**24-76205 BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General (optional) -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| All content requested in this RFP revolves around AEN Applied Educational Neuroscience © which was created by Dr. Lori Desautels. Since the creation of AEN she has traveled the world “Presenting” on the merits of AEN to include Dubai, Brisbane and Adelade, Costa Rica, Canada, & remotely in New Zealand, the UK, and many more in addition to Presentations all over the USA (40 States & Counting) and personally visiting 80 Counties right here in Indiana. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| In addition to speaking all over the world on behalf of Revelations in Education LLC, Dr. Lori Desautels has Authored (4) Books: How May I Serve You, Eyes are Never Quiet, Unwritten, Connections Over Compliance, Intentional Neuroplasticity and her latest teaching and instructional manual entitled Body & Brain Brilliance. Please find an attachment concerning Respondent’s business organization entitled “RIE’s Company Structure” |

* + 1. **Respondent’s Diversity, Equity and Inclusion Information -** With the Cabinet appointment of a Chief Equity, Inclusion and Opportunity Officer, on February 1, 2021, the State of Indiana sought to highlight the importance of this issue to the state. Please share leadership plans or efforts to measure and prioritize diversity, equity, and inclusion. Also, what is the demographic compositions of Respondents’ Executive Staff and Board Members, if applicable.

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| N/A |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why, and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information **should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.**

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| Certificate of Organization from The State of Indiana signed by then Secretary of State Todd Rokita on 8/13/2010 and RIE’s Current Business Entity Report filed in June of this year 2024 and valid through 2026 are attached showing business longevity, viability, and stability. RIE Financial Information confidential |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| N/A - RIE is owned and operated by Lori Desautels and we have no Board of Directors |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.6.

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| N/A |

* + 1. **References** - Reference information is captured on **Attachment H** Respondent should complete the reference information portion of the **Attachment H** which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of **Attachment H** should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) **Attachment Hs** from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. **Attachment H** should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov). **Attachment H** should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | Lawrence Township |
| Company Mailing Address | 6501 Sunnyside Road |
| Company City, State, Zip | Indianapolis, IN 46236 |
| Company Website Address | N/A |
| Contact Person | Shawn Bush |
| Contact Title | Director of Student Services |
| Company Telephone Number | 317-423-8312 |
| Company Fax Number | 317-543-3534 |
| Contact E-mail | shawnbush@msdlt.k12.in.us |
| Industry of Company | N/A |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | Indiana Head Start Association |
| Company Mailing Address | 402 West Washington St W-362, MS-02 |
| Company City, State, Zip | Indianapolis, IN 46204 |
| Company Website Address | N/A |
| Contact Person | Rhett Cecil |
| Contact Title | Executive Director |
| Company Telephone Number | 317.232.1951 |
| Company Fax Number | N/A |
| Contact E-mail | rcecil@indianaheadstart.org |
| Industry of Company | N/A |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | New Castle Schools |
| Company Mailing Address | 322 Elliott Ave |
| Company City, State, Zip | New Castle, IN 47362 |
| Company Website Address | N/A |
| Contact Person | Sherri Bergum |
| Contact Title | Director of Curriculum, Instruction and  Elementary Programs |
| Company Telephone Number | 765-969-4326 |
| Company Fax Number | N/A |
| Contact E-mail | bergums@ncweb.me |
| Industry of Company | N/a |

**2.3.8** **Registration to do Business** – Per RFP 2.3.8,Respondents providing the products and/or services required by this RFP must be registered to do business by the Indiana Secretary of State. The Secretary of State contact information may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| See attachment from Secretary of State attached and noted above 2.3.2 |

* + 1. **Authorizing Document -** Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| My name is Michael Desautels, husband to Dr. Lori Desautels. I handle all business related matters for RIE per Dr. Lori Desautels’ authorization. No attachments N/A |

* + 1. **Diversity Subcontractor Agreements**

a. Per RFP Section 1.21, Minority & Women’s Business Enterprises (MBE/WBE), and 1.22 Indiana Veteran Owned Small Business Subcontractor (IVOSB), explain process followed to engage with potential MBE, WBE and IVOSB owned, Indiana certified businesses listed on Division of Supplier Diversity site.  List the businesses invited to discuss the opportunity for potential partnership.

b. If not proposing each MBE, WBE or IVOSB subcontractor partnership, explain the rationale for declining to do so.  Complete this for each category not proposed.

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| N/A |

* + 1. **Evidence of Financial Responsibility** – Removed at the request of the agency.
    2. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | Revelations in Education LLC Contact |
| Contact Name | Michael Desautels |
| Contact Title | CEO |
| Contact E-mail Address | mdesautels@dotsonsales.com |
| Company Mailing Address | 6534 Hythe Road |
| Company City, State, Zip | Indianapolis, IN 46220 |
| Company Telephone Number | 317-207-0336 - Alt# – 317-319-6309 |
| Company Fax Number | N/A |
| Company Website Address | www.revelationsineducation.com |
| Federal Tax Identification Number (FTIN) | 27-3233711 |
| Number of Employees (company) | 1 |
| Years of Experience | 40 |
| Number of U.S. Offices | 1 |
| Year Indiana Office Established (if applicable) | 15 |
| Parent Company (if applicable) | N/A |
| Revenues ($MM, previous year) | N/A |
| Revenues ($MM, 2 years prior) | N/A |
| % Of Revenue from Indiana customers | N/A |

* 1. Does your Company have a formal business continuity and/or disaster recovery plan? Please provide a yes/no response. If not, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| N/A |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| **Orchestrating NDA’s on a case by case basis if requested** |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| Our clients are primarily Educational Institutions and Administrations. In addition to Dr. Lori Desautels’s RIE business she also serves as Professor at Butler University for the past 8 years and before that Marion University for 7 years. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| N/A |

* + 1. **Payment –** Removed at the request of the agency.
    2. **Extending Pricing to Other Governmental Bodies** – Removed at the request of the agency.