

V. ITEMS FOR DISCUSSION

- a. MTSS Grant Process Update



**2020-21 Secondary MTSS Series:
Enhancing Middle/High School Partnerships,
Practices & Outcomes**

Targeted Audience: Middle & High School Teams within Same District (Grades 5-9)

**ALL applications must be uploaded to <https://forms.gle/fM39yVp6ynJhat6W7>
on or prior to 5/29/2020**

What is a Multi-Tiered System of Supports (MTSS)?

Pennsylvania's Multi-Tiered System of Supports is a standards-aligned, comprehensive school improvement framework for enhancing academic, behavioral health and social-emotional learning outcomes for ALL students (K-12) within the context of data-informed decision-making, equity, and meaningful family engagement.

Secondary MTSS Series Description:

In this series, connected middle and high school teams comprised of general and special education teachers, will work to adopt, implement and align evidence-based core/universal and supplemental academic, behavioral and social-emotional practices within a supportive infrastructure and with fidelity.

The middle school team must be comprised of 8th grade practitioners. Middle school administrators may send additional general, special education and ESL teachers from other grade levels in the middle school if desired. The high school team will be comprised of 9th grade general and special education and ESL teachers. Central and building level administrators will support all practitioners with the adoption and implementation of evidence-based academic, behavioral and social-emotional practices to enhance the quality of core instruction and supplemental intervention relative to student needs. Each middle and high school team will expand the role and function of related service providers (e.g., school counselors, social workers and psychologists, reading specialists, math coaches, ESL teachers, speech/language therapists, etc.) in order to support fidelity of implementation via internal coaching structures. Per IU discretion, an MTSS IU consultant will collaborate with PaTTAN MTSS consultants to provide training and technical assistance with identified middle and 9th grade team goals.

All within-district middle and 9th grade teams will prioritize improved levels of student engagement, through systematic expansion of their continuum of evidence-based practices and formative assessment.



Criteria for Readiness and Participation in this Series:

Interested secondary teams (**minimally 8th and 9th grade practitioners**) should evaluate their “readiness for participation” in this series relative to the following central and building level administrative commitments:

- ✓ *Establish requisite middle school (minimally 8th grade) and 9th grade teams*
- ✓ *Participate as team leader in virtual professional learning sessions*
- ✓ *Provide substitute coverage for required professional learning sessions*
- ✓ *Expand continuum of evidence-based academic, behavioral and SEL practices based upon universal and targeted student needs as measured by an Early Warning System (EWS) and existing PSSA/PVAAS data*

Requirements:

1. Central office, high school, and middle school administrators will work together to determine their desired scope of impact over the course of the series. The high school principal will establish a team of 9th grade general and special education teachers to include other team members deemed essential for facilitating effective systems level change at the secondary level. The middle school principal **must prioritize Grade 8**. However, the middle school administrator may include representative practitioners from the other grade levels within the series.
2. In order to enhance the quality of standards-aligned core instruction and supplemental intervention toward improved outcomes for students, PaTTAN requires each administrator to commit the **maximum number of General and Special Education and ESL teachers with ELA, Math, and Science/Social Studies representation to all professional learning sessions**. **Both 8th and 9th grade teams** must commit a minimum of one general education teacher per content area, one special education teacher and one ESL teacher (if applicable). **Each** school team may send other representatives per discretion of the building administrator.
3. PaTTAN recommends that scaling of integrated practices occur incrementally and systematically, with acknowledgment that infrastructure development and implementation will occur over a multi-year period. It is recommended that short and long term goals associated with secondary MTSS be embedded within the strategic planning process toward a sustainable district wide model.



4. Each team will be required to adopt an Early Warning System that uses PDE's metrics. PaTTAN & IU consultants will review a continuum of options that partnering middle and high school teams may wish to use to screen for social-emotional status, needs and/or risk. Early Warning System data will be used in conjunction with PVAAS data to identify students who are in need of supplemental, intensive intervention in ELA and/or Mathematics.
5. Each team will be required to engage in collective professional learning with planned discussion and submission of tasks associated with a series of required webinars.

Pre-Recorded 1-Hour Webinar Topics:

Webinar 1: The Implementation Science: Selecting Evidence-Based Practices using the Hexagon Tool

Webinar 2: Embedding Principles of Explicit Academic, Behavioral and SEL Instruction within Lesson Design and Delivery

Webinar 3: Secondary MTSS: Enhancing Social-Emotional Learning (SEL) Outcomes

Webinar 4: Sustaining Effective Practices and Processes within a Secondary MTSS

6. Each team must use a portion of their stipend monies toward adoption of evidence-based practices (i.e., academic, behavioral, and/or social-emotional learning) matched to student needs.
7. Each team will be required to establish and implement practices and processes that meaningfully engage families.

Commitments:

1. Teams will receive high-quality virtual training aligned to series content and goals.
2. Teams will receive virtual and/or on-site technical assistance customized to needs and implementation priorities PaTTAN and/or IU Consultants will work together to coordinate Fall and Spring virtual and/or site visits.
3. Teams will be afforded access to a continuum of training activities, tools and additional resources.
4. Each middle school team will receive a monetary stipend of \$10,000.00. Each partnering 9th grade high school team will also receive a monetary stipend of \$10,000.00. Stipend allotments to a given district will not exceed \$20,000.00.
5. Stipend monies will be provided to the district upon completion of series requirements in June 2021.
6. Notwithstanding substitute coverage for participating team members, each school will be required to spend a significant amount of its' stipend monies on the adoption and expansion of evidence-based practices in the areas of ELA, Mathematics, Social-Emotional Learning and/or Behavior based upon student needs and per collaboration and consultation with PaTTAN and IU Consultants.



MTSS Needs Assessment (Grades 5-9)

Please Note: Each Team Must Complete and Submit a Needs Assessment

Secondary MTSS: Essential Components	Not Implementing (0) Partially Implementing (1) Fully Implementing (2)	Current Level of Implementation (0, 1 or 2)
Our staff has conceptual and applied understanding of MTSS principles, practices and processes.	We use a method to assess (at the systems, grade and student level) our level of implementation of a seamless system of service delivery.	*
We have an Early Warning System that aligns to PA criteria in place for all middle and high school students	Early Warning System (EWS)	*
<p>We have a universal screening measure for Academics and Behavior in place that we administer 3x per year for ALL students in Grades 5-6.</p> <p>For students In grades 7-9, we have a progress-monitoring system in place for students who are at-risk and who receive supplemental intervention (supports and services).</p>	<p>Universal Screening for Academics and Behavior is conducted with ALL students in grades 5-6 three times per year. Existing screening measures are used to conduct gated screening with students in grades 7-9 based upon PSSA performance standing.</p> <p>Data meetings are scheduled after benchmark assessment windows to assess the health of Tiers 1, 2 and 3. We have adopted criteria to determine the “health” of practices in Tiers 1, 2 and 3.</p> <p>We subscribe to a system that generates user-friendly analyses of our data.</p>	* * *
We have adopted a universal screening measure for SOCIAL-EMOTIONAL FUNCTIONING (e.g., Student Engagement Instrument (SEI), Student School Engagement Survey (SSES), Academic Skills Problems – 4 th Edition, Motivation and Engagement Scale (MES), Reading Engagement Index (REI), Engagement vs. Disaffection with Learning (EvsD),	<p>Social-Emotional Screening is conducted with ALL students 3 times per year.</p> <p>Data meetings are scheduled after benchmark assessment windows to assess the health of Tiers 1, 2 and 3.</p>	* * *



Code for Instructional Structure and Student Academic Response (MS-CISSAR), Instructional Practices Inventory (IPI), etc.).	We subscribe to a system that generates user-friendly analyses of our data. .	
We have expanded our continuum of robust, evidence-based ELA and MATH practices matched to needs of diverse learners.	Evidence-Based Universal ELA & Math Practices Evidence-Based Supplemental ELA & Math Practices	* *
We have expanded our continuum of robust, evidence-based BEHAVIORAL health practices matched to need.	Evidence-Based Universal Behavioral Practices Evidence-Based Supplemental Behavioral Practices	* *
We have expanded our continuum of robust, evidence-based SOCIAL-EMOTIONAL LEARNING (SEL) practices matched to need.	Evidence-Based Universal SEL Practices Evidence-Based Supplemental SEL Practices	* *
We assess student Response to Intervention (Rtl) using a continuum of reliable and valid data sources.	General and special education teachers are working with related service providers to monitor progress relative to significant skill deficiencies in basic reading, writing, math, behavioral and/or social-emotional domains.	* *
Secondary MTSS Core Team	A cross-disciplinary team has been established to facilitate shared ownership for academic, behavioral and social-emotional learning outcomes at the school, grade and individual student levels. We have established procedures and processes to enhance data-based decision-making and inform instruction/intervention matched to the needs of our student population.	* * *



	<p>We engage in capacity-building through targeted professional learning and coaching structures.</p> <p>We meaningfully engage families.</p> <p>We have adopted and implemented culturally responsive practices.</p> <p>We have established systems-level indices of fidelity of our MTSS framework/system.</p>	<p>*</p> <p>*</p> <p>*</p>
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Central/Building Level Administrator Commitments:

- Organize and maintain **2 teams** to work both independently and interdependently within their K-12 system.
- Register all team members for all virtual professional learning sessions via Kelly Kapp (kkapp@pattan.net). On-site and/or virtual visits will be scheduled after Day 2 of training and after Day 4 of training.
- Provide time and resources for all team members to participate in training and technical assistance per series goals and requirements.

Each team must include the following representative team members minimally from the 8th and 9th grades:

- Building Principal
- General Education Teacher(s)
- Special Education Teacher(s)
- School Psychologist
- Speech/Language Therapist
- Reading Specialists
- ESL Teacher
- School Counselor
- Academic/Instructional and PBIS Coaches (if applicable)
- Family/Parent Representative (optional)

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- PaTTAN MTSS Series Consultants will collaborate with your IU MTSS Consultant per IU discretion



**2020-21 Secondary MTSS Series:
Enhancing Middle/High School Partnerships,
Practices & Outcomes**

FALL Sessions (VIRTUAL)	WINTER Sessions (VIRTUAL)	SPRING Sessions (VIRTUAL)
<p>Day 1 (8/12/2020) 8:30-4:00PM</p> <p><i>AM/Secondary MTSS Dr. Mark Shinn</i></p> <p><i>PM/Early Warning Systems Dr. Robert Balfanz (1-230PM)</i></p> <p><i>PVAAS Quintile Analysis Dr. Jennifer Collins (245-415PM)</i></p> <p>Day 2 (8/13/2020) 8:30-11:45AM</p> <p><i>Evidence-Based Academic, Behavioral and Social-Emotional Practices for use in Secondary Settings</i></p> <p><i>ELA/Dr. John Vail Math/Jared Campbell Tier 1 Content Enhancement/Dr. Drew Hunter Behavior/SEL/Dr. Pam Emery, Dr. Nikole Hollins-Sims, Dr. Tina Lawson ESL/Francine Dutrisac</i></p> <p>NOTE: Fall Virtual and/or On-Site Visits will be scheduled – 2/4 webinars must be viewed by team prior to site visits.</p>	<p>Day 3 (11/4/2020) 8:30-4:00PM</p> <p><i>AM/Evidence-Based Attendance and Classroom Management Strategies (Dr. Adam Saenz, Applied EQ Group)</i></p> <p><i>PM/Evidence-Based Academic, Behavioral and Social-Emotional Practices for use in Secondary Settings: Extended Content & Implementation Debrief per Day 2 sessions</i></p> <p><i>Writing/Dr. Lana Edwards Santoro – Writing/confirmed; Reading/Michelle Trostle – Math/Jared Campbell Tier 1 Content Enhancement/Drew Hunter; Behavior/SEL/Dr. Nikole Hollins-Sims ESL/Francine Dutrisac</i></p> <p>Day 4 (11/5/2020) 8:30-4:00PM</p> <p><i>AM/Team Presentations</i></p> <p><i>PM/Secondary Scheduling Dr. Michael Rettig</i></p> <p>NOTE: Spring Virtual and/or On-Site Visits will be scheduled – 2/4 webinars must be viewed by team prior to site visits.</p>	<p>Day 5 (3/10/2021) 8:30-4:00PM</p> <p><i>Check and Connect PaTTAN Consultants</i></p> <p>Day 6 (3/11/2021) 8:30-11:45AM</p> <p><i>Enhancing Student Engagement via Integration of Evidence-Based Practices (Dr. George Batsche)</i></p> <p><i>Facilitator: Dr. Pam Emery, PDE</i></p>



Secondary MTSS: Enhancing Middle/High School Partnerships, Practices & Outcomes

NOTE: Please complete and upload one form/application for your middle school team (8th grade representatives are required) and one form/application for your 9th grade team by 5/29/2020 to <https://forms.gle/fM39yVp6ynJhat6W7>

District: _____

School Building: _____

School Principal (print clearly): _____

Principal Email/Direct Phone (print clearly) _____

Director of Special Education (Electronic Signature) _____

Superintendent (Electronic Signature): _____

School Team & Scope of Impact (Identify Grade Level/s for Implementation):

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. We are part of Intermediate Unit _____



Please Register Your Team as Follows:

1. The principal is considered the “Team Leader” and will register their team as the name of the school building and school district.
2. The Team Leader will complete the team commitment/series requirements form above and include the required signatures.
3. The Team Leader will upload this application to the shared MTSS Google Drive by May 29, 2020.
4. Each team will receive a \$10,000.00 stipend. Upon admission to the series, Kelly Kapp will send you final registration instructions and information related to the stipend requirements.

5. **Series Contacts:**

State: Dr. Jennifer Collins, State Lead, MTSS (jcollins@pattan.net)

State: Dr. Tina Lawson/Dr. Nikole Hollins-Sims, Co-State Leads, Behavior (tlawson@pattan.net; nhollins-sims@pattan.net)

State: Jared Campbell, State Lead Mathematics (jcampbell@pattan.net)

State: Francine Dutrisac, State Lead ESL (fdutrisac@pattan.net)

Grant:

- PATTAN- 2020-21 Secondary MTSS Series:Enhancing Middle/High School Partnerships, Practices & Outcomes

Grant Amount:

- \$10,000

Commitment of grant:

- Teams will receive high-quality virtual training aligned to series content and goals.
- Teams will receive virtual and/or on-site technical assistance customized to needs and implementation priorities PaTTAN and/or IU Consultants will work together to coordinate Fall and Spring virtual and/or site visits.
- Teams will be afforded access to a continuum of training activities, tools and additional Resources.
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- Stipend monies will be provided to the district upon completion of series requirements in June 2021.
- Notwithstanding substitute coverage for participating team members, each school will be required to spend a significant amount of its' stipend monies on the adoption and expansion of evidence-based practices in the areas of ELA, Mathematics, Social-Emotional Learning and/or Behavior based upon student needs and per collaboration and consultation with PaTTAN and IU Consultants.

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All within-district middle and 9 th grade teams will prioritize improved levels of student engagement, through systematic expansion of their continuum of evidence-based practices and formative assessment.

MTSS Team Members:

Team Leader: Josh Fuller

General Education Teachers:

- **English:** Laura Householder
- **Math:** Karla DeLeon/ Amberly Warner
- **Social Studies:** Michael Stalker
- **Science:** Jennifer DeLong

Special Education Teacher / PBIS Leader/ Behavior Background: Jennifer Fuller

School Psychologist (Shared with Lehman): Maki King

Speech Language/ Therapist (Shared with Lehman): Kathy Bilisic

ESL (Shared with Lehman):Evelyn Reveron

School Counselor: Dave Falbo

Secondary Social Worker: Erin Dreisbach

Trainings:

Training Date / Hours	Topic
8/12/2020 8:30- 4:00pm (7.5 hours)	AM/Secondary MTSS Dr. Mark Shinn PM/Early Warning Systems Dr. Robert Balfanz (1-230PM) PVAAS Quintile Analysis Dr. Jennifer Collins (245-415PM)
8/13/2020 8:30 - 11:45am (3 hours 15 minutes)	Evidence-Based Academic, Behavioral and Social-Emotional Practices for use in Secondary Settings ELA/Dr. John Vail Math/Jared Campbell Tier 1 Content Enhancement/Dr. Drew Hunter Behavior/SEL/Dr. Pam Emery, Dr. Nikole Hollins-Sims, Dr. Tina Lawson ESL/Francine Dutrisac
11/4/2020	AM/Evidence-Based Attendance and

<p>8:30 - 4:00pm (7.5 hours)</p>	<p>Classroom Management Strategies (Dr. Adam Saenz, Applied EQ Group) PM/Evidence-Based Academic, Behavioral and Social-Emotional Practices for use in Secondary Settings: Extended Content & Implementation Debrief per Day 2 sessions Writing/Dr. Lana Edwards Santoro – Writing/confirmed; Reading/Michelle Trostle – Math/Jared Campbell Tier 1 Content Enhancement/Drew Hunter; Behavior/SEL/Dr. Nikole Hollins-Sims ESL/Francine Dutrisac</p>
<p>11/5/2020 8:30 - 4:00pm (7.5 hours)</p>	<p>AM/Team Presentations PM/Secondary Scheduling Dr. Michael Rettig</p>
<p>3/10/2021 8:30 - 4:00pm (7.5 hours)</p>	<p>Check and Connect PaTTAN Consultants</p>
<p>3/11/2021 8:30 - 11:45am (3 hours 15 minutes)</p>	<p>Enhancing Student Engagement via Integration of Evidence-Based Practices (Dr. George Batsche) Facilitator: Dr. Pam Emery, PDE</p>

Cost of Coverage for Staff

Staff Member	Training Dates / Hours	Total Hours	Total Cost \$29.31 curriculum rate
Laura Householder	8/12; 8/13; 11/4; 11/5; 3/19; 3/11	14.75	\$432.33
Karla DeLeon / Amberly Warner (as of 9/2020)	8/12; 8/13; 11/4; 11/5; 3/19; 3/11	14.75	\$432.33
Jennifer DeLong	8/12; 8/13; 11/4; 11/5; 3/19; 3/11	14.75	\$432.33
Michael Stalker	8/12; 8/13; 11/4; 11/5; 3/19; 3/11	14.75	\$432.33
Jennifer Fuller	8/12; 8/13	10.75	\$315.08
Maki King	8/12; 8/13	10.75	\$315.08
Dave Falbo	8/12; 8/13	10.75	\$315.08

Sub Coverage	11/4, 11/5, 3/19, 3/11 4 subs x 4 days (\$100/ day)	4 subs x 4 days	\$1,600
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Total:

Curriculum Rate: \$ 2,674.56

Day Sub Coverage: \$1,600

Grant Stipend allotted:

Staff coverage: \$4,274.56

Evidence-based practices in the areas of ELA, Mathematics, Social-Emotional Learning and/or Behavior : \$5,725.44

MTSS Grant

PATTAN Secondary MTSS Series Enhancing Middle/ High School Partnerships

Commitment of the grant

- MTSS teams will
 - Receive 6 days of high quality virtual training from PATTAN
 - Have access to a continuum of training, tools, and resources
 - Access to a PATTAN consultant
 - Receive \$10,000 each
 - Monies will be provided to the district, upon completion of the training requirements, in June 2021
- Monies are to be spent by June 1, 2021 on
 - Staffing- Including teacher trainings outside normal school hours and sub coverage for teachers during normal school hours.
 - Materials for adoption/ expansion of evidence based practices in ELA, Mathematics, SEL, and/or behavior
 - Check and Connect training and curriculum

Value to Our Students and BIG Picture Goals

- MTSS is one of our building ATSI goals
- Early Warning System:

Based on Green/ Yellow/ Red from extrapolated data of students grades, attendance and discipline (20% of our students have been on this list at some point during this school year)

- This grant will allow us to purchase resources to support students as they transition from middle to high school and provide both academic and SEL/ behavioral interventions.

9th grade Study Strategies Class

We hope to provide a class with curricular needs met from this grant for all freshman students to prepare them for the rigor of high school academics as well as the coping strategies to deal with the SEL component of High School. This grant funding will allow us to purchase the specific grade 9 resources.

8th Grade Transition to High School

- LIS MTSS team collects data and determines appropriate interventions
- Both LIS and HSN MTSS teams meet to discuss 8th grade students in an effort to create a seamless transition of interventions and services into their high school years.

Purpose for Presenting

- We just received the contract from the IU 13 and it needs to be added to February's Board agenda to be voted on.
- We need approval to pay staff for trainings outside contractual hours

V. ITEMS FOR DISCUSSION

b. Café Furniture @ H.S. North - \$15,050.05

Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email address (**matthew-krauss@esasd.net**) was recorded on submission of this form.

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name Of Requester *

Matthew Krauss

Department *

Pupil Services

Building *

Admin

What service or item are you requesting? *

Cafe Furniture HSN

Why are you requesting the service or item? *

Transition Program - IEP Goals

Suggested Replacement: *

N/A

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

\$15,000

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. *

COSTARS VENDOR

What is the total cost of the purchase? *

\$15,050.05

Procurement Method: *

- Quote
- Request for Proposal (RFP)
- Bid
- Other: _____

Was this purchase budgeted? *

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

PA COSTARS 035-015

Which Fund will be charged? *

10

What account will be charged? *

10-1211-610-891-30-819-310-000-0000

10-1231-610-891-30-819-310-000-0000

10-1241-610-891-30-819-310-000-0000

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. *

Vendor is COSTARS

Any additional information you would like to provide.

Special Education Transition cafe as per IEP Goals. Project payment through ACCESS.

This form was created inside of East Stroudsburg Area School District.





Educational & Contract Furniture
1700 N. Highland Road, Suite 107
Pittsburgh, PA 15241
Phone: 412-831-7601 Fax: 412-831-7662

PROPOSAL

Number PEMQ7479
Date Jan 21, 2021

Proposal Expires on: 2/20/2021

Website: www.pemcofurniture.com

Sold To	Ship To	Your Sales Rep
East Stroudsburg SD Matt Krauss 50 Vine Street East Stroudsburg, PA 18301 USA Phone 570-424-8500 Fax	East Stroudsburg HS North Matt Krauss 279 Timberwolf Drive Dingmans Ferry, PA 18328 USA Phone 570-588-4420 Email matthew-krauss@esasd.net	Bill Lindstrom Office: 412-831-7601 Ext. 119 Cell: 814-553-1640 Email: Bill@pemcofurniture.com

Terms	PO Number

Qty	Mfg	Model #	Description	Unit Price	Ext. Price
3	Wisconsin Bench	ELS6805-ADJ-CA	ELO tide table, 30"D x 54"L x 28.5"-43.5"H. Little Black Dress Laminate PIAE100-SD Slate Gray Edge Smooth Silver Paint	\$309.20	\$927.60
2	Wisconsin Bench	GIB6088-7538-B	Square cafe table, 36" Square x 42"H. Tubular X Base. Little Black Dress Laminate PIAE100-SD Slate Gray Edge Smooth Silver Paint	\$545.71	\$1,091.42
1	Wisconsin Bench	3MM615150-S	Rectangular countertop, 15"D x 150"L. Two pieces with connecting joint. Little Black Dress Laminate PIAE100-SD Slate Gray Edge	\$949.76	\$949.76
1	Wisconsin Bench	CLW6092-321236-AC/C	Tomah Workstation, Top size 36"D x 60"L Chassis 48"W x 23"D x 36"H. Left side chassis 1 adj shelf, 2 locking doors. Right side of chassis 1 adjustable shelf. Casters. Little Black Dress Laminate worksurface PIAE100-SD Slate Gray Edge Honey Maple Chassis	\$1,372.16	\$1,372.16
1	Wisconsin Bench	TOR6071-ADJ	Toro Table, fully welded frame, 24"D x 60"L x 23.75"-37.75"H. Little Black Dress Laminate PIAE100-SD Slate Gray Edge Smooth Silver Paint	\$653.23	\$653.23
1	Wisconsin Bench		Freight Charges	\$986.67	\$986.67
1			Installation Charges - Optional	\$1,191.00	\$1,191.00

Qty	Mfg	Model #	Description	Unit Price	Ext. Price
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Purchase Order instructions below:

PA COSTARS 035-015
 Make PO out to:
 PEMCO Furniture
 1700 N Highland Road
 Suite 107
 Pittsburgh PA 15241

Signature _____

Date: _____

SubTotal	\$7,171.84
Tax	\$0.00
Shipping	0.00
Total	\$7,171.84



Educational & Contract Furniture
1700 N. Highland Road, Suite 107
Pittsburgh, PA 15241
Phone: 412-831-7601 Fax: 412-831-7662

PROPOSAL

Number PEMQ7478

Date Jan 21, 2021

Proposal Expires on: 2/20/2021

Website: www.pemcofurniture.com

Sold To	Ship To	Your Sales Rep
East Stroudsburg SD Matt Krauss 50 Vine Street East Stroudsburg, PA 18301 USA Phone 570-424-8500 Fax	East Stroudsburg HS North Matt Krauss 279 Timberwolf Drive Dingmans Ferry, PA 18328 USA Phone 570-588-4420 Email matthew-krauss@esasd.net	Bill Lindstrom Office: 412-831-7601 Ext. 119 Cell: 814-553-1640 Email: Bill@pemcofurniture.com
Terms	PO Number	

Qty	Mfg	Model #	Description	Unit Price	Ext. Price
3	Fomcore	F016-22x31x35-G	Linear armless chair, seat height 18" with glides. Silvertex STX-8802 Lagoon Vinyl.	\$632.33	\$1,896.99
1	Fomcore	F020-67x31x35-G	Curved sofa, inside curve, 18" seat height with glides. Silvertex STX-8802 Lagoon Vinyl.	\$2,016.00	\$2,016.00
2	Fomcore	F005-36x18-G	36" Round Ottoman, 18" seat height with glides. Silvertex STX-8802 Lagoon Vinyl.	\$599.67	\$1,199.34
1	Fomcore		Freight Charges	\$586.67	\$586.67
1			Installation Charges - Optional	\$1,137.00	\$1,137.00

Purchase Order instructions below:

PA COSTARS 035-015
Make PO out to:
PEMCO Furniture
1700 N Highland Road
Suite 107
Pittsburgh PA 15241

SubTotal	\$6,836.00
Tax	\$0.00
Shipping	0.00
Total	\$6,836.00

Signature _____
 Date: _____



Educational & Contract Furniture
1700 N. Highland Road, Suite 107
Pittsburgh, PA 15241
Phone: 412-831-7601 Fax: 412-831-7662

Website: www.pemcofurniture.com

PROPOSAL

Number PEMQ7480

Date Jan 21, 2021

Proposal Expires on: 2/20/2021

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Qty	Mfg	Model #	Description	Unit Price	Ext. Price
12	Scholar Craft	SC5418XLCO	Thrive 18" cantilever frame student chair, felt glides. Washed Denim shell, chrome frame.	\$98.56	\$1,182.72
13	Scholar Craft	SC5129	Thrive 29" four leg stool with foot brace. Felt glides. Washed Denim shell, chrome frame.	\$122.73	\$1,595.49
1	Scholar Craft		Freight Charges	\$592.00	\$592.00
1			Installation Charges - Optional	\$672.00	\$672.00

Purchase Order instructions below:

PA COSTARS 035-015
Make PO out to:
PEMCO Furniture
1700 N Highland Road
Suite 107
Pittsburgh PA 15241

SubTotal	\$4,042.21
Tax	\$0.00
Shipping	0.00
Total	\$4,042.21

Signature _____
 Date: _____

DESIGN PACKAGE FOR:
EAST STROUDSBURG

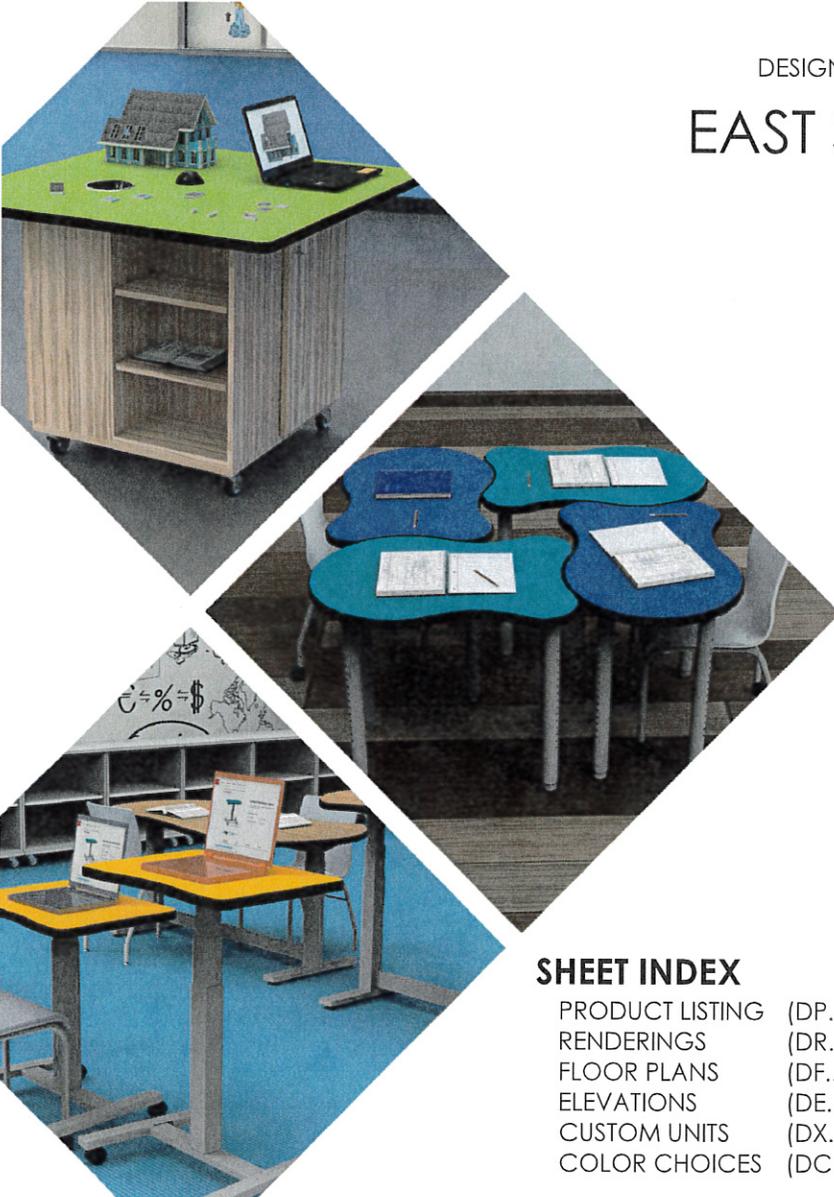


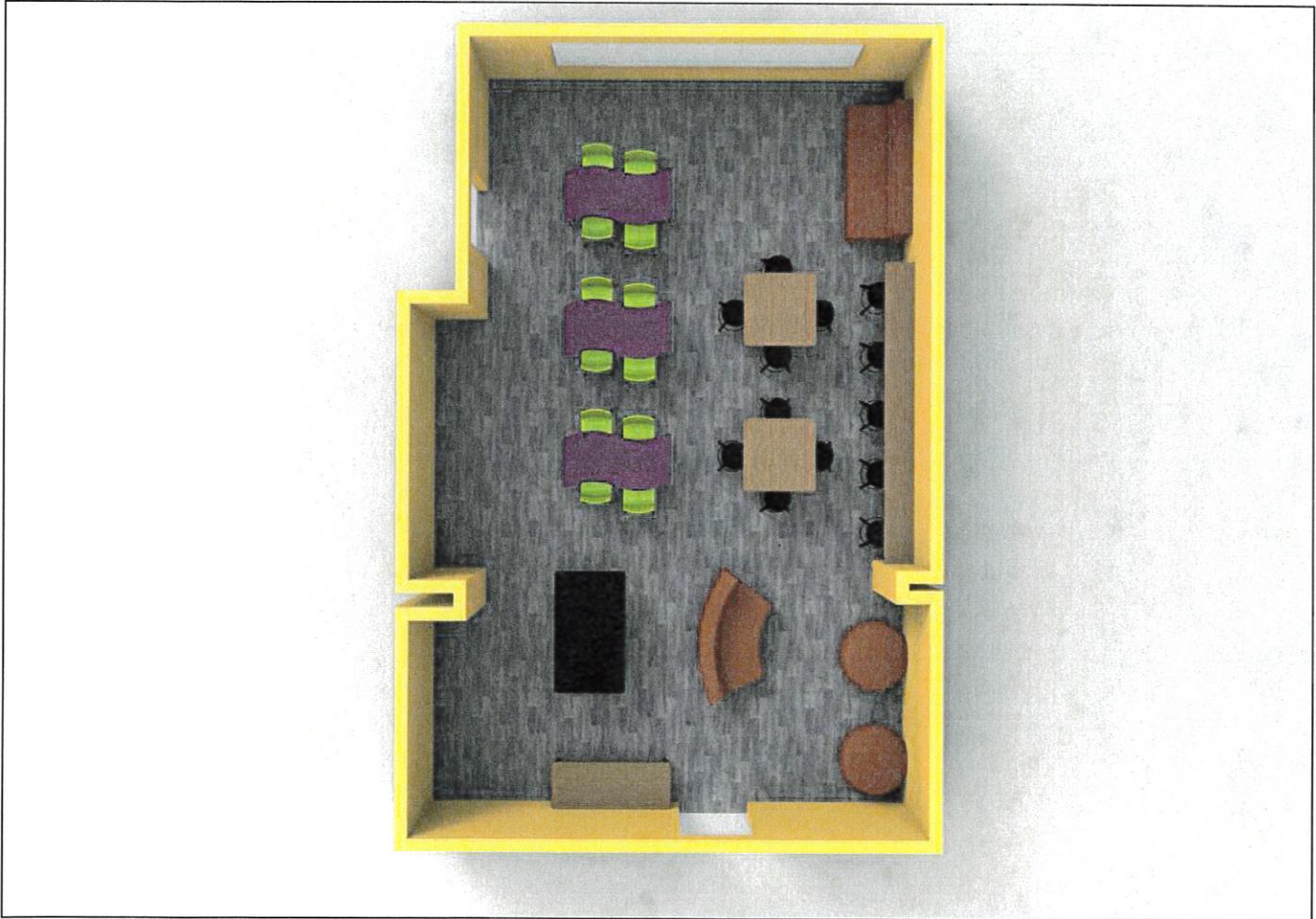
**PEMCO
FURNITURE**

PROJECT # 298728
DATE 9-30-20
DESIGN BY SRG
SALESPERSON TOBY Y.
CONTACT: BILL LINDSTROM

SHEET INDEX

PRODUCT LISTING (DP...)
RENDERINGS (DR...)
FLOOR PLANS (DF...)
ELEVATIONS (DE...)
CUSTOM UNITS (DX...)
COLOR CHOICES (DC...)

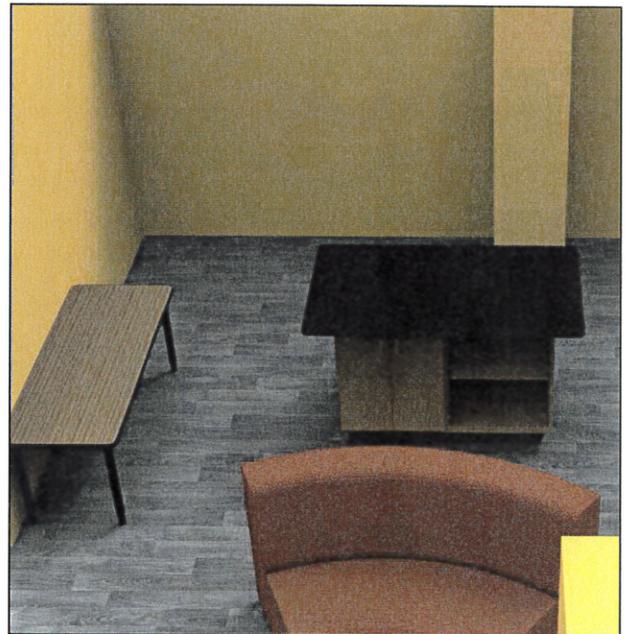
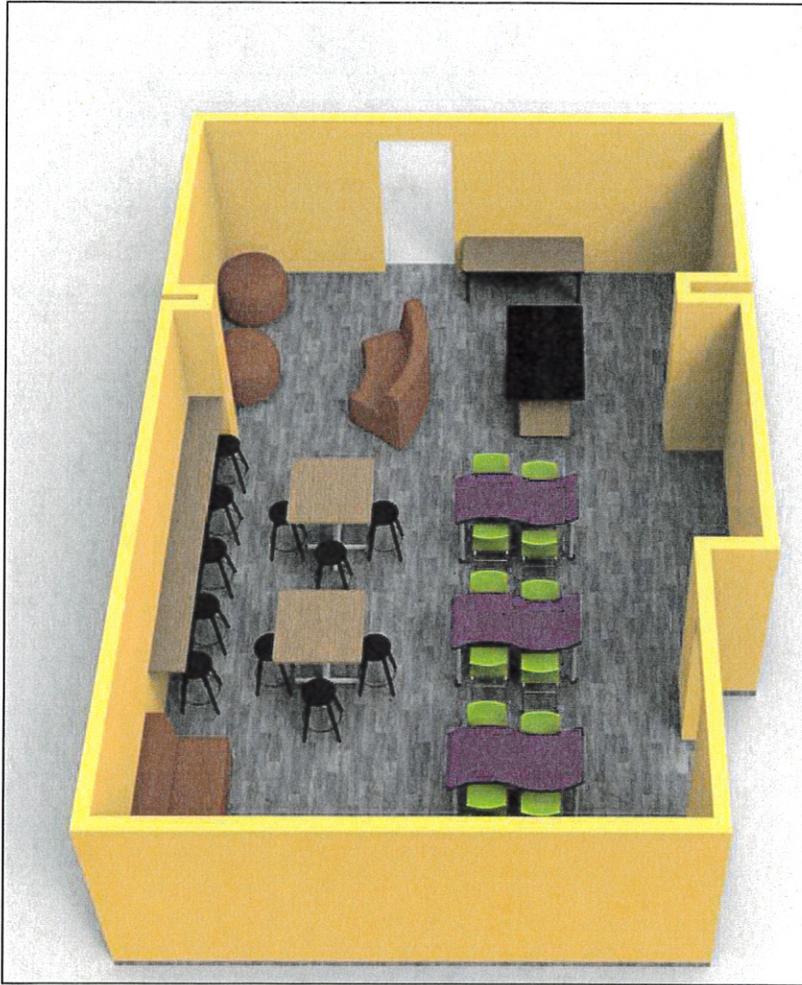




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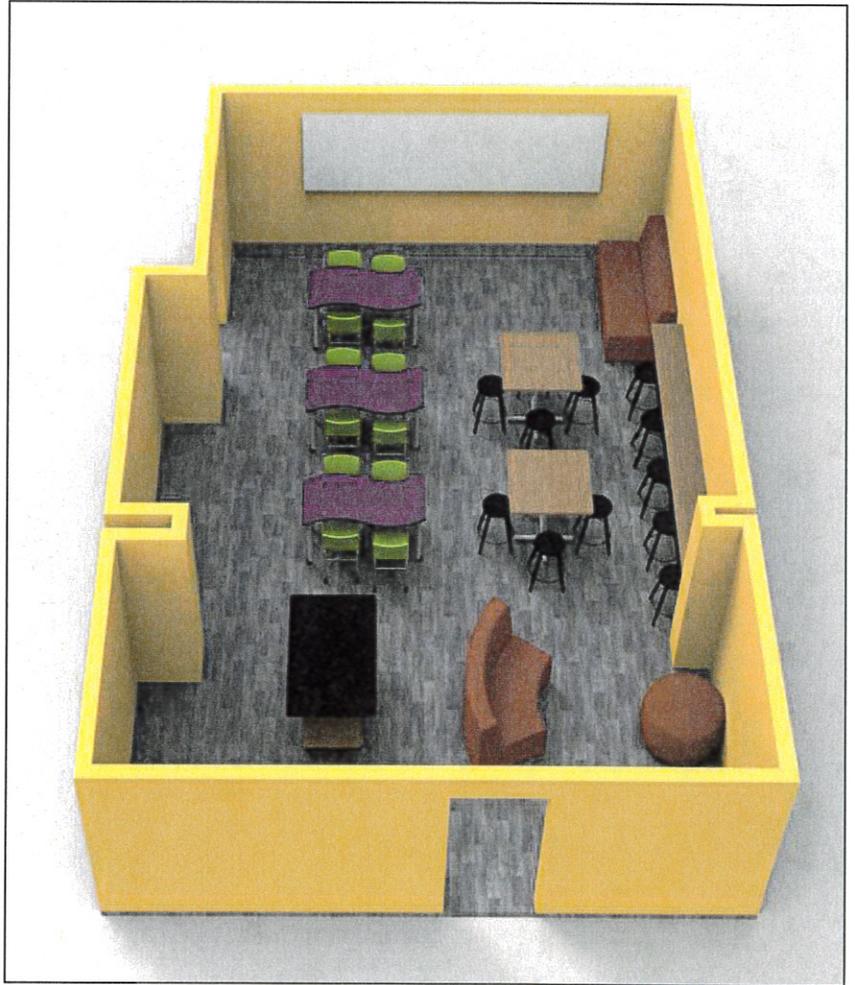
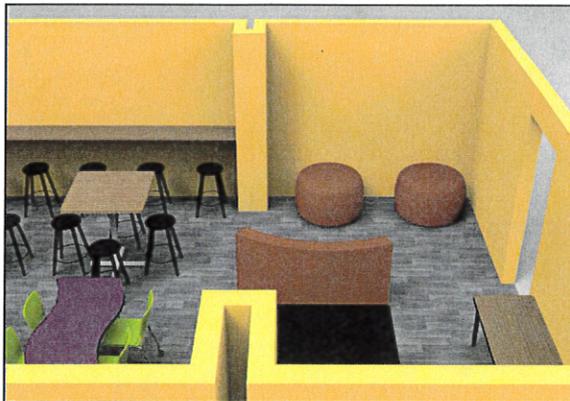
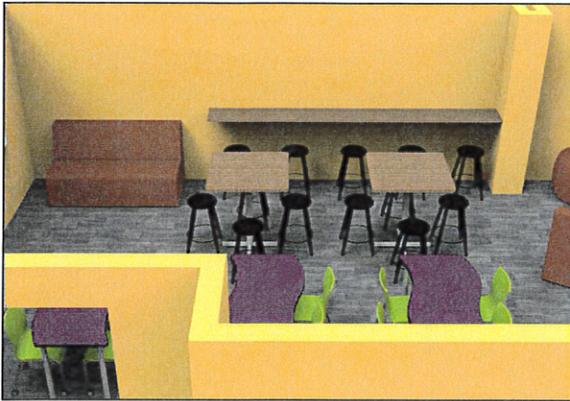
PROJECT NAME: EAST STROUDSBURG				SCALE: NO SCALE	
DEALER: PEMCO FURNITURE	PROJECT #: 298728	DRAWN BY: SRG	DATE: 9-30-20	SHEET NUMBER: DR1	





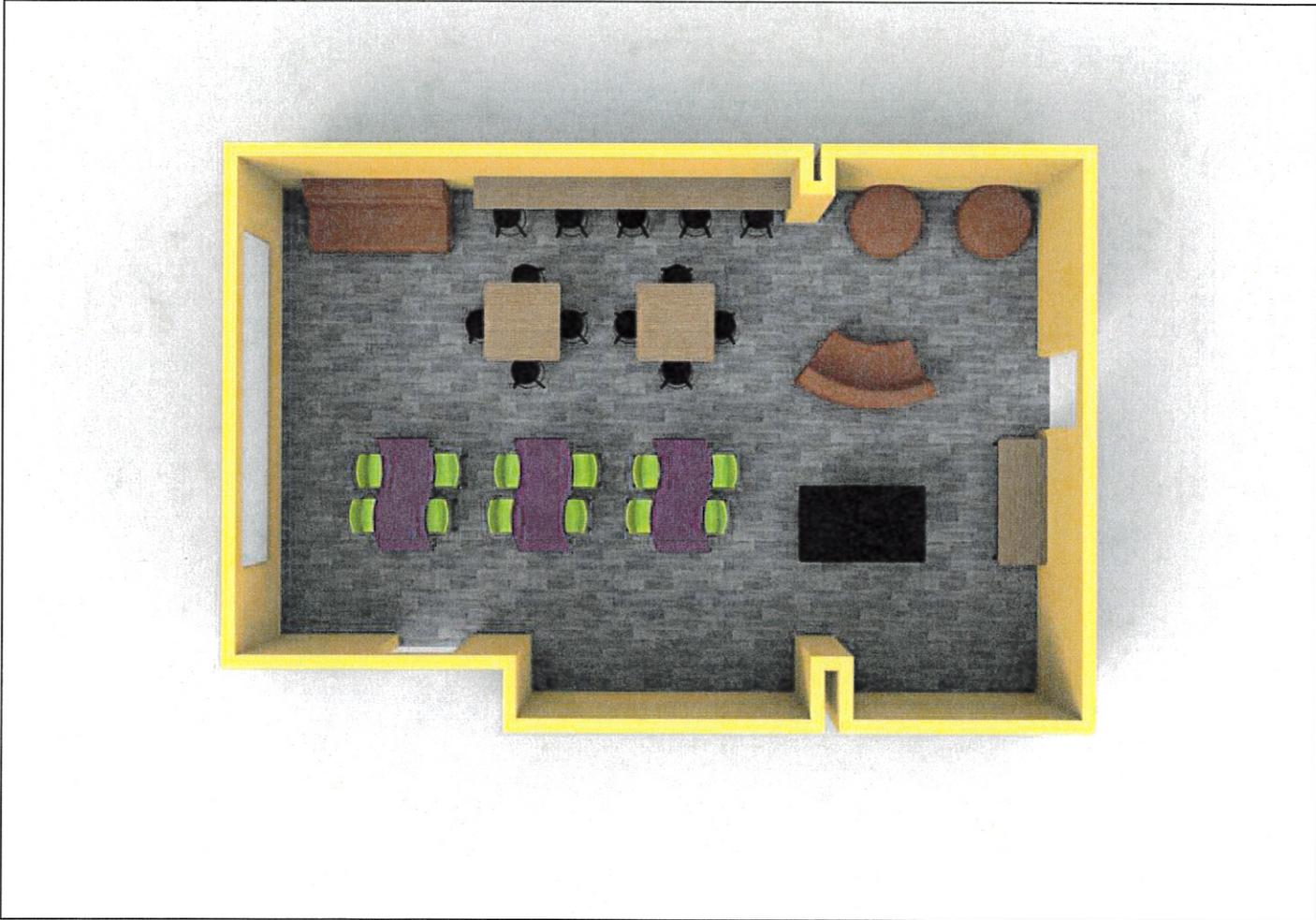
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PROJECT NAME: EAST STROUDSBURG				SCALE: NO SCALE	 WB Manufacturing LLC
DEALER: PEMCO FURNITURE	PROJECT #: 298728	DRAWN BY: SRG	DATE: 9-30-20	SHEET NUMBER: DR2	



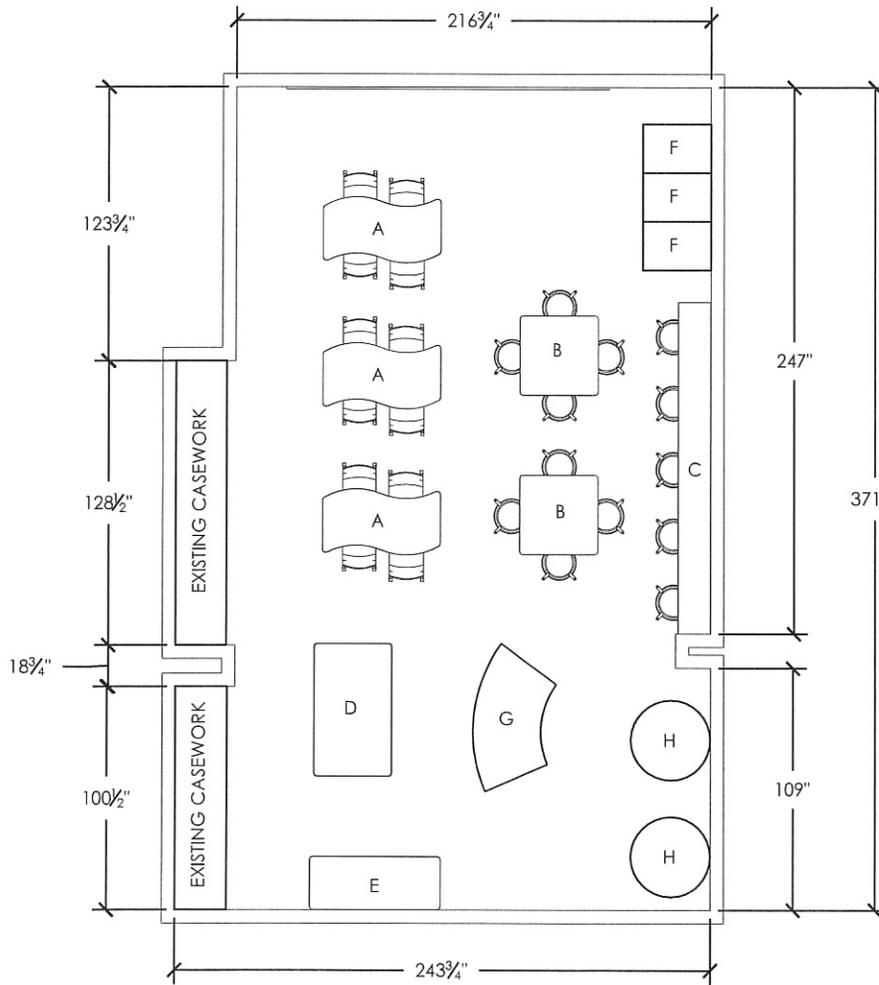
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PROJECT NAME: EAST STROUDSBURG				SCALE: NO SCALE	 WB Manufacturing LLC
DEALER: PEMCO FURNITURE	PROJECT #: 298728	DRAWN BY: SRG	DATE: 9-30-20	SHEET NUMBER: DR3	



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PROJECT NAME: EAST STROUDSBURG				SCALE: NO SCALE	 WB Manufacturing LLC
DEALER: PEMCO FURNITURE	PROJECT #: 298728	DRAWN BY: SRG	DATE: 9-30-20	SHEET NUMBER: DR3	



NOTE: CTOP TO USE 5 BKT0812 - WALL BRACKETS. THIS ITEM IS HIDDEN. SEE PRODUCT LIST FOR DETAILS.

371 1/2"  VERIFY

NOTE: PLEASE VERIFY ALL WALL DIMENSIONS PRIOR TO PRODUCTION.

*CHAIRS & STOOLS TO BE PURCHASED BY OTHER.

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PROJECT NAME: EAST STROUDSBURG				SCALE: 3/16" = 1'-0"	
DEALER: PEMCO FURNITURE	PROJECT #: 298728	DRAWN BY: SRG	DATE: 9-30-20	SHEET NUMBER: DF1	



PRODUCT LISTING

Lounge Room

LABEL	QTY	PRODUCT #	DESCRIPTION	DIMENSIONS
A	3	ELS6805-ADJ-CA	Elo Tide Table, HPL Laminate Top, 3mm Banding, 2" Straight Round Adj. Legs, Casters	30"D x 54"L x 28.5"-43.5"H
B	2	GIB6088-7538-B	Square Café Table, HPL Laminate Top, 3mm Banding, Tubular X-Base, Bar Height	36"D x 36"L x 42"H
C	1	3MM615150-S	15x150 Rectangle Top, HPL Laminate Top, 3mm Banding, 2Pc. Construction w/ FJ's	15"D x 150"L x 1.25"T
D	1	CLW6092-321236-AC/C	Tomah Workstation, HPL Laminate Top, 3mm Banding, Left Side: 1 Adj. Shelf, 2 Doors w/ Lock, Right Side: 1 Adj. Shelf, Casters, TFL	Top Size: 36"D x 60"L x 1.25"T Case Size: 48"W x 23"D 36" Overall Height
E	1	TOR6071-ADJ	Toro Table, HPL Laminate Top, 3mm Banding, Fully Welded Frame, Adj. Legs	24"D x 60"L x 23.75" - 37.75"H
F	3	F016-22x31x35	FomCore Armless Love Seat, Glides, Choice of Grade 1 Fabric	22"L x 31"D x 35"H
G	1	F020-67x31x35	FomCore Curved Love Seat, Glides, Choice of Grade 1 Fabric	67"L x 31"D x 35"H
H	2	FF003-36x36x24-Z	FomCore Bean Bag, Choice of Grade 1 Fabric	36"L x 36"D x 24"H
I	5	BKT0812	Wall Mount Brackets	8" x 12"

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PROJECT NAME: EAST STROUDSBURG				SCALE: NO SCALE
DEALER: PEMCO FURNITURE	PROJECT #: 298728	DRAWN BY: SRG	DATE: 9-30-20	SHEET NUMBER: DP1



V. ITEMS FOR DISCUSSION

c. 2021 Ford F-150 4x4 Truck - \$29,152.00

Form 611

MUST BE COMPLETED FOR ANY PROCUREMENT OF A SERVICE OR ITEM OVER \$5,000.00

The respondent's email address (**robert-romagno@esasd.net**) was recorded on submission of this form.

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name Of Requester *

Robert Romagno

Department *

Environmental Services Dept.

Building *

Administration

What service or item are you requesting? *

2021 Ford F-150 4x4

Why are you requesting the service or item? *

The Environmental Services Dept moves district supplies between schools. We currently have no vehicles for our department.

Suggested Replacement: *

NA

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.)

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount. *

Yes, 3 COSTAR quotes were obtained.

Rayprice Ford - \$29,152.00

Koch Ford - \$32,791.00

Fred Beans Ford - \$34,265.00

What is the total cost of the purchase? *

\$29,152

Procurement Method: *

- Quote
- Request for Proposal (RFP)
- Bid
- Other: _____

Was this purchase budgeted? *

Yes ▼

Was this purchased through a PA State Contract or Approved Consortiums? If yes, select group.

- Yes
- Pennsylvania State Contract
- COSTARS
- Keystone Purchasing Network
- PEPPM National Contract Program (Technology Bidding and Purchasing)
- US Communities
- NO

If item was purchased through a Pa State Contract or approved Consortium, please include contract number.

Costars Vendor #426951

Which Fund will be charged? *

10 ▼

What account will be charged? *

10-2620-610-000-00-000-024-000-0000

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor. *

Yes

Any additional information you would like to provide.

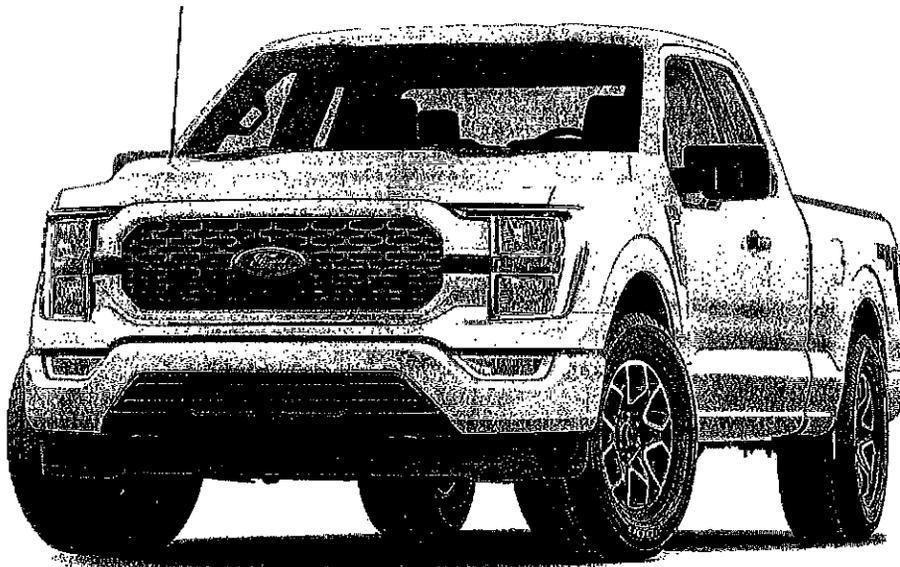
This form was created inside of East Stroudsburg Area School District.



Prepared for: Curtls Beam, East Stroudsburg School District

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130



Client Proposal

Prepared by:

Mark Singleton

Office: 570-839-1111

Email: msingleton@raypricecars.com

Date: 01/14/2021



Ray Price Ford | 2971 Route 940, Mount Pocono, Pennsylvania, 18344
Office: 570-839-1111 | Fax: 570-839-3278

Prepared for: Curtis Beam

East Stroudsburg School District

Prepared by: Mark Singleton

01/14/2021

Ray Price Ford | 2971 Route 940 Mount Pocono Pennsylvania | 18344



2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle

Code	Description	MSRP
X1E	Base Vehicle Price (X1E)	\$38,930.00
101A	Equipment Group 101A High	\$2,280.00
	- Option Discount	-\$750.00
	<i>Includes:</i>	
	- Engine: 5.0L V8	
	<i>Includes auto start-stop technology and flex-fuel capability.</i>	
	- Transmission: Electronic 10-Speed Automatic	
	<i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>	
	- 3.31 Axle Ratio	
	- GVWR: 7,000 lbs Payload Package	
	- Tires: 265/70R17 OWL A/T	
	- Wheels: 17" Silver Steel	
	- Radio: AM/FM Stereo w/6 Speakers	
	<i>Includes auxiliary audio input jack.</i>	
	- SYNC 4	
	<i>Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.</i>	
	- XL Power Equipment Group	
	- Power Glass Sideview Mirrors w/Black Skull Caps	
	<i>Includes heat and manual-folding.</i>	
	- Illuminated Entry	
	- MyKey	
	- Perimeter Alarm	
	- Power Door Locks	
	<i>Includes flip key and integrated key transmitter keyless-entry (includes Autolock).</i>	
	- Power Tailgate Lock	
	- Power Front & Rear Windows	
	- Cruise Control	
	- Reverse Sensing System	
995	Engine: 5.0L V8	Included
	<i>Includes auto start-stop technology and flex-fuel capability.</i>	
44G	Transmission: Electronic 10-Speed Automatic	Included
	<i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>	
X27	3.31 Axle Ratio	Included
STDGV	GVWR: 7,000 lbs Payload Package	Included
STDTR	Tires: 265/70R17 OWL A/T	Included
64C	Wheels: 17" Silver Steel	Included
A	Vinyl 40/20/40 Front Seat	N/C
163WB	163" Wheelbase	STD
STDRD	Radio: AM/FM Stereo w/6 Speakers	Included

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Curtis Beam

East Stroudsburg School District

Prepared by: Mark Singleton

01/14/2021



Ray Price Ford | 2971 Route 940 Mount Pocono Pennsylvania | 18344

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle (cont'd)

Code	Description	MSRP
	<i>Includes auxiliary audio input jack. Includes: - SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.</i>	
85A	XL Power Equipment Group <i>Includes: - Power Class Sideview Mirrors w/Black Skull Caps Includes heat and manual-folding. - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks Includes flip key and integrated key transmitter keyless-entry (includes Autolock). - Power Tailgate Lock - Power Front & Rear Windows</i>	Included
53B	Class IV Trailer Hitch Receiver Ordering the Trailer Tow Package does not include Integrated Brake Controller (67T). Integrated Brake Controller (67T) is a standalone option and must be ordered separately. <i>Includes towing capability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD lbs. on 3.6L EcoBoost engine (99B) and 5.0L V8 engine (99B), 7-pin wiring harness with 7-pin-to-4-pin adapter and smart trailer tow connector (includes BLIS w/trailer tow coverage where BLIS is available.).</i>	\$205.00
PAINT	Monotone Paint Application	STD
76R	Reverse Sensing System	Included
50S	Cruise Control	Included
AS_02	Black Medium Dark Slate	N/C
YZ_01	Oxford White	N/C
SUBTOTAL		\$40,665.00
Destination Charge		\$1,695.00
TOTAL		\$42,360.00

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Curtlis Beam

East Stroudsburg School District

Prepared by: Mark Singleton

01/14/2021



Ray Price Ford | 2971 Route 940 Mount Pocono Pennsylvania | 18344

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

Pricing Summary - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		
Base Vehicle Price		\$38,930.00
Options & Colors		\$1,735.00
Upfitting		\$0.00
Destination Charge		\$1,695.00
Subtotal		\$42,360.00
<i>Pre-Tax Adjustments</i>		
Code	Description	
1	PA Costars Discount Vendor #426951	-\$13,208.00
Total		\$29,152.00

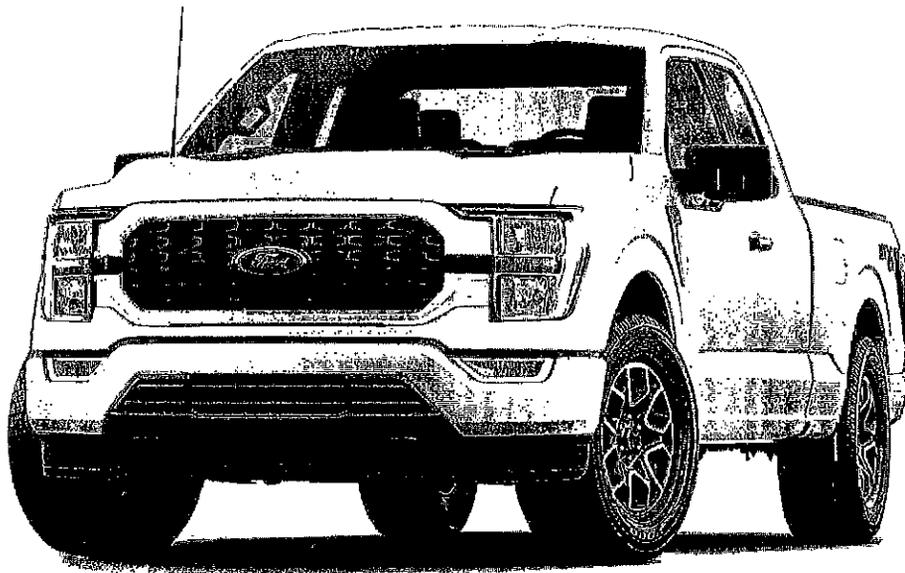
Customer Signature

Acceptance Date

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Rob Romagno, East Stroudsburg School District
Email: robert.romagno@esasd.net

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)
Price Level: 130



Client Proposal

Prepared by:
Justin Shaika
Office: 484-375-5262
Email: jshaika@koch33auto.com
Date: 01/12/2021



Koch 33 Ford | 3810 Hecktown Road, Easton, Pennsylvania, 180452354
Office: 610-253-9191

Prepared for: Rob Romagno

East Stroudsburg School District

Prepared by: Justin Shaika

01/12/2021

Koch 33 Ford | 3810 Hecktown Road Easton Pennsylvania | 180452354



2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

Rob Romagno, East Stroudsburg School District

Email: robert.romagno@esasd.net

Re: Vehicle Proposal 01/12/2021

Dear Rob,

Thank you very much for your interest in acquiring a vehicle from our dealership. Price assumes tax exemption and the use of MG plates.

Regards,

Justin Shaika

Commercial Account Manager

484-375-5262

jshaika@koch33auto.com

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Rob Romagno

East Stroudsburg School District

Prepared by: Justin Shaika

01/12/2021



Koch 33 Ford | 3810 Hecktown Road Easton Pennsylvania | 180452354

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle

Code	Description	MSRP
Base Vehicle		
X1E	Base Vehicle Price (X1E)	\$38,930.00
Packages		
100A	Equipment Group 100A Standard <i>Includes:</i> - Engine: 5.0L V8 Includes auto start-stop technology and flex-fuel capability. - Transmission: Electronic 10-Speed Automatic Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut. - 3.31 Axle Ratio - GVWR: 7,000 lbs Payload Package - Tires: 265/70R17 OWL A/T - Wheels: 17" Silver Steel - Cloth 40/20/40 Front Seat Includes 2-way manual driver/passenger adjustment and armrest. - Radio: AM/FM Stereo w/6 Speakers Includes auxiliary audio input jack. - SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.	N/C
Powertrain		
995	Engine: 5.0L V8 <i>Includes auto start-stop technology and flex-fuel capability.</i>	Included
44G	Transmission: Electronic 10-Speed Automatic <i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>	Included
X27	3.31 Axle Ratio	Included
STDGV	GVWR: 7,000 lbs Payload Package	Included
Wheels & Tires		
STDTR	Tires: 265/70R17 OWL A/T	Included
64C	Wheels: 17" Silver Steel	Included
Seats & Seat Trim		
C	Cloth 40/20/40 Front Seat <i>Includes 2-way manual driver/passenger adjustment and armrest.</i>	Included

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Rob Romagno

East Stroudsburg School District

Prepared by: Justin Shalka

01/12/2021



Koch 33 Ford | 3810 Hecktown Road Easton Pennsylvania | 180452354

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle (cont'd)

Code	Description	MSRP
Other Options		
163WB	163" Wheelbase	STD
STDRD	Radio: AM/FM Stereo w/6 Speakers <i>Includes auxiliary audio input jack. Includes: - SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.</i>	Included
85A	XL Power Equipment Group <i>Includes: - Power Glass Sideview Mirrors w/Black Skull Caps Includes heat and manual-folding. - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks Includes flip key and integrated key transmitter keyless-entry (Includes Autolock). - Power Tailgate Lock - Power Front & Rear Windows</i>	\$1,170.00
53B	Class IV Trailer Hitch Receiver Ordering the Trailer Tow Package does not include Integrated Brake Controller (67T). Integrated Brake Controller (67T) is a standalone option and must be ordered separately. <i>Includes towing capability up to TBD lbs. on 3.3L V8 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD lbs. on 3.5L EcoBoost engine (99B) and 5.0L V8 engine (995), 7-pin wiring harness with 7-pin-to-4-pin adapter and smart trailer tow connector (Includes BLIS w/trailer tow coverage where BLIS is available.).</i>	\$205.00
18B	Black Platform Running Boards	\$250.00
PAINT	Monotone Paint Application	STD
153	Front License Plate Bracket <i>Standard in states requiring 2 license plates, optional to all others.</i>	N/C
96W	Tough Bed Spray-In Bedliner Ford accessory.	\$595.00
Interior Colors		
CS_01	Black/Medium Dark Slate	N/C
Primary Colors		
YZ_01	Oxford White	N/C

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Rob Romagno

East Stroudsburg School District

Prepared by: Justin Shalka

01/12/2021

Koch 33 Ford | 3810 Hecktown Road Easton Pennsylvania | 180452354



2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle (cont'd)

Code	Description	MSRP
SUBTOTAL		\$41,150.00
Destination Charge		\$1,695.00
TOTAL		\$42,845.00

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Rob Romagno

East Stroudsburg School District

Prepared by: Justin Shaika

01/12/2021



Koch 33 Ford | 3810 Hecktown Road Easton Pennsylvania | 180452364

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

Pricing Summary - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		
Base Vehicle Price		\$38,930.00
Options & Colors		\$2,220.00
Upfitting		\$0.00
Destination Charge		\$1,695.00
Subtotal		\$42,845.00
<i>Pre-Tax Adjustments</i>		
Code	Description	
1000	Koch 33 PA COSTARS 25-234 CONTRACT Discount	-\$10,054.00
Total		\$32,791.00

Customer Signature

Acceptance Date

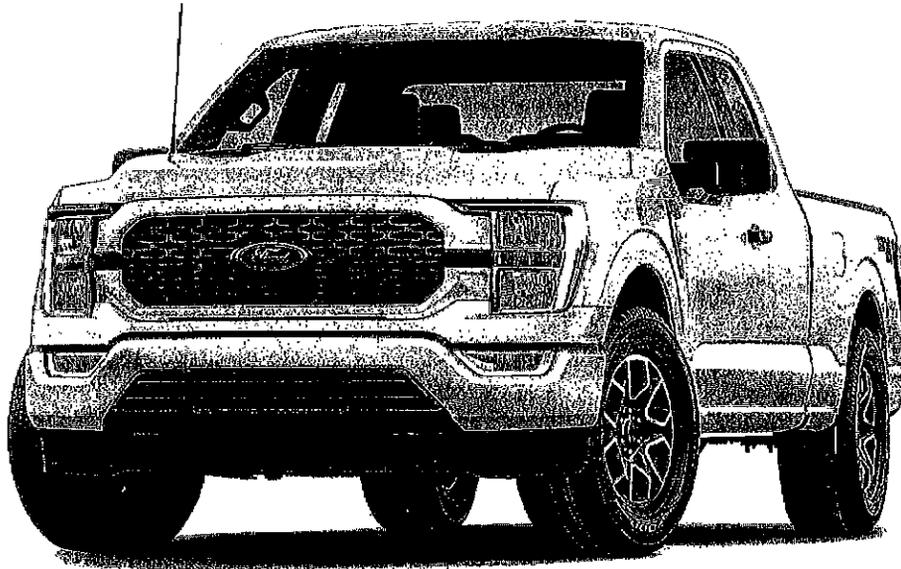
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Note: Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Mr. ROB ROMAGNO, EAST STROUDSBURG SCHOOL DISTRICT

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130



Client Proposal

Prepared by:

JASON SIGAFOOS

Office: 215-348-2901X1821

Date: 01/25/2021



Fred Beans Ford of Doylestown | 876 North Easton Road, Doylestown, Pennsylvania, 18901

Office: 215-348-2900

Prepared for: Mr. ROB ROMAGNO
 EAST STROUDSBURG SCHOOL DISTRICT



Prepared by: JASON SIGAFOOS
 01/25/2021

Fred Beans Ford of Doylestown | 878 North Easton Road Doylestown Pennsylvania |
 18901

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle

Code	Description	MSRP
Base Vehicle		
X1E	Base Vehicle Price (X1E)	\$38,930.00
Packages		
101A	Equipment Group 101A High	\$2,280.00
	- Option Discount	-\$750.00
	<i>Includes:</i> - Engine: 5.0L V8 <i>Includes auto start-stop technology and flex-fuel capability.</i> - Transmission: Electronic 10-Speed Automatic <i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i> - GVWR: 7,150 lbs Payload Package - Tires: 265/70R17 OWL A/T - Wheels: 17" Silver Steel - Radio: AM/FM Stereo w/8 Speakers <i>Includes auxiliary audio input jack.</i> - SYNC 4 <i>Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, Applink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.</i> - XL Power Equipment Group - Power Glass Sideview Mirrors w/Black Skull Caps <i>Includes heat and manual-folding.</i> - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks <i>Includes flip key and integrated key transmitter keyless-entry (Includes Autolock).</i> - Power Tailgate Lock - Power Front & Rear Windows - Cruise Control - Reverse Sensing System	
Powertrain		
995	Engine: 5.0L V8 <i>Includes auto start-stop technology and flex-fuel capability.</i>	Included
44G	Transmission: Electronic 10-Speed Automatic <i>Includes selectable drive modes: normal, ECO, sport, tow/haul, slippery, deep snow/sand and mud/rut.</i>	Included
XL3	Electronic Locking w/3.31 Axle Ratio	\$420.00
STDGV	GVWR: 7,150 lbs Payload Package	Included
Wheels & Tires		
STDTR	Tires: 265/70R17 OWL A/T	Included
64C	Wheels: 17" Silver Steel	Included

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Mr. ROB ROMAGNO
 EAST STROUDSBURG SCHOOL DISTRICT



Prepared by: JASON SIGAFOOS
 01/25/2021

Fred Beans Ford of Doylestown | 876 North Easton Road Doylestown Pennsylvania |
 18901

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle (cont'd)

Code	Description	MSRP
Seats & Seat Trim		
A	Vinyl 40/20/40 Front Seat	N/C
Other Options		
163WB	163" Wheelbase	STD
STDRD	Radio: AM/FM Stereo w/6 Speakers <i>Includes auxiliary audio input jack. Includes: - SYNC 4 Includes 8" LCD capacitive touchscreen with swipe capability, wireless phone connection, cloud connected, AppLink with App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility and digital owners manual.</i>	Included
85A	XL Power Equipment Group <i>Includes: - Power Glass Sideview Mirrors w/Black Skull Caps Includes heat and manual-folding. - Illuminated Entry - MyKey - Perimeter Alarm - Power Door Locks Includes flip key and integrated key transmitter keyless-entry (includes Autolock). - Power Tailgate Lock - Power Front & Rear Windows</i>	Included
53B	Class IV Trailer Hitch Receiver Ordering the Trailer Tow Package does not include Integrated Brake Controller (67T). Integrated Brake Controller (67T) is a standalone option and must be ordered separately. <i>Includes towing capability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD lbs. on 3.5L EcoBoost engine (99B) and 5.0L V8 engine (995), 7-pin wiring harness with 7-pin-to-4-pin adapter and smart trailer tow connector (includes BLIS w/trailer tow coverage where BLIS is available.).</i>	Included
53A	Trailer Tow Package Ordering the Trailer Tow Package does not include Trailer Tow Mirrors. Trailer Tow Mirrors are a standalone option and must be ordered separately. (Option Code: 54Y/59S). <i>Towing capability up to TBD lbs. Includes tailgate LED. Includes: - Class IV Trailer Hitch Receiver Includes towing capability up to TBD lbs. on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD lbs. on 3.5L EcoBoost engine (99B) and 5.0L V8 engine (995), 7-pin wiring harness with 7-pin-to-4-pin adapter and smart trailer tow connector (includes BLIS w/trailer tow coverage where BLIS is available.). - Pro Trailer Backup Assist - Integrated Trailer Brake Controller</i>	\$1,090.00
67T	Integrated Trailer Brake Controller	Included
PAINT	Monotone Paint Application	STD
76R	Reverse Sensing System	Included

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Prepared for: Mr. ROB ROMAGNO



EAST STROUDSBURG SCHOOL DISTRICT

Prepared by: JASON SIGAFOOS

Fred Beans Ford of Doylestown | 876 North Easton Road Doylestown Pennsylvania |

01/25/2021

18901

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

As Configured Vehicle (cont'd)

Code	Description	MSRP
Fleet Options		
50S	Cruise Control	Included
Interior Colors		
AS_02	Black Medium Dark Slate	N/C
Primary Colors		
YZ_01	Oxford White	N/C
SUBTOTAL		\$41,970.00
Destination Charge		\$1,695.00
TOTAL		\$43,665.00

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Prepared for: Mr. ROB ROMAGNO
EAST STROUDSBURG SCHOOL DISTRICT



Prepared by: JASON SIGAFOOS
01/25/2021

Fred Beans Ford of Doylestown | 876 North Easton Road Doylestown Pennsylvania |
18901

2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

Warranty

Standard Warranty

Basic

Distance 36,000 miles Months 36 months

Powertrain

Distance 60,000 miles Months 60 months

Corrosion Perforation

Distance Unlimited miles Months 60 months

Roadside Assistance

Distance 60,000 miles Months 60 months

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Prepared for: Mr. ROB ROMAGNO

EAST STROUDSBURG SCHOOL DISTRICT

Prepared by: JASON SIGAFOOS

01/25/2021

Fred Beans Ford of Doylestown | 876 North Easton Road Doylestown Pennsylvania |

18901



2021 F-150 4x4 SuperCab Styleside 8' box 163" WB XL (X1E)

Price Level: 130

Pricing Summary - Single Vehicle

	MSRP
<i>Vehicle Pricing</i>	
Base Vehicle Price	\$38,930.00
Options & Colors	\$3,040.00
Upfitting	\$0.00
Destination Charge	\$1,695.00

Discount Adjustments

Discount	-\$9,400.00
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PA COSTARS CONTRACT ID # 025 - 124

Total PURCHASE PRICE OF THIS TRUCK AS PER SPEC ABOVE ----->>>>>>> \$34,265.00

THIS TRUCK IS ON THE GROUND NOW AT MY STORE AND AVAILABLE -- TAG - FUEL - DETAIL - DELIVERY INCLUDED

Customer Signature

Acceptance Date

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

V. ITEMS FOR DISCUSSION

d. Safe School Training Program - \$6,770.40

Form Publisher Template

02/03/2021

*This is a simple template document automatically generated by
Form Publisher.
Feel free to personalize it like any other Google Document.*



FormPublisher

Questions list:

:

Name Of Requester: Steve Zall

Department: Human Resources

Building: Central Administration

What service or item are you requesting?: Discussion with board committee to consider an agreement with SafeSchools for on-line training modules for district employees

Why are you requesting the service or item?: Program which provides on-line training for district employees which covers all classifications in various certifications, training and professional development needs

Suggested Replacement:: This is a new program for consideration

Please complete an independent Cost Analysis. (Pre-determine costs prior to contacting a vendor.):

\$5.46 per employee. Estimated cost \$6,770.40

Cost Estimate: If over \$5,000, were three (3) quotes obtained? If yes, Please list the vendor's information and quoted amount.: Yes on cost, no on obtaining quotes. SafeSchools is the provider and this pricing is offered through the IU 20 at a consortium rate.

What is the total cost of the purchase?: \$6,770.40

Procurement Method:: Quote

Was this purchase budgeted?: No

Which Fund will be charged?: 10

What account will be charged?: Funds to be pulled from existing budgets with Pupil Services and Curriculum

Selection of winning proposal, Was the lowest price selected? If not, please explain why and the process of selecting the vendor.: Consortium price through our IU 20

Any additional information you would like to provide.:

Vector Solutions K-12 Education Software as a Service Client Agreement

This Vector Solutions K-12 Education Software as a Service Client Agreement (the “**Agreement**”), effective as of the date in the attached Schedule A (the “**Effective Date**”), is by and between Scenario Learning, LLC d/b/a Vector Solutions (“**Vector Solutions**”), an Ohio limited liability company, and the undersigned client (“**Client**”), (each a “**Party**” or “**Parties**”), and governs the purchase and ongoing use of the Services described in this Agreement.

1. **SERVICES.** Vector Solutions shall provide the following Services:

1.1. Access and Use. Subject to and conditioned on Client’s payment of fees and Client’s and its users’ compliance with the terms and conditions of this Agreement, Vector Solutions hereby grants Client a non-exclusive, non-transferable (except in compliance with Section 9.1 Assignment), revocable authorization to remotely access and use the software as a service offering identified in Schedule A (the “**Services**”) and, unless prohibited by law, will provide access to any persons designated by Client solely for use by Client’s users, in accordance with the terms and conditions herein. For avoidance of doubt, access and use authorizations are issued on a “one user per one authorization basis” and once granted, such authorizations are not transferable to other users. The ability to use the Services may be affected by minimum system requirements or other factors, such as Client’s Internet connection.

1.2. Availability. Vector Solutions shall use commercially reasonable efforts to provide access to and use of Services by Client’s Named Users twenty-four (24) hours a day, seven (7) days a week, subject to scheduled downtime for routine maintenance, emergency maintenance, system outages, and other outages beyond Vector Solutions’ control.

1.3. Help Desk. Vector Solutions will assist Named Users as needed on issues relating to usage via e-mail and Help Desk five (5) days per week at scheduled hours.

1.4. Upgrades and Updates. Vector Solutions reserves the right, in its sole discretion, to make updates or upgrades to the Services that it deems necessary or useful to: (a) maintain or enhance: (i) the quality or delivery of the Vector Solutions’ Services to its clients; (ii) the competitive strength of or market for Vector Solutions’ services; or (iii) the Services’ cost efficiency or performance; or (b) to comply with applicable Law. Without paying additional compensation, Client will receive access to any general upgrades and updates to the Services which Vector Solutions makes generally available to its other clients. All updates and upgrades to the Services are subject to the terms and conditions of this Agreement.

1.5. Service Specific Terms and Conditions.

1.5.1. SafeSchools Alert Services and SafeSchools Incident Tracking Services.

The following subsections (a) and (b) *apply if and only if* Client is purchasing “SafeSchools Alert Service” or “SafeSchools Incident Tracking Service” and such services are included in Schedule A:

(a) SafeSchools Alert Service. Client acknowledges that all transmissions it receives from the SafeSchools Alert Service may contain highly sensitive, personal information, including without limitation Personally Identifiable Information (“**PII**”) and other protected information (“**Protected Information**”), and Client shall ensure that all such Protected Information is secured from transmission or disclosure to unauthorized recipients. Client shall be solely responsible for establishing commercially reasonable safeguards to prevent the transmission or disclosure of Protected Information to unauthorized recipients. In addition, Client shall be solely responsible for the determination of the identities of authorized recipients and unauthorized recipients. Client agrees to handle the data in accordance with FERPA and any applicable Federal, State, or local laws or regulations, and that it will monitor employees using the SafeSchools Alert Service to ensure they abide by the SafeSchools Alert Privacy Policy and Terms of Use.

(b) SafeSchools Incident Tracking Service. Client represents and warrants that it is not a health care provider, health plan, or health care clearinghouse (collectively, a “covered entity”) as those terms are defined under the federal Health Information Portability and Accountability Act (“**HIPAA**”). Client further represents and warrants that it is not a business associate as that term is defined under HIPAA. Client further agrees to indemnify and hold Vector Solutions and its officers, members, agents and employees harmless from any and all claims and demands (including reasonable attorneys’ fees associated with the same) made by Client or any third party due to or arising out of any claim that Vector Solutions is a covered entity or business associate, due to Client’s use of the SafeSchools Accident Tracking Service.

1.5.2. LiveSafe Services. The following additional subsection (a) applies if and only if Client is purchasing LiveSafe Services and such services are included in Schedule A.

(a) Client acknowledges and agrees that its use of any products and services provided hereunder by Vector Solutions from LiveSafe are subject to and governed by the terms available at <http://livesafemobile.com/end-user-terms>. In the event of conflict or inconsistency between terms of this Agreement and the LiveSafe terms of use, the LiveSafe terms of use shall control.

2. CLIENT'S OBLIGATIONS, COMPLIANCE, AND USE RESTRICTION.

2.1. Compliance. Client shall be responsible for all Users' compliance with this Agreement and use commercially reasonable efforts to prevent unauthorized access to or use of the Services. Client shall comply with all applicable laws, standards, and regulations and will not use the Services in a manner not specified or permitted by Vector Solutions.

2.2. FERPA. Both Parties are subject to the Family Educational Rights and Privacy Act ("FERPA") and to that end agree: (a) they are each providing educational services to the other that they would otherwise have to provide for themselves using faculty and staff; (b) each party has a legitimate educational interest in the student education records disclosed under this Agreement; and (c) Vector Solutions agrees to be under the direct control of Named User with respect to the use and maintenance of information from student education records. Any party, including a school official who receives student education records as otherwise enumerated in this Agreement, acknowledges that the student education record is confidential and may use the information only for the purposes for which the disclosure was made hereunder including only the reporting of the student's use of the Services and review of materials by external examiners and except as permitted elsewhere in this Agreement, Vector Solutions may not re-disclose the information to any third party without prior written consent from the student and Named User. Furthermore, the Parties shall work together to share student education records in a manner that best assures the protection of student education records from disclosure.

2.3. COPPA.

2.3.1 The Parties acknowledge and agree that in the event a Named User under thirteen (13) years of age registers or logs in to use the Services, by personally providing to Vector Solutions such Named User's personal information as such information is defined under the Children's Online Privacy Protection Rule ("**COPPA**"), including: (a) first and last name; (b) home or other physical address including street name and name of city or town; (c) email address; (d) screen or username; (e) telephone number; (f) social security number; (g) persistent identifier; (h) photograph, video, or audio file where such file contains a child's image or voice; (i) geolocation information that can identify the names of a street and city; and (j) information collected from such Named User that is combined with any of the previous (collectively, "COPPA Personally Identifiable Information" or "**COPPA PII**"), such PII shall be subject to the provisions of COPPA.

2.3.2 Each party represents and warrants that to the extent such party's own activities in furtherance of this Agreement are subject to the provisions of COPPA, such party shall operate in accordance with the applicable terms of COPPA for the duration of the term hereof.

2.3.3 Vector Solutions shall make commercially reasonable efforts to ensure that COPPA PII remains confidential and secured from transmission or disclosure to unauthorized recipients until such PII is deleted pursuant to the terms hereof.

2.3.4 Vector Solutions shall make no commercial use of PII collected on Client's behalf other than for educational and safety purposes and shall use PII solely for Client's benefit. Vector Solutions shall provide to Client all notices required by COPPA regarding Vector Solutions' practices as they relate to collecting, using, or disclosing COPPA PII, as well as notice of any material change to such practices in a timely manner under the law. Vector Solutions shall rely on Client to obtain verifiable consent from a parent or guardian (collectively, "**Parent**") of each Named User under the age of 13, registered in association with Client ("**Verifiable Consent**") to use the Services.

2.3.5 Client shall make reasonable efforts to obtain Verifiable Consent to use the Services using one or more of the following methods: (a) providing a consent form to be signed by Parent and returned to Client by mail, fax, or electronic scan; (b) requiring a Parent, in connection with a monetary transaction, to use a credit or debit card or other online payment system that provides notification of each discrete transaction to the primary account holder; (c) having a Parent call a toll-free number staffed by trained personnel; (d) having a Parent connect to trained personnel via video-conference; (e) checking a form of government-issued identification against databases of such information, provided Client deletes Parent's identification promptly following the completion of the verification; or (f) sending an email coupled with

additional steps, including (i) sending a second email confirming consent; or (ii) confirming consent by letter or telephone call after obtaining Parent's address or telephone number, provided that such methods of confirmation include notice that Parent may revoke any consent previously provided in response to the initial email.

2.3.6 In the event a Parent requests to exercise such Parent's right to: (a) review; (b) request deletion of; or (c) refuse further use or collection of the PII collected from the Parent's child, Client shall relay such request to Vector Solutions without unreasonable delay following Client's successful verification that the requester is the Named User's Parent.

2.3.7 Vector Solutions shall delete PII collected from Named Users under the age of 13: (a) once such PII is no longer needed to fulfill the purpose of its collection; or (b) upon verified request by such Named User's Parent, and shall utilize commercially reasonable safeguards to protect the PII from unauthorized access or use upon its disposal.

2.4. California Consumer Privacy Act (CCPA). Insofar as Vector Solutions will be processing personal information subject to the California Consumer Privacy Act, sections 1798.100 to 1798.199, Cal. Civ. Code (2018) as may be amended, as well as all regulations promulgated thereunder from time to time ("**CCPA**"), on behalf of Client in the course of the performance of this subject Agreement, the terms "California consumer," "business purpose," "service provider," "sell" and "personal information" shall carry the meanings set forth in the CCPA.

2.4.1 Disclosures. To the extent the CCPA applies to the processing of any personal information by Vector Solutions pursuant to Client's instructions in relation to this subject Agreement, the following also apply: (a) The Parties have read and understand the provisions and requirements of the CCPA, and shall comply with them; (b) It is the intent of the Parties that the sharing or transferring of personal information of California consumers from Client to Vector Solutions during the course of Vector Solutions' performance of this Agreement does not constitute selling of personal information as that term is defined in the CCPA, because Client is not sharing or transferring such data to Vector Solutions for valuable consideration; and (c) Vector Solutions will only use personal information for the specific purpose(s) of performing the services specified in the Agreement, including any Schedules and Statements of Work appended thereto, and within the direct business relationship with Client.

2.5. Identify Named Users.

2.5.1. A "**Named User**" is defined as a Client's employees, students, consultants, contractors, and agents: (a) who are authorized by Client to access and use the Services during each contract year of the Agreement; and (b) for whom access to the Services is purchased hereunder.

2.5.2. For Clients accessing and using the Services, Client shall: (a) cause each of its Named Users to complete a unique profile, if not created by Vector Solutions on their behalf; and (b) timely maintain a user database, by adding a unique profile for each new Named User. Due to licensing and data retention requirements, Named Users may not be removed from the Vector Solutions system unless required by applicable law. Client will be responsible for identifying Named Users from time to time during the Term of this Agreement through available system capabilities.

2.5.3. Additional Named Users. Additional Named Users added after the Effective Date shall be billed at the full per Named User fee. Such additional Named Users shall become part of the Minimum Annual Commitment for subsequent years on the anniversary date of each contract year or upon renewals under the Agreement.

2.5.4. Client agrees to pay for the number of Users using or authorized to access the Services in a given contract year.

2.5.5. Subject to the Minimum Annual Commitment, if any, set forth in Schedule A, annual charges for Client's use of the Services will be based upon the actual number of Named Users (i.e., actual Users plus Named Users) in a given contract year. Named Users inactivated in a given contract year will not count towards the total number of Named Users in the year following such inactivation unless reactivated.

2.6. Future Functionality. Client agrees that its purchases hereunder are neither contingent on the delivery of any future functionality or features nor dependent on any public comments regarding future functionality or features.

3. FEES AND PAYMENTS.

3.1. Fees. Client will pay for the Services in accordance with the fee schedule in Schedule A attached to this Agreement. Fees, both during the Initial Term as well as any Renewal Terms, shall be increased by 3.0% per year. Unless otherwise agreed, Changes in Named User counts will be reflected in the annual contract amount from that period forward for all Users.

3.2. Payments. All fees due under this Agreement must be paid in United States Dollars. Vector Solutions will invoice Client in advance according to the frequency stated in Schedule A. All invoices are due and payable thirty (30) days after invoice date ("**Due Date**"). Any undisputed fees unpaid for more than ten (10) days past the due date shall bear interest at 1.5% per month. All fees collected by Vector Solutions under this Agreement are fully earned when due and nonrefundable when paid.

3.3. Suspension of Service for Overdue Payments. Vector Solutions shall have the right, in addition to all other rights and remedies to which Vector Solutions may be entitled, to suspend Client's Named Users' access to the Services without notice until all overdue payments are paid in full. Suspension of Client's use of the Services or termination of the Agreement for Client's violation of the terms of this subject Agreement will not relieve Client of its obligation to pay any and all fees and expense reimbursements due for the applicable term. In addition, Vector Solutions may suspend, terminate, or otherwise deny Client's or any Named User's access to or use of all or any part of the Services without incurring any resulting obligation or liability, if: (a) Vector Solutions receives a judicial or other governmental demand or order, subpoena, or law enforcement request that expressly or by reasonable implication requires Vector Solutions to do so; or (b) Vector Solutions believes, in its good faith and reasonable discretion, that: (i) Client or any Named User has failed to comply with any term of this Agreement, or accessed or used the Services beyond the scope of the rights granted or for a purpose not authorized under this Agreement; or (ii) Client's use of the Services represents a direct or indirect threat to its network function or integrity or to Vector Solutions' other customers' ability to access and use the Services; or (iii) Vector Solutions' Client or any Named User is, has been, or is likely to be involved in any fraudulent, misleading, or unlawful activities relating to or in connection with any of the Services; or (iv) this Agreement expires or is terminated. This Section 3.3. does not limit any of Vector Solutions' other rights or remedies, whether at law, in equity, or under this Agreement.

3.4. Taxes. All fees under this Agreement exclude all sales, use, and other taxes and government charges, whether federal, state, or foreign, and Client will be responsible for payment of all such taxes (other than taxes based on Vector Solutions' income), fees, duties, and charges, and any related penalties and interest, arising from the payment of any and all fees under this Agreement including the access to or performance of the Services hereunder. If Vector Solutions has a legal obligation to pay or collect taxes for which Client is responsible under the Agreement, then the appropriate amount will be invoiced to and paid by Client, unless Client claims tax exempt status for amounts due under this Agreement and provides Vector Solutions a valid tax exemption certificate (authorized by the applicable governmental authority) promptly upon execution of this Agreement. If any taxes shall be required by law to be deducted or withheld from any fee payable hereunder by Client to Vector Solutions, Client shall, after making the required deduction or withholding, increase such fee payable as may be necessary to ensure that Vector Solutions shall receive an amount equal to the fee it would have received had no such deduction or withholding been made.

4. INTELLECTUAL PROPERTY RIGHTS.

4.1. Vector Solutions alone (and its licensors, where applicable) shall own all rights, title and interest in and to Vector Solutions' trademarks, software, website, or technology, the course content, and the Services provided by Vector Solutions (collectively the "Vector Solutions Intellectual Property"), as well as any and all suggestions, ideas, enhancement requests, feedback, recommendations, or other information provided by Client (collectively, "Feedback"), and this Agreement does not convey to Client any rights of ownership to the Vector Solutions Intellectual Property or Feedback. Vector Solutions may use such Feedback given by Client to improve the Services, and such use shall not be deemed to confer any property rights to the Services to the Client. The Vector Solutions name and logo are trademarks of Vector Solutions, and no right or license is granted to Client to use them.

4.2. Except as otherwise agreed in writing or to the extent necessary for Client to use the Services in accordance with this Agreement, Client shall not: (a) copy the Vector Solutions Intellectual Property in whole or in part; (b) display, reproduce, create derivative works from, transmit, sell, distribute, rent, lease, sublicense, transfer, or in any way exploit the Vector Solutions Intellectual Property in whole or in part; (c) embed the Vector Solutions Intellectual Property into other products; (d) use any trademarks, service marks, domain names, logos, or other identifiers of Vector Solutions or any of its third party suppliers; or (e) reverse engineer, decompile, disassemble, or access the Vector Solutions Intellectual Property; (f) use the software or Services for any purpose that is unlawful; (g) alter or tamper with the Services and/or associated documentation in any way; (h) attempt to defeat any security measures that Vector Solutions may take to protect the confidentiality and proprietary nature of the Services; (i) remove, obscure, conceal, or alter any marking or notice of

proprietary rights that may appear on or in the Services and/or associated documentation; or (j) except as permitted by this Agreement, knowingly allow any individual or entity under the control of Client to access Services without authorization under this Agreement for such access.

4.3. Client hereby authorizes Vector Solutions to use Client's name, trademarks, or logos in promotional materials, press releases, advertising, or in other publications or websites, whether oral or written. Notwithstanding the foregoing, Vector Solutions acknowledges that Client alone shall own all rights, title and interest in and to Client's name, trademarks, or logos, and this Agreement does not convey to Vector Solutions any rights of ownership to the same.

5. TERM, TERMINATION, AND NOTICE.

5.1. Term. The term of this Agreement shall commence on the Effective Date, and will remain in full force and effect for the initial term ("**Initial Term**") indicated in Schedule A. Upon expiration of the Initial Term, this Agreement shall automatically renew under the same terms and conditions (each renewal a "**Renewal Term**"), unless notice is given in writing by either party of its intent to terminate the Agreement, at least sixty (60) days prior to the scheduled termination date. Upon expiration or early termination pursuant to Section 5.2 (Termination for Cause) below, Client's access to the Services may remain active for thirty (30) days (the "Expiration Period") solely for purpose of Vector Solutions' record keeping. Any access to or usage of the Services following the Expiration Period shall be deemed Client's agreement to a Renewal Term.

5.2. Termination for Cause. Either Party may terminate this Agreement, effective upon written notice to the other Party (the "**Defaulting Party**"), if the Defaulting Party materially breaches this Agreement, and such breach is incapable of cure, or with respect to a material breach capable of cure, the Defaulting Party does not cure such breach within 30 days after receipt of written notice of such breach.

5.3. Notice. All required notices hereunder by either Party shall be given by personal delivery (including reputable courier service), fees prepaid, or by sending such notice by registered or certified mail return receipt requested, postage prepaid, and addressed as set forth on the last page of this Agreement. Such notices shall be deemed to have been given and delivered upon receipt or attempted delivery (if receipt is refused), as the case may be, and the date of receipt identified by the applicable postal service on any return receipt card shall be conclusive evidence of receipt. Either Party, by written notice to the other as above described, may alter the address for receipt by it of written notices hereunder.

6. Mutual Warranty and Disclaimers.

6.1. Mutual Representations and Warranty. Each party represents and warrants to the other Party that: (a) it is duly organized, validly existing, and in good standing as a corporation or other entity under the Laws of the jurisdiction of its incorporation or other organization; (b) it has the full right, power, and authority to enter into and perform its obligations and grant the rights, licenses, consents, and authorizations it grants or is required to grant under this Agreement; (c) the execution of this Agreement by its representative whose signature is set forth at the end of this Agreement has been duly authorized by all necessary corporate or organizational action of such party; and (d) when executed and delivered by both parties, this Agreement will constitute the legal, valid, and binding obligation of such party, enforceable against such party in accordance with its terms.

6.2. Disclaimer. EXCEPT AS EXPRESSLY PROVIDED HEREIN, NEITHER PARTY MAKES ANY WARRANTIES OF ANY KIND, WHETHER EXPRESS, IMPLIED, STATUTORY OR OTHERWISE, INCLUDING ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW. VECTOR SOLUTIONS DOES NOT WARRANT THAT THE USE OF THE SERVICES WILL BE UNINTERRUPTED OR ERROR FREE. THE SERVICES AND ASSOCIATED DOCUMENTATION ARE PROVIDED "AS IS" AND VECTOR SOLUTIONS PROVIDES NO OTHER EXPRESS, IMPLIED, STATUTORY, OR OTHER WARRANTIES REGARDING THE SERVICES OR ASSOCIATED DOCUMENTATION. WORKPLACE, STUDENT, AND EMPLOYEE SAFETY ARE YOUR RESPONSIBILITY. THAT RESPONSIBILITY CANNOT BE DELEGATED AND VECTOR SOLUTIONS ACCEPTS NO SUCH DELEGATION. VECTOR SOLUTIONS WILL ASSIST YOU BY PROVIDING SPECIFIC SERVICES FOR WHICH YOU HAVE CONTRACTED.

6.2.1. Vector Solutions makes no promise that use of the Service will prevent sexual assault, alcohol or other drug abuse, sexual harassment, stalking, dating/domestic violence, bullying, or hazing from occurring, or that the Services will not offend some who use it. Vector Solutions will not be responsible for any costs, legal fees, or damages resulting from any claim made against Client by anyone who uses the Services.

6.3. Third Party Content. If Client uploads third-party content to the Vector Solutions platform, such third party content providers are responsible for ensuring their content is accurate and compliant with national and international laws. Vector Solutions is not and shall not be held responsible or liable for any third-party content or Client's use thereof. UNLESS STATED ELSEWHERE IN THIS AGREEMENT, THERE IS NO WARRANTY OF ANY KIND, EXPRESS, IMPLIED, OR STATUTORY, REGARDING THIRD PARTY CONTENT ACCESSIBLE THROUGH THE SERVICES.

6.4 No employee or agent of Vector Solutions is authorized to make any warranty other than that which is specifically set forth herein. The provisions in any specification, brochure, or chart issued by Vector Solutions are descriptive only and are not warranties.

7. LIMITATION ON LIABILITY. EXCEPT AS IT RELATES TO CLAIMS RELATED TO SECTION 8 (INDEMNIFICATION): (A) IN NO EVENT SHALL VECTOR SOLUTIONS BE LIABLE TO CLIENT, any affiliate, third party, OR CLIENT'S USERS, WHETHER IN CONTRACT, WARRANTY, TORT (INCLUDING NEGLIGENCE) OR OTHERWISE, FOR SPECIAL, INCIDENTAL, INDIRECT, OR CONSEQUENTIAL DAMAGES (INCLUDING LOST PROFITS) ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT OR VECTOR SOLUTIONS' COMPLIANCE WITH COPPA; AND (B) THE TOTAL LIABILITY OF VECTOR SOLUTIONS FOR ANY AND ALL DAMAGES, INCLUDING, WITHOUT LIMITATION, DIRECT DAMAGES, SHALL NOT EXCEED THE AMOUNT OF THE TOTAL FEES ALREADY PAID TO VECTOR SOLUTIONS FOR THE PRECEDING TWELVE (12) MONTHS.

7.1. VECTOR SOLUTIONS FURTHER EXPRESSLY DISCLAIMS ALL LIABILITY, REGARDLESS OF THE UNDERLYING LEGAL THEORY OR BASIS, FOR ANY AND ALL CLAIMS RELATED TO ANY EMPLOYEE'S OR NAMED USER'S PERSONAL OFFENSE, PERSONAL SAFETY, OR MENTAL HEALTH ARISING OUT OF OR IN CONNECTION WITH USE OF THE SERVICES.

7.2. TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, WHATEVER THE LEGAL BASIS FOR THE CLAIM, UNDER NO CIRCUMSTANCES SHALL VECTOR SOLUTIONS BE LIABLE TO CLIENT, ANY AFFILIATE, ANY THIRD PARTY, OR CLIENT'S USERS FOR ANY CLAIM, CAUSE OF ACTION, DEMAND, LIABILITY, DAMAGES, AWARDS, FINES, OR OTHERWISE, ARISING OUT OF OR RELATING TO PERSONAL INJURY, DEATH, OR OTHER HARM CAUSED FROM USE OF OR RELIANCE ON THE CONTENT OF THE COURSES. CLIENT, ITS AFFILIATES, EMPLOYEES, CONTRACTORS, AGENTS, USERS, AND REPRESENTATIVES RELY ON THE CONTENT OF THE COURSES AT THEIR OWN RISK. SOME JURISDICTIONS DO NOT ALLOW THE EXCLUSION OR LIMITATION OF CERTAIN TYPES OF DAMAGES SO, SOLELY TO THE EXTENT SUCH LAW APPLIES TO CLIENT, THE ABOVE LIMITATIONS AND EXCLUSIONS MAY NOT APPLY TO CLIENT.

8. INDEMNIFICATION.

8.1. Indemnification by Vector Solutions. Vector Solutions shall indemnify and hold Client harmless from any and all claims, damages, losses, and expenses, including but not limited to reasonable attorney fees, arising out of or resulting from any third-party claim that any document, course, or intellectual property provided by or uploaded to Vector Solutions platform by Vector Solutions infringes or violates any intellectual property right of any person.

8.2. Indemnification by Client. To the extent not prohibited by applicable law, Client shall indemnify and hold Vector Solutions harmless from any and all claims, damages, losses, and expenses, including but not limited to reasonable attorney fees, arising out of or resulting from any third-party claim that any document, course, or intellectual property provided by or uploaded to Vector Solutions platform by Client infringes or violates any intellectual property right of any person.

9. MISCELLANEOUS.

9.1. Assignment. Neither Party may assign or delegate its rights or obligations pursuant to this Agreement without the prior written consent of the other, provided that such consent shall not be unreasonably withheld. Notwithstanding the foregoing, Vector Solutions may freely assign or transfer any or all of its rights without Client consent to an affiliate, or in connection with a merger, acquisition, corporate reorganization, or sale of all or substantially all of its assets.

9.2. Governing Law. This Agreement shall be construed and enforced in accordance with the laws of the State of Florida, without regard to the internal law of Florida regarding conflicts of laws. With respect to any suit, action or proceeding relating hereto, each party hereby irrevocably submits to the exclusive jurisdiction of the courts of competent jurisdiction located in Tampa, Florida, and waives any objection thereto. The prevailing party to any dispute shall be entitled to reimbursement of its fees and costs from the other party. EACH PARTY WAIVES, TO THE FULLEST EXTENT PERMITTED BY LAW, ANY RIGHT IT MAY HAVE TO A TRIAL BY JURY IN ANY ACTION ARISING HEREUNDER.

9.2.1 Public Entity Governing Law. With respect Clients hereunder who are public entities, such as public schools and universities, and to the extent required by law, this Agreement shall be construed and enforced in accordance with the laws of the state in which the public entity Client is located.

9.3. Export Regulations. All Content and Services and technical data delivered under this Agreement are subject to applicable US and Canadian laws and may be subject to export and import regulations in other countries. Client agrees to comply strictly with all such laws and regulations and acknowledges that it has the responsibility to obtain such licenses to export, re-export, or import as may be required after delivery.

9.4. Force Majeure. In no event will either Party be liable or responsible to the other Party or be deemed to have defaulted under or breached this Agreement, for any failure or delay in fulfilling or performing any term of this Agreement, (except for any obligations to make payments) when and to the extent such failure or delay in performing is due to, or arising out of, any circumstances beyond such Party's control (a "**Force Majeure Event**"), including, without limitation, acts of God, strikes, lockouts, war, riots, lightning, fire, storm, flood, explosion, interruption or delay in power supply, computer virus, governmental laws, regulations, or shutdown, national or regional shortage of adequate power or telecommunications, or other restraints.

9.5. No Waiver. No waiver, amendment, or modification of this Agreement shall be effective unless in writing and signed by the Parties.

9.6. Severability. If any provision of this Agreement is found to be contrary to law by a court of competent jurisdiction, such provision shall be of no force or effect, but the remainder of this Agreement shall continue in full force and effect.

9.7. Survival. All provisions of this Agreement (including without limitation those pertaining to confidential information, intellectual property ownership, and limitations of liability) that would reasonably be expected to survive expiration or early termination of this Agreement will do so.

9.8. No Third-Party Beneficiaries. The Parties do not intend to confer any right or remedy on any third-party under this Agreement.

9.9. Purchase Orders. Client may issue a purchase order for its convenience only, it being agreed by the Parties that the terms and conditions of this Agreement shall control. Any terms or conditions included in a purchase order or similar document issued by Client that conflict with the terms and conditions of this Agreement will not apply to or govern the transaction resulting from the purchase order, unless both Parties expressly agree in writing to the particular conflicting term or condition, in which event the agreed term or condition will apply only with respect to that particular purchase order.

9.10. Entire Agreement. This Agreement represents the entire understanding and agreement between Vector Solutions and Client, and supersedes all other negotiations, proposals, understandings and representations (written or oral) made by and between Vector Solutions and Client. Client acknowledges and agrees that the terms of this Agreement are incorporated in, and are a part of, each purchase order, change order, or Schedule related to the provision of Services by Vector Solutions.

IN WITNESS WHEREOF, the Parties have executed this Agreement by their authorized representatives as of the last date set forth below.

Scenario Learning, LLC D/B/A Vector Solutions
4890 W. Kennedy Blvd., Suite 300

East Stroudsburg Area School District
50 Vine St.
P.O. Box 298

Tampa, FL 33609

East Stroudsburg, PA 18301

By: _____

By: _____

Printed Name: Justin Moore

Printed Name: Steve Zall

Title: K-12 Director of Sales

Title: Director of Human Resources

Date: _____

Date: _____

Client Agreement/Schedule A

Date: 02-03-2021
Pricing valid for 30 days.

Client Information

Client Name: East Stroudsburg Area School District	
Address: 50 Vine St. P.O. Box 298 East Stroudsburg, Pennsylvania 18301	
Primary Contact Name: Steve Zall	Primary Contact Phone: (570) 424-8500 x10301

Terms

Effective Date: 02-22-2021	Initial Term (months): 12
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Invoicing Contact Information (Please fill in missing information)

Billing Contact Name:			
Billing Address: 50 Vine St. P.O. Box 298 East Stroudsburg, Pennsylvania 18301		Billing Phone:	
Billing Email:	PO#:	Billing Frequency: Annual	Payment Terms: Net 30

Annual Subscription Services

FOR TRAINING PRODUCTS ONLY: Additional Named Users added after the Effective Date shall be billed at the Full Per Named User Fee below, and such Additional Named Users shall become part of the minimum contracted Users through the end of the Initial Term.

Product	Description	Minimum Named Users	Annual Price Per User	Total
SafeSchools Training	Colonial IU Partner Discount 1,240 Staff @ \$5.46	1	\$6,770.40	\$6,770.40
Total:				\$6,770.40

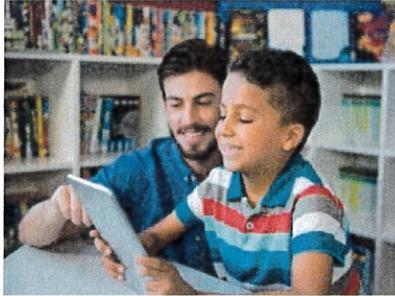
Grand Total (including Implementation & Training): \$6,770.40

*Total does not include any taxes that may apply. Any such taxes are the responsibility of the Customer.

Please note that this is not an invoice. An invoice will be sent within fourteen (14) business days.



Education



K-12 SAFETY & PROFESSIONAL GROWTH SOLUTIONS

Proposal for

East Stroudsburg Area School District

Prepared by:

Eric Collins / Sales Director
2135 Dana Ave., Suite 300
Cincinnati, OH 45207
Ph: 800.434.0154 / Fax: 513.366.4074



Education

Thank you for the opportunity to provide this customized proposal. We look forward to working with East Stroudsburg Area School District on all your safety and professional growth needs!

Our Company

[Vector Solutions \(http://www.vectorsolutions.com\)](http://www.vectorsolutions.com), a leader in eLearning and performance support, serves thousands of customers around the world with our award-winning SaaS solutions for the education, architecture, engineering, construction (AEC), industrial, facilities management, public safety, and IT industries.

Our Education Business Unit, located in Cincinnati, Ohio, is dedicated to serving the K-20 market with our **SafeSchools, Exceptional Child, TeachPoint** and **SafeColleges** brands. We're proud to work with **thousands of school districts, colleges, and insurance partners** who trust us as their partner of choice.

100% School-Focused Solutions

With the objective of creating safer and more effective schools, we help administrators address many challenging issues through our user-friendly, online systems. Our award-winning, integrated solutions will help you cost-effectively and efficiently manage your **Training & Professional Growth, Facilities & Operations, and Security, Safety & Risk Management needs, district-wide.**

We offer the following suite of solutions for K-12 schools:

Training Management

Our web-based SafeSchools Training Management System allows administrators to easily deliver, track, and report on compliance and prevention training for staff and students, and comply with important state and federal legislative mandates.



Content Packages

We offer a variety of content packages that allow administrators to easily provide high quality, engaging online courses for every department, in one convenient system.

- **Staff Safety and Compliance Training**
- **Student Safety and Prevention Training**
- **Special Education Professional Development**
- **School Bus Driver Safety Training**

Anonymous Tip Reporting

Students, staff, and parents can confidentially report tips and safety concerns, including bullying, harassment, mental health concerns, weapons, and threats of violence to your administration 24/7. Our SafeSchools Alert Tip Reporting System provides five convenient ways for users to submit tips: by mobile app, phone, text, email, and website. Staff are immediately notified of every tip and can easily track and manage incidents to resolution in our web-based system.





SDS & Chemical Management

Our SafeSchools SDS & Chemical Management System provides your administration with an easily-accessible, GHS compliant solution for storage and organization of your safety data sheets. Chemicals can be organized by location, and staff can easily access or input data from any device, anywhere on your school campus.



Incident Management

Our SafeSchools Incident Management System allows administrators to efficiently collect, manage, analyze, and act upon comprehensive student and employee incident data. Our web-based system improves the ability to share data quickly and streamlines reporting and investigation workflows.



Educator Evaluation & Professional Development Tracking

Our TeachPoint customizable Educator Evaluation and Professional Development Tracking solutions help you easily manage professional growth and performance across your district. Save valuable time by managing your entire evaluation process from start to finish online. Easily schedule, manage, and track all PD events and activities, including teacher licensure recertification credits.

The following proposal will outline how our programs can help make East Stroudsburg Area School District an even safer, more inclusive, and more effective place to work and learn.

Thank you for your consideration. We look forward to working with you!

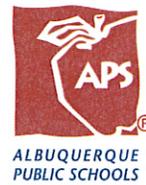
Sincerely,

Eric Collins

Confidential and Proprietary

The First Choice of Thousands of Districts

We're proudly serving these districts and thousands more who've made us their trusted school safety partner of choice. We look forward to working with East Stroudsburg Area School District, too.





SafeSchools Training

The #1 Training System for Schools

SafeSchools Training is the leading web-based staff and student training and compliance management system specifically designed for schools. Voted one of the Top 100 products in education, 7 years in a row, thousands of districts, including 56 of the Top 100 largest in the U.S., use our program to simplify their training administration.

SafeSchools Training's comprehensive library of 100% school-focused courses matched with a state of the art compliance management system make it easy to deliver and document training and policy acceptance for every employee and student in your district.



100% School-Focused Training

Choosing a training provider is one of the best investments you can make in your school's safety. That's why our courses are 100% school-focused and written by leading K-12 experts, so you can trust that our content is accurate and relevant in a school setting.

Staff Training

Our comprehensive Employee Course Library includes hundreds of courses covering the following categories:

- | | | |
|-----------------------------|-------------------------------|--------------------------------|
| Emergency Management | Human Resources | Social & Behavioral |
| Employment Practices | Information Technology | Special Education |
| Environmental | Nutrition Services | Transportation |
| Health | Security | |

We also have Spanish versions for many of our courses and are publishing additional job-specific and state-specific courses, too.

[View the Staff Training Course Library \(https://vector-solutions.my.salesforce.com/sfc/p/41000000dzt8/a/41000000Aa4B/JQMZft0IRtfw6D7hCF_psX.puEdog.cLbRxgNt3YzAg\)](https://vector-solutions.my.salesforce.com/sfc/p/41000000dzt8/a/41000000Aa4B/JQMZft0IRtfw6D7hCF_psX.puEdog.cLbRxgNt3YzAg)

Student Training

SafeSchools Training's powerful, engaging Student Course Library covers the essential safety topics you need to educate your students on to positively impact your school culture, and are perfect for primary prevention training or remediation. Our student courses cover the following topics:

- | | |
|-------------------------------------|--|
| Grades 6-8 & 9-12 | Grades 9-12 (Back-to-School 2020) |
| Bullying & Cyberbullying | Stress & Anxiety |
| Youth Suicide Prevention | Depression |
| Alcohol, Vaping, & Drugs | Good Decision Making |
| Sexual Harassment | Healthy Relationships |
| Digital Citizenship | Resolving Disagreements |

[View the Student Training Course Library \(https://vector-solutions.my.salesforce.com/sfc/p/41000000dzt8/a/1K000001wdUF/FhCz0_Nx2VqgmZdmjoGD5K1qCMyegBDp0sWB2.VuDRs\)](https://vector-solutions.my.salesforce.com/sfc/p/41000000dzt8/a/1K000001wdUF/FhCz0_Nx2VqgmZdmjoGD5K1qCMyegBDp0sWB2.VuDRs)

Course Customization Options

Customers have two options in our system for customizing courses. Administrators can easily build your own unlimited number of custom district-specific courses and policies in our system and assign them to staff and students. Every custom course or policy completion is tracked automatically, right alongside your traditional training. Or administrators can customize our SafeSchools Training courses to make the content district-specific by adding your content and resources to the beginning, conclusion, or resources section of each course, providing an easy way to attach logos, welcome statements, district procedures/policies, reporting processes, and more!

User-Friendly, Intuitive Management System

Our intuitive system makes it easy for administrators to quickly set up training plans, run compliance reports, and set up automatic email reminders for assignments. Users can easily locate assigned training with defined completion dates to make sure they don't miss an important deadline. Training is self-paced; the system tracks progress as course sections are completed making it simple for users to review progress and training history.



Extensive Reporting & Management

Administrators can efficiently monitor training by individual or group - analyzing course completion rates, outstanding assignments, and retention of topics through course quizzes, and offline training can be recorded in our system, too. Users can be reminded of training through automatic email notifications and reminders. And, repeating assignments can be set up automatically to save administrators valuable time.

Effective Integrations

SafeSchools Training supports several options to integrate with systems you may already in place.

LDAP - SafeSchools Training can authenticate directly against a district's LDAP server or your Active Directory. The training system automatically refreshes nightly and extracts data to add or remove users based on their status in your Active Directory. Users can authenticate using organization domain passwords.

Single Sign On (SAML Integration) - SafeSchools Training can authenticate data using SSO/SAML. The SAML integration makes a connection to a Directory Service via Identity Provider. Users are able to log in through their district's SSO portal and can authenticate using organization domain passwords. A SAML connection does not replace a data import.

SCORM- The SCORM integration allows SafeSchools Training course content to be integrated into other SCORM-compliant LMSs. Completions of SafeSchools Training courses are logged in both the SafeSchools Training system and the 3rd-party LMS.

Districts that have implemented the SafeSchools Training System well have enjoyed a 50% reduction in workers' comp claims, saving hundreds of thousands of dollars a year, all while making their schools even safer and more compliant!



ATHLETICS	Author	Length	Available in Spanish	Coming Soon
Athletic Liability	Donna Lopiano	43 mins		
Concussion Awareness: Athletics	Brent George	16 mins		
Sport Supervision & Safety	Dr. Charles LeRoy	22 mins		
Steroid & PED Awareness in Athletics	Dr. Charles LeRoy	24 mins		
Sudden Cardiac Arrest in Athletics	Lucinda Mejdell-Awbrey	13 mins		
Title IX and Gender Equity in Athletics	Donna Lopiano	43 mins		

EMERGENCY MANAGEMENT	Author	Length	Available in Spanish	Coming Soon
Active Shooter: <i>Administrators</i>	Dorn & Dorn	37 mins		
Active Shooter: <i>Staff</i>	Dorn & Dorn	41 mins		
Crisis Response and Recovery	Dorn & Shepherd	20 mins		
EOP: <i>Building the Plan</i>	Dorn & Shepherd	17 mins		
EOP: <i>Implementing the Plan</i>	Dorn & Shepherd	19 mins		
Family Reunification	Dorn & Shepherd	20 mins		
Incident Command Systems	Mary Schoenfeldt	30 mins		
Managing the Aftermath of Tragedy: <i>Administrators</i>	Drs. Scott & Donna Poland	25 mins		
Managing the Aftermath of Tragedy: <i>Staff</i>	Drs. Scott & Donna Poland	25 mins		
Tactical Site Surveys	Dorn & Shepherd	20 mins		
Terrorism: <i>Awareness & Response (Administrators)</i>	Multiple Contributors	34 mins		
Terrorism: <i>Awareness & Response (Staff)</i>	Multiple Contributors	34 mins		
Threat Assessment	Dr. Scott Poland	22 mins		

EMPLOYMENT PRACTICES/SUPERVISORY	Author	Length	Available in Spanish	Coming Soon
Conducting Job Interviews	Catherine Mattice	24 mins		
Discrimination: Avoiding Discriminatory Practices	Catherine Mattice	29 mins		
Manager Role in Safety & Liability	Keenan & Associates	36 mins		
Managing Difficult Behaviors	Catherine Mattice	18 mins		
Performance Evaluations	Catherine Mattice	24 mins		
Reasonable Suspicion for Drug & Alcohol Use	Patrick Hancock	27 mins		
Retaliation Liability	Catherine Mattice	27 mins		
Sensitivity Awareness	Catherine Mattice	24 mins		
Sexual Harassment: <i>Policy & Prevention</i>	Staff	75 mins		
Supervisor's Role in Safety	Staff	25 mins		
Termination: <i>Practice & Procedure</i>	Patrick Hughes	22 mins		

ENVIRONMENTAL	Author	Length	Available in Spanish	Coming Soon
Accident Investigation	Jeremy Norton	28 mins		
Aerial Lift Safety	Jeremy Norton	25 mins		
Asbestos Awareness: <i>Complete</i>	Joseph Guth	1 hour		
Asbestos Awareness: <i>Refresher</i>	Joseph Guth	23 mins		SP

ENVIRONMENTAL, CONT.	Author	Length	Available in Spanish	Coming Soon
Asbestos Awareness: <i>2-Hour</i>	Joseph Guth	2 hours		
Back Injury & Lifting: <i>Complete</i>	Vaughan & Sommer	20 mins	SP	
Back Injury & Lifting: <i>Support Staff</i>	Joanette Lima	17 mins	SP	
Back Injury & Lifting: <i>Teachers & Administration</i>	Vaughan & Sommer	14 mins		
Chemical Spills Overview	Linda Stroud	22 mins	SP	
Classroom Safety	Keenan & Associates	20 mins		
Commercial Mower Safety	Staff	24 mins		
Compressed Gas Safety	Mike Peterman	13 mins		
Confined Spaces	Bryan Visscher	20 mins	SP	
Electrical Safety: <i>Complete</i>	Bryan Visscher	27 mins	SP	
Electrical Safety: <i>Primer</i>	Bryan Visscher	17 mins		
Energy Conservation	Bryan Visscher	18 mins		
Eye & Face Protection	James Vaughan	12 mins	SP	
Facility Emergencies	Bryan Visscher	22 mins		
Fall Protection	Bryan Visscher	24 mins		
Fire and Explosion Hazards	John Snider	25 mins		
Fire Extinguisher Safety	Mike Peterman	10 mins	SP	
Forklift Safety	Jeremy Norton	17 mins		
General Safety Orientation	Steve Lyons	14 mins	SP	
Hand & Power Tool Safety Overview	Jeremy Norton	18 mins	SP	
Hazard Communications: <i>Right to Understand</i>	Linda Stroud	26 mins	SP	
Hearing Loss Prevention	Multiple Contributors	11 mins	SP	
Heat Illness Prevention	Staff	13 mins	SP	
Indoor Air Quality Awareness	Rich Prill	22 mins		
Integrated Pest Management	Janet Hurley	24 mins	SP	
Ladder Safety	Multiple Contributors	26 mins	SP	
Lead Safety Awareness	Bryan Visscher	15 mins		
Lockout/Tagout: Energy Release	Vaughan & Sommer	13 mins	SP	
Material Safety Data Sheets (MSDS)	Vaughan & Sommer	20 mins	SP	
Mercury Spills	Kirt Poulsen	14 mins	SP	
Office Ergonomics	James Vaughan	13 mins		
Personal Protective Equipment (PPE)	Multiple Contributors	15 mins	SP	
Playground Maintenance & Inspection	Susan Hudson	19 mins		
Respirable Crystalline Silica Awareness	Bryan Visscher	16 mins		
Respiratory Protection	Staff	17 mins		
Safety Committee Operations	Jeremy Norton	17 mins		
Safety Data Sheets (SDS)	Linda Stroud	19 mins	SP	
Scaffolding Safety	Jeremy Norton	22 mins		
Scent Awareness	Jamie Gibbings	13 mins		
Science Lab Safety	Kirt Poulsen	30 mins		
Science Laboratory Chemical Spills	Linda Stroud	28 mins		

ENVIRONMENTAL, CONT.	Author	Length	Available in Spanish	Coming Soon
Scissor Lift Safety	Jeremy Norton	21 mins		
Slips, Trips & Falls: <i>Complete</i>	Vaughan & Sommer	26 mins	SP	
Slips, Trips & Falls: <i>Refresher</i>	Vaughan & Sommer	17 mins		
Slips, Trips & Falls: <i>Custodians, Maint. & Facilities</i>	Vaughan & Sommer	20 mins		
Slips, Trips & Falls: <i>Nutrition Services</i>	Vaughan & Sommer	20 mins		
Slips, Trips & Falls: <i>Teachers & Administration</i>	Vaughan & Sommer	26 mins		
Stormwater Management Overview	Samantha Brown	24 mins		
Trenching & Excavation Safety	Jeremy Norton	19 mins		
Utility Cart Safety	Staff	17 mins	SP	
Water Damage Prevention	Bryan Visscher	28 mins		
Welding, Cutting & Brazing Safety Awareness	Jeremy Norton	22 mins		
Workplace Injury Prevention	Multiple Contributors	25 mins		

HEALTH	Author	Length	Available in Spanish	Coming Soon
Automated External Defibrillators (AEDs)	Tibbitts & Eastman	20 mins		
Bedbugs in Schools	Lucinda Mejdell-Awbrey	12 mins	SP	
Bloodborne Pathogens Exposure Prevention: <i>Complete</i>	Vaughan & Sommer	20 mins		
Bloodborne Pathogens Exposure Prevention: <i>Refresher</i>	Vaughan & Sommer	13 mins	SP	
BBP Exposure Prevention: <i>Custodial</i>	Vaughan & Sommer	23 mins	SP	
BBP Exposure Prevention: <i>Support Staff</i>	Vaughan & Sommer	20 mins		
BBP Exposure Prevention: <i>Teachers & Administration</i>	Vaughan & Sommer	19 mins		
Cardiopulmonary Resuscitation (CPR)	Multiple Contributors	14 mins		
Common Illness Prevention	Lucinda Mejdell-Awbrey	13 mins		
Coronavirus Awareness	Staff	8 mins		
Coronavirus: <i>CDC Guidelines for Making & Using Cloth Face Coverings</i>	Staff	9 mins		
Coronavirus: <i>Cleaning and Disinfecting Your Workplace</i>	Staff	10 mins		
Coronavirus: <i>Managing Stress and Anxiety</i>	Staff	10 mins		
Coronavirus: <i>Preparing Your Household</i>	Staff	9 mins		
Coronavirus: <i>Reopening Your Organization</i>	Staff	8 mins		
Coronavirus: <i>Transitioning to a Remote Workforce</i>	Staff	9 mins		
First Aid	Lucinda Mejdell-Awbrey	32 mins	SP	
Head Lice	Lucinda Mejdell- Awbrey	8 mins	SP	
Health Emergencies: <i>Asthma Awareness</i>	Carol Jones	14 mins	SP	
Health Emergencies: <i>Choking & the Heimlich Maneuver</i>	Lucinda Mejdell-Awbrey	5 mins		
Health Emergencies: <i>Diabetes Awareness</i>	Tibbitts & Eastman	10 mins		
Health Emergencies: <i>Hemophilia</i>	Tibbitts & Eastman	8 mins		
Health Emergencies: <i>Life-Threatening Allergies</i>	Carol Jones	15 mins		
Health Emergencies: <i>Overview</i>	Tibbitts & Eastman	25 mins		
Health Emergencies: <i>Seizures</i>	Janell Eastman	12 mins		
HIV/AIDS Awareness	Carol Jones	6 mins		
Medication Administration Basics	Lucinda Mejdell-Awbrey	25 mins		
Medication Administration: <i>Diastat</i>	Lucinda Mejdell-Awbrey	14 mins		
Medication Administration: <i>Epinephrine Auto-Injectors</i>	Multiple Contributors	19 mins		
Medication Administration: <i>Glucagon</i>	Lucinda Mejdell- Awbrey	13 mins		
MRSA Awareness	Lucinda Mejdell-Awbrey	13 mins		
Opioid Overdose Response	Lucinda Mejdell-Awbrey	18 mins		
Pandemic Flu	Sonayia Shepherd	21 mins		
Return to Learn Following a Concussion: <i>Tier 1 Classroom Supports</i>	Karen McAvoy	32 mins		
Severe Bleeding Response: <i>Wound Packing and Tourniquet Use</i>	Lucinda Mejdell-Awbrey	12 mins		
Stress Management	Catherine Mattice	29 mins		
Student Mental Health	Dr. Bonnie Hedrick	23 mins		



HUMAN RESOURCES	Author	Length	Available in Spanish	Coming Soon
ADA Title II Evaluation and Transition Plans	Stephen Meyer	32 mins		
Americans with Disabilities Act Overview	William Goren	18 mins		
Boundary Invasion	Patterson & Austin	23 mins	SP	
Conflict Management: <i>Managing the Angry Parent</i>	Hazler & Carney	20 mins		
Conflict Management: <i>Staff-to-Staff</i>	Hazler & Carney	14 mins		
Conflict Management: <i>Student-to-Student</i>	Hazler & Carney	20 mins		
Customer Service Overview: <i>Administration</i>	Staff	12 mins		
Customer Service Overview: <i>Support Services</i>	Staff	10 mins	SP	
Customer Service Overview: <i>Teachers</i>	Staff	10 mins		
Discrimination Awareness in the Workplace	Catherine Mattice	15 mins		
Diversity Awareness: <i>Staff-to-Staff</i>	Catherine Mattice	20 mins		
Diversity Awareness: <i>Staff-to-Student</i>	Gilbert R. Martini, Jr.	25 mins		
Drug Free Workplace	Jeremy Norton	22 mins		
Family Medical Leave Act (FMLA)	Catherine Mattice	16 mins		
FERPA: <i>Confidentiality of Records</i>	Staff	14 mins	SP	
General Ethics in the Workplace	Catherine Mattice	24 mins		
HIPAA Overview	Lucinda Mejdell-Awbrey	14 mins		
Sexual Harassment: <i>Staff-to-Staff (Complete)</i>	Jennifer Watson	27 mins	SP	
Sexual Harassment: <i>Staff-to-Staff (Refresher)</i>	Jennifer Watson	15 mins		
Sexual Harassment: <i>Student Issues & Response</i>	Jennifer Watson	32 mins		
Sexual Misconduct: <i>Staff-to-Student</i>	Dr. Robert J. Shoop	35 mins	SP	
Title IX Compliance Overview	Megan Farrell	44 mins		
Title VI Overview	Staff	33 mins		
Workplace Bullying: <i>Awareness & Prevention</i>	Catherine Mattice	20 mins		
Workplace Violence: <i>Awareness & Prevention (Employee)</i>	Catherine Mattice	20 mins	SP	
Workplace Violence: <i>Awareness & Prevention (Supervisor)</i>	Catherine Mattice	29 mins		

INFORMATION TECHNOLOGY	Author	Length	Available in Spanish	Coming Soon
Browser Security Basics	Pete Just	15 mins		
CIPA: <i>Compliance with the Children's Internet Protection Act</i>	Staff	14 mins		
Copyright Infringement	William Stepien	24 mins		
Cyberbullying	Staff	21 mins		
Cybersecurity	Pete Just	13 mins		
Email and Messaging Safety	Pete Just	12 mins		
Online Safety: <i>Predators</i>	Staff	17 mins		
Online Safety: <i>Threats of Violence</i>	Staff	14 mins		
Online Safety: <i>What Every Educator Needs to Know</i>	Staff	29 mins		
Password Security Basics	Pete Just	7 mins		
Payment Card Industry Data Security Standard (PCI DSS) Overview	Pete Just	13 mins		
Protection Against Malware	Pete Just	15 mins		



NUTRITION SERVICES	Author	Length	Available in Spanish	Coming Soon
Civil Rights in Food Service: <i>Administration</i>	Art Dunham	15 mins		
Civil Rights in Food Service: <i>Frontline Employees</i>	Art Dunham	13 mins	SP	
Food Safety & Kitchen Sanitation	Art Dunham	14 mins	SP	
Food Service Equipment: <i>Safe Use</i>	Art Dunham	20 mins	SP	
Food Service Equipment: <i>Sanitation</i>	Art Dunham	22 mins	SP	
Foodborne Illnesses	Art Dunham	20 mins	SP	
HACCP: <i>Hazard Analysis Critical Control Points</i>	Art Dunham	23 mins	SP	
Nutrition Basics	Art Dunham	21 mins		
School Meal Compliance	Art Dunham	19 mins	SP	

SECURITY	Author	Length	Available in Spanish	Coming Soon
Arson Awareness & Prevention	George Phelps	19 mins		
Copper Theft Awareness	Staff	9 mins		
Crime Prevention through Physical Security	Paul Timm	25 mins		
Safety Basics for Security Staff	Keenan & Associates	22 mins		
School Intruders	Robert Watson	14 mins		
School Violence: <i>Identifying & Addressing</i>	Paul Timm	20 mins		
Visual Weapons Screening	Dorn & Shepherd	20 mins		



SOCIAL & BEHAVIORAL	Author	Length	Available in Spanish	Coming Soon
Administrative Supervision of Students	Donna Poland	27 mins		
Bullying: <i>Recognition & Response: Complete</i>	Hazler & Carney	39 mins		
Bullying: <i>Recognition & Response (Refresher)</i>	Hazler & Carney	25 mins		
Child Abuse: <i>Identification & Intervention</i>	Wendy Armstrong	33 mins		
Child Abuse: <i>Mandatory Reporting</i>	Eve Pearl	53 mins		
Child Abuse: <i>Mandatory Reporting (Primer)</i>	Eve Pearl	19 mins		
Communication Styles and Skills	Staff	9 mins		
Cultural Competence and Racial Bias	Staff	16 mins		
Dating Violence: <i>Identification & Intervention</i>	Staff	20 mins		
De-Escalation Strategies	Nitza McKee	21 mins		
Disruptive Student Behavior	Randy Sprick	33 mins		
Gang Awareness	Richard Ramos	30 mins		
Hazing	Dr. Bonnie Hedrick	19 mins		
Human Trafficking Awareness	Mattice & Waters	1 hour	SP	
Making Schools Safe & Inclusive for LGBTQ Students	Multiple Contributors	34 mins		
Making Schools Safe & Inclusive for Transgender Students	Mattice & Meyer	19 mins	SP	
Act 126- Part 1: Child Abuse & Mandatory Reporting	Armstrong & Pearl	58 mins		
Act 126- Part 2: Educator Discipline Act & Sexual Misconduct	Multiple Contributors	2 hours		
Playground Supervision	Susan Hudson	26 mins	SP	
Prescription Drug & Opioid Abuse: <i>Impact on Students</i>	PreventionFIRST!	23 mins		
Restraint & Seclusion	Dr. Reece Peterson	22 mins		
Self-Injury and Cutting	Dr. Scott Poland	21 mins		
Student Drug & Alcohol Abuse	Mary Haag	30 mins		
Students Experiencing Homelessness: Awareness & Understanding	Barbara Duffield	26 mins	SP	
Youth Suicide: Awareness & Prevention (Act 71)	Staff	52 mins		
Youth Suicide: <i>Awareness, Prevention & Postvention (Jason Flatt Act)</i>	Dr. Scott Poland	1 hour		
Youth Suicide: <i>Awareness, Prevention & Postvention (Jason Flatt Act)</i>	Dr. Scott Poland	2 hours		

SPECIAL EDUCATION	Author	Length	Available in Spanish	Coming Soon
Child Safety Restraint Systems*	Ted Finlayson-Schueler	25 mins		
Evacuation Planning for Students with Special Needs*	Ted Finlayson-Schueler	25 mins		
Special Education Aides: <i>Safety & Injury Prevention</i>	Dr. Gail Angus	30 mins	SP	
Special Education: <i>Lifts and Transfers</i>	Rich Ferdinand	25 mins		
Special Education: <i>Safety in the Classroom</i>	Keenan & Associates	25 mins	SP	
Wheelchair Securement*	Schneider & Manary	20 mins		

*Also in Transportation category



TRANSPORTATION	Author	Length	Available in Spanish	Coming Soon
15-Passenger Van Safety	Staff	19 mins		
Bus Behavior & Discipline	Ted Finlayson-Schueler	19 mins		
Child Safety Restraint Systems	Ted Finlayson-Schueler	25 mins		
City Driving	Patrick Fitzpatrick	15 mins		
Crossing Guard Safety	Keenan & Associates	15 mins		
Defensive Driving	Patrick Fitzpatrick	20 mins	SP	
Distracted Driving	Patrick Fitzpatrick	12 mins		
Evacuation Planning for Students with Special Needs	Ted Finlayson-Schueler	25 mins		
Road Rage	Patrick Fitzpatrick	9 mins		
School Bus Transportation Safety	Vaughan & Sommer	35 mins		
Van Safety	Staff	21 mins		
Wheelchair Securement	Schneider & Manary	20 mins		
Winter Driving	Patrick Fitzpatrick	15 mins		

Revised 7/31/20



Pennsylvania Training Mandates

The following State and Professional Association Mandates are drawn from the best practices of existing SafeSchools Training customers and may be useful as you develop your district's staff training plans. Always consider these training recommendations in concert with your district's legal counsel.

Compliance Standard	SafeSchools Training Course(s)	Frequency	Personnel
PA Act 71	Youth Suicide: <i>Awareness & Prevention</i>	4 hours of training over a 5 year period (meant to be done annually)	Anyone who comes in contact with children Grade 6+
PA Act 126	2 Pennsylvania-specific Act 126 Courses: <ul style="list-style-type: none"> • Part 1: Child Abuse Recognition & Mandatory Reporting • Part 2: Educator Discipline Act & Sexual Misconduct 	Every 5 years	Anyone who comes in contact with children
PA Act 195	Medication Administration: <i>Epinephrine Auto-Injectors</i>	Annually	All School Nurses and Clinic Staff
PA SB 144*	Trauma Awareness; Trauma-Informed Practices; Secondary Trauma Awareness (<i>coming soon</i>)*	At least 1 hour of training	All Professional Employees
PIAA - Coaching Training (Fundamentals of Coaching Coursework)	Athletic Liability; Conflict Management: <i>Managing the Angry Parent</i> ; Conflict Management: <i>Student-to-Student</i> ; Diversity Awareness: <i>Staff-to-Student</i> ; EOP: <i>Building the Plan & Implementing the Plan</i> ; Hazing; Online Safety: <i>Cyberbullying</i> ; Sensitivity Awareness; Steroid & PED Awareness; Title IX & Gender Equity in Athletics	One-time requirement to be completed within 2 years of accepting position	All Coaches and Volunteer Coaches
PIAA - Coaching Training (First Aid Coursework)	AEDs; CPR; First Aid; Heat Illness Prevention; Sport Supervision & Safety; Student Drug & Alcohol Abuse	One-time requirement to be completed within 2 years of accepting position	All Coaches and Volunteer Coaches

*These courses are from our Exceptional Child Online PD System but can be added to the SafeSchools Training System for an additional fee.

For a free trial or evaluation materials, please call 800-434-0154 or email info@safeschools.com.

SafeSchools Training offers an extensive library of expert-authored online courses that cover important Pennsylvania safety and violence prevention requirements for K-12 staff. We offer 10+ hours of training to choose from to help you meet the state 3-hour training requirement.

Component Area Key:

(1) Situational Awareness, (2) Trauma-informed Education Awareness, (3) Behavioral Health Awareness, (4) Suicide and Bullying Awareness, (5) Substance Use Awareness, (6) Emergency Training Drills

Course Title	Component Areas	Time
Active Shooter (<i>Administrators</i>)	1, 6	45 mins
Active Shooter (<i>Staff</i>)	1, 6	44 mins
Bullying: <i>Recognition & Response</i>	4	50 mins
Bullying: <i>Recognition & Response (Refresher)</i>	4	25 mins
De-Escalation Strategies	3	21 mins
Disruptive Student Behavior	3	33 mins
Emergency Operations Planning: <i>Building the Plan</i>	6	17 mins
Emergency Operations Planning: <i>Implementing the Plan</i>	6	19 mins
Family Reunification	6	19 mins
Health Emergencies: <i>Overview</i>	6	20 mins
Managing the Aftermath of Tragedy (<i>Administrators</i>)	2, 4, 6	25 mins
Managing the Aftermath of Tragedy (<i>Staff</i>)	2, 4, 6	19 mins
Online Safety: <i>Cyberbullying</i>	4	21 mins
Online Safety: <i>Threats of Violence</i>	1, 6	14 mins
Prescription Drug & Opioid Abuse: <i>Impact on Students</i>	5	23 mins
School Intruders	1, 6	11 mins
School Violence: <i>Identifying & Addressing</i>	1, 6	20 mins
Self-Injury and Cutting	2, 3, 4	21 mins
Steroid and PED Awareness in Athletics	5	24 mins
Student Drug and Alcohol Abuse	5	30 mins
Student Mental Health	2, 3	23 mins
Tactical Site Surveys	1, 6	20 mins
Threat Assessment	1, 6	22 mins
Youth Suicide: <i>Awareness & Prevention (Act 71)</i>	4	52 mins
Total Content		10 hours+

Please Note: This document is offered for consideration and is not meant to be a prescriptive, definitive legal guide for your district's staff development. Please consult with your district administration and legal counsel to determine the courses that best meet your district's unique training needs.

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www.SafeSchools.com



STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
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COLLECTION 1 – GRADES 9-12

ALCOHOL, MARIJUANA, VAPING & OTHER DRUGS (9-12)

Alcohol and other drug use very often begins in high school for many students. Preventing or delaying substance use may prevent the development of long-term substance dependence or other devastating consequences. This course will validate the social pressures teenagers face today in regard to alcohol, marijuana, vaping and other drugs - and offers strategies teens can use to help avoid giving into these pressures. The course also explains the effects that alcohol and drugs can have on their health and future, and will specifically discuss the dangers of: binge drinking, driving while intoxicated; and sexual assault. We also provide methods students can use to try to avoid these dangers in high school and how to intervene if a friend is having an issue with alcohol or drugs - or how to get help for themselves.

- Teenage Alcohol and Drug Use
- Social Pressure and Substance Abuse
- How Alcohol Affects Your Brain
- How Drugs and Vaping Affect Your Brain
- Binge Drinking and Alcohol Poisoning
- Driving Under the Influence and Other Dangers
- Substance Use and Risks to Your Future
- The Truth About Vaping
- What You Can Do to Avoid Substance Use

PREVENTIONFIRST!

PreventionFIRST! is a non-profit organization that promotes wellness through the prevention of substance use/misuse across the lifespan throughout the tristate region of Ohio, Kentucky and Indiana. Founded in 1996, its overarching goals are to ensure more communities are engaged in prevention, and that more people make healthy choices in every stage of life. PreventionFIRST!'s mission is to promote healthy behaviors by sparking and sustaining community change.

BULLYING & CYBERBULLYING (9-12)

Bullying is a pressing problem in schools today, the effects of which can last a lifetime for students. This course is designed specifically for high school students so that they can better identify bullying (in themselves and in others), empathize with those being bullied and understand what to do if they witness bullying or are being bullied. Cyberbullying is a main focus of this course, which teaches and encourages students to be respectful and responsible online, covering topics such as catfishing, trolling, exclusion and more.

- Understanding Bullying
- Why Should You Care About Bullying?
- What Does Bullying Look Like?
- Cyberbullying
- The Importance of Doing Something About Bullying
- How to Be and Upstander Against Bullying

DR. SCOTT POLAND

Scott Poland, Ed.D., is a nationally recognized expert on school bullying, youth violence, suicide intervention, self injury, school safety, threat assessment, parenting and the delivery of psychological services in schools. He is a Co-Director in the Suicide and Violence Prevention Office at Nova Southeastern University. Dr. Poland is the former president of the National Association of School Psychologists.

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STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>DIGITAL CITIZENSHIP (9-12) Today's high school students live and learn in a digital world, both in and outside of the classroom. But with all of the conveniences and opportunities that modern technology affords also comes many challenges and responsibilities. In this course, we will discuss what it means to be a citizen of that digital world - how to navigate and interact safely and respectfully, how to protect yourself and others online. We will cover topics such as privacy, cyberbullying, gaming, social media, apps, texting, and much more.</p>	<ul style="list-style-type: none"> • What is Digital Citizenship? • Why Should You Care About Digital Citizenship? • Protecting Yourself and Others Online • How to Be an Aware and Positive Contributor Online • Respecting Yourself and Others Online 	<p>DR. MIKE RIBBLE Mike Ribble, Ed.D., has worked in the field of education his entire career and is the author of <i>Digital Citizenship in Schools 3e</i> and <i>Raising a Digital Child</i>. Mike is a frequent speaker on the topic of digital citizenship and has addressed parents, teachers and students around the world. Mike has also completed the co-authoring of a new book for educational leaders on the need for increased knowledge of appropriate interaction through our digital experience.</p>
<p>SEXUAL HARASSMENT (9-12) While most have heard about sexual harassment amongst adults, it's not a common term used among or about high school students. But sexual harassment is definitely happening in high schools and can have life-altering, lasting effects on students. Many high school students may not even be aware that what's happening to them IS sexual harassment. In this course, we define sexual harassment for students - what it looks like and its various forms, including harassment that happens online. We also discuss and define consent, the difference between sexual harassment and bullying, and talk about what students can do to help put a stop to sexual harassment.</p>	<ul style="list-style-type: none"> • What is Sexual Harassment? • What Does Sexual Harassment Look Like? • The Role of Power and Consent in Sexual Harassment • Stopping Sexual Harassment 	<p>CATHERINE MATTICE ZUNDEL Catherine Mattice Zundel, MA, SPHR, SHRM-SCP is CEO and founder of consulting and training firm, Civility Partners, and partners with her clients to help them create positive workplace cultures. Her clients include Fortune 500's to small nonprofits. She has published in a variety of industry magazines and has also appeared on/in NPR, CNN, USA Today, Forbes.com, and more, as an expert. She is also the author of 3 books on positive work cultures.</p>

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STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>YOUTH SUICIDE RISK (9-12)</p> <p>High school can be really hard for many students. The transition into adulthood brings many new forms of stress. School, greater responsibilities and challenges can take a toll on teens' emotional and mental health. This course is designed specifically for high school students so that they can better identify youth suicide risk - in themselves and others - so that they can intervene and/or ask for the support that is needed. With care and sensitivity, we will discuss mental health concerns - such as anxiety and depression; signs and symptoms, and how they can get the help they need.</p>	<ul style="list-style-type: none">• Teenage Stress and Suicide Risk• The Impact of Suicide and Contagion• Groups at Increased Risk of Suicide• Symptoms and Warning Signs of Suicide• Suicide Prevention and Intervention Strategies	<p>DR. SCOTT POLAND</p> <p>Scott Poland, Ed.D., is a nationally recognized expert on school bullying, youth violence, suicide intervention, self injury, school safety, threat assessment, parenting and the delivery of psychological services in schools. He is a Co-Director in the Suicide and Violence Prevention Office at Nova Southeastern University. Dr. Poland is the former president of the National Association of School Psychologists.</p>



STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
COLLECTION 2 – GRADES 9-12		
<p>DEPRESSION AWARENESS (9-12) Depression in teens is a serious mental health issue, especially if it goes unrecognized and untreated. In this course, we explain what depression is, its symptoms and warning signs, and the common causes. We also discuss the ways depression can affect teens' health if gone untreated and provide strategies for high schoolers to get the help needed to treat their depression, or that of a friend in need.</p>	<ul style="list-style-type: none"> • What is Depression? • What Causes Depression? • How Depression Affects Your Health • Strategies for Combating Depression 	<p>DR. JOHN MAYER Dr. John Mayer is a practicing clinical psychologist licensed in six states, who specializes in teens, families, youth, children, school consultation and young adults. His special areas of expertise are acting-out behaviors, including substance abuse, violence, practical parenting, discipline and all the usual mental health issues people bring into treatment. He is also a consultant to many schools and noted for his work there nationally, particularly extreme situations, crises management and intervention. He received his Ph.D. from Northwestern University Medical School. He is an associate professor at the University of Nuevo Leon in Mexico.</p>



STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>GOOD DECISION MAKING (9-12) Decisions in high school don't make themselves. And you can't make a decision unless you seize the opportunity, and make active choices. In this course, we discuss the elements of a good decision and how high school students can follow an effective decision-making process. We also provide strategies to avoid common decision traps, as well as ways to build good decision-making habits.</p>	<ul style="list-style-type: none"> • Types of Decisions • Six Elements of a Good Decision • How to Avoid Decision Traps and Biased Thinking • The Good Decision Process • How to Build Good Decision Making Habits 	<p>DECISION EDUCATION FOUNDATION The Decision Education Foundation is a 501(c)(3) nonprofit organization with the mission to empower youth with effective Decision Skills that enhance their prospects for better lives in today's challenging and uncertain world. DEF develops high quality course materials and training workshops for educators and counselors on the importance and basics of quality decision making. Our success is achieved through enabling those working with youth to learn, deliver, and sustain decision-making curriculum, activities, and environments for youth in a variety of educational settings. DEF has been successful in demonstrating that Decision Skills can be taught, that they can improve academic performance, and that they are associated with improving life outcomes through impacting Decision Quality, a measure correlated with improved well-being.</p>



STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>HEALTHY RELATIONSHIPS (9-12) Connections with different people – whether a parent, friend or teacher – can create feelings of love, friendship and support. The happier and healthier these relationships are, the happier and healthier we are. In this course, we discuss why healthy relationships matter and how high schoolers can build ones that are based on give and take. We also examine using mindfulness to become more self-aware, how to communicate effectively with others, and how to understand our emotions.</p>	<ul style="list-style-type: none"> • Why Healthy Relationships Matter • Building a Give-and-Take Relationship • Becoming Self-Aware through Mindfulness • Healthy Communication in Relationships • Understanding Your Emotions 	<p>SHERI VAN DIJK, MSW, RSW Sheri Van Dijk, MSW, RSW, is an internationally recognized expert in Dialectical Behavior Therapy, used to help people with difficulties managing emotions. Sheri has her own private practice, is the author of several books that focus on helping readers learn DBT skills and apply them to a variety of mental health problems, including Relationship Skills 101 for Teens, and has been training mental health professionals in the use of DBT in Canada and abroad since 2009. Sheri was the 2010 winner of the Canadian Psychiatric Association’s R.O. Jones award for her research on DBT.</p>
<p>RESOLVING DISAGREEMENTS (9-12) Everyone - including high school students - has disagreements sometimes but it's how we resolve those disagreements that makes all the difference. In this course, we discuss the impact effectively resolving disagreements has on the building of healthy relationships and personal well-being.</p>	<ul style="list-style-type: none"> • Why It's Important to Resolve Disagreements • The Anatomy of a Disagreement • How We Resolve Disagreements • Resolving Disagreements Effectively • Challenges and Pitfalls in Resolving Disagreements 	<p>NICHOLAS R.M. MARTIN Nicholas Martin, founder and president of The Center for Accord, is a staff development and conflict resolution specialist with extensive experience in building strong teams while minimizing conflict. He is a national speaker who has provided seminars and workshops to thousands of people working on behalf of children with special needs, in both English and Spanish.</p>

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STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>STRESS AND ANXIETY AWARENESS (9-12) Everyone experiences stress, but too much can lead to anxiety. Anxiety is long-lasting and can take over every aspect of a teen's life. In this course, we discuss the differences between stress and anxiety, what causes them and how they affect the body. We also offer some strategies to give students the relief they need.</p>	<ul style="list-style-type: none">• Stress and Anxiety: There's a Difference• How Stress and Anxiety Affect the Body• The Causes of Stress and Anxiety• Stress and Anxiety Relievers	<p>DR. JOHN MAYER Dr. John Mayer is a practicing clinical psychologist licensed in six states, who specializes in teens, families, youth, children, school consultation and young adults. His special areas of expertise are acting-out behaviors, including substance abuse, violence, practical parenting, discipline and all the usual mental health issues people bring into treatment. He is also a consultant to many schools and noted for his work there nationally, particularly extreme situations, crises management and intervention. He received his Ph.D. from Northwestern University Medical School. He is an associate professor at the University of Nuevo Leon in Mexico.</p>



STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
COLLECTION 1 – GRADES 6-8		
<p>ALCOHOL, MARIJUANA, VAPING & OTHER DRUGS (6-8) Alcohol and other drug use in the United States very often begins in middle school for many students. Preventing or delaying substance use may prevent the development of long-term substance dependence or other devastating consequences. This course will validate the social pressures kids face today in regard to alcohol, marijuana, vaping and other drugs - and offers strategies they can use to help them avoid giving into these pressures. We will also explain the effects that alcohol and drugs (including marijuana, vaping and prescription drugs) can have on their health and future, and will specifically discuss the dangers of: binge drinking, driving while intoxicated; and sexual assault. This course will provide methods students can use to try to avoid these dangers and how to intervene if a friend is having an issue with alcohol or drugs - or how to get help for themselves.</p>	<ul style="list-style-type: none"> • Alcohol and Drug Use • Social Pressure and Substance Abuse • How Alcohol Affects Your Brain • How Drugs and Vaping Affect Your Brain • Binge Drinking and Alcohol Poisoning • Driving Under the Influence and Other Dangers • Substance Use and Risks to Your Future • The Truth About Vaping • What You Can Do to Avoid Substance Use 	<p>PREVENTIONFIRST! PreventionFIRST! is a non-profit organization that promotes wellness through the prevention of substance use/misuse across the lifespan throughout the tristate region of Ohio, Kentucky and Indiana. Founded in 1996, its overarching goals are to ensure more communities are engaged in prevention, and that more people make healthy choices in every stage of life. PreventionFIRST!'s mission is to promote healthy behaviors by sparking and sustaining community change.</p>
<p>BULLYING & CYBERBULLYING (6-8) Bullying continues to be a pressing problem in schools today, the effects of which can often last a lifetime for students. This engaging course is designed specifically for middle school students so that they can better identify bullying (in themselves and in others), empathize with those being bullied and understand what to do if they witness bullying or are being bullied themselves. Cyberbullying is a main focus of this course, which teaches and encourages students to be respectful and responsible online, covering topics such as catfishing, trolling, exclusion and more.</p>	<ul style="list-style-type: none"> • Understanding Bullying • Why Should You Care About Bullying? • What Does Bullying Look Like? • Cyberbullying • The Importance of Doing Something About Bullying • How to Be and Upstander Against Bullying 	<p>DR. SCOTT POLAND Scott Poland, Ed.D, is a nationally recognized expert on school bullying, youth violence, suicide intervention, self injury, school safety, threat assessment, parenting and the delivery of psychological services in schools. He is a Co-Director in the Suicide and Violence Prevention Office at Nova Southeastern University. Dr. Poland is the former president of the National Association of School Psychologists.</p>

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STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>DIGITAL CITIZENSHIP (6-8) Today's children live and learn in a digital world, both in and outside of the classroom. But with all of the conveniences and opportunities that modern technology affords also comes many challenges and responsibilities. In this course, we will discuss what it means to be a citizen of that digital world - how to interact safely and respectfully, protect yourself and others and use technology in productive ways, ensuring that the digital footprint they leave will be a positive one. We will cover topics such as privacy, cyberbullying, gaming, social media, apps, texting and much more.</p>	<ul style="list-style-type: none"> • What is Digital Citizenship? • Why Should You Care About Digital Citizenship? • Protecting Yourself and Others Online • How to Be an Aware and Positive Contributor Online • Respecting Yourself and Others Online 	<p>DR. MIKE RIBBLE Mike Ribble, Ed.D., has worked in the field of education his entire career and is the author of <i>Digital Citizenship in Schools 3e</i> and <i>Raising a Digital Child</i>. Mike is a frequent speaker on the topic of digital citizenship and has addressed parents, teachers and students around the world. Mike has also completed the co-authoring of a new book for educational leaders on the need for increased knowledge of appropriate interaction through our digital experience.</p>
<p>SEXUAL HARASSMENT (6-8) While most have heard about sexual harassment amongst adults, it's not a common term used among or about middle school students. But sexual harassment is definitely happening in middle schools and can have life-altering, lasting effects on students. Many students may not even be aware that what's happening to them IS sexual harassment. In this course, we define sexual harassment for students - what it looks like and its various forms, including harassment that happens online. We also discuss and define consent, the difference between sexual harassment and bullying, and talk about what students can do to help put a stop to sexual harassment.</p>	<ul style="list-style-type: none"> • What is Sexual Harassment? • What Does Sexual Harassment Look Like? • The Role of Power and Consent in Sexual Harassment • Stopping Sexual Harassment 	<p>CATHERINE MATTICE ZUNDEL Catherine Mattice Zundel, MA, SPHR, SHRM-SCP is CEO and founder of consulting and training firm, Civility Partners, and partners with her clients to help them create positive workplace cultures. Her clients include Fortune 500's to small nonprofits. She has published in a variety of industry magazines and has also appeared on/in NPR, CNN, USA Today, Forbes.com, and more, as an expert. She is also the author of 3 books on positive work cultures.</p>

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STUDENT COURSE DESCRIPTION	COURSE MODULES	AUTHOR
<p>YOUTH SUICIDE RISK (6-8)</p> <p>Middle school can be really hard for many students. The transition into adolescence brings many new forms of stress. School, greater responsibilities and challenges can take a toll on students' emotional and mental health. This course is designed specifically for middle school students so that they can better identify youth suicide risk - in themselves and others - so that they can ask for the support that is needed. With care and sensitivity, we will discuss mental health concerns - such as anxiety and depression; signs and symptoms, and how they can get the help they need.</p>	<ul style="list-style-type: none">• Stress and Suicide Risk• The Impact of Suicide and Contagion• Groups at Increased Risk of Suicide• Symptoms and Warning Signs of Suicide• Suicide Prevention and Intervention Strategies	<p>DR. SCOTT POLAND</p> <p>Scott Poland, Ed.D, is a nationally recognized expert on school bullying, youth violence, suicide intervention, self injury, school safety, threat assessment, parenting and the delivery of psychological services in schools. He is a Co-Director in the Suicide and Violence Prevention Office at Nova Southeastern University. Dr. Poland is the former president of the National Association of School Psychologists.</p>

Optional Course Libraries



Add valuable special education courses to your SafeSchools Training System, and enjoy all the same assignment, tracking, and reporting functionality. The Exceptional Child course library provides expert-authored, evidence-based courses for all educators who support students with exceptionalities, including special ed teachers, general ed teachers, paraeducators, and more.



Topics covered in the Special Education Course Library include:

- ADHD
- Autism
- Behavior
- Bullying
- Dyslexia
- IEP Process
- Restraint and Seclusion
- Special Education Law
- Transition Services
- And More!

[View the Exceptional Child Course Library. \(https://vector-solutions.my.salesforce.com/sfc/p/41000000dzt8/a/41000000AFn2/PSol1bX81AqbH6cFWf_fUKVvgaqDOty6cZ.QksMkcXI\)](https://vector-solutions.my.salesforce.com/sfc/p/41000000dzt8/a/41000000AFn2/PSol1bX81AqbH6cFWf_fUKVvgaqDOty6cZ.QksMkcXI)

"The SafeSchools Training and Exceptional Child online courses are extremely informational and an excellent way for our current and incoming staff to receive the training they need to be successful in their roles. Our district would recommend this program to all districts looking to enhance their professional development offerings."

Nicole Laber, Director of Human Resources

School District of Marshfield, WI

Course Library

Access a comprehensive library of evidence-based courses on important Special Education topics in one convenient online system. Every course is written by one of the nation's leading experts.

Attention Deficit Hyperactivity Disorder (ADHD)

Attention Deficit Hyperactivity Disorder (ADHD) Overview	Owens & Evans
Attention Deficit Hyperactivity Disorder (ADHD) Overview (Essentials Course)	Owens & Evans
Attention Deficit Hyperactivity Disorder (ADHD) Overview (Ontario)	Owens & Evans
Attention Deficit Hyperactivity Disorder (ADHD): Elementary Interventions	Owens
Attention Deficit Hyperactivity Disorder (ADHD): Secondary Interventions	Evans

Autism Spectrum Disorder (ASD)

Applied Behavior Analysis (ABA) Overview	Williams & Williams
Applied Behavior Analysis (ABA) – Reinforcement and Discrimination Procedures	Williams & Williams
Applied Behavior Analysis (ABA) – Shaping, Fading and Conditioning Reinforcers	Williams & Williams
Autism Spectrum Disorder (ASD) Overview	Williams & Williams
Autism Spectrum Disorder (ASD) Overview (Essentials Course)	Williams & Williams
Autism Spectrum Disorder (ASD) Overview (Ontario)*	Williams & Williams
Autism Spectrum Disorder (ASD): Intervention Strategies	Williams & Williams
Asperger's and Verbal Students with Autism Spectrum Disorder (ASD) – Part 1	Faherty
Asperger's and Verbal Students with Autism Spectrum Disorder (ASD) – Part 2	Faherty
Picture Exchange Communication System (PECS) – Part 1: Pyramid Approach	Frost & Bondy
Picture Exchange Communication System (PECS) – Part 2: Use and Benefits	Frost & Bondy
Social Stories Overview	Gray
Social Stories: Ten Defining Criteria	Faherty & Gray
Structured Teaching – Part 1: Individualized Visual Daily Schedules	Faherty
Structured Teaching – Part 2: Work Systems	Faherty
Structured Teaching – Part 3: Tasks and Activities	Faherty

Behavior

Behavior Intervention Plan (BIP) Overview	Chandler
Behavior Intervention Plan (BIP) Overview (Essentials Course)	Chandler
Emotional Behavioral Disorder (EBD) Overview	Cheney
Emotional Behavioral Disorder (EBD) Overview (Essentials Course)	Cheney
Emotional Behavioral Disorder (EBD): Screening	Bruhn
Functional Behavioral Assessment (FBA) Overview	Chandler
Managing Challenging Behavior – Part 1: Antecedent Strategies	Otten
Managing Challenging Behavior – Part 2: Consequence Strategies	Otten
Oppositional Defiant Disorder	Walls
Reactive Attachment Disorder	Embury & Clarke

*Coming Soon

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Behavior, continued

Restraint and Seclusion Overview	Peterson
Restraint and Seclusion Overview (California)	Peterson
Restraint and Seclusion Overview (Essentials Course)	Peterson
Restraint and Seclusion Overview (Essentials Course) (California)	Peterson
Restraint and Seclusion: Alternatives	Rozalski
Restraint and Seclusion: Alternatives (California)	Rozalski
School-Wide Positive Behavioral Interventions and Supports (PBIS)	Lewis
Self-Regulation Skills for Elementary Students	deFur & Korinek

Early Childhood

Early Childhood: ASD Intervention Practices	Barton
Early Childhood: Brain Development*	Fish
Early Childhood: Language Development and Literacy	Megay-Nespoli
Early Childhood: Partnering with Caregivers and Families	Meadan
Early Childhood: Social Emotional Learning	Combs
Early Childhood: Social Communication	Twachtman-Bassett & Twachtman-Cullen

General

Bullying and Students with Special Needs	Poland
Bullying and Students with Special Needs (Essentials Course)	Poland
Inclusion Services	Sax Halley
School Safety for Students with Disabilities	Clarke & Embury
School Safety for Students with Disabilities (Essentials Course)	Clarke & Embury
School Psychologist and Educator Partnership	Gray-Smith
Special Education Introduction (Essentials Course)	Greene
Special Education Introduction: Elementary	Greene
Special Education Introduction: Secondary	Greene
Transition Planning	Blakeslee
Transition Services	Greene
Working Safely with Students with Special Needs	Sax Halley

Individualized Education Program (IEP)

Individualized Education Program (IEP) Compliance	Linden
Individualized Education Program (IEP) Compliance (Essentials Course)	Linden
Individualized Education Program (IEP) Facilitated Meetings	Martin
Individualized Education Program (IEP) Meetings and Team Collaboration	Martin
Individualized Education Programs (IEPs) and the Common Core	Kosnitsky
Individualized Education Program (IEP) Progress Monitoring and Reporting*	Kosnitsky

*Coming Soon

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Instruction and Learning

Accommodations & Modifications	Barrion & MacMahon
Co-Teaching Overview	Bost
Co-Teaching: Classroom Applications	Bost
Data-Based Decision Making*	Barrion
Developing Culturally Responsive Instruction	Ford
Differentiated Instruction	Barrio & MacMahon
Dyslexia Awareness	Dodge Smith
Dyslexia: Orton-Gillingham Approach	Sullivan
Dyslexia: The Davis® Method	Dodge Smith
English-Language Learners and Instructional Strategies	Rinaldi
Gifted Learners: Differentiated Instruction Strategies	Megay-Nespoli
Response to Intervention (RtI)*	Bost
Universal Design for Learning	Kosnitsky

Paraeducators

Paraeducators: Roles and Responsibilities	Gerlach
Paraeducators: Roles and Responsibilities (Essentials Course)	Gerlach
Paraeducators: Behavior Management Basics	Combs
Paraeducators: Assisting and Supporting Instruction	Barrio & MacMahon
Supervising Paraeducators	Gerlach

Principals

Principals: Behavior Management	Bateman
Principals: Roles and Responsibilities in Special Education	Bateman
Principals: Special Education Law	Bateman

Special Education Law

Child Find	Remus
Child Find (Essentials Course)	Remus
Discipline: Legal Implications	Bateman
Evaluation and Eligibility	Bateman
Federal Laws in Special Education	Bateman
Free Appropriate Public Education (FAPE)	Bateman
Individuals with Disabilities Education Act (IDEA) Overview	Bateman
Least Restrictive Environment (LRE) and Placement	Bateman
Measurable Goals	Bateman
Procedural Safeguards	Bateman
Section 504 Compliance	Bateman
Special Education Legislation (Ontario)	Nichols

*Coming Soon

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Trauma-Informed Practices

Trauma Awareness

Kfoury

Trauma-Informed Practices

Kfoury

The following course bundle can be added on to your course library.

Parents/Guardians (*Priced Separately*)

Collaborative IEP Meetings (Parents/Guardians)

Martin

Gifted Students (Parents/Guardians)

Megay-Nespoli

Individualized Education Programs (Parents/Guardians)

Greene

Individuals with Disabilities Education Act (Parents/Guardians)

Greene

Special Education Referral Process (Parents/Guardians)

Greene

Transition Services (Parents/Guardians)

Greene

We've partnered with the School Bus Safety Company, the **#1 provider of specialized school bus safety training**, to deliver their expert-authored courses online through our SafeSchools Training System. **Proven to reduce accidents by nearly 50%**, these courses include **key practices that every bus driver must know** to keep students safe! Courses may be purchased via the following bundles:

BULLYING PREVENTION	Author	Length
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Bullying Prevention on the School Bus	School Bus Safety Company	52 mins
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DRIVER TRAINING COURSE	Author	Length
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Adverse Conditions	School Bus Safety Company	22 mins
Check Your Brakes	School Bus Safety Company	20 mins
Checking for Sleeping Children	School Bus Safety Company	15 mins
Danger Zones	School Bus Safety Company	25 mins
Distracted Driving	School Bus Safety Company	19 mins
Driver Fatigue	School Bus Safety Company	16 mins
Drugs & Alcohol	School Bus Safety Company	49 mins
Emergency Evacuations	School Bus Safety Company	12 mins
Extreme Student Behavior	School Bus Safety Company	21 mins
Intersections	School Bus Safety Company	27 mins
LLLC Defensive Driving	School Bus Safety Company	31 mins
Meet the Bus	School Bus Safety Company	19 mins
Mirror Adjustment & Reference Points	School Bus Safety Company	14 mins
Mountain Driving	School Bus Safety Company	12 mins
Pedestrians & Cyclists	School Bus Safety Company	17 mins
Post Accident Procedures	School Bus Safety Company	9 mins
Power Line Safety	School Bus Safety Company	16 mins
Pre-Trip and Post-Trip Inspections	School Bus Safety Company	25 mins
Preparing Students to Learn	School Bus Safety Company	12 mins
Preventing Harassment	School Bus Safety Company	22 mins
Railroad Crossings	School Bus Safety Company	12 mins
Safe Backing	School Bus Safety Company	12 mins
Safe Bus Stops	School Bus Safety Company	19 mins
Safety Best Practices	School Bus Safety Company	47 mins
Student Management	School Bus Safety Company	29 mins



ENTRY LEVEL DRIVER TRAINING / MAP-21*

Entry Level Driver Training (ELDT)* School Bus Safety Company 45 mins

This supplemental course paired with our Driver Training course and our new ancillary materials (Training Provider Register (TPR) and Safety Management System (SMS)) can help you comply with The Moving Ahead for Progress in the 21st Century Act (MAP-21).

SPECIAL NEEDS

	Author	Length
Transporting Students with Special Needs (TSSN)	School Bus Safety Company	165 mins
TSSN 1: Legislation Overview	School Bus Safety Company	13 mins
TSSN 2: Transportation Challenges	School Bus Safety Company	22 mins
TSSN 3: Types of Special Needs	School Bus Safety Company	46 mins
TSSN 4: Lifts and Mobility Devices	School Bus Safety Company	32 mins
TSSN 5: Special Needs Securement	School Bus Safety Company	18 mins
TSSN 6: Emergency Evacuation	School Bus Safety Company	20 mins
TSSN 7: Balancing Needs on Mixed Buses	School Bus Safety Company	14 mins

Our Commercial Driver’s License training can help **prepare your drivers for the CDL written exam so they increase their odds of passing the first time!**

CDL TRAINING COURSE

	Author	Length
CDL 1: Rules and Vehicle Inspections	School Bus Safety Company	Interactive
CDL 2: Driving Safely (Part 1)	School Bus Safety Company	Interactive
CDL 3: Driving Safely (Part 2)	School Bus Safety Company	Interactive
CDL 4: Cargo and Hazardous Materials	School Bus Safety Company	Interactive
CDL 5: Transporting Passengers	School Bus Safety Company	Interactive
CDL 6: School Bus Endorsement	School Bus Safety Company	Interactive
CDL 7: Air Brakes	School Bus Safety Company	Interactive
CDL 8: Practice Tests	School Bus Safety Company	Interactive

COVID-19 (This course is available with the purchase of any other School Bus Safety Course Bundle)

COVID-19 Preparedness for School Bus Drivers and Safety Leaders School Bus Safety Company 10 mins

Revised 8/17/20

Pricing/Schedule A

Date: December 29, 2020

Pricing valid for 30 days.

Client Information

Client Name: East Stroudsburg Area School District	
Address: 50 Vine St.P.O. Box 298 East Stroudsburg, Pennsylvania 18301	
Primary Contact Name: Steve Zall	Primary Contact Phone: (570) 424-8500 x10301

Term

Effective Date: 01/18/2021	Initial Term (months): 12.0
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Invoicing Contact Information (Please fill in missing information)

Billing Contact Name:			
Billing Address: 50 Vine St.P.O. Box 298 East Stroudsburg, Pennsylvania 18301		Billing Phone:	
Billing Email:	PO#: PO Not Required	Billing Frequency: Annual	Payment Terms: Net 30

Annual Subscription Services

FOR TRAINING PRODUCTS ONLY: Additional Named Users added after the Effective Date shall be billed at the Full Per Named User Fee below, and such Additional Named Users shall become part of the minimum contracted Users through the end of the Initial Term.

Product	Quantity	Price	Sub Total
SafeSchools Online Staff Training System - Annual Subscription	1,240	\$5.46	\$6,770.40
Exceptional Child 22 Course Bundle SB - 144 (Trauma Training)	650	\$4.68	\$3,042.00
Exceptional Child Online Professional Development System - Annual Subscription	75	\$21.00	\$1,575.00

***Total:** \$11,387.40

***Total does not include any taxes that may apply. Any such taxes are the responsibility of the Customer.**

Please note that this is not an invoice. An invoice will be sent within fourteen (14) business days.

Confidential and Proprietary

V. ITEMS FOR DISCUSSION

f. Cisco Phone Servers - \$20,900.00

Cisco BE6H Phone Servers

A. Why are you requesting the service/needs?

Why: The Cisco Phone Servers we have are over 7 years old and the hardware is no longer supported as of Nov 30, 2020.

Need: ESASD has 2 Cisco Phone Servers that were purchased in November 2013 when the district implemented a new phone system. One server resides at the North Data Center and the other at the South Data Center. The servers handle call routing, auto-attendant, voicemail, E911, emergency responder as well as other ancillary items.

Suggested replacement: Cisco BE6H Phone Servers through ePlus (lowest quote).

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. Yes, 3 quotes were obtained.

- ePlus - \$20,896.64 (CO-STARS)
- SHI - \$22,731.16 (CO-STARS)
- IntegraOne - \$22,740.04 (CO-STARS)

C. Procurement Method:

- After obtaining the specifications and part numbers for the products from Cisco, I contacted several vendors for price quotes. We received price quotes from ePlus, SHI, and IntegraOne.

D. Funds account to be charged for Procurement (Was this purchase budgeted?)

- Yes
- Technology Services Initiatives Acct = 10-2844-650-000-00-000-006-000-0600

E. Selection of winning proposal

- ePlus– Cisco BE6H Phone Servers - lowest priced vendor \$20,896.64. Pricing is per COSTARS contract # HW 003-078.

F. Other

N/A



Customer Name: EAST STROUDSBURG
AREA SCHOOL DISTRICT
Quote No: 22602700
Quote Name:
Quotation Date: 01/19/2021

Sales Support Contact: EMILY HARVEY
Sales Support Phone: 610-495-1228
Sales Support Email: EHARVEY@EPLUS.COM
Account Executive: Emily Harvey
Account Executive Phone:
Account Executive Email: eharvey@eplus.com

Customer PO No:
Order No:
Expiration Date: 02/18/2021

Line No.	Part Number	MFG	Description/Line Notes	QTY	Unit Price	Ext. Price
001	BE6H-M5-K9	CISCO	BUSINESS ED 6000H M5 APPL EXPORT RESTR	2	9,963.72	19,927.44
002	CON-SNTP-BE6HM5K9	CISCO	SNTP-24X7X4 BUSINESS EDITION 6000H M5	2	423.40	846.80
003	BE6K-PSU	CISCO	CISCO UCS 770W AC POWER SUPPLY FOR RACK	4	0.00	0.00
004	BE6H-NIC1	CISCO	INTEL I350 QUAD PORT 1GB ADAPTER	2	0.00	0.00
005	BE6K-RAIDCTRLR	CISCO	CISCO 12G MODULAR RAID CONTROLLER WITH 2	2	0.00	0.00
006	BE6K-DISK	CISCO	300GB 12G SAS 10K RPM SFF HDD	16	0.00	0.00
007	R2XX-RAID5	CISCO	CTO ENABLE RAID 5 SETTING FACTORY	2	0.00	0.00
008	BE6K-RAM	CISCO	16GB DDR4-2666-MHZ RDIMM/PC4-21300/SINGL	8	0.00	0.00
009	BE6K-CPU	CISCO	2.2 GHZ 4114/85W 10C/13.75MB CACHE/DDR4	4	0.00	0.00
010	CAB-N5K6A-NA	CISCO	CTO POWER CORD 200/240V 6A NORTH AMERIC	4	0.00	0.00
011	BE6K-VIRTBAS-7X	CISCO	CISCO BE EMBEDDED VIRT. BASIC 7X, BE6K ONLY	2	0.00	0.00
012	CON-ECMU-BE6KVIRX	CISCO	SWSS UPGRADES CISCO BE EMBEDDED VIRT. BA	2	61.20	122.40
013	COSTARS3	EPLUS	AS PER COSTARS-3 IT HARDWARE CONTRACT NUMBER 003-078 - FAX PO TO 610-495-1208	1	0.00	0.00

Totals						20,896.64
Shipping:				Sub Total (USD):		20,896.64
Packing:				Tax (USD):		TBD if Applicable
				Shp&Hnd (USD):		TBD
				Total (USD):		20,896.64

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any preprinted PO terms. Use of software, subscription services or other products resold by ePlus is subject to manufacturer/publisher end user agreements or subscription terms. Any periodic payment obligations for specific offerings, along with customer-incurred overages, consumption fees, add-ons, quantity adjustments and automatic renewals are non-cancelable for any reason except by public sector customers required by law to terminate due to non-appropriation of funds.

ePlus offers flexible and easy leasing options for your IT equipment. Use leasing to increase your IT acquisition capability, overcome limited budgets, and manage the lifecycle of your assets. Contact an ePlus Leasing Coordinator at 1-703-984-8021 or leasing@eplus.com to receive a lease quote today.

Thank you for your inquiry. Recent US govt tariffs on certain imports are causing price increases for many IT products, with little or no notice, and beyond ePlus' control. As a result, this quote is subject to change without notice, even before the expiration date reflected above. Please confirm pricing prior to order placement. Unless freight amount is indicated, or is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Recognizing that the global pandemic has disrupted operations for many organizations, ePlus will ship products for delivery in accordance with customer's written ship-to instructions and products will be deemed delivered notwithstanding any failure of customer personnel to sign for receipt due to facility closing or otherwise.

Customer Acceptance Signature: _____ Name: _____ Title: _____ Date: _____ Customer PO #: _____	Bill To EAST STROUDSBURG AREA SCHOOL D 50 VINE STREET EAST STROUDSBURG PA 18301 UNITED STATES ATTN: ACCOUNTS PAYABLE	Ship To EAST STROUDSBURG AREA SCHOOL D UNITED STATES
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V. ITEMS FOR DISCUSSION

g. Current Projects within the District

