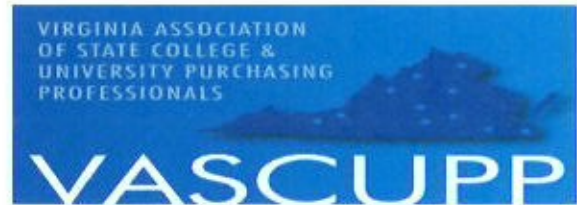




Purchasing Department  
4400 University Drive, Mailstop 3C5  
Fairfax, VA 22030  
Voice: 703.993.2580 | Fax: 703.993.2589  
<http://fiscal.gmu.edu/purchasing/>



## REQUEST FOR PROPOSALS GMU-1635-20

**ISSUE DATE:** February 17, 2020

**TITLE:** Test Prep Services

**PRIMARY PROCUREMENT OFFICER:** Erin Rauch, Assistant Director, [erauch@gmu.edu](mailto:erauch@gmu.edu)  
**SECONDARY PROCUREMENT OFFICER:** Grace Lymas, Senior Buyer, [glymas@gmu.edu](mailto:glymas@gmu.edu)

**QUESTIONS/INQUIRIES:** E-mail all inquiries to both Procurement Officers listed above, no later than 4:00 PM EST on March 02, 2020. All questions must be submitted in writing. Responses to questions will be posted on the [Mason Purchasing Website](#) by 5:00 PM EST on March 05, 2020. Note: Questions must be submitted in WORD format. Also see section III. COMMUNICATION, herein.

**PROPOSAL DUE DATE AND TIME:** March 19, 2020 @ 2:00 PM EST. Hand deliver or mail proposals directly to the address above. Electronic submissions will not be accepted. A public opening will not be held. Late proposals will not be accepted.

**Note:** A return envelope is not being provided. It is the responsibility of the Offeror to ensure the proposal is submitted in a sealed envelope, box, container, etc. that clearly identifies the contents as a proposal submission in response to this Request for Proposal. See Section XIII Paragraph C herein. If delivering proposals by hand, deliver to the Purchasing Department located in Suite 4200 of Alan and Sally Merten Hall (Merten Hall), Fairfax Campus. [Campus Map](#). Office hours are 8:30AM to 5:00PM.

**In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiations.**

Name and Address of Firm:

Legal Name: UWorld LLC

Date: 03/11/2020

DBA: UWorld

Address: 9111 Cypress Waters Blvd. Suite 300  
Dallas, TX 75019

By:   
Signature

FEI/FIN No. 45-0583822

Name: Dominique Sotelo

Fax No. N/A

Title: Business Development Manager

Email: dsotelo@uworld.com

Telephone No. 972-887-3293 ext 1169

SWaM Certified: Yes: ☐ No: ☒ (See Section VII. SWaM CERTIFICATION for complete details).

SWaM Certification Number: \_\_\_\_\_

This public body does not discriminate against faith-based organizations in accordance with the *Governing Rules*, § 36 or against a Bidder/Offeror because of race, religion, color, sex, national origin, age, disability, or any other prohibited by state law relating to discrimination in employment.

**TABLE OF CONTENTS**  
**GMU-1635-20**

<b><u>SECTION</u></b>	<b><u>DESCRIPTION</u></b>	<b><u>PAGE</u></b>
1.	VENDOR DATA SHEET	3
1.	SMALL BUSINESS SUBCONTRACTING PLAN	4
1.	MINORITY OWNED BUSINESS CERTIFICATION	5
1.	PAYMENT PREFERENCE	6
1.	INTRODUCTION TO UWORLD	7
2.	QUALIFICATIONS AND EXPERIENCE	8-14
	a. Describe your experience and capabilities providing test preparation courses as outlined in the statement of needs.	8
	b. Submit evidence of offerors track record of improved test scores.	9
	c. Names, qualifications and experience of personnel to be assigned to George Mason University.	13
3.	SPECIFIC PLAN (Methodology)	15-31
	a. Content to be provided in the test preparation courses.	15
	b. The materials that Offeror plans to provide during the test preparation courses. Include samples of these materials.	20
	c. The schedule of test preparation courses that Offeror plans to follow to include Offeror's flexibility to work with students' classes.	21
	d. Preparation test samples that Offeror plans to administer to course attendees.	25
	e. Describe your reporting/feedback plans for students and samples of reports.	28
4.	REFERENCES	32
5.	COST OF SERVICES	34

**ATTACHMENT A**  
**VENDOR DATA SHEET**  
**TO BE COMPLETED BY OFFEROR**

2. YEARS IN BUSINESS: Indicate the length of time in business providing this type of service:

Type of Business: UWorld LLC, 4 Years 11 Months

- A. Type of organization (circle one):

Individual  
Sole Proprietor

- Manufacturer/Producer  
Service Establishment  
Other (explain) – SaaS  
(Software as a Service)

- C. Status: If your classification is certified by the Virginia Department of Small Business and Supplier Diversity (DSBSD), provide your certification number \_\_\_\_\_. For certification assistance, please visit <http://www.sbsd.virginia.gov/>. (Please check all applicable classifications. Must be certified with **VIRGINIA DSBSD** to qualify)

**X** (MB) MINORITY OWNED. “Minority-owned business” means a business that is at least 51% owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals.

**X** (WB) WOMAN OWNED. "Women-owned business" means a business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or legal resident aliens, and both the management and daily business operations are controlled by one or more women.

\_\_\_\_ (SB) **SMALL BUSINESS:** "Small business" means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

LARGE BUSINESS

I certify the accuracy of this information.

Signed: [Signature] Title: Business Development Manager

---

Printed Name: Dominique Sotelo

Date: 3/11/2020



**ATTACHMENT B**  
**SMALL BUSINESS SUBCONTRACTING PLAN**  
**TO BE COMPLETED BY OFFEROR**

It is the goal of the Commonwealth that over 42% of its purchases be made from small businesses. All potential offerors are required to return this document with their response.

**Small Business:** "Small business (including micro)" means a business which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date for proposals. This shall also include DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service disabled veteran owned status when they also hold a DSBSD certification as a small business on the proposal due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at [www.SBSD.virginia.gov](http://www.SBSD.virginia.gov) (Customer Service).

**Offeror Name:** UWorld LLC

**Preparer Name:** Dominique Sotelo

**Date:** 3/11/2020

**Instructions**

A. If you are certified by the DSBSD as a micro/small business, complete only Section A of this form.

B. If you are not a DSBSD-certified small business, complete Section B of this form.

**Section A:**

If your firm is certified by the DSBSD provide your certification number and the date of certification.

Certification Number: \_\_\_\_\_ Certification Date: \_\_\_\_\_

**Section B**

Populate the table below to show your firm's plans for utilization of DSBSD-certified small businesses in the performance of this contract for the initial contract period in relation to the offeror's total price for the initial contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses and businesses with DSBSD service disabled veteran-owned status that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that these proposed participation will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation percentages may result in breach of the contract.

Micro/Small Business Name & Address  DSBSD Certificate #	Status if Micro/Small Business is also: Women (W), Minority (M), or DSBSD Service Disabled Veteran-Owned	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement During Initial Period of the Contract	Planned Contract Dollars During Initial Period of the Contract (\$ or %)
UWorld LLC	W/M	Dominique Sotelo 972-887-3293 Ext: 1169 dsotelo@uworld.com	Online Educational NCLEX Exam Prep	Initial onboarding, to implementation, to access of student's subscription and usage.	100%
		Tucker Burke 972-887-3293 Ext: 1164 tburke@uworld.com	Online Educational MCAT Exam Prep	Initial onboarding, to implementation, to access of student's subscription and usage.	
<b>Totals \$</b>					100%

Add a separate page for Section B if necessary.

# Texas Certification Directory™

## Minority Owned Business Certification 2019

*presented to*

*Company* UWWorld, LLC.

*Certification Number* 801298450

*Location* Dallas, Texas, 75019

*Owner* Sriratna Koneru

*Issue Date* September 10, 2019 *Expiration Date* August 20, 2020

Texas Certification Agency, Inc  
Texas Certification Directory™  
Austin, Texas, USA  
[www.texascertificationdirectory.org](http://www.texascertificationdirectory.org)



d. Option # 3 – Net 30 Payment Terms. Enrolled in Paymode-X.

## 1. Introduction to UWorld

At UWorld, our mission is to build great testing and education products that improve learning while helping students and professionals reach their full potential. We reduce complexity in our explanations and our delivery to benefit students, specifically to help them succeed on their high-stakes exams. Our content experts are accomplished doctors, nurses, business professionals, and educators, and we believe it's our duty to create the highest quality educational content on the market.

This student-focused approach has resulted in our question banks (QBanks) becoming the prep product of choice for over 1 million medical students and 600,000 nursing students. With this in mind, we entered the field of pre-medical education and developed an MCAT preparation product that reflected the focus on educational excellence that many students have come to associate with UWorld.

### Our Core Values



#### STUDENT FOCUS

Everything we do positively impacts student learning. We are trusted to deliver the highest quality, so students will succeed.



#### INNOVATION

We innovate to serve students, drive our growth and win our markets. We're curious, try new things and aren't afraid of taking risk.



#### SIMPLICITY

We reduce complexity in our questions, our explanations and our delivery. We make really hard stuff easy to understand.



#### COLLABORATION

We work together to achieve shared goals to accomplish great things. We share ideas, collaborate, and respect each other.



#### INTELLECTUAL HONESTY

Our work is challenging. We receive feedback, learn from our mistakes, and continuously improve to achieve superior results.



#### DRIVING RESULTS

We deliver amazing products. We prioritize, making the best use of our time and our team's time to deliver the greatest impact for UWorld.



## 2. Qualifications and Experience

- a. Describe your experience and capabilities providing test preparation courses as outlined in the statement of needs.

### **UWorld NCLEX and MCAT QBanks**

#### **i. NCLEX**

UWorld's Nursing Team was formed in 2014, to carry out the vision of creating an innovative NCLEX review product. The core team of nursing educators and practicing nurses were assembled to write question items, review content, and design a QBank. Their focus was to develop the QBanks to challenge students and develop their critical thinking skills, by combining the best of nursing knowledge with the real world of clinical practice to ensure that students have the most up-to-date information possible. UWorld questions are written at the application level or higher to ensure students develop the clinical judgement skills they need to succeed. Our innovative, content-rich rationales, paired with vivid images and illustrations, detail the clinical reasoning behind correct and incorrect answers. The UWorld QBank provides feedback on student activity, strengths, and weaknesses by subject, system, and client need category. The product was well received by students, and the Nursing Team began to grow to further expand content and develop 2 self-assessments. Since then, over 600,000 nurses have trusted us for their licensing exam preparation. Most recently, a Clinical Med math QBank was introduced as well.

#### **ii. MCAT**

When we launched the UWorld MCAT QBank in 2017, our goal was to provide students with a learning platform that was digitally accessible and would teach them the key concepts and skills required for exam success. Using the same proven methods that made flagship UWorld products highly successful, we created an MCAT QBank that would allow students to practice challenging MCAT-style questions and learn content interactively through our detailed, illustrated question explanations.



- b. Submit evidence of offerors track record of improved test scores.

## **User Feedback**

### **i. NCLEX**

In October 2018, UWorld Nursing surveyed 54,876 student users and received 6,136 surveys (11.1% response rate). Out of these responses, 4,273 completed the entire survey and met the inclusion criteria<sup>1</sup> (69.6% completion rate). About 90% of students (3819/4273) reported that UWorld questions were about the same difficulty level or higher than items seen on NCLEX.

Overall, 3,725 students reported a passing NCLEX result (87.1%).<sup>2</sup> Students reporting an overall QBank average of  $\geq 55\%$  had a 91.3% pass rate (3018/3306), while those reporting an average of  $\geq 65\%$  had a 93.0% pass rate (1820/1958).

### **Self-Assessment Performance Related to Pass Rate**

Additionally, 3,633 students reported taking at least one of the UWorld Self-Assessment exams. Students who scored “Very High” had a 96.5% pass rate (1711/1774 students); those scoring “High” had a 90.0% pass rate (909/1010); “Borderline,” a 72.3% pass rate (461/638); and “Low,” a 53.6% pass rate (113/211).

Students who scored “High” or “Very High” on a Self-Assessment and had an overall QBank average of  $\geq 55\%$  had a 95.2% pass rate (2271/2384).

Students who scored “Very High” on a Self-Assessment and had an overall QBank average of  $\geq 62\%$  had a 97.3% pass rate (1186/1218).

### **Student Demographics**

Of the 4,273 responses, 3,919 were RN students (91.7%) and 354 were PN students (8.3%). Students were primarily located in the United States (n=4196), with a few students located in Canada (n=43) and outside of North America (n=34).

<sup>1</sup> Inclusion criteria for this study: valid email address provided, all questions completed, reported sitting for the NCLEX exam, and reported completion of at least 300 questions in the UWorld QBank.

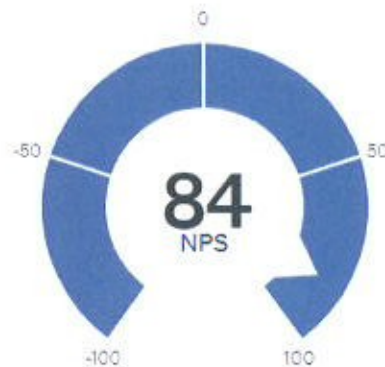
<sup>2</sup> Reported pass rate statistics are based on responses across all test takers (first-time and repeat).

## ii. MCAT

After its launch, the UWorld MCAT QBank quickly gained a positive reception among the premedical student community and now has had over 60,000 individual users. The data we have collected so far suggest a high level of customer satisfaction. We are currently in the process of developing a white paper to assess how our product affects test scores. However, the following section highlights some of the qualitative and quantitative data we have collected, including results of a 2019 survey of over 500 UWorld MCAT users, who provided feedback on their impressions of our MCAT QBank.

How likely is it that you would recommend UWorld to a friend or colleague?

Answered: 512 Skipped: 7



### DETRACTORS (0-6)

1%  
7

### PASSIVES (7-8)

13%  
68

### PROMOTERS (9-10)

85%  
437

### NET PROMOTER® SCORE

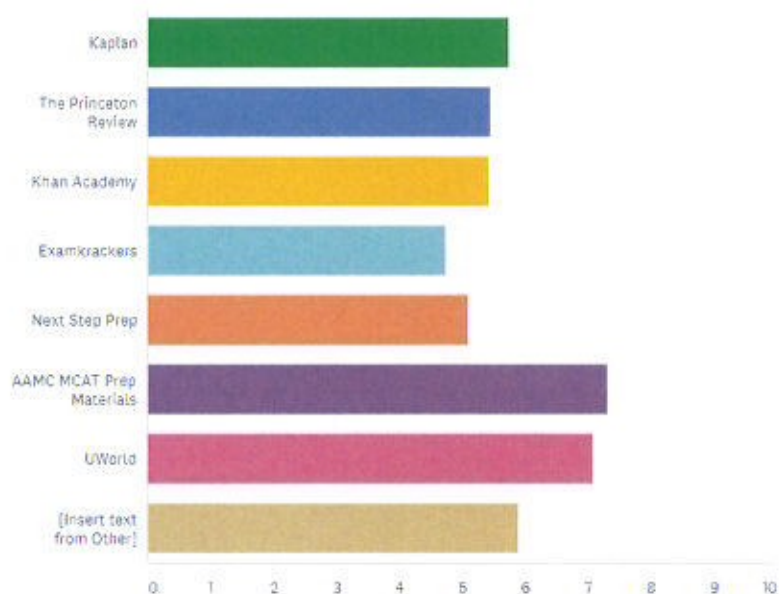
84

The net promoter score (NPS) is a metric for assessing customer loyalty for a company's brand, products, or services. UWorld MCAT received an NPS score of 84 on our most recent survey. An NPS over 70 means that customers are strong advocates of the product and that the company is generating very positive word-of-mouth from customer referrals.

Users found the UWorld MCAT QBank to be the most helpful resource they used after the original AAMC MCAT Prep Materials. (Note: The AAMC is the organization that develops and administers the actual MCAT exam)

Of the resources you used, please rank them in order of helpfulness (1 = most helpful).

Answered: 298 Skipped: 221

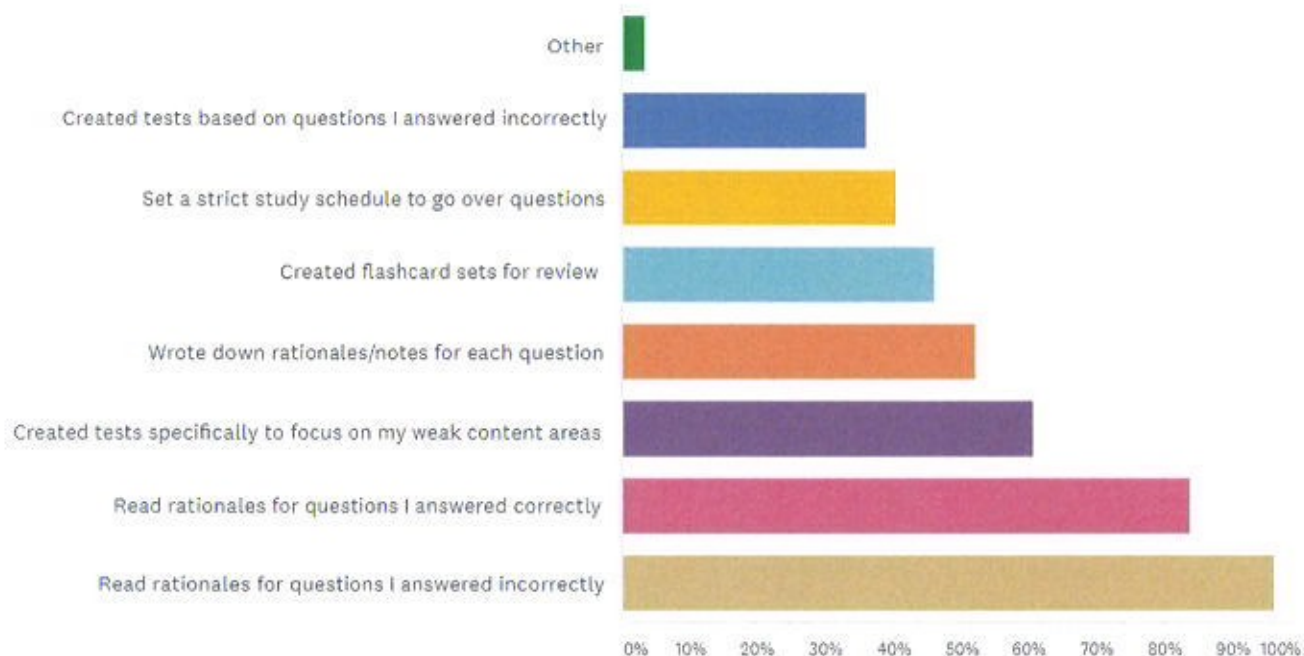




Users emphasized the value of reading the rationales for both the questions they answered correctly and those they answered incorrectly, reinforcing a central tenet of the UWorld philosophy: providing comprehensive explanations for all answer options is an effective way to learn. At UWorld, we do not just prepare the student for their exams, we instill in them the knowledge and reasoning they will need to use throughout their entire careers.

### How did you use UWorld? (Select all that apply.)

Answered: 458 Skipped: 61



c. Names, qualifications and experience of personnel to be assigned to George Mason University.

## **UWorld Team**

### **i. NCLEX**

#### **Dominique Sotelo – Business Development Manager**

Dominique Sotelo is the Business Development Manager for the nursing products at UWorld. Dominique has a background within the healthcare practice industry and expertise in product management. In her role, Dominique explores solutions to fully support students and nursing faculty, actively engaging with institutions about UWorld's NCLEX QBank resources, Clinical Med Math, and Faculty Portal platform. Dominique has a Bachelors in Biology from the Texas State University, and possesses years of experience as a trusted advisor interacting with both educators and professionals.

#### **Adrianne Duvall, DNP, APRN, CNEcl, FNP-BC – Director of Nursing Strategy & Research**

Adrianne Duvall is the Director of Nursing Strategy & Research at UWorld. In this role, Dr. Duvall performs student outcomes research, exhibits at student and faculty conferences around the country, and assists with planning and development of future products from the UWorld Nursing department. Dr. Duvall maintains a current part-time teaching role in the undergraduate program of a local university with a focus on safe and successful transition to practice. She most recently assisted with research focused on the use of virtual reality simulation in the acquisition of student fire safety skills. She is a Certified Academic Clinical Nurse Educator through the National League for Nursing. Dr. Duvall is also a board-certified Family Nurse Practitioner, and sees patients weekly at a medically-underserved clinic in Dallas, TX. Dr. Duvall received both her BSN and DNP from Baylor University. She is a member of Sigma Theta Tau International, National League for Nursing, Texas Nurse Practitioners, and American Association of Nurse Practitioners.

#### **Lauren Mangold – Technical Account Manager**

Lauren Mangold is the Technical Account Manager for nursing at UWorld. In this role, Lauren works with institutions that have purchased NCLEX and/or Med Math QBank subscriptions to implement those into their program, including setting up the necessary cohorts, loading students, and distributing subscription codes. Lauren also provides training on the QBanks and Faculty Portal platforms as needed and is available to troubleshoot with both students and faculty in the event of any issues. Lauren has a BBA in Management from Abilene Christian University and has over eight years of experience working on business to business implementations.

## ii. MCAT

### **Team Lead**

The development and implementation of the UWorld MCAT product is led by Yindra Puentes, a bioinformatician with a background in biomedical statistical analysis. Yindra is a graduate of the University of Michigan Bioinformatics Department and leads a team of scientists and humanities experts and academics in this endeavor.

### **Team Members**

MCAT-style questions are developed by experienced faculty and content experts originating from the fields of biomedical sciences, engineering, physics, chemistry, biology, philosophy, behavioral sciences, and the humanities.

- Number of onsite personnel with PhDs: 9
- Number of onsite personnel with Masters: 5
- Number of academic publications to date (journals and books): 116
- Collective years of experience teaching in academia (colleges/universities): 55.5
- Collective years of research experience in academia: 89.5
- Number of awards or fellowships granted for academic excellence: 17
- Number of awards granted for excellence in teaching: 3
- Number of awards granted for excellence in research: 22



### 3. Specific Plan Methodology

- Content to be provided in the test preparation courses.

#### UWorld QBank Content

##### i. NCLEX

## The UWorld NCLEX® QBank

Our NCLEX-RN QBank contains over 2,100 questions, and our NCLEX-PN QBank contains over 1,200 questions. The questions are modeled after the actual NCLEX exam and written at the application level of difficulty or higher. More than 30% of the questions are alternate-format items (eg, select all that apply, fill in the blank, hot spot).

#### Detailed Rationales

Each question provides a detailed rationale explaining the correct and incorrect options to help students develop clinical reasoning skills.

#### Vivid Imagery

Our in-house team of medical illustrators create vivid medical images, illustrations, charts, and graphs, designed to improve understanding.

#### Self-Assessment Exams

Two Self-Assessment Exams with 100 questions each are provided to help students gauge their readiness for the NCLEX and identify strengths and weaknesses.

#### Performance and Improvement Tracking

Students receive real-time feedback to identify weaknesses, improve test-taking skills, and compare with peers to gauge performance.

#### Ease of Access

Students can access the QBank from any device, anywhere, making it easy to do questions on the go.

Detailed rationales for correct and incorrect answer options

NCLEX-RN TEST - John Doe

Test id: 103114821 (TUTOR)  
QID: 30621 (1049267)

Notes

Calculator

Feedback

The emergency nurse admits a client who was rescued from a burning building. The client's skin is dry, leathery, charred, and does not blanch. Which new prescription should the nurse implement?

- Administer 50-100 mcg fentanyl IV push q30min, PRN for pain [7%]
- Apply topical bacitracin ointment to burn wounds, twice daily [1%]
- Infuse 150 mL/hr lactated Ringer solution IV continuously [80%]
- Obtain equipment and prepare client for escharotomy [10%]

Correct

80% Answered Correctly

192 Seconds Time Spent

09 Lst

Explanation:

**Burns**

1st degree Superficial

2nd degree Partial-thickness

3rd degree Full-thickness

4th degree Full-thickness + muscle & bone

**Burn injuries** are caused by direct tissue damage from exposure to caustic (eg, thermal, chemical). These injuries may be life-threatening, depending on the extent of tissue injury and organ damage. **management** of burn injuries, nurses should use the **ABCs** (ie, **airway**, **breathing**, **circulation**).

**Circulatory compromise** is common after sustaining a burn, as extensive tissue injury combined with the inflammatory response causes **increased capillary permeability**, fluid and electrolyte shifts, and **volume** losses. These intravascular losses begin rapidly after a burn and may lead to hypovolemic shock. The nurse should **prioritize** initiation of **fluid resuscitation** (Option 3).

(Option 1) Although full-thickness burns destroy nerves and may be painless, clients with burn injuries experience pain. However, pain is not life-threatening and may be treated after restoration of ABCs.

(Option 2) Burn injuries impair immune system function and skin integrity, increasing the risk of infection with topical antimicrobials (eg, bacitracin, silver sulfadiazine) is important. However, the client's skin is dry, leathery, charred, and does not blanch, indicating a full-thickness burn. Topical antimicrobials are not indicated for full-thickness burns.

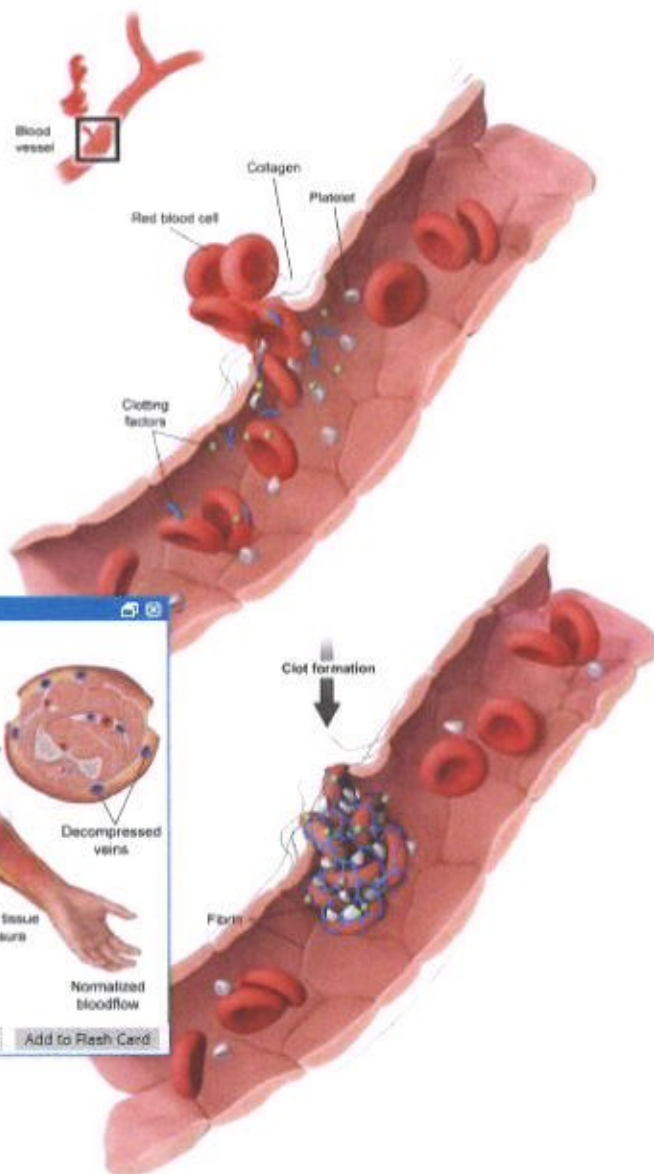
End

Previous

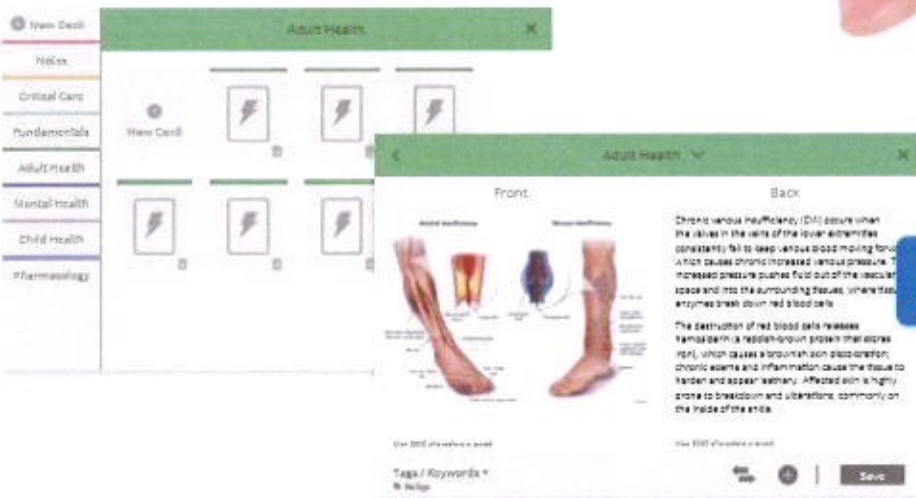
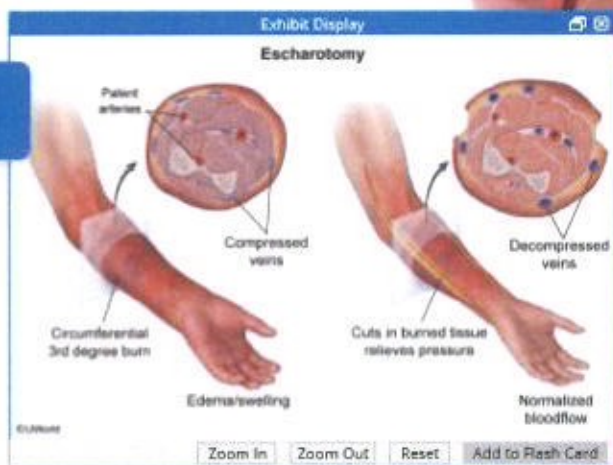
# Building Clinical Judgment

UWorld's highly integrated and comprehensive explanations, written by practicing nurses and nurse educators, focus on the evidence-based concepts needed for current clinical practice. Each rationale provides a detailed understanding of the relevant nursing content, minimizing the need for memorization, and also teaches the critical thinking skills necessary to succeed on the exam.

Our in-house team of specialized medical illustrators create vivid illustrations to bring high-yield content to life and assist students in building clinical judgment skills.



Hyperlinks reinforce additional content



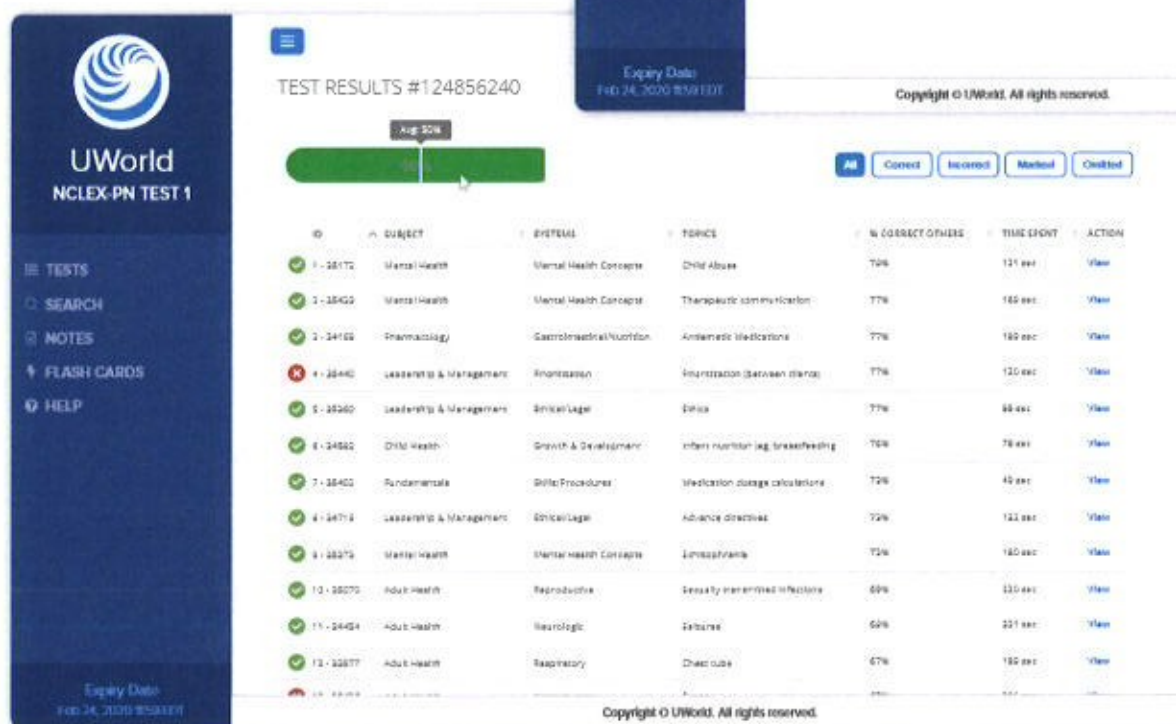
Create Flash Cards based on individual content needs



# Self-Assessment Exams

Our Self-Assessment Exams mimic the actual NCLEX, helping your students be prepared and boosting their confidence on test day.

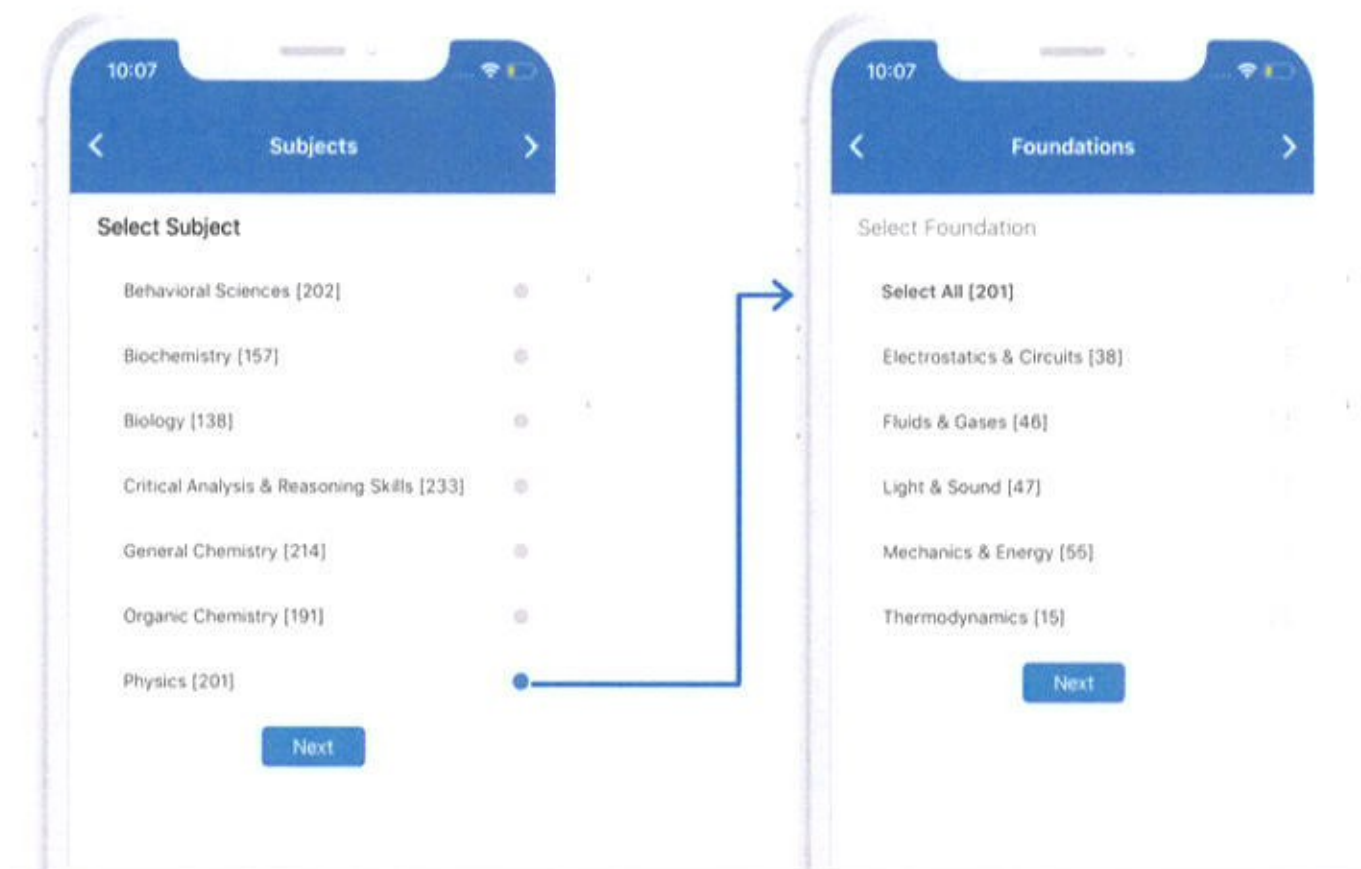
- Each Self-Assessment Exam consists of 100 questions at the application/analysis level that span numerous subjects and client need areas, and are distinct from the regular QBank.
- Each exam provides a detailed analysis of a student's relative strengths and weaknesses in different subjects and systems.
- After completing each assessment, students receive an approximate percentile ranking and chance of passing based on our historical data.
- Know your students' relative rankings compared across all users who have already taken our self-assessments.





## ii. MCAT

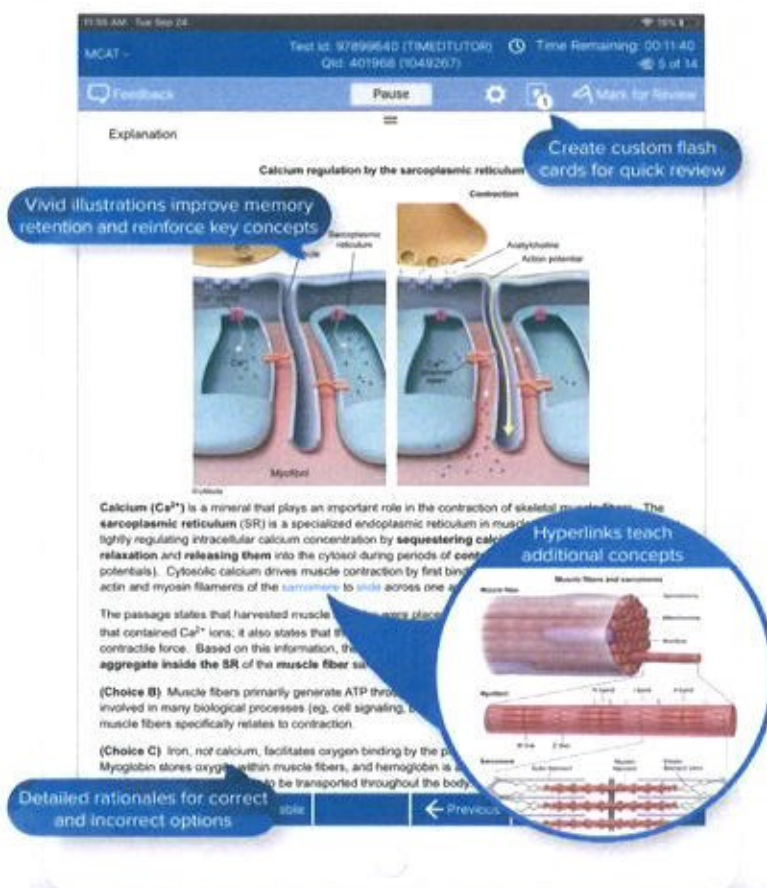
Our MCAT QBank contains over 1,900 challenging questions that test concepts on the new 2015 MCAT curriculum, as developed by the AAMC. These questions test concepts on all 8 MCAT subjects and are written at a level of difficulty that is similar or higher than actual MCAT questions.



## Detailed Question Explanations and Vivid Educational Illustrations

Each question has a detailed rationale explaining the correct and incorrect answer choices to help students master the content and think critically.

- Every question also contains high-impact educational images, graphs, and tables created by our in-house team of award-winning medical and scientific illustrators.
- Students are also able to create custom flashcards for quick review.



## Ease of Access and Self-Paced Study

Students can access the QBank from any device, anywhere, making it easy to practice at their own pace. Students can log into their UWorld MCAT accounts by simply going to [www.uworld.com](http://www.uworld.com) and entering their account credentials.

b. The materials that Offeror plans to provide during the test preparation courses. Include samples of these materials.

## **Sample Materials**

### **i. NCLEX**

UWorld NCLEX RN will offer an online QBank that allows the student to prepare in the environment they will be in on test day, cover content review, and build their stamina. The UWorld NCLEX QBank is a self-paced product that students can access whenever they choose. Please click the link below to view the entire student QBank resource. This link is valid for 30 days.

[uworld.com/app/index.html#/discountcode/FACULTY-241724-2020](http://uworld.com/app/index.html#/discountcode/FACULTY-241724-2020)

### **ii. MCAT**

We have created a special weblink that will provide faculty evaluating this proposal with FREE access to the entire Qbank for 30 days. Please type in the following case-sensitive link into a web browser to view and assess the entire product:

[bit.ly/GMURFP2020](http://bit.ly/GMURFP2020)



c. The schedule of test preparation courses that Offeror plans to follow to include Offeror's flexibility to work with students' classes.

## **Schedule and Pricing Models**

### **i. NCLEX**

UWorld offers a 90-day, 180-day, 360-day, and 730-day QBank subscription for students. Here below is a sample plan for source integration based off 180-day.

## Sample Plan for Course Integration

UWorld NCLEX-RN 180 Day QBank with Assessment Tests 1 and 2

Date	Content	UWorld Categories	Assignments
Week 1	Introduction to course		
Week 2		UWorld Self-Assessment #1	
Week 3	Leadership & Management	<b>Subject:</b> Leadership and Management <b>System:</b> Leadership and Management Concepts (302 Questions)	<b>Requirement:</b> Minimum of 150 questions
Week 4	Endocrine Cardiovascular	<b>Subject:</b> Adult Health <b>System:</b> Endocrine (51 Questions)  <b>Subject:</b> Adult Health <b>System:</b> Cardiovascular (130 Questions)	<b>Requirement:</b> Minimum of 125 questions
Week 5	Respiratory Neurological	<b>Subject:</b> Adult Health <b>Systems:</b> Respiratory (79)	<b>Requirement:</b> Minimum of 75 questions

		Neurologic (78)  <b>Subject:</b> Adult Health <b>Systems:</b> Immune (12), Infectious disease (26), Integumentary (23), and Visual/Auditory (12)	<b>Requirement:</b> Minimum of 50 questions
Week 6	Musculoskeletal Gastrointestinal	<b>Subject:</b> Adult Health <b>Systems:</b> Musculoskeletal (51) Gastrointestinal/Nutrition (97)	<b>Requirement:</b> Minimum of 100 questions
Week 7	Hepatic and Renal	<b>Subject:</b> Adult Health <b>Systems:</b> Renal (46) and Hematological/Oncological (37)	<b>Requirement:</b> Minimum of 50 questions
Week 8	Review Systems up to this point, with an emphasis on weak areas	<b>Subject:</b> All <b>Systems:</b> All	<b>Requirement:</b> Minimum of 100 questions
Week 9	Gastrointestinal  Musculoskeletal  Hepatic and Renal	<b>Subject:</b> Adult Health <b>Systems:</b> Musculoskeletal (51) and Gastrointestinal (99)  <b>Subject:</b> Adult Health <b>Systems:</b> Urinary/Renal (46) and Hematological/Oncological (37)	<b>Requirement:</b> Minimum of 100 questions  <b>Requirement:</b> Minimum of 50 questions

Week 10	Reduction of Risk Potential	<b>Subject:</b> Fundamentals of Nursing <b>Systems:</b> Skills/Procedures (117)	<b>Requirement:</b> Minimum of 50 questions
	Critical Care Concepts	<b>Subject:</b> Critical Care Nursing <b>Systems:</b> Critical Care Concepts (62)	<b>Requirement:</b> Minimum of 50 questions
Week 11	Pharmacology	<b>Subject:</b> Pharmacology <b>Systems:</b> None (285)	<b>Requirement:</b> Minimum of 100 questions
Week 12	Safety and Infection Control	<b>Subject:</b> Adult Health, Fundamentals of Nursing, and Pharmacology <b>Systems:</b> Safety/Infection Control (101)	<b>Requirement:</b> Minimum of 75 questions
Week 13	Basic Care and Comfort	<b>Subject:</b> Fundamentals of Nursing <b>Systems:</b> Basic Care and Comfort (81), Medication Administration (33)	<b>Requirement:</b> Minimum of 50 questions
Week 14	Maternal & Newborn Health	<b>Subject:</b> Maternal and Newborn Health <b>Systems:</b> None (162)	<b>Requirement:</b> Minimum of 75 questions
Week 15	Pediatrics	<b>Subject:</b> Child Health <b>Systems:</b> None (235)	<b>Requirement:</b> Minimum of 75 questions
	Mental Health Nursing	<b>Subject:</b> Mental Health <b>Systems:</b> None (119)	<b>Requirement:</b> Minimum of 75 questions
Week 16	Standardized Exit Exam	UWorld Self-Assessment #2	
End of the semester			

Based on 150 questions per week

Subject blocks can be moved around based on course schedule



## ii. MCAT

UWorld is a self-paced online platform that the students can access for a certain length of time. UWorld offers 3 packages, the 90-day, 180-day, and 360-day. The only difference between the 3 packages is the length of time the students have access to use the product. Below you will find the 3 packages offered and the institutional discounted pricing per subscription associated with each.

90-Day Access

~~\$199~~

**\$179**

180-Day Access

~~\$249~~

**\$219**

360-Day Access

~~\$299~~

**\$259**

- d. Preparation test samples that Offeror plans to administer to course attendees.

## Preparation Test Samples

### i. NCLEX

NCLEX-RN TEST - John Doe

Test Id: 103114821 (TUTOR)  
QID: 30621 (1049267)

Time Remaining: 00:20:06  
9 of 75

Notes Calculator Feedback ? Mark for Review

The emergency nurse admits a client who was rescued from a burning building. The client's arms and chest are covered with dry, leathery, charred skin that does not blanch. Which new prescription should the nurse implement **first**?

- ☐ 1. Administer 50-100 mcg fentanyl IV push q30min, PRN for pain [7%]
- ☐ 2. Apply topical bacitracin ointment to burn wounds, twice daily [1%]
- ☒ 3. Infuse 150 mL/hr lactated Ringer solution IV continuously [80%]
- ☐ 4. Obtain equipment and prepare client for escharotomy [10%]

Correct

80%  
Answered Correctly

192 Seconds  
Time Spent

09/14/2018  
Last Updated

Explanation:

### Burns

The diagram shows four cross-sections of skin layers: Epidermis, Dermis, Subcutaneous tissue, Muscle, and Bone. The degrees of burn are as follows:

- 1st degree Superficial:** Redness (affects the epidermis).
- 2nd degree Partial-thickness:** Blister (affects the epidermis and part of the dermis); Red, mottled, white base (affects the epidermis and part of the dermis); Weeping wound (affects the epidermis and part of the dermis).
- 3rd degree Full-thickness:** Brown, white, charred, leathery (affects the epidermis, dermis, and subcutaneous tissue).
- 4th degree Full-thickness, + muscle & bone:** Nerve damage & loss of sensation (affects the epidermis, dermis, subcutaneous tissue, muscle, and bone).

©UWorld

**Burn injuries** are caused by direct tissue damage from exposure to caustic (eg, thermal, chemical, electrical) sources. These injuries may be life-threatening, depending on the extent of tissue injury and organ damage. To prioritize the **initial management** of burn injuries, nurses should use the **ABCs** (ie, airway, breathing, circulation).

**Circulatory compromise** is common after sustaining a burn, as extensive tissue injury combined with the systemic inflammatory response causes **increased capillary permeability**, fluid and electrolyte shifts, and **decreased intravascular volume**. These intravascular losses begin rapidly after a burn and may lead to hypovolemic shock and death. Therefore, the nurse should **prioritize initiation of fluid resuscitation (Option 3)**.

**(Option 1)** Although full-thickness burns destroy nerves and may be painless, clients with burns often have severe pain. However, pain is not life-threatening and may be treated after restoration of ABCs.

**(Option 2)** Burn injuries impair immune system function and skin integrity, increasing the risk for infection. Prevention of infection with topical antimicrobials (eg, bacitracin, silver sulfadiazine) is important. However, restoration of ABCs is the priority.

**(Option 4)** An **escharotomy** is a surgery involving incisions made through eschar (burned tissue) and is performed to prevent tissue ischemia and necrosis from impaired circulation. However, stabilizing circulatory status is the priority.

End Previous Navigation Next

Which clinical finding would the nurse anticipate in a client with chronic venous insufficiency?

- ☒ 1. Brownish, hardened skin on lower extremities [44%]
- ☐ 2. Diminished peripheral pulses [15%]
- ☐ 3. Nonhealing ulcer on lateral surface of great toe [19%]
- ☐ 4. Shiny, hairless lower extremities [21%]

**Incorrect**

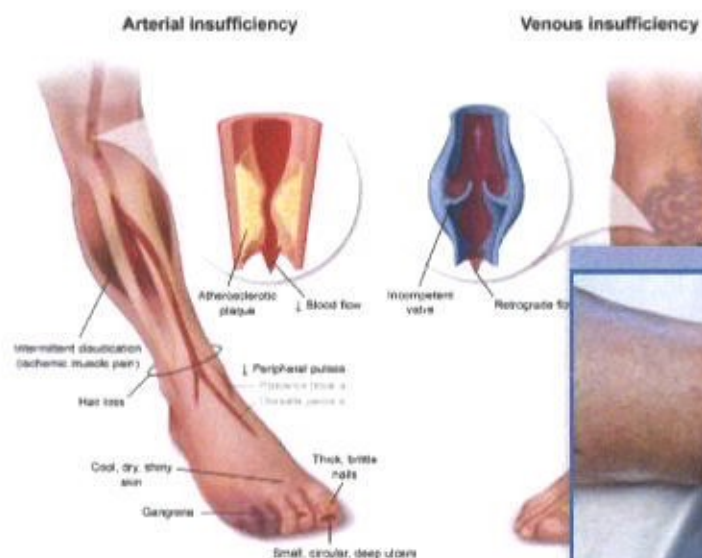
Correct answer: 1

44%  
Answered Correctly

56 Seconds  
Time Spent

06/11/2018  
Last Updated

Explanation:



**Chronic venous insufficiency (CVI)** occurs when the valves in the veins of the lower extremities fail to keep blood moving forward, which causes chronic increased venous pressure. The increased pressure pushes fluid into the surrounding tissues, where tissue enzymes break down red blood cells.

The destruction of red blood cells releases hemosiderin (a reddish-brown protein that stores iron), which causes a brownish **skin discoloration**; chronic edema and inflammation cause the tissue to harden and appear **leathery (Option 1)**. Affected skin is highly prone to breakdown and ulcerations (eg, **venous leg ulcers**), commonly on the **inside of the ankle**.

**(Options 2, 3, and 4)** Diminished pulses, nonhealing ulcers on a toe, and shiny, hairless extremities are usually associated with peripheral arterial disease due to hardening of the arterial walls, which constricts blood flow and impairs transportation of nutrients to tissues.

**Educational objective:**

Chronic venous insufficiency occurs when the valves in the veins of the lower extremities fail to keep blood moving forward. Chronic edema and inflammatory changes lead to brownish, thickened skin on the extremities and venous leg ulcers (commonly on the inside of the ankle).

End

Previous

Navigation

Next

The images above are test examples that UWorld plans to administer to course attendees. These questions provide rationales after each question is answered if in tutor mode, or the rationales will show after the student finishes the entire exam if in test mode to stimulate the student in a test environment.



## ii. MCAT

The UWorld MCAT QBank matches the AAMC's difficulty, style, and format so that the student is truly preparing in the environment they will encounter on test day. Please type in the following case-sensitive link into a web browser to view and assess the entire product:

[bit.ly/GMURFP2020](https://bit.ly/GMURFP2020)



e. Describe your reporting/feedback plans for students and samples of reports.

## Performance Feedback for Students and Faculty

### i. NCLEX

## Faculty Portal

### Tracking Performance, Progress, and Activity

UWorld's Faculty Portal gives you and your colleagues real-time insight into student usage and performance, providing you with the power to monitor student progress, identify deficiencies, and ultimately increase NCLEX pass rates. Our easy-to-use and mobile-friendly portal allows faculty to assign NCLEX QBank subscriptions, manage student accounts, and review performance data, which can easily be exported to Excel.

#### Cohort Statistics



Overall Correct and Incorrect



Percentage breakdown by:

- Subject
- System
- Competency



Compare cohorts over time by:

- Overall percentage correct
- Overall time spent in the QBank
- Percent of QBank questions used
- Percentage breakdown
- Percentile ranking

#### Individual Statistics



Overall Correct and Incorrect



Percentage breakdown by:

- Subject
- System
- Competency



Activity Tracking



Date logged in and questions completed



Time spent reviewing rationales



Ability to view individual quizzes with questions and rationales

#### Administrative Capabilities



Assign QBank subscriptions to students



Manage student and faculty accounts



Set risk parameters that measure performance expectations



Provide multi-user access to faculty across an institution



## TMU-Class251

Classrooms

Students

Reports

Discount Codes

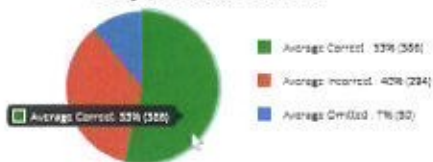
Faculty

Class Performance

Student Performance

Next Steps  
NCLIP-PH Qbank

## Average Question Level Performance



## Student Distribution

7 At Risk  
33% Students

1 On Target  
4% Students

17 Undetermined  
63% Students

Subject	System	Competency
NAME		
+ Adult Health	<div><div></div><div></div><div></div></div>	<div><div>AVERAGE CORRECT</div>110 (51%)<div>AVERAGE INCORRECT</div>93 (43%)<div>AVERAGE OMITTED</div>14 (6%)<div>ACTION</div></div>
+ Child Health	<div><div></div><div></div><div></div></div>	<div><div>AVERAGE CORRECT</div>61 (52%)<div>AVERAGE INCORRECT</div>46 (39%)<div>AVERAGE OMITTED</div>10 (9%)<div>ACTION</div></div>
+ Critical Care	<div><div></div><div></div><div></div></div>	<div><div>AVERAGE CORRECT</div>4 (44%)<div>AVERAGE INCORRECT</div>4 (44%)<div>AVERAGE OMITTED</div>1 (12%)<div>ACTION</div></div>
+ Fundamentals	<div><div></div><div></div><div></div></div>	<div><div>AVERAGE CORRECT</div>111 (54%)<div>AVERAGE INCORRECT</div>77 (38%)<div>AVERAGE OMITTED</div>16 (8%)<div>ACTION</div></div>
+ Leadership & Management	<div><div></div><div></div><div></div></div>	
+ Maternal & Newborn Health	<div><div></div><div></div><div></div></div>	
+ Mental Health	<div><div></div><div></div><div></div></div>	
+ Pharmacology	<div><div></div><div></div><div></div></div>	



## TMU-Class251

Classrooms

Students

Reports

Discount Codes

Faculty

Class Performance

Student Performance

Next Steps  
NCLIP-PH Qbank

SEARCH	QUESTIONS USED	SCORE	STATUS	ACTION
1 Brian Williams bwilliams@tmu.edu	54%	65%	On Target	
2 Jason Street jstreet@tmu.edu				
3 Jon Martindale jmartindale@tmu.edu				
4 Julie Taylor jtaylor@tmu.edu				
5 Lindsey Clark lclark@tmu.edu				
6 Tyla Gentry tgentry@tmu.edu				
7 Matt Sanchez msanchez@tmu.edu				
8 Tim Higgins thiggins@tmu.edu				
9 Tyla Colette tcolette@tmu.edu				
10 Vince Howard vhoward@tmu.edu				

Customize performance and progress benchmarks to identify "At Risk" and "On Target" students

## Performance Threshold

Set a threshold for minimum number of questions used per minimum score. If you select 0 to meet the specified minimum score after attempting the specified minimum number of questions will be classified as "No Data".

Minimum questions: 330

0 330 660

Cumulative performance: 95

0 95 100

## Usage Threshold

Set a threshold for minimum number of questions used per day. Users not meeting this threshold will be classified as "No Data".

Average questions per day: 25

0 25 50

Users that do not meet the minimum question count will be classified as "Undetermined".

Reset

Cancel

Save



## ii. MCAT

### Performance and Improvement Tracking

Students receive real-time question performance feedback to identify weaknesses, improve test-taking skills, and compare their progress with peers.

Faculty members will receive access to our faculty portal that allows them to monitor their students' performance reporting and usage.

## Faculty Portal

### Performance Tracking, Progress, and Activity

UWorld's Faculty Portal gives you and your colleagues real-time insight into student usage and performance, providing you with the power to monitor student progress, identify deficiencies, and ultimately increase MCAT pass rates. Our easy-to-use and mobile-friendly portal allows faculty to assign MCAT QBank subscriptions, manage student accounts, and review performance data, which can easily be exported to Excel.

#### Cohort Statistics



Overall Correct and Incorrect



Percentage breakdown by:

- Subject
- Foundation
- Competency



Compare cohorts over time by:

- Overall percentage correct
- Overall time spent in the QBank
- Percent of QBank questions used
- Percentage breakdown
- Percentile ranking

#### Individual Statistics



Overall Correct and Incorrect



Percentage breakdown by:

- Subject
- Foundation
- Competency



Activity Tracking



Date logged in and questions completed



Time spent reviewing rationales



Ability to view individual quizzes with questions and rationales

#### Administrative Capabilities



Assign QBank subscriptions



Manage student and faculty accounts



Set risk parameters that measure performance expectations



Provide multi-user access to faculty across an institution



## TMU-Class251

Classrooms

Students

Reports

Discount Codes

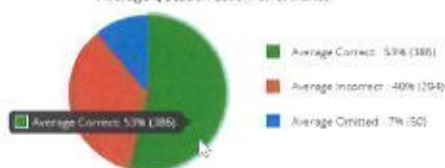
Faculty

Class Performance

Student Performance

MCAT QBank

## Average Question Level Performance



Subject

System

Competency

NAME	AVERAGE CORRECT	AVERAGE INCORRECT	AVERAGE OMITTED	ACTION
+ Behavioral Sciences	110 (51%)	93 (43%)	14 (6%)	
+ Biochemistry	61 (52%)	46 (39%)	10 (9%)	

## Student Distribution

7

At Risk  
28% Students

1

On Target  
1% Students

17

Undetermined  
68% Students

## TMU-Class251

Classrooms

Students

Reports

Discount Codes

Faculty

Class Performance

Student Performance

MCAT QBank



STUDENT

QUESTIONS USED

SCORE

STATUS

Risk Parameters

STUDENT	QUESTIONS USED	SCORE	STATUS	ACTION
Brian Wilkins bwilkins@tmu.edu	54%	65%	On Target	
Jason Street jstreet@tmu.edu				
Jess Merriweather jmerriweather@tmu.edu				
Tim Riggins triggins@tmu.edu				
Tyra Collette tcollette@tmu.edu				
Vince Howard vhoward@tmu.edu				

## Performance Threshold

Set a threshold for the minimum number of questions used and minimum score. Users who fail to meet the question minimum score after attempting the target minimum number of questions will be classified as "At Risk".

Minimum questions: 330

630 / 900

Cumulative performance (%): 55

50 / 100

## Usage Threshold

Set a threshold for the minimum number of questions used every day. Users not exceeding this minimum number will be classified as "At Risk".

Average questions per day: 25

30 / 40

Users that do not meet the minimum question count will be classified as "At Risk".

Reset

Cancel

Save

Customize performance and progress benchmarks to identify "At Risk" and "On Target" students

## 4. References

### i. NCLEX

Reference #1			
Company:	Stratford University	Contact Name:	Dr. Nancie Crespi
Phone:	571-408-2465	Email:	ncrespi@stratford.edu
Project:	180-Day RN	Project \$ Value:	\$21,113.00
Dates of Service:	03/04/2019	Notes:	Use product throughout the curriculum; assign questions out as homework

Reference #2			
Company:	College of Southern Maryland	Contact Name:	Dr. Laura Polk / Keri Feild
Phone:	301-934-7535	Email:	lvpolk@csmd.edu / kbfield@csmd.edu
Project:	75 - 1 yr RN & Clinical Med Math 55 - 180-day RN and Clinical Med Math	Project \$ Value:	\$38,565.00
Dates of Service:	01/16/2020	Notes:	RFP was processed

Reference #3			
Company:	Hostos Community College / CUNY	Contact Name:	Kevin Carmine
Phone:	718-319-7965	Email:	kcarmine@hostos.cuny.edu
Project:	100 - 180-Day RN and 13- 180-Day PN	Project \$ Value:	\$27,097.00
Dates of Service:	01/17/2020	Notes:	Procurement Officer awarded UWorld the money

Reference #4			
Company:	Westmoreland County Community College	Contact Name:	Dr. Sue Snyder
Phone:	724-925-4271	Email:	snydersw@westmoreland.edu
Project:	123 - 180-day RN	Project \$ Value:	\$25,707.00
Dates of Service:	8-19-2019	Notes:	Incorporated UWorld in 2019 and plan on using in 2020

Reference #5			
Company:	University of Miami	Contact Name:	Stephen McGhee
Phone:	305-284-8140	Email:	stephenmcghee@miami.edu
Project:	85 - 90-Day RN	Project \$ Value:	\$ 13,090.00
Dates of Service:	11/18/2019	Notes:	Purchased in the fall for small cohort, spring 2020 cohort will be for 200 students. Incorporating UWorld to all students

### ii. MCAT

	School	Name	Title	Email	Phone
1	University of WI School of Medicine	Dr. Jasmine Zapata	Faculty Director	jzapata@uwhealth.org	(608) 417-6481
2	Eastern Virginia Medical School	Dr. Erin Neal	Health Professions Advisor	nealen@evnms.edu	(757) 446-5944
3	Rhodes College	Jessica Kelso	Director, Health Professions Advising	kelsoj@rhodes.edu	(901) 843-3081
4	Stevenson University	Erika Dumke	Director, Academic and Health Careers Advising	edumke@stevenson.edu	(443) 352-4943
5	Jackson State University	Dr. Terrence Wright	Instructor	terrence.wright@jsums.edu	(601) 979-0873



## 5. Costs of Services

### i. NCLEX

Package/Offering	Self-Paced Cost Per Student
	Standard Institutional Discounts offered to all institutions; no minimum required for discounted pricing offer below.
UWorld RN 90-Day	Retail - \$199.00 / Institutional Discount Offer \$179.00
UWorld RN 180-Day	Retail - \$279.00 / Institutional Discount Offer \$249.00
UWorld RN 360-Day	Retail - \$339.00 / Institutional Discount Offer \$279.00
UWorld RN 730-Day	Retail - \$399.00 / Institutional Discount Offer \$299.00
Clinical Med Math 180-Day QBank	Retail - \$39.00 / Institutional Discount Offer \$29.00
Clinical Med Math 360-Day QBank	Retail - \$59.00 / Institutional Discount Offer \$49.00
Clinical Med Math 730-Day QBank	Retail - \$79.00 / Institutional Discount Offer \$69.00
UWorld RN + Clinical Med Math 180-Day	Retail - \$318.00 / Institutional Discount Offer \$269.00
UWorld RN + Clinical Med Math 360-Day	Retail - \$398.00 / Institutional Discount Offer \$299.00
UWorld RN + Clinical Med Math 730-Day	Retail - \$478.00 / Institutional Discount Offer \$339.00
	2020- 2023 Special GMU Pricing – Prices are guaranteed for orders of 190 RN students PER YEAR under contract covering 2020-2023.
UWorld RN 90-Day	GMU Price - \$179.00 (10.05% Off Retail Price)
UWorld RN 180-Day	GMU Price - \$239.00 (14.34% Off Retail Price)
UWorld RN 360-Day	GMU Price - \$249.00 (26.55% Off Retail Price)
UWorld RN 730-Day	GMU Price - \$259.00 (35.09% Off Retail Price)

### ii. MCAT

UWorld MCAT offers 3 packages, the 90-day, 180-day, and 360-day. The only difference between the 3 packages is the length of time the students have access to use the product. Below you will find the 3 packages offered and the institutional discounted pricing per subscription associated with each.

90-Day Access

~~\$499~~

**\$179**

180-Day Access

~~\$249~~

**\$219**

360-Day Access

~~\$299~~

**\$259**