

BOARD AGENDA ITEM
July 16, 2019

SUBJECT:

Waterford Early Learning System Renewal

BACKGROUND:

Waterford Early Learning is a set of two powerful digital programs designed for early education – SmartStart and Waterford Early Learning: Reading, Math and Science. The adaptive nature of these programs helps to guarantee that every student receives an individualized lesson in ELA, math and science each day. Activities take place within a teacher's classroom, and beginning in 2019-20, first grade teachers will have the flexibility to do a daily math session in a computer lab, if schools choose to do so. Students are also able to develop digital literacy skills with daily practice beginning in 4K.

The Read to Succeed Act of 2014 emphasizes the attainment of literacy and numeracy proficiency by grade three. Waterford Early Learning provides individualized support in core instruction to help early childhood and primary students attain the foundational skills needed to reach proficiency and helps provide a tool to monitor progress toward meeting this proficiency.

ADMINISTRATIVE CONSIDERATION:

The cost to extend the current contract for the 2019-2020 school year for all Pre-K, Kindergarten, and 1st grade classrooms is \$359,000. A external program evaluation of the Waterford program will be completed by the end of November 2019.

RECOMMENDATION:

Approve the one-year contract renewal of Waterford Early Learning

PREPARED BY:

Jeanie Glover



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(801) 349-2200

Renewal Quote

Date	7/12/2019
Quote #	Q00002011
Expiration Date	8/1/2019
Payment Terms	Net 30
Prepared By	Jami Marino

Bill To: Aiken 01
Accounts Payable
1000 Brookhaven Drive
Aiken, SC 29803

Ship To: Aiken 01
Sean Alford
1000 Brookhaven Drive
Aiken, SC 29803

Start Date: 8/1/2019
Renewal Term: 12

Item Number	Description	Unit Price	Quantity	Price
WW01BD1	Waterford Early Learning: Reading, Math & Science, and/or SmartStart Reading, Math & Science sequences, and/or SmartStart sequence - single annual license per student	\$80.00 (-\$30.00)	4800	\$384,000.00 (-\$144,000.00)
WACS01	Waterford Assessment of Core Skills (WACS) Pre-literacy and early literacy skills assessment (kindergarten through 2nd grade) - single annual license per student	\$5.00	4800	\$24,000.00
PS90PRM	Professional Services: Premier 90 Customized Professional Services plan to include new teacher orientation, mid-year and end-of-year reports, coaching/modeling, monthly data/reports, family engagement support, and additional items tailored to the needs of your district. This plan includes a total of 90 sessions.	\$109,000.00 (-\$14,000.00)	1	\$109,000.00 (-\$14,000.00)

Notes:

This pricing has been approved by our CFO for the 2019-20 academic year. We've also included extension pricing for the remaining two of three years and this amount would be applied to that total of \$651,750 at the time of the extension with payment terms TBD.

List Price:	\$517,000.00
Discount:	\$158,000.00
Total:	\$359,000.00

We appreciate the opportunity to continue to partner with your district.

This price quotation for the customer's convenience only and not an offer to contract. All quotations are subject to review and final acceptance by a duly authorized representative of Waterford Research Institute. Not responsible for typographical or other errors. Waterford's standard licensing terms and conditions will apply to any order.

All pricing in this quotation is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for such taxes or duties that may apply. **If the customer is tax-exempt, evidence of such tax exemption must be provided or else you will be charged sales tax.**