

MEMORANDUM FOR THE RECORD
UCPUMW 26-2115 English as a Second Language Program
August 27, 2026

Subject Determination of Successful Offeror for English as a Second Language (ESL) Bridge Program Service

The University of Mary Washington (UMW) publicly solicited proposals for the provision of an English as a Second Language (ESL) Bridge Program through a competitive negotiation process. RFP 26-2115 was posted to eVA on July 10, 2026. One proposal was received from The International Language Academy (ILA) the incumbent contractor currently providing these services.

Following evaluation, the proposal was determined to meet all solicitation requirements. As the incumbent, ILA has demonstrated the experience, qualifications, and proven performance necessary to successfully continue the program. The proposal evaluation confirmed that the offeror has maintained an established understanding of UMW's program objectives and requirements, and possesses the resources necessary to ensure continuity of services for the future. In addition, the offeror provided thoughtful recommendations for enhancing and improving the ESL Bridge Program. ILA suggested an alternative pathway for students to complete ILA's English program off-campus rather than residing on the UMW campus. Under this pathway, a student demonstrates the English proficiency required for full admission by enrolling in at least three sessions (ILA courses 110, 111, and 112) and earning a grade of 80% or higher in courses 111 and 112 (Advanced Levels 11 and 12). Because an 80% grade meets or exceeds the University's "B or better" English standard, students who complete this pathway satisfy proficiency on the same basis as on campus Bridge completers, without the on-campus residency requirement. This pathway may be completed online or in person: the online option is available to eligible students who do not require F-1 status, while students on an F-1 visa complete the pathway in person. This model has already been proven successful, with ILA currently offering this pathway through four other partner universities. ILA shall leverage its presence in Northern Virginia to recruit college-ready domestic multilingual students, including graduates of the region's high schools whose primary barrier to admission at UMW is meeting the University's English proficiency requirement. ILA shall provide English language instruction designed to address that proficiency gap. Recruitment and outreach efforts will be focused on the Fairfax County, Prince William County, and Loudoun County Public School divisions. This pipeline is strategically valuable to UMW because these students are far more likely to be in-state and eligible for in-state tuition and merit scholarships, lower-cost to attend, and historically more likely to persist and graduate than students who face visa and cost hurdles. ILA proposes an annual matriculation target of at least five (5) students per year, supported by a proportionally larger enrollment funnel, phased in as the new pipelines mature. ILA is prepared to be measured against this target and welcomes the University's input in setting it.

The proposal represents the most advantageous solution for continued ESL Bridge Program services and supports uninterrupted program delivery for UMW students.

The proposed pricing was determined to be fair and reasonable based on the University's assessment compared to the last contract pricing.

ILA is a small, women owned business holding DSDB Certificate #844115, valid through June 18, 2031.

This determination is made in accordance with applicable procurement policies and procedures governing competitive negotiations. Accordingly, award to **ILA** is determined to be in the best interest of UMW.

One responsive bid was received and evaluated using the following criteria.

Criteria	Point Value	ILA Final Score
Suitability: How well response meets statement of needs and best fit for UMW	40	38.33
Pricing: Total cost	25	25
Capability: Experience and qualifications for providing similar solutions	15	15
Plan & Methodology: Specific plan to implement solution	15	15
Small Business Subcontracting Plan	5	5
Total	100	98.33

Tech. Contract Officer Signature: Laurie A. Hankins

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