award of the contract. To submit capability statements or for questions, contact:

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