



Proposal Date: 5/26/2015 Valid for 30 days

## Sarasota, FL

*Auto Provisioning Customer  
Standards Mastery Customer*

### Blended Learning Math and Reading

Product	1 YR	2 YR	3 YR	4 YR
i-Ready	\$ 380,375	\$ 646,638	\$ 912,900	\$ 1,293,275
Toolbox	\$ 146,625	\$ 249,263	\$ 373,894	\$ 498,525
PD	\$ 78,500	\$ 106,000	\$ 133,500	\$ 161,000
<i>Credit</i>	<i>\$ (64,125)</i>	<i>\$ (128,250)</i>	<i>\$ (192,375)</i>	<i>\$ (256,500)</i>
<b>TOTAL</b>	<b>\$ 541,375</b>	<b>\$ 873,650</b>	<b>\$ 1,227,919</b>	<b>\$ 1,696,300</b>
<b>Payment terms 4 YR deal:</b>	<b>\$ 508,890.00</b>	<b>\$ 424,075.00</b>	<b>\$ 424,075.00</b>	<b>\$ 339,260.00</b>

**\* Credit contingent on return of 19,000 diagnostic only licenses.**

\* This cost proposal does NOT include any applicable state taxes. Once the final scope is confirmed, your sales consultant will provide these figures.

**\* 4 YR Multi Year discount of 15% contingent upon receipt of PO for full value of the sale upfront with Payment terms of 30% in Yr 1, 25% in Yr 2, 25% in Yr 3 and 20% in Yr 4.**



## Sarasota, FL

Professional Development: Site Based Packages (Requires centralized meeting location)

Professional Development	# of Sites/Sessions					Price/Student/Year			
		1 YR	2 YR	3 YR	4 YR	1 YR	2 YR	3 YR	4 YR
New Customer: Standard Site Package(YR 1)	16	\$ 56,000	\$ 56,000	\$ 56,000	\$ 56,000	\$ 3.39	\$ 1.70	\$ 1.13	\$ 0.85
Renewing Customer: Basic Site Package (YR 1)	9	\$ 22,500	\$ 22,500	\$ 22,500	\$ 22,500	\$ 1.36	\$ 0.68	\$ 0.45	\$ 0.34
Train the Trainer 1 Session (Yr 2-4)	1		\$ 3,300	\$ 6,600	\$ 9,900	\$ -	\$ 0.10	\$ 0.13	\$ 0.15
Centralized Yearly Training Session (Yr 2-4)	22		\$ 24,200	\$ 48,400	\$ 72,600	\$ -	\$ 0.73	\$ 0.98	\$ 1.10
<b>Total Professional Development</b>		<b>\$ 78,500</b>	<b>\$ 106,000</b>	<b>\$ 133,500</b>	<b>\$ 161,000</b>	<b>\$ 3.39</b>	<b>\$ 1.70</b>	<b>\$ 1.13</b>	<b>\$ 0.85</b>
<b>Total Quote</b>		<b>\$ 78,500</b>	<b>\$ 106,000</b>	<b>\$ 133,500</b>	<b>\$ 161,000</b>	<b>\$ 4.75</b>	<b>\$ 3.21</b>	<b>\$ 2.69</b>	<b>\$ 2.44</b>
<b>Payment terms 4 YR Deal:</b>		<b>\$ 48,300</b>	<b>\$ 40,250</b>	<b>\$ 40,250</b>	<b>\$ 32,200</b>				

### Pricing Assumptions

\* All i-Ready purchases require purchase of professional development.

\*Yr 1 Renewing Customer Basic Site Based Package assumes district-wide centralized Refresher Session & Leadership Best Practices with 1 Site-Based helping all Learners Succeed session per school.

\*Yr 1 New Customer Standard Site Based Package assumes district-wide centralized Getting Started & Leadership Best Practices with 1 Site-Based Understanding Data and 1 Coaching session per school.

\* Yr 2-4 one Train the Trainer session for Sarasota's district training staff, approximately 12 participants.

\* Yr 2-4 one district centralized training session for all teachers. Assumes 22 sessions with 2 session delivered per day with approximately 30 participants in each session.

\* **Multi Year pricing contingent upon receipt of PO for full value of the sale upfront with Payment terms of 30% in Yr 1, 25% in Yr 2, 25% in Yr 3 and 20% in Yr 4.**

\* Pricing valid for 30 days

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## Sarasota, FL

i-Ready Diagnostic & Instruction Multi-Subject

Site Tier	# of Sites	Enrollment	Multi-Year Discount				Price/Student/Year							
			0%	15%	20%	15%	1 YR	2 YR	3 YR	4 YR				
< 200	0	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
201-350	0	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
351-500	2	980	\$ 29,800	\$ 50,660	\$ 71,520	\$ 101,320	\$ 30.41	\$ 25.85	\$ 24.33	\$ 25.85	\$ 27.28	\$ 23.19	\$ 21.82	\$ 23.19
501-800	21	13,781	\$ 375,900	\$ 639,030	\$ 902,160	\$ 1,278,060	\$ 27.28	\$ 23.19	\$ 21.82	\$ 23.19	\$ 23.80	\$ 20.23	\$ 19.04	\$ 20.23
801-1200	2	1,756	\$ 41,800	\$ 71,060	\$ 100,320	\$ 142,120	\$ 23.80	\$ 20.23	\$ 19.04	\$ 20.23	\$ -	\$ -	\$ -	\$ -
1201+	0	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>25</b>	<b>16,517</b>	<b>\$ 447,500</b>	<b>\$ 760,750</b>	<b>\$ 1,074,000</b>	<b>\$ 1,521,500</b>	<b>\$ 27.09</b>	<b>\$ 23.03</b>	<b>\$ 21.67</b>	<b>\$ 23.03</b>	<b>\$ 23.03</b>	<b>\$ 19.57</b>	<b>\$ 18.42</b>	<b>\$ 19.57</b>
<b>Volume Discount</b>	<b>15%</b>		<b>\$ 380,375</b>	<b>\$ 646,638</b>	<b>\$ 912,900</b>	<b>\$ 1,293,275</b>	<b>\$ 23.03</b>	<b>\$ 19.57</b>	<b>\$ 18.42</b>	<b>\$ 19.57</b>				
<b>Payment terms 4 YR Deal:</b>			<b>\$ 387,983</b>	<b>\$ 323,319</b>	<b>\$ 323,319</b>	<b>\$ 258,655</b>								

K-8 Teacher Toolbox Site License Multi Subject

Site Tier	# of Sites	Enrollment	Multi-Year Discount				Price/Student/Year							
			0%	15%	15%	15%	1 YR	2 YR	3 YR	4 YR				
< 200	0	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
201-350	0	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
351-500	2	980	\$ 11,800	\$ 20,060	\$ 30,090	\$ 40,120	\$ 12.04	\$ 10.23	\$ 10.23	\$ 10.23	\$ 10.51	\$ 8.94	\$ 8.94	\$ 8.94
501-800	21	13,781	\$ 144,900	\$ 246,330	\$ 369,495	\$ 492,660	\$ 10.51	\$ 8.94	\$ 8.94	\$ 8.94	\$ 9.00	\$ 7.65	\$ 7.65	\$ 7.65
801-1200	2	1,756	\$ 15,800	\$ 26,860	\$ 40,290	\$ 53,720	\$ 9.00	\$ 7.65	\$ 7.65	\$ 7.65	\$ -	\$ -	\$ -	\$ -
1201+	0	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>25</b>	<b>16,517</b>	<b>\$ 172,500</b>	<b>\$ 293,250</b>	<b>\$ 439,875</b>	<b>\$ 586,500</b>	<b>\$ 10.44</b>	<b>\$ 8.88</b>	<b>\$ 7.55</b>	<b>\$ 7.55</b>				
<b>Volume Discount</b>	<b>15%</b>		<b>\$ 146,625</b>	<b>\$ 249,263</b>	<b>\$ 373,894</b>	<b>\$ 498,525</b>	<b>\$ 8.88</b>	<b>\$ 7.55</b>						
<b>Payment terms 4 YR Deal:</b>			<b>\$ 149,558</b>	<b>\$ 124,631</b>	<b>\$ 124,631</b>	<b>\$ 99,705</b>								

Upgrade from D only to site licenses (return of PO 901521504894)

Order Control Number	# of Licenses	Price/Year	Price/Student/Year							
			1 YR	2 YR	3 YR	4 YR				
20216624 (Reading)	9,500	\$ 3.375	\$ 32,063	\$ 64,125	\$ 96,188	\$ 128,250	\$ 1.94	\$ 1.94	\$ 1.94	\$ 1.94
20216624 (Math)	9,500	\$ 3.375	\$ 32,063	\$ 64,125	\$ 96,188	\$ 128,250	\$ 1.94	\$ 1.94	\$ 1.94	\$ 1.94
<b>Credit Total</b>	<b>19,000</b>	<b>\$ (6.750)</b>	<b>\$ (64,125)</b>	<b>\$ (128,250)</b>	<b>\$ (192,375)</b>	<b>\$ (256,500)</b>	<b>\$ (3.88)</b>	<b>\$ (3.88)</b>	<b>\$ (3.88)</b>	<b>\$ (3.88)</b>
<b>Total Quote</b>			<b>\$ 462,875</b>	<b>\$ 767,650</b>	<b>\$ 1,094,419</b>	<b>\$ 1,535,300</b>	<b>\$ 28.02</b>	<b>\$ 23.24</b>	<b>\$ 22.09</b>	<b>\$ 23.24</b>

### Pricing Assumptions

\*i-Ready pricing is based upon site licenses for Elem/Middle. i-Ready Multi Subject Site License pricing based upon school enrollment tiers: (< 200 \$6,900, 201-350 \$9,900, 351-500 \$14,900, 501-800 \$17,900, 801-1200 \$20,900, 1201+ \$22,900).

\* All i-Ready purchases require purchase of professional development.

\* **4 YR Multi Year discount of 15% contingent upon receipt of PO for full value of the sale upfront with Payment terms of 30% in Yr 1, 25% in Yr 2, 25% in Yr 3 and 20% in Yr 4.**

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