



MOSAIC

A Bridge to the WIDA Diagnostic
Multilingual Oral & Written Student Diagnostic for Instructional Clarity

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New York City Department of Education

Division of Contracts and Purchasing

65 Court Street, Room 1203

Brooklyn, NY 11201

RE: Sole Source / Sole Commodity Justification — MOSAIC Print Diagnostic Materials

Vendor Legal Name: LERNO CO

NYC Vendor Account Code: **LER599869**

Vendor/Customer ID: **LER599869**

Dear Procurement Administrator:

Lerno Co. respectfully submits this letter in support of a purchase request for **MOSAIC Print Diagnostic Materials** (Multilingual Oral & Written Student Diagnostic for Instructional Clarity). This letter serves as a **Sole Source / Sole Commodity Justification** under New York City Procurement Policy Board (PPB) Rules §3-05 and Chancellor's Regulation A-801. Please be advised that Lerno Co. is the publisher and sole source for all components of the MOSAIC program. All said titles, content, and materials are copyright-protected. These products are only available through Lerno Co. and are exclusively published, produced, and distributed by Lerno Co. MOSAIC is the only printed practice diagnostic that meets the specific requirements set forth below and competitive bidding is therefore inapplicable.

I. BACKGROUND & REGULATORY CONTEXT

The New York State Education Department (NYSED) has mandated that all school districts transition from the current NYSESLAT (New York State English as a Second Language Achievement Test) to the **WIDA ACCESS for ELLs** diagnostic beginning **Spring 2027**. This transition affects every school serving English Language Learners (ELLs) across New York City's 1,800+ schools and approximately 150,000 current ELL students.

Schools require **printed practice diagnostic materials** that are fully aligned to the WIDA ACCESS test format — not generic ESL worksheets or legacy NYSESLAT materials — to prepare students and train teachers on the new diagnostic framework before the state-mandated transition date.

II. PRODUCT DESCRIPTION — MOSAIC PRINT DIAGNOSTIC MATERIALS

This procurement request covers the following print materials:

- **Student Test Booklets** — 20 professionally printed booklets per grade, replicating the actual WIDA ACCESS paper test layout: Part A/B/C question groupings with thematic "Big Picture" context, STOP signs between sections, Tier A (Levels 1–3) and Tier B/C (Levels 4–6) format, K–2 large visual answer boxes with pictogram illustrations, Writing Planning Organizer pages, answer bubbles, writing lines, and student name/date fields.
- **Teacher Edition (Answer Key & Administration Guide)** — 1 per grade, containing the complete answer key with WIDA proficiency level mapping (Levels 1–6) for every question, Student Scoring Worksheets for classroom use, Grouping Students & Driving Instruction guides (Newcomers L1–2, Developing L3–4, Transitioning L5–6), Read-Aloud story text for Listening diagnostics, K–2 teacher administration scripts, and Can-Do Descriptor references.

III. SOLE SOURCE JUSTIFICATION

MOSAIC Print Diagnostic Materials qualify as a sole source procurement because they are the **only printed practice diagnostics** that satisfy all of the following requirements simultaneously. No other vendor, publisher, or product offers this combination:

- **Full WIDA ACCESS Paper Format.** MOSAIC is the only printed practice diagnostic that replicates the actual WIDA ACCESS paper test structure: Part A/B/C banners grouping questions by thematic context ("Big Picture"), STOP signs between sections, Tier A (Levels 1–3) and Tier B/C (Levels 4–6) separate booklets, K–2 visual answer boxes with pictogram illustrations, Writing Planning Organizer pages, and Writing Self-Diagnostic Checklists — all elements mandated by the WIDA Consortium's published test specifications.
- **Complete K–12 Coverage Across All Four Language Domains.** MOSAIC covers all seven WIDA grade-level clusters (K, 1, 2, 3–4, 5–6, 7–8, 9–12) and all four assessed modalities (Listening, Reading, Speaking, Writing) with 1,062 original, standards-aligned questions in print form. No competing print product provides full K–12 x 4-modality coverage.
- **Professionally Printed Diagnostic Booklets.** Each grade pack includes 20 Student Test Booklets and 1 Teacher Edition — produced from print-shop-ready masters (PDF/X-1a compliant, 300 DPI grayscale, crop marks, bleed, spine gutter). No other vendor provides printed WIDA-format practice booklets ready for classroom use.
- **Teacher Edition with Scoring & Instructional Tools.** Every Teacher Edition includes a complete answer key with WIDA proficiency level mapping (1–6), Student Scoring Worksheets, Grouping Students & Driving Instruction guides organized by WIDA levels (Newcomers L1–2, Developing L3–4, Transitioning L5–6), Read-Aloud story text for Listening diagnostics, and Can-Do Descriptor references. No competing print product offers this level of built-in teacher support.
- **Culturally Responsive NYC Content.** All 1,062 questions feature multicultural themes specifically relevant to New York City's diverse student population — including Lunar New Year, Diwali, Eid, Caribbean Carnival, Harlem Renaissance, Ellis Island immigration, West African drumming, Puerto Rican vejigante traditions, and more. Content was developed with NYC's multilingual communities in mind. No competing product offers this level of cultural specificity.

- **K–2 Pictogram Illustrations.** MOSAIC's K–2 booklets include 431 hand-crafted pictogram illustrations for answer options — ensuring emerging readers can demonstrate content knowledge without a reading barrier. No other printed WIDA practice material provides visual answer options at this scale.
- **Sealed MOSAIC USB Edition — District- or School-Owned Companion.** For districts that require a fully offline, tamper-resistant delivery, Lerno Co. also ships a Sealed USB Edition of the same 1,062-question WIDA-aligned diagnostic. Every drive is AES-256-encrypted, carries a unique serial in Lerno Co.'s registry, and transmits **no student PII**. Because no data leaves the drive, the USB Edition qualifies as a physical-goods purchase under Chancellor's Regulation A-820 and does **not** require the 90-day ERMA / OTI cloud vendor review — districts can be running the diagnostic within 7–10 business days of PO issuance. Grade-band pricing: K–2 / 6–8 / 9–12 at \$999.99; K–5 at \$1,198; Whole-School K–12 at \$2,997 (per building). SKUs MOS-USB-K5, MOS-USB-68, MOS-USB-912, MOS-USB-K12. No other publisher ships a WIDA-format diagnostic on encrypted physical media.

IV. MARKET RESEARCH & COMPETITIVE LANDSCAPE

Lerno Co. has conducted a thorough review of the educational diagnostic market for **printed WIDA-aligned practice materials**. The following analysis demonstrates that no alternative print product satisfies the requirements outlined above:

Requirement	MOSAIC (Lerno Co.)	WIDA Consortium	Generic ESL Publishers	Other Print Materials
Full WIDA ACCESS paper format (Parts, STOP signs, Tiers)	Yes	Sample items only (3–4)	No	No
K–12 all 4 modalities (L, R, S, W) in print	Yes	No practice materials	Partial	Partial
Printed Student Booklets (20 copies per grade)	Yes (80 booklets)	Not available	Not WIDA format	Not WIDA format
Teacher Edition with scoring & grouping	Yes	N/A	Answer key only	No
K–2 pictogram illustrations (431)	Yes	N/A	No	No
NYC multicultural content (1,062 questions)	Yes	No	Generic	No
WIDA 1–6 proficiency level mapping	Yes	N/A	No	No

As the table demonstrates, **no single alternative vendor** offers a printed product that meets even a majority of the stated requirements. The WIDA Consortium itself does not sell practice diagnostics — it provides only 3–4 sample items per grade band for format familiarization, not full-length practice tests or printed booklets. Generic ESL publishers do not align to the WIDA ACCESS format. No other print material on the market replicates the WIDA test structure.

V. PROPRIETARY & SOLE COMMODITY DETERMINATION

MOSAIC Print Diagnostic Materials constitute a **sole commodity** under PPB Rules because:

- All 1,062 diagnostic questions are **original copyrighted content** created by Lerno Co. — they are not available from any other source, publisher, or reseller.
- The 80 print booklet masters (Student Test Booklets + Teacher Editions across 7 grade bands x 4 modalities) are **proprietary publications** produced by Lerno Co. and are not available through any distributor, catalog, or alternative vendor.
- The culturally responsive content library — 54 custom illustrations depicting NYC's diverse communities, 1,062 pictogram illustrations for K–2 answer options, and 1,062 multicultural question scenarios — is **unique intellectual property** with no equivalent on the market.
- MOSAIC's WIDA ACCESS format replication (Part banners, STOP signs, Tier splits, K–2 visual boxes, Writing organizers) represents **years of specialized development** that cannot be substituted with generic diagnostic materials.

VI. TIME-SENSITIVE NEED

The NYSED-mandated transition from NYSESLAT to WIDA ACCESS takes effect **Spring 2027**. Schools must begin preparing students and training teachers on the new diagnostic format **immediately** to ensure readiness. Printed practice materials are essential for classroom instruction — they allow teachers to familiarize students with the exact format, question types, and test-taking procedures they will encounter on the real WIDA ACCESS. Any delay in procurement directly impacts student preparedness and teacher confidence. The specialized nature of these materials — which must precisely mirror the WIDA ACCESS paper format — precludes the development of an equivalent product within the timeframe available through competitive solicitation.

VII. CONCLUSION

Based on the foregoing analysis, Lerno Co. (NYC Vendor Account Code: [LER599869](#)) certifies that **MOSAIC Print Diagnostic Materials are the sole source and sole commodity** for WIDA ACCESS-aligned printed practice diagnostic booklets for New York City schools. No other vendor, publisher, or distributor offers a printed product with equivalent content, format alignment, or teacher support materials. Competitive bidding requirements are inapplicable under PPB Rules §3-05 because the goods described herein are available from only one source.

We respectfully request that this purchase order be processed as a sole source procurement without the requirement for competitive bids. Lerno Co. is prepared to provide any additional documentation, product samples, or compliance certifications required by the NYC DOE Division of Contracts and Purchasing.

Respectfully submitted,

Cesar Roca

Founder & CEO, Lerno Co.

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Applicable Regulations: NYC PPB Rules §3-05 (Sole Source Procurement); Chancellor's Regulation A-801 (Purchasing Procedures); NYC Administrative Code §6-116.2 (Procurement Policy Board); NYC Comptroller Directive #24 (Contract Registration)

Enclosures Available Upon Request: Sample Student Test Booklet; sample Teacher Edition; product specification sheet; WIDA alignment crosswalk; complete product catalog with SKU listing

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