

5. ITEMS FOR DISCUSSION

- b. New Horizons ITIL 4 Foundations Training for Technology Department, quote - \$15,500.00

New Horizons ITIL 4 Foundations Training

A. Why are you requesting the service/needs?

Why: During our recent technology department review, Ray Kase, consultant, made several recommendations. His top recommendation was that the department adopt an ITIL ITSM (IT Service Management) process model to efficiently and effectively manage customer requests for service and for the department to be trained in this service delivery model.

Need: The ITIL process model is a new concept to the vast majority of technology department staff members, and therefore we are requesting to have all department members trained on the framework to provide better technology support to all students and staff at ESASD.

Suggested Vendor: New Horizons

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No

- New Horizons ITIL 4 Foundations Training
 - \$15,500. \$1,410.10 per department member

C. Procurement Method:

The Colonial IU#20 has consortium pricing that was negotiated with New Horizons to provide technical training. We are utilizing the pricing and were in fact able to negotiate the initial price down by what was first provided.

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

- No.
- ESSERS Grant
Account # 10-2836-330-986-00-000-006-000-8741-

E. Selection of winning proposal

- New Horizons - \$15,500

F. Other

N/A



**UPGRADING
PEOPLE
EVERY DAY**

Training Agreement
 Thank you for choosing New Horizons Computer Learning Centers as your training solution provider!
 Please acknowledge the training services outlined below in accordance with your instructions.

Allentown – 3864 Adler Place, Bethlehem, PA 18017

(610) 867-4002

Wilkes-Barre/Scranton – 600 Baltimore Drive, Wilkes-Barre, PA 18702

(570) 270-2700

Date:	5/21/2021	Account Executive:	Michael Heffron	Email:	mheffron@nhnepa.com	Phone:	570-602-2714
Company Information:				Company Billing Information			
Company:	East Stroudsburg Area School District			Billing Contact Name:			
Primary Contact:	Brian Borosh			Billing Contact Email:			
Primary Contact Email:	brian-borosh@esasd.net			Phone:			
Phone:	570-424-8060	Ext:		Billing Address (only if different from company address)			
Address:	321 W. Courtland St			Address:			
City / State / Zip:	East Stroudsburg PA, 18301			City / State / Zip:			

TRAINING DETAILS								
Description	Type	Date	Student	Student Email	QTY	Price	Total	
ITIL 4 Foundations	Dedicated	6/22/2021	Up to 11 students	TBD	11	\$ 1,895.00	\$ 20,845.00	
11 Exam Vouchers included	Exam Voucher				11	-	-	
							-	
							-	
							-	
							-	
							-	
							-	
							-	
							-	
NH Standard Courseware	YES							
Exams Included	YES							

Payment Information						Subtotal	\$ 20,845.00
Is a Purchase Order Required		Purchase Order Number:				Discount	5,345.00
Payment Terms	Due upon Receipt of Invoice	Credit Card Information (Acceptance of amount due will be indicated by signature below)					-
Payment Method		Credit Card Number				TOTAL	\$ 15,500.00
Credit Card Type:		Credit Card Expiration:		CVS:			
		Credit Card Billing Address					
		Name on Credit Card					

Other Terms or Services

Rescheduling and Refund Policy

RESCHEDULING CLASSES ON OUR PUBLIC SCHEDULE: When rescheduling classes on our public schedule, notify New Horizons as soon as possible at 570-270-2700 or via email to your account executive. Notification of rescheduling must be provided to New Horizons within 10 business days prior to class date, you may reschedule your class at NO CHARGE. When rescheduled in 10 business days or less a reschedule fee will be assessed, \$50 for Application and Business Skills classes; \$200 for Technical classes.

RESCHEDULING PRIVATE EVENTS: When rescheduling private events, notify New Horizons as soon as possible at 570-270-2700 or via email to your account executive listed on this training agreement. Notification of rescheduling must be provided to New Horizons within 15 business days prior to class date, you may reschedule your class at NO CHARGE. When rescheduled in 15 business days or less, a reschedule fee will be assessed at \$250.

Refund: It is New Horizons Computer Learning Centers policy that all sales are final.

Please review this document and verify all information is correct. Sign, date and return to the Account Executive above. My signature below confirms that I have read and accept the training services with the terms, rescheduling, cancellation and refund policies as described in this Training agreement.

Signature:		Print Name:	
Title:		Phone:	
		Date:	

Please sign and return the training agreement as a PDF to this email address: mheffron@nhnepa.com
 or Fax this form to (570)-208-9500 to the attention of: **Michael Heffron**

5. ITEMS FOR DISCUSSION

- c. One-To-One Plus Service Management Software July 1, 2021 to June 30, 2024, quote - \$26,725.00

One-To-One Plus Service Management Software**A. Why are you requesting the service/needs?**

Why: The district is in need to upgrade its service management software (helpdesk ticketing). This was also a recommendation of the technology department review done by Ray Kase.

Need: A new service management software will allow the district to provide better service to students and staff, as well provide a more efficient and effective service delivery model. This software suite also includes an asset inventory module, project management, check in/check out device module as well as integration with our SIS, Sapphire, and direct Google, JAMF and Active Directory integrations.

Suggested replacement: One-To-One Plus as indicated on the attached quote.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No, however, Eleven (11) software solutions were looked at.

- Annual recurring cost - \$8,245 (3% discount) and \$1,990 one-time implementation fee.
- The cost of this solution is nearly \$2,000 less than what the district is paying for just its current asset management module, Parago.

C. Procurement Method:

- A subcommittee of the technology department consisting of 7 staff members were formed. The subcommittee compiled a listing of 11 service management solutions and reviewed all in depth. Three vendors were invited to present to the entire technology department. All members of the department overwhelmingly decided on One-To-One Plus

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

- Yes – 2021-2022 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-006-000-000-0000
 - Technology Services Lease Initiatives Account

E. Selection of winning proposal

- The best fit of service management software for the district is One-To-One Plus. The recommendation is to award the contract to this vendor in the amount of \$8,245 (annually) with a one time \$1,990 implementation fee. This represents a cost savings to the district over what it is currently paying for Parago (Assets) and SchoolDude (HelpDesk Ticketing) and allows both products to be under one software umbrella.



East Stroudsburg Area School District (3 year Agreement)

Quote created on May 24, 2021 - Reference: 20210524-101012892

East Stroudsburg Area School District
245 River Rd
East Stroudsburg, PA 18301-7922
United States

Brian Borosh
Chief Technology Officer
brian-borosh@esasd.net
570-424-8060

Comments

This proposal is based on a student population tier.
East Stroudsburg Area SD has approximately 6800 students.

Brian Hinson - Director of Sales and Marketing at Edutek Solutions, LLC



Products & Services

One to One Plus Annual Subscription	1 x \$25,500.00 / year
The annual subscription includes unlimited users, assets, and tickets as well as support, updates, and system back-ups.	3% discount \$24,735.00 / year <i>for 3 years</i>

One to One Plus Set-Up	1 x \$995.00
The One to One Plus System Set-up includes system configuration, establishing connections to other systems including G Suite, Active Directory, SIS and others.	

One to One Plus Training	1 x \$995.00
One to One Plus Training will be coordinated through your project manager and includes training of your selected staff on the software.	

Recurring discount	\$765.00 / year
Recurring subtotal	\$24,735.00 / year
One-time subtotal	\$1,990.00
Total	\$26,725.00

This quote expires on June 30, 2021.

Purchase Terms

This is a three (3) year agreement.
Net 30

Brian Borosh

brian-borosh@esasd.net

Questions? Contact me



Brian Hinson

Director of Sales and Marketing

bhinson@onetooneplus.com

+1 (706) 612-8813



Edutek Solutions, LLC

PO Box 3056

Spartanburg, SC 29304

US

5. ITEMS FOR DISCUSSION

d. Blackboard - New Website Template, quote - \$18,700.00

Blackboard Custom Template for Website

A. Why are you requesting the service/needs?

Why: The district website template needs to be upgraded.

Need: The existing template for the district is several years old and the website is in need of a new and fresh brand look to comply with ease of browsing and more innovative and recent web design principles.

Suggested replacement: Blackboard as indicated on the attached quote.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No, this is proprietary as it directly correlates to our Blackboard hosted website.

- One-time design fee of \$18,700 (expires 6/30/2021). Normal cost is \$23,500

C. Procurement Method:

- The district met with Blackboard to review custom templates to upgrade its website. Upon review of the options presented, and the promotional pricing available until the end of June the Creative Diamond custom template was chosen.

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

- No
- ESSERS Grant
- Account Code TBD

E. Selection of winning proposal

- Blackboard as indicated above with the one-time promo design fee of \$18,700 which expires on June 30, 2021.

Blackboard

This Blackboard Order Form ('Order Form') by and between **Blackboard Inc.** ('Blackboard') and **East Stroudsburg Area SD** ('Customer') details the terms of Customer's use of the products and services set forth below ('Product and Pricing Summary'). This Order Form shall become effective on the Effective Date. This Order Form, together with the Blackboard Master Agreement located at <http://agreements.blackboard.com/bbinc/blackboard-new-master-agreement-all-products.aspx> and incorporated by this reference, form the entire agreement between the parties in respect to the products and services set forth in the Product and Pricing Summary. Notwithstanding anything to the contrary in any purchase order or other document provided by the Customer, any product or service provided by Blackboard to the Customer in connection with a purchase order related to this Order Form is conditioned upon Customer's acceptance of this Order Form and the Blackboard Master Agreement. Any additional, conflicting or different terms proffered by Customer in a purchase order or otherwise shall be deemed null and void. Each of the individuals executing this Order Form represent and warrant that he or she is authorized to execute the Agreement on behalf of Customer or Blackboard, as applicable. In consideration of the promises set forth herein, and other good and valuable consideration, the receipt of which are hereby acknowledged, the parties hereby agree as follows:

A. Software & Services Product and Pricing Summary

Period Number	Total
Period 1	\$18,700.00
Contract Total	\$18,700.00

Period 1				
Qty	Product Code	Product Name	Dates	Net Total (USD)
1	WCM-CRT-TP-D-R	CREATIVE DIAM CUST TEMPL RESP	30-Jun-2021 to 29-May-2022	\$17,500.00
1	WCM-TRNOL-SWS	ONL TRN WCM SECTION WORKSPACE	30-Jun-2021 to 29-May-2022	\$400.00
2	WCM-TRNOL-ADM	ONL TRN WCM SITE ADMINISTRATOR	30-Jun-2021 to 29-May-2022	\$800.00
Period 1 Total				\$18,700.00

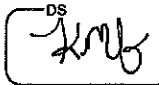
B. Terms

1. The Initial Term of this Order Form shall be as specified in the Product and Pricing Summary above.
2. Effective Date: 30-Jun-2021

C. Payment Terms

1. All initial and subsequent payments shall be due NET30. Unless otherwise stated, all prices are in United States currency.
2. Sales Tax: If applicable, a copy of your Sales Tax Direct Pay Certificate or your Sales Tax Exemption Certificate must be returned with this Order Form.


D. Special Provisions

Sales Approved: Kaitlin Ford
Initial: 

Sales Approved:
Initial:

Customer: East Stroudsburg Area SD
Signature:

Name: Brian Borosh
Title: Director of Technology
Date:

Blackboard Inc.
Signature: 
Name: Bill Jones
Title:
Date: 24-May-2021

Blackboard does not require a PO for the purchase or payment of the products on this Order Form. If your organization requires a PO in addition to this signed contract, please provide all known information here. If a PO will be issued after signature, indicate 'Pending' in the PO Number field.
PO Number: PO Amount:
Attach PO or send PO to Operations@blackboard.com(Optional):
Attach Tax Exemption (Optional):

Invoicing
Send Invoices via email to:
1. Name: Email:
2. Name: Email:
3. Name: Email:

5. ITEMS FOR DISCUSSION

- e. EHD Commercial Insurance July 1, 2021 to July 1, 2022, proposal -
\$859,027.00

District Insurance Renewal – 2021-22:

Premium Summary / Payment Terms

<i>Premium Summary:</i>		
Line of Coverage	Expiring Premium	Renewal Premium
Property (Including Inland Marine)	\$294,701.00	\$329,897.00
Equipment Breakdown	\$18,071.00	\$19,468.00
General Liability	\$41,584.00	\$43,980.00
Crime	\$3,349.00	\$3,485.00
Automobile	\$151,960.00	\$146,018.00
School Leaders' Legal Liability	\$56,416.00	\$56,416.00
Cyber Liability	\$6,861.00	\$7,879.00
Excess Workers' Compensation	\$82,525.00	\$101,668.00
Excess Liability	\$23,746.00	\$23,064.00
Student / Sports Accident	\$62,152.00	\$62,152.00
Workers' Compensation Admin. Service Fee	\$55,000.00	\$55,000.00
Technical Services Fee	\$10,000.00	\$10,000.00
Total Estimated Annual Premium	\$806,365.00	\$859,027.00

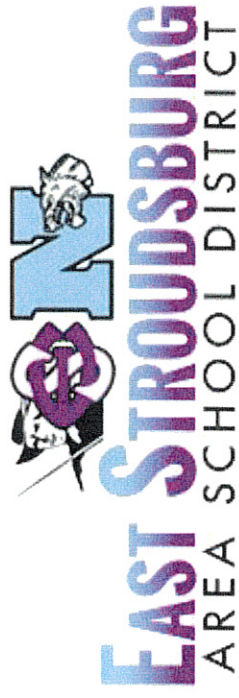
<i>Payment Terms:</i>			
Policy	Carrier	Agency or Direct Bill	Plan
Property, GL, Crime, Auto, SLL, & Excess	CM Regent	Agency Bill	Annual Pay
Excess Workers' Compensation	Safety National	Agency Bill	Annual Pay
Student / Sports Accident	A-G Administrators	Agency Bill	Annual Pay
Fees	EHD	Agency Bill	Annual Pay

5. ITEMS FOR DISCUSSION

f. Athletic Trainer Services - update

Athletic Trainer Services

Finance Committee
June 14, 2021





Purpose / Scope

The District requested proposals for Athletic Trainer Services to be provided at the North High School, South High School, JT Lambert Intermediate School, and Lehman Intermediate School for a period of five years.

- Services to commence at the beginning of the 2021-22 school year
- Retirement provides opportunity to look at current program
- Fortunate to have multiple providers in the immediate area

RFP for Services?



- RFPs may be used for service providers, where mandatory public bidding is not required.
- Not required to use RFPs for service providers, but often a worthwhile approach.
- Based on the nature of the Athletic Trainer Services, it can be difficult to quantify the cost and impact on the District.

Response Status

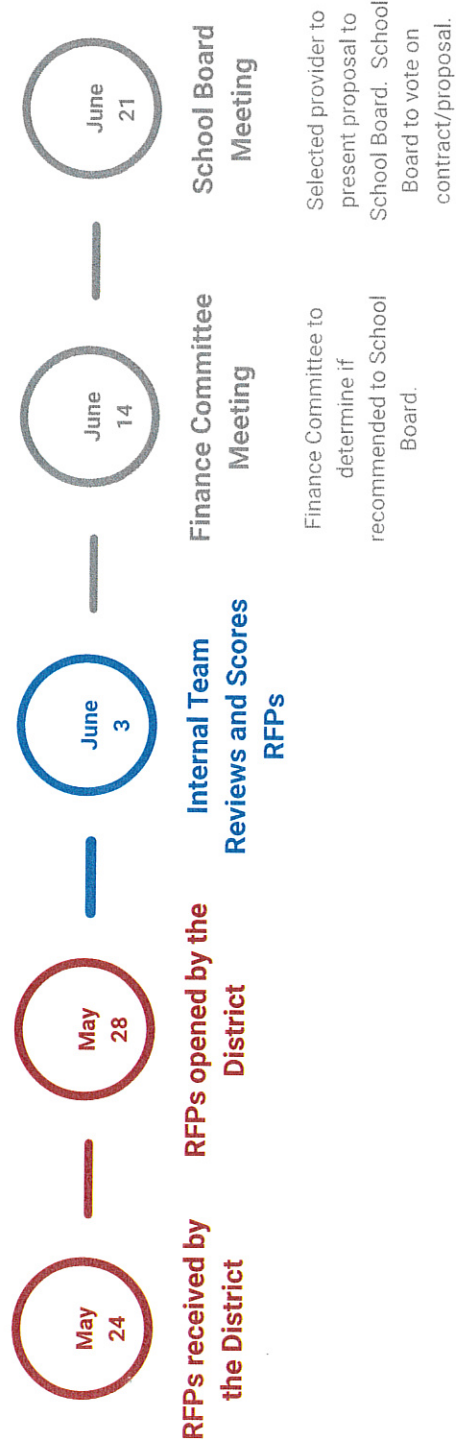
01	Lehigh Valley Health Network / Coordinated Health	•	RFP package received on May 24th
02	St. Luke's University Health Network	•	RFP package received on May 24th
03	East Stroudsburg University	•	RFP package received on May 25th (a day late)
04	Geisinger	•	Declined to provide services - not currently looking to expand to the Stroudsburg area.
05	Mountain Valley Orthopedics	•	No response



Review of Proposals

- Scorecard developed to rate each proposal based on RFP requirements
- Committee reviewed and scored each of the three submitted proposals
- Order of review (Based on timing of receipt of proposal):
 - a. Lehigh Valley Health Network / Coordinated Health
 - b. St. Luke's University Health Network
 - c. East Stroudsburg University
- Each Committee member scored individually
 - a. Committee consisted of Board members and Administrators
- St. Luke's University Health Network selected based on the highest average score

Timeline



5. ITEMS FOR DISCUSSION

g. Designation of Depositories for the 2021-22 Fiscal Year

Annually, school districts are required to designate depositories for school funds. The 2021-2022 depositories for school funds are as follows:

1. ESSA Bank and Trust, East Stroudsburg, PA –

General Fund, Payroll, Tax Collections, Tax Escrow, Workers' Comp Escrow, Scholarship Accounts, Special Activity Accounts (North and South), Student Activity Accounts (North and South), Cafeteria Fund, Concession Fund, and PayPal.

2. Pennsylvania School District Liquid Asset Fund, Lancaster, PA –

General Fund.

3. Pennsylvania Local Government Investment Trust, Harrisburg, PA –

General Fund and Capital Reserve

Recommended Action That the Board of School Directors approves the depositories for school funds for the 2021-2022 fiscal year as listed with funds invested in accordance with the School Laws of Pennsylvania and the East Stroudsburg Area School District's Board Policy.

5. ITEMS FOR DISCUSSION

h. Homestead/Farmstead Resolution for the 2021-22 Fiscal Year

EAST STROUDSBURG AREA SCHOOL DISTRICT

2021-2022 Homestead and Farmstead Exclusion Resolution

RESOLVED, by the Board of Education of the East Stroudsburg Area School District, that homestead and farmstead exclusion real estate tax assessment reductions are authorized for the school year beginning July 1, 2021, under the provisions of the Homestead Property Exclusion Program Act (part of Act 50 of 1998) and the Taxpayer Relief Act (Act 1 of 2006), as follows:

1. Aggregate amount available for homestead and farmstead real estate tax reduction.

The following amounts are available for homestead and farmstead real estate tax reduction for the school year beginning July 1, 2021:

a. **Gambling tax funds.** The Pennsylvania Department of Education (PDE) has notified the School District that PDE will pay to the School District during the school year pursuant to Act 1, 53 P.S. § 6926.505(b), as property tax reduction allocation funded by gambling tax funds, the amount of \$ 4,335,436.03.

b. **Philadelphia tax credit reimbursement funds.** PDE has notified the School District that PDE will pay to the School District during the school year pursuant to Act 1, 53 P. S. § 6926.324(3), as reimbursement for Philadelphia tax credits claimed against the School District earned income tax by School District resident taxpayers, the amount of \$ 10,377.17.

c. **Aggregate amount available.** Adding these amounts, the aggregate amount Available during the school year for real estate tax reduction is \$ 4,345,813.20.

2. **Homestead/farmstead number.** Pursuant to Act 50, 54 Pa. C.S. § 8584(i), and Act 1, 53 P.S. § 6926.341 (g)(3), Monroe and Pike Counties have provided the School District with certified reports listing approved homesteads and approved farmsteads as follows:

a. **Homestead property number.** The number of approved homesteads within the School District is 7,116 in Monroe County, and 2,765 in Pike County, totaling 9,881.

b. **Farmstead property number.** The number of approved farmsteads within the School District is 4 in Monroe County and zero in Pike County, totaling 4.

c. **Homestead/farmstead combined number.** Adding these numbers, the aggregate number of approved homesteads and approved farmsteads is 9,885.

3. **Real estate tax reduction calculation.** The School Board has decided that the homestead exclusion amount and the farmstead exclusion amount shall be equal. Dividing the paragraph 1(c) aggregate amount available during the school year for real estate tax reduction of \$ 4,345,813.20 by the paragraph 2(c) aggregate number of approved homesteads and approved farmsteads of 9,885 the calculation of the maximum real estate

tax reduction amount applicable to each approved homestead and to each approved farmstead is a maximum \$ 439.64.

4. **Homestead exclusion calculation.** Dividing the paragraph 3 maximum real estate tax reduction amount of \$ 439.64 by the School District real estate tax rate in Monroe County of 31.52 mills (.315200) and in Pike County of 124.37 mills (.124370), the maximum real estate assessed value reduction to be reflected on tax notices as a homestead exclusion for each approved homestead is \$13,948 in Monroe County and \$3,544 in Pike County, and the maximum real estate assessed value reduction to be reflected on tax notices as a farmstead exclusion for each approved farmstead is \$13,948 in Monroe County and \$3,544 in Pike County.

5. **Homestead/farmstead exclusion authorization – July 1 tax bills.** The tax notice issued to the owner of each approved homestead within the School District shall reflect a homestead exclusion real estate assessed value reduction equal to the lesser of: (a) the County established assessed value of the homestead, or (b) the paragraph 4 maximum real estate assessed value reduction of \$13,948 in Monroe County and \$3,544 in Pike County. The tax notice issued to the owner of each approved farmstead within the School District shall reflect an additional farmstead exclusion real estate assessed value reduction equal to the lesser of: (a) the County-established assessed value of the farmstead, or (b) the paragraph 4 maximum real estate assessed value reduction of \$13,948 in Monroe County and \$3,544 in Pike County. For purposes of this Resolution, “approved homestead” and “approved farmstead” shall mean homesteads and farmsteads listed in the report referred to in paragraph 2 above and received by the School District from the County Assessment Office on or before May 1 pursuant to Act 1, 53 P.S. § 6926.341 (g) (3), based on homestead/farmstead applications filed with the County Assessment Office on or before March 1. This paragraph 5 will apply to tax notices issued based on the initial tax duplicate used in issuing initial real estate tax notices for the school year, which will be issued on or promptly after July 1, and will not apply to interim real estate tax bills.

RESOLVED this 21st day of June 2021.

ATTEST:

BOARD OF SCHOOL DIRECTORS OF THE EAST STROUDSBURG AREA SCHOOL DISTRICT

By _____

Board Secretary

By _____

Board President

5. ITEMS FOR DISCUSSION

- i. iPads for Psychological Testing, quote - \$7,453.20

Form 611

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

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

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

Pupil Services

Untitled Title

Department *

Administration

Building *

Ipads for Psychological tests

What Service or item are you requesting *

Current iPads are out of date and need to be replaced. Electronic psychological testing material is only compatible with Apple iPad. Additionally, they must be utilized to administer tests.

Why are you requesting the service or item *

Suggested Replacement: *

iPads 16 total

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

\$7,500

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

No, Pricing based on CCSDJP Apple Bid 2021

What is the total cost of the purchase? *

\$7,453.20

Procurement Method: *

Quote

Request for Proposal (RFP)

Bid

Other: _____

Was this purchase budgeted? *

No ▼

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.

Apple is a sole source provider and school districts can only purchase directly from Apple.

Which Fund will be charged? *

10 ▼

What account will be charged? *

10-2140-650-000-00-000-603-000-0000

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

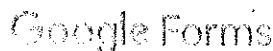
Apple is a sole source provider and school districts can only purchase directly from Apple.

Any additional information you would like to provide.

The district has 7 school psychologists. Each Psychologist will have 2 iPads - one for the psychologist to administer/score the tests and 1 for the student to take the tests. 1 additional pair is being ordered to accommodate a contract psychologist if needed.

Although these items were not budgeted, the costs are able to be accommodated under the Special Education budget since some budgeted costs such as (Like Skills trips, Special Olympics training, etc.) did not occur due to COVID.

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



Apple Inc. Education Price Quote

Customer: Brian Borosh
EAST STROUDSBURG AREA SCHOOLS
DIST
Phone: 5704248500
email: brian-borosh@esasd.net

Apple Inc: Christy Spielberger
5505 W Parmer Lane
Bldg 7
Austin, TX 78727
Phone: +1-512-6746526
email: spielberger@apple.com

Apple Quote: 2210163213

Quote Date: Tuesday, April 20, 2021

Quote Valid Until: Thursday, May 20, 2021

Quote Comments:

Please reference Apple Quote number on your Purchase Order.

Pricing Per CCSDJP Apple Bid 2021

Row #	Details & Comments	Qty	Unit List Price	Extended List Price
1	10.2-inch iPad Wi-Fi 128GB – Space Gray (10-pack) Part Number: MYLX2LL/A	10	\$394.00	\$3,940.00
2	10.2-inch iPad Wi-Fi 128GB – Space Gray Part Number: MYLD2LL/A	6	\$399.00	\$2,394.00
3	OtterBox Symmetry Series Case for iPad (7th and 8th Generation) Part Number: HNKU2ZM/A	16	\$69.95	\$1,119.20

Edu List Price Total \$7,453.20

- Additional Tax \$0.00

- Estimated Tax \$0.00

Extended Total Price* \$7,453.20

*In most cases Extended Total Price does not include Sales Tax

*If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID 2210163213. Please contact your institution's Authorized Purchaser to submit the above quote online. For account access or new account registration, go to <https://ecommerce.apple.com>. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.

- For registration assistance, call 1.800.800.2775
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. **Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.**
 - For more information, go to provision C below, for details.

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS WHICH CAN CHANGE ON SUBSEQUENT QUOTES:

- A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE, CONTACT contracts@apple.com.
- B. ALL SALES ARE FINAL. PLEASE REVIEW RETURN POLICY BELOW IF YOU HAVE ANY QUESTIONS. IF YOU USE YOUR INSTITUTION'S PURCHASE ORDER FORM TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
- C. YOUR ORDER MUST REFER SPECIFICALLY TO THIS QUOTE AND IS SUBJECT TO APPLE'S ACCEPTANCE. ALL FORMAL PURCHASE ORDERS SUBMITTED BY EMAIL MUST SHOW THE INFORMATION BELOW:
 - APPLE INC. AS THE VENDOR
 - BILL-TO NAME AND ADDRESS FOR YOUR APPLE ACCOUNT
 - PHYSICAL SHIP-TO NAME AND ADDRESS (NO PO BOXES)
 - PURCHASE ORDER NUMBER
 - VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL Thursday, May 20, 2021 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE.
 - APPLE MAY MODIFY OR CANCEL ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF IT CONTAINS A TYPOGRAPHIC OR OTHER ERROR.
- E. THE AMOUNT OF THE VOLUME PURCHASE PROGRAM (VPP) CREDIT SHOWN ON THIS QUOTE WILL ALWAYS BE AT UNIT LIST PRICE VALUE DURING REDEMPTION ON THE VPP STORE.
- F. UNLESS SPECIFIED ABOVE, APPLE'S STANDARD SHIPPING IS INCLUDED IN THE TOTAL PRICE.

Opportunity ID:
<https://ecommerce.apple.com>
Fax:

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5. ITEMS FOR DISCUSSION

- j. Athletic, Medical, and Industrial Tech Ed Bids -
\$8,087.25

**ATHLETICS BID ; AWARDED ITEM LIST
2021-2022 SCHOOL YEAR**

ITEM	COMPANY AWARDED	ITEM DESCRIPTION	CASE QTY	PRICE	TOTAL AMOUNT
50005	PYRAMID SCHOOL	ACCUSPLIT EAGLE 625 STOP	14	\$ 20.98	\$293.72
50034	M-F ATHLETIC	PYRAMID SPIKES 1/4	1	\$ 8.00	\$8.00
50035	M-F ATHLETIC	PYRAMID SPIKES 3/4	1	\$ 8.00	\$8.00
50037	M-F ATHLETIC	T-HANDLE TRACK SPIKE	3	\$ 17.00	\$51.00
50038	M-F ATHLETIC	PYRAMID SPIKE KY	3	\$ 17.00	\$51.00
50131	M-F ATHLETIC	FIRST PLACE MEDICINE BALL	5	\$ 21.50	\$107.50
EAST STROUDSBURG ASD TOTAL					\$519.22

**INDUSTRIAL TECHNOLOGY BID WOOD #41
2021-2022 SCHOOL YEAR**

ITEM	COMPANY AWARDED	ITEM DESCRIPTION	CASE QTY	PRICE	TOTAL AMOUNT
20050	MIDWEST TECH	TAPE MEASURE 25'	24	\$ 11.70	\$280.80
20289	METCO	QUARTZ CLOCK MOVEMENT	24	\$ 13.59	\$326.16
20482	MIDWEST TECH	TITEBOND GLUE	6	\$ 19.90	\$119.40
20483	MIDWEST TECH	TITEBOND II WATERPROOF	4	\$ 25.55	\$102.20
20505	METCO	FESTOOL 80 GRIT RUBIN	10	\$ 64.50	\$645.00
20506	METCO	FESTOOL 120 GRIT RUBIN	10	\$ 64.50	\$645.00
20507	METCO	FESTOOL 150 GRIT RUBIN	10	\$ 64.50	\$645.00
20508	METCO	FESTOOL 220 GRIT	20	\$ 64.50	\$1,290.00
20514	MIDWEST TECH	SAWSTOP TSBC-10R2 TABLE	2	\$ 79.00	\$158.00
20515	MIDWEST TECH	SAWSTOP TSDC-8R2 TABLE	2	\$ 99.00	\$198.00
EAST STROUDSBURG ASD TOTAL					\$4,409.56

INDUSTRIAL
TECHNOLOGY BID
GRAPHIC ARTS #52
2021-2022 SCHOOL
YEAR

ITEM	COMPANY AWARDED	ITEM DESCRIPTION	CASE QTY	PRICE	TOTAL AMOUNT
21065	METCO	TERRY WIPES	10	\$ 129.40	\$1,294.00
ESASD TOTAL					\$1,294.00

**MEDICAL BID
2021-2022 SCHOOL
YEAR**

ITEM	COMPANY AWARDED	ITEM DESCRIPTION	CASE QTY	PRICE	TOTAL AMOUNT
60002	HENRY SCHEIN	FLEXIBLE STRIPS 1X3 FLEXIBLE FABRIC	1	\$ 22.03	\$ 22.03
60004	MEDCO	STRIPS	3	\$ 28.89	\$ 86.67
60111	HENRY SCHEIN	LYSOL	2	\$ 5.47	\$ 10.94
60064	MEDCO	SPLINT	2	\$ 7.05	\$ 14.10
60026	HENRY SCHEIN	CHAPSTICK	24	\$ 1.42	\$ 34.08
60027	HENRY SCHEIN	BURN JEL	2	\$ 1.90	\$ 3.80
60119	HENRY SCHEIN	SANI WIPES	9	\$ 5.21	\$ 46.89
60120	HENRY SCHEIN	PEROXIDE	2	\$ 0.55	\$ 1.10
60130	MEDCO	CITRUS DEODORIZER	2	\$ 6.45	\$ 12.90
60135	HENRY SCHEIN	SHARPS DISPOSAL	2	\$ 107.75	\$ 215.50
60136	MEDCO	ACETAMINOPHEN CHILDRENS	4	\$ 4.83	\$ 19.32
60137	MEDCO	CHEWABLE	1	\$ 3.96	\$ 3.96
60138	HENRY SCHEIN	IBUPROFEN CHILDRENS	4	\$ 15.61	\$ 62.44
60139	MEDCO	ACETAMINOPHEN	3	\$ 2.74	\$ 8.22
60142	HENRY SCHEIN	BACITRACIN	8	\$ 1.41	\$ 11.28
60143	HENRY SCHEIN	BACTINE SPRAY	1	\$ 4.13	\$ 4.13
60145	HENRY SCHEIN	BENADRYL	5	\$ 5.34	\$ 26.70
60146	MEDCO	ACETONE	1	\$ 1.53	\$ 1.53
60147	MEDCO	CHLORIDE	2	\$ 1.77	\$ 3.54
60149	HENRY SCHEIN	BURN RELIEF	1	\$ 7.09	\$ 7.09
60150	HENRY SCHEIN	CALADRYL	2	\$ 4.52	\$ 9.04
60151	MEDCO	HYDROCORTISONE	10	\$ 1.22	\$ 12.20
60152	MEDCO	VASELINE	1	\$ 4.28	\$ 4.28
60155	HENRY SCHEIN	BAUSCH & LOMB	2	\$ 4.58	\$ 9.16
60157	MEDCO	BENADRYL	5	\$ 1.55	\$ 7.75
60161	MEDCO	ANBESOL	1	\$ 4.88	\$ 4.88
60163	MEDCO	ST37 ORAL ANTISEP	16	\$ 10.85	\$ 173.60
60189	MEDCO	5 OZ CUPS	4	\$ 3.15	\$ 12.60
60190	MEDCO	1 OZ CUPS	3	\$ 0.84	\$ 2.52
60211	MEDCO	GATORADE LEMON	1	\$ 58.39	\$ 58.39
60247	HENRY SCHEIN	DUKAL CLOTH POCKET	1	\$ 8.67	\$ 8.67
60251	HENRY SCHEIN	AEROCHAMBER	20	\$ 46.49	\$ 929.80
60257	MEDCO	LATEX BANDAGES	1	\$ 35.36	\$ 35.36
ESASD TOTAL					\$ 1,864.47

5. ITEMS FOR DISCUSSION

k. Current Projects List

	North HS/Lehman ATC Upgrade (HVAC) 30-819-3051		JT Lambert Camera Installation 20-517-3055		North HS/Lehman Roof Project 30-819-3036	
Vendor	3181	Trane	6071	Guyette Communications 20-517-3055	6084	Jottan, Inc
Original Bid	10/15/2018	\$ 2,838,638.00	4/14/2020	\$ 127,212.00	3/18/2019	\$ 7,008,635.00
Application 1	6/27/2019	\$ 254,474.80	5/25/2020	\$ 44,564.40	7/11/2019	\$ 1,215,862.00
Application 2	7/11/2019	\$ 582,096.10	6/24/2020	\$ 43,191.00	8/25/2019	\$ 1,606,698.90
Application 3	8/25/2019	\$ 625,771.38	7/24/2020	\$ 39,456.60	9/3/2019	\$ 251,595.00
Application 4	9/3/2019	\$ 447,537.89			9/23/2019	\$ 430,171.08
Application 5	9/12/2019	\$ 424,072.99			10/31/2019	\$ 286,863.89
Application 6	10/31/2019	\$ 169,296.19			12/27/2019	\$ 191,004.88
Application 7	2/14/2020	\$ 51,524.86			6/24/2020	\$ 684,263.62
Application 8	10/31/2020	\$ 283,863.79			7/27/2020	\$ 809,515.90
Application 9					8/19/2020	\$ 688,435.55
Application 10					9/18/2020	\$ 219,415.32
Application 11					11/20/2020	\$ 304,220.48
Application 12					4/26/2021	\$ 160,488.38
Total Payments to Date		\$ 2,838,638.00		\$ 127,212.00		\$ 6,848,535.00
Left on Contract		\$ -		\$ -		\$ 160,100.00
Completion Percentage		100%		100%		98%
						\$ 451,768.00
						30 year warranty

D'Huy Engineering 1446	03/26/2019 \$ 1,556.24		2/28/2020 \$ 5,527.60		9/28/2018 \$ 1,295.33	
	04/16/2019	\$ 8,943.76	4/24/2020	\$ 890.00	9/28/2018	\$ 8,179.67
	05/13/2019	\$ 5,267.50	6/26/2020	\$ 2,201.35	12/3/2018	\$ 3,425.00
	06/05/2019	\$ 1,126.25	7/31/2020	\$ 602.05	2/27/2019	\$ 8,595.06
	06/25/2019	\$ 2,252.50			3/26/2019	\$ 18,500.30
	08/23/2019	\$ 840.00			3/26/2019	\$ 38,129.94
	08/23/2019	\$ 980.00			5/13/2019	\$ 24,500.28
	8/31/2019	\$ 3,938.25			6/5/2019	\$ 18,207.30
	9/27/2019	\$ 1,312.75			6/25/2019	\$ 15,000.22
	10/25/2019	\$ 1,312.75			8/23/2019	\$ 20,000.45
	12/27/2019	\$ 787.65			8/23/2019	\$ 20,000.45
	1/31/2020	\$ 525.10			8/31/2019	\$ 25,000.20
					8/31/2019	\$ 1,577.48
					9/27/2019	\$ 25,000.20
					9/27/2019	\$ 425.00
					10/25/2019	\$ 32,367.60
					12/27/2019	\$ 3,067.25
					1/31/2020	\$ 2,748.37
					2/28/2020	\$ 2,295.04
					3/31/2020	\$ 1,350.14
					6/24/2020	\$ 12,000.18
					6/26/2020	\$ 33,000.48
					7/31/2020	\$ 24,500.27
					8/28/2020	\$ 34,189.21
					9/25/2020	\$ 30,000.43
					10/30/2020	\$ 19,059.97
					1/20/2021	\$ 3,340.52
					2/16/2021	\$ 3,000.05
		\$ 28,842.75		\$ 9,221.00		\$ 428,756.39

	Resica Roof Project 10-215-3060		Resica Flooring Replacement 10-215- 3073		JT Lambert Flooring Replacement 20-517- 3073	
Vendor	1237	C&D WaterProofing Corp.	6554	Cope Carpet	6555	LV Flooring
Original Bid	3/18/2019	\$ 667,715.00	4/14/2020	\$ 303,780.00	4/14/2020	\$ 535,800.00
Application 1	8/5/2019	\$ 8,685.00	5/27/2020	\$ 119,970.00	6/15/2020	\$ 50,575.50
Application 2	8/5/2019	\$ 55,401.75	6/24/2020	\$ 65,700.00	6/30/2020	\$ 291,925.80
Application 3	8/6/2019	\$ 207,513.90	7/2/2020	\$ 73,746.50	8/16/2020	\$ 110,270.70
Application 4	9/3/2019	\$ 176,615.10	10/29/2020	\$ 18,193.50	8/31/2020	\$ 49,649.50
Application 5	9/30/2019	\$ 78,601.50			10/20/2020	\$ 22,662.50
Application 6	10/31/2019	\$ 26,318.25			12/21/2020	\$ 10,716.00
Application 7	12/9/2019	\$ 5,175.00				
Application 8	2/26/2020	\$ 35,230.50				
Application 9	3/31/2020	\$ 9,860.00				
Application 10	6/30/2020	\$ 35,757.95				
Application 11						
Application 12						
Total Payments to Date		\$ 639,158.95		\$ 277,610.00		\$ 535,800.00
Left on Contract		\$ 28,556.05		\$ 26,170.00		\$ -
Completion Percentage		96%		91%		100%
		\$ 9,700.00				
		30 year warranty				
D'Huy Engineering 1446	02/27/2019	\$ 1,656.02	3/31/2020	\$ 4,500.00	5/11/2020	\$ 4,500.00
	03/26/2019	\$ 7,793.98	4/24/2020	\$ 5,784.75	6/15/2020	\$ 5,784.75
	04/16/2019	\$ 5,499.99	6/24/2020	\$ 2,943.70	6/30/2020	\$ 2,943.70
	05/13/2019	\$ 2,000.01	8/11/2020	\$ 8,800.30	8/11/2020	\$ 8,800.30
	06/25/2019	\$ 6,420.03	8/31/2020	\$ 2,938.50	8/31/2020	\$ 2,938.50
	08/23/2019	\$ 5,638.76	10/20/2020	\$ 1,469.25	10/20/2020	\$ 1,469.25
	08/23/2019	\$ 1,372.24	11/17/2020	\$ 1,469.25	11/17/2020	\$ 1,469.25
	10/25/2019	\$ 4,674.01	12/14/2020	\$ 881.55	12/14/2020	\$ 881.55
	11/20/2019	\$ 2,337.00	1/20/2021	\$ 550.00	1/20/2021	\$ 587.70
	1/3/2020	\$ 2,337.00				
	1/28/2020	\$ 2,337.00				
	2/26/2020	\$ 2,337.00				
	3/19/2020	\$ 1,402.20				
	4/8/2020	\$ 934.80				
	10/30/2020	\$ 3,340.52				
		\$ 50,080.56		\$ 29,337.30		\$ 29,375.00

	Smithfield Lot Seal Coating 10-216-3068		Transportation Building Tank Removal 20-517-3077		North HS/Lehman Hot Water Replacement 30-19-3061		Totals
Vendor	6633	S&G Asphalt	6845	Environmental Restoration	6466	JBM	
Original Bld	4/14/2020	\$ 41,217.00		\$ 111,510.00		\$ 300,000.00	\$ 11,934,507.00
Application 1					1/0/2020	\$ 230,850.00	\$ 1,924,981.70
Application 2	8/31/2020	\$ 30,172.05	12/4/2020	\$ 23,681.80	3/11/2021	\$ 36,150.00	\$ 2,735,017.40
Application 3	4/26/2021	\$ 3,352.45	3/30/2021	\$ 69,954.20			\$ 1,381,660.73
Application 4							\$ 1,122,167.07
Application 5							\$ 812,200.88
Application 6							\$ 397,335.32
Application 7							\$ 740,963.48
Application 8							\$ 1,128,610.19
Application 9							\$ 698,295.55
Application 10							\$ 255,173.27
Application 11							\$ 304,220.48
Application 12							\$ 160,488.38
							\$ -
Total Payments to Date		\$ 33,524.50		\$ 93,636.00		\$ 267,000.00	\$ 11,661,114.45
Left on Contract		\$ 7,692.50		\$ 17,874.00		\$ 33,000.00	\$ 273,392.55
Completion Percentage		81%		84%		89%	98%

D'Huy Engineering
1446

2/26/2020	\$ 1,894.06	11/17/2020	\$ 2,235.45	03/26/2019	\$ 1,556.24	\$ 24,720.94
2/26/2020	\$ 210.01	12/14/2020	\$ 804.20	04/16/2019	\$ 8,943.76	\$ 47,334.88
3/19/2020	\$ 420.00	2/10/2021	\$ 1,258.30	05/13/2019	\$ 5,267.50	\$ 29,227.04
4/6/2020	\$ 2,892.95	2/10/2021	\$ 4,639.55	06/05/2019	\$ 1,126.25	\$ 38,582.72
4/6/2020	\$ 560.00	2/16/2021	\$ 3,437.50	06/25/2019	\$ 2,252.50	\$ 39,299.83
8/19/2020	\$ 404.88	3/18/2021	\$ 1,375.00	08/23/2019	\$ 840.00	\$ 50,167.08
2/10/2021	\$ 709.10	#####	\$ 1,749.85	08/23/2019	\$ 980.00	\$ 33,229.97
				10/25/2019	\$ 599.99	\$ 29,182.65
				11/20/2019	\$ 840.00	\$ 20,627.67
				3/18/2021	\$ 491.41	\$ 24,141.61
						\$ 23,125.10
						\$ 27,862.30
						\$ 2,979.68
						\$ 25,935.00
						\$ 3,765.52
						\$ 32,367.60
						\$ 3,067.25
						\$ 2,748.37
						\$ 2,295.04
						\$ 1,350.14
						\$ 12,000.18
						\$ 33,000.48
						\$ 24,500.27
						\$ 34,189.21
						\$ 30,000.43
						\$ 19,059.97
						\$ 3,340.52
						\$ 3,000.05
						\$ -
						\$ -
	\$ 7,091.00		\$ 15,499.85		\$ 22,897.65	\$ 621,101.50

5. ITEMS FOR DISCUSSION

1. Commitment of Fund Balance

In accordance with the Governmental Accounting Standards Board (GASB) Statement 54 the Board annually may commit or constrain a portion of fund balance for specified purposes which can include Capital Reserve Funds, PSERS or any other Board approved purpose with the amount to be determined following the close of the fiscal year but prior to the final audited financial statements being prepared.

As of June 30, 2020, General Fund balances are composed of the following:

1. Nondisposable	
a. Prepaid Expenses	\$343,075
2. Committed	
a. Future Retirement Benefits	\$18,545,532
b. Future Healthcare Costs	\$6,000,000
3. Assigned	
a. Capital Projects	\$5,700,000
b. Student Athletics	\$21,924
c. Future Budget Expenditures	\$8,488,285
d. Future Educational Programs	\$3,971,000
4. Unassigned	
a. Unassigned	\$6,075,127
Total General Fund Balance:	\$49,144,943

In the event that the District realizes a surplus from its operations following the close of the audited fiscal year 2020-2021, it is recommended that the Board authorizes the commitment of fund balance with the amount to be determined by the Administration following the completion of the annual audit and prior to the final financial statements being prepared.

5. ITEMS FOR DISCUSSION

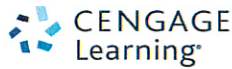
m. Budget Transfers to Close the 2020-21 Fiscal Year

Annually, the District works with our local auditors to make all reconciling entries, budget transfers and final payments to close the fiscal year. Any payments will be presented for Board approval as usual and closing procedures will be completed with the independent auditor as required by state and mandated auditing procedures.

Recommended Action: That the Board of School Directors authorizes the Administration to make necessary budget transfers to close the 2020-21 fiscal year in conjunction with the District's independent auditor.

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

- a. Cengage Learning, ESACA Curriculum, quote - \$1,045.00



For Fastest Order Processing and Fulfillment, please use our electronic order entry below, instead of fax or email.

Confidential Price Quote (5330539)

[Submit Customer Purchase Order Here](#)

5/13/2021

Pricing on this Proposal Guaranteed: **10/5/2021**

Presented To: Renee Stevens, renee-stevens@esasd.net

Prepared By: Matthew Borich, matt.borich@cengage.com

SHIP TO: East Stroudsburg Area School District	BILL TO: East Stroudsburg Area School District	Cengage Learning
Dist	Dist	ATTN: Order Fulfillment
Renee Stevens	Renee Stevens	10650 Toebben Drive
Accts Payable	Accts Payable	Independence, KY 41051
50 Vine ST	50 Vine ST	(800) 354-9706
East Stroudsburg, PA 18301	East Stroudsburg, PA 18301	http://NGL.Cengage.com/CustomerSupport
USA	USA	

[View Quote in CAD](#)

Quoted Products: CTE - Accounting

Qty	Update Qty	Product	Price	Quoted Price	Total
25		MindTap Century 21 Accounting: Multicolumn Journal, 11th Edition with Authentic Threads, Red Carpet Events & Digital Diversions Simulations (K12 Instant Access) Gilbertson 11th Edition [K12, 2019] 9780357032336 / 0357032330	\$38.00	\$38.00	\$950.00
1		Wraparound Teacher's Edition for Century 21 Accounting Multicolumn Journal, 11th Edition Gilbertson/Lehman/Gentene 11th Edition [K12, 2019] 9781337565431 / 1337565431	\$230.25	\$0.00	FREE
1		Website for Gilbertson/Lehman/Gentene's Century 21 Accounting: Multicolumn Journal, 11th Edition Gilbertson/Lehman/Gentene 11th Edition [K12, 2019] 9781337565448 / 133756544X	\$99.00	\$0.00	FREE
1		Cengage Testing, powered by Cognero® for Century 21 Accounting Multicolumn Journal, Instant Access Gilbertson/Lehman/Gentene 11th Edition [K12, 2019] 9781337565523 / 1337565520	\$0.00	\$0.00	FREE

Other Products Considered (not in quote)

Qty	Product	Price	Extended Price
25	MindTap Century 21 Accounting: Multicolumn Journal, 11th Edition (K12 Instant Access) Gilbertson/Lehman/Gentene 11th Edition [K12, 2019] 9781337565479 / 1337565474	\$28.00	\$700.00

Sub-Total: \$950.00

Processing Fee: \$95.00

TOTAL: \$1,045.00
Total Savings: \$329.25

[Submit Customer Purchase Order Here](#)

Thank you for your interest in Cengage Learning products.

All information embodied in this document is strictly confidential and may not be duplicated or disclosed to third parties outside recipient's organization without prior written consent of Cengage Learning.

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

b. Off2Class, Software Services, quote - \$2,210.00



Quotation for Software Services

Date: March 31, 2021

Vendor: Global Online Language Services Inc. - (374 St. Clements Ave, Toronto Ontario, Canada, M5N 1M1)

Client: East Stroudsburg Area School District (Attn: Alisa Keiper)

Items:

Set Up Cost (one-time, not paid in future years):

1. Custom Administration Panel (CSV uploader to create student accounts/teacher accounts, CSV downloader to obtain student/teacher statistics, ability to move students between teachers and bulk edit accounts)
2. Teacher activation training (webinar style)
3. Admin training (one-2-one)
4. Dedicated account manager
5. One-2-one teacher training (as required, following teacher activation training program)
6. Custom video onboarding playlist

\$1000 USD (one-time)

Subscription Cost:

Students: @\$20/student/year * 50 students = **\$1000**

Teachers: @\$70/teacher/year * 3 teachers = **\$210**

Total Subscription Cost - \$2210 USD

Subscription will expire September 2022 (giving the team FREE 5 months)

Let me know if you have any questions,

Looking forward to working with your team!

*- 5/13/21
Ed Comm Approved*

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

c. Edgenuity, ESACA Curriculum 2021-22, quote - \$82,295.00

Form 611

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

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

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

District-ESACA

What Service or item are you requesting *

Digital Libraries 6-12 Comprehensive All site licenses (MS and HS content for math, ELA, Sci, Social Studies, electives, AP, world languages, Virtual Tutors; excludes eDynamic Learning and Purpose Prep)

IS 6-12 Concept Coaching Add-on Provides on demand tutoring in the four core areas for all students within the specified site

MyPath K-5 Reading and Math Site License- Available Fall 2021

MyPath Reading and Math Site Licenses 6-12

Professional Development Webinar Training

eDynamic Electives Per Enrollment Per Semester (14 day drop/add grace period)

Why are you requesting the service or item *

ESACA 2021-2022 school year-re-occurring service

Suggested Replacement: *

n/a

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

\$82,295.00

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

single provider

What is the total cost of the purchase? *

\$82,295.00

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.

Which Fund will be charged? *

10 ▼

What account will be charged? *

ESSR's III Grant

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

n/a

Any additional information you would like to provide.

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





Edgenuity Inc.
 8860 E. Chaparral Road
 Suite 100
 Scottsdale AZ 85250
 877-725-4257

Price Quote for Services
 East Stroudsburg ASD
 Easton PA
 Account Number 874265
 Quote Number 180206
 Total \$82,295.00
 Date 7/1/2021

Payment Schedule
 PO Req, Net 30

Contract Start **Contract End**
 7/1/2021 6/30/2022

Site	Description	Comment	End Date	Qty
	Digital Libraries 6-12 Comprehensive All Site License (MS and HS content for math, ELA, science, social studies, electives, AP, world languages, Virtual Tutors; excludes eDynamic Learning and Purpose Prep)		06/30/2022	1
	IS 6-12 Concept Coaching Site License Add-on **Provides On Demand Tutoring In the Four Core Areas for all Students Within the Specified Site		06/30/2022	1
	MyPath K-5 Reading and Math Site License - Available Fall 2021		06/30/2022	1
	MyPath Reading and Math Site License **Grades 6-12		06/30/2022	1
	Professional Development Webinar Training		06/30/2022	2
	eDynamic Electives Per Enrollment Per Semester (14 day drop/add grace period)		06/30/2022	200

1. East Stroudsburg Cyber Academy

Subtotal \$82,295.00
Total \$82,295.00

It's been a pleasure working with you!

Edgenuity will audit enrollment count throughout the year. If more enrollments are found to be in use than purchased, Edgenuity will invoice the customer for the additional usage.

This quote is subject to Edgenuity Inc. Standard Terms and Conditions ("Terms and Conditions"). These Terms and Conditions are available at <http://www.edgenuity.com/edgenuity-standard-terms-and-conditions-of-sale.pdf>, may change without notice and are incorporated by this reference. By signing this quote or by submitting a purchase order or form purchasing document, Customer explicitly agrees to these Terms and Conditions resulting in a legally binding agreement. To the fullest extent permitted under applicable law, all pricing information contained in this quote is confidential, and may not be shared with third parties without Edgenuity's written consent.

East Stroudsburg ASD

Signature:



 Dr. William Vitulli

Print Name:

Title:

Asst. Superintendent for District Programs

Date:

MAY 26 2021

Edgenuity Inc. Representative

Elena Anguita
 Account Executive
 Ph: 570-468-7808
 Email: elena.anguita@edgenuity.com

Not valid unless accompanied by a purchase order. Please specify a shipping address if applicable. All order documentation can be submitted electronically at <https://edgenuity.formstack.com/forms/ar>. Alternatively you can e-mail this quote, the purchase order and order documentation to AR@edgenuity.com or fax to 480-423-0213.

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

d. Edgenuity, ESACA Curriculum 2021-22, quote - \$130,800.00

Form 611

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

The respondent's email (jessica-newberry@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT
Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

District-ESACA

What Service or item are you requesting *

120 FT Student Elementary License (content only)- one semester (18 week) up to 6 courses. (14 day drop/add grace period) \$425 per semester enrollment -Semester 1-

120 FT Student Elementary License (content only) -one semester (18 week) up to 6 courses (14 day drop/add grace period) \$425 per semester enrollment -Semester 2-

120 Genius per Student Information System per semester-\$10- Semester 1

120 Genius per Student Information System per semester- \$10-Semester 2

120 IS Elementary Course All Workbooks (non-refundable, 4 core courses, one semester) \$100/student for a bundle of Four WB-Semester 1

120 IS Elementary Course All Workbooks (non-refundable, 4 core courses, one semester) \$100/student for a bundle of Four WB-Semester 2

Why are you requesting the service or item *

ESACA 2021-2022 school year-re-occurring service

Suggested Replacement: *

n/a

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

\$130,800.00

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

n/a- single provider

What is the total cost of the purchase? *

\$130,800.00

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.

Which Fund will be charged? *

10

What account will be charged? *

ESSR's III Grant

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

n/a

Any additional information you would like to provide.

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

Google Forms



Edgenuity Inc.
 8860 E. Chaparral Road
 Suite 100
 Scottsdale AZ 85250
 877-725-4257

Price Quote for Services
 East Stroudsburg ASD
 East Stroudsburg PA
 Account Number 87299
 Quote Number 176783
 Total \$130,800.00
 Date 7/1/2021

Payment Schedule

PO Req, Net 30

Contract Start

7/1/2021

Contract End

6/30/2022

Qty	Description	Comment	End Date	Per Unit	Amount
East Stroudsburg Cyber Academy					
120	FT Student Elementary License (Content only) - One Semester (18 week), up to 6 courses. (14 day drop/add grace period) \$425 per semester enrollment **Semester 1		06/30/2022	\$435.00	\$52,200.00
120	FT Student Elementary License (Content only) - One Semester (18 week), up to 6 courses. (14 day drop/add grace period) \$425 per semester enrollment **Semester 2		06/30/2022	\$435.00	\$52,200.00
120	Genius per Student Information System per semester - \$10 **Semester 1		06/30/2022	\$10.00	\$1,200.00
120	Genius per Student Information System per semester - \$10 **Semester 2		06/30/2022	\$10.00	\$1,200.00
120	IS Elementary Course All Workbooks (non-refundable, 4 core courses, one semester) \$100/ Student for a Bundle of Four WB **Semester 1		06/30/2022	\$100.00	\$12,000.00
120	IS Elementary Course All Workbooks (non-refundable, 4 core courses, one semester) \$100/ Student for a Bundle of Four WB **Semester 2		06/30/2022	\$100.00	\$12,000.00

Edgenuity will audit enrollment count throughout the year. If more enrollments are found to be in use than purchased, Edgenuity will invoice the customer for additional usage.

This quote is subject to Edgenuity Inc. Standard Terms and Conditions ("Terms and Conditions"). These Terms and Conditions are available at <http://www.edgenuity.com/edgenuity-standard-terms-and-conditions-of-sale.pdf>, may change without notice and are incorporated by this reference. By signing this quote or by submitting a purchase order or form purchasing document, Customer explicitly agrees to these Terms and Conditions resulting in a legally binding agreement. To the fullest extent permitted under applicable law, all pricing information contained in this quote is confidential, and may not be shared with third parties without Edgenuity's written consent.

East Stroudsburg ASD

Signature:

Edgenuity Inc. Representative

Elena Anguita | Account Executive
 elena.anguita@edgenuity.com | 570.468.7808

Print Name:

Dr. William Vitulli

Title:

Asst. Superintendent for District Programs

Date:

MAY 26 2021

Not valid unless accompanied by a purchase order. Please specify a shipping address if applicable. All order documentation can be submitted electronically at <https://edgenuity.formstack.com/forms/ar>. Alternatively you can e-mail this quote, the purchase order and order documentation to AR@edgenuity.com or fax to 480-423-0213.



Edgenuity Inc.
8860 E. Chaparral Road
Suite 100
Scottsdale AZ 85250
877-725-4257

Price Quote for Services
East Stroudsburg ASD
East Stroudsburg PA
Account Number 87299
Quote Number 176783
Total \$130,800.00
Date 7/1/2021

Subtotal	\$130,800.00
Total	\$130,800.00

It's been a pleasure working with you!

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

- e. Edpuzzle, 3-year subscription until June 30,2025, quote -
\$40,272.00

Form 611

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

The respondent's email (jessica-newberry@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum & Instrucion

Building *

District

What Service or item are you requesting *

3 years Unlimited access for all teachers in the district for 3 years 7 months (end date June, 30, 2025)

Why are you requesting the service or item *

re-occurring services

Suggested Replacement: *

n/a

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

\$40,272.00

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

single provider

What is the total cost of the purchase? *

\$40,272.00

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.

Which Fund will be charged? *

10 ▼

What account will be charged? *

ESSR's III Grant

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

n/a

Any additional information you would like to provide.

This is an extension of the current license, 44 months, to the end of June 20, 2025 due to discounts and available funding.

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





PO BOX 446
 SAN FRANCISCO, CA 94104-0446
 UNITED STATES

Bill To Name	EAST STROUDSBURG AREA SD	Quote Number	00022927
Bill To	50 VINE ST	Created Date	3/12/2021
	EAST STROUDSBURG, PA 18301	Expiration Date	11/1/2021
	US	Prepared By	Gabrielle Sipe
Contact Name	Brian Borosh	Email	gabrielle@edpuzzle.com
Email	brian-borosh@esasd.net		

Product	Period	Price	Quantity	Total Price
Pro District	3 years - 30, 2025_	Unlimited access for all teachers in the district for 3 years 7 months (end date June 30, 2025_	1.00	\$40,272.00

Subtotal	\$40,272.00
Total Price	\$40,272.00
Grand Total	\$40,272.00

FAQ's

Does Edpuzzle accept purchase orders?

Yes, we do! This quote can be used to generate a PO. If you need any other information or would prefer a credit card payment instead just let us know. We will get you set up with Pro within 24h of receiving the order.

What payment methods does Edpuzzle accept?

We accept credit card payments, checks, and direct deposits (wire transfers).

Can we use next year's funds this school year?

Yes! Send us your PO by June 30th and we can invoice you in July so that you can use next year's funds to purchase at this year's rates.

Terms & Conditions

(1) All spots from the license will expire at the end of the term, regardless utilization or use. (2) Each spot is assigned to one teacher and cannot be replaced by another teacher on a general basis. (3) The general rules of copyright and license ownership will apply in case of a teacher leaving the School or District, regarding the video-content he or she has generated. (4) This agreement will automatically renew at the end of each term for a further term of 1 year unless either party gives the other written notice of termination at least 30 days prior to the end of the relevant term.

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

f. Mote Unlimited, 4-year subscription until June 30, 2025,
quote - \$38,812.50

Mote Technologies

548 Market St, PMB 52828

San Francisco, CA 94104 US



Quote

PREPARED BY

Albert Chun

PREPARED FOR

Diana Allison
Instructional Technology Coach
East Stroudsburg Area School District
50 Vine Street
East Stroudsburg, PA 18301
570.424.8500 x-10615

PREPARED DATE

May 27, 2021

EXP. DATE

June 27, 2021

ITEM	QTY	PRICE	TOTAL
Year 1 - Mote Unlimited	7,500	\$1.50	\$11,250
Year 2 - Mote Unlimited	7,500	\$1.50	\$11,250
Year 3 - Mote Unlimited	7,500	\$1.50	\$11,250
Year 4* - Mote Unlimited	7,500	\$1.25	\$9,375
1 hour PD per annum	1	\$350 Free	-
Multi-year Discount	10%		(\$4,312.50)
			\$38,812.50

* 10/19/2024-06/30/2025

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

g. Screencastify District Licenses 2021-22, quote - \$45,000.00

Form 611

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

The respondent's email (jessica-newberry@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM 611

EAST STROUDSBURG AREA SCHOOL DISTRICT
Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

district

What Service or item are you requesting *

ScreenCastify District Licenses
Accelerate Professional Development

Why are you requesting the service or item *

re-occurring services

Suggested Replacement: *

n/a

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

\$45,000

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

single provider

What is the total cost of the purchase? *

\$45,000

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.

Which Fund will be charged? *

10

What account will be charged? *

ESSR's grant

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

n/a

Any additional information you would like to provide.

This is an extension of the current license, 44 months, to the end of June 20, 2025 due to discounts and available funding.

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





Quote number: 122002
Quote created: Mar 14, 2021
Quote expires: Jun 30, 2021

Term start date: Nov 2, 2021
Schools included: 10

Prepared for:
Brian Borosh
East Stroudsburg Area SD
brian-borosh@esasd.net

Prepared by:
Screencastify, LLC
222 W Merchandise Mart Plaza, #1212
Chicago, IL 60654
raymond@screencastify.com

Quantity	Product	Price
1	Record Unlimited District License	\$30,000
1	Edit Unlimited District License	\$30,000
1	Accelerate Professional Development	\$0

Subscription subtotal: \$60,000
Discount: (\$15,000)
Annual subscription total: \$45,000
PD one-time fee: \$0
Total due: \$45,000

Notes

25% Discount Applied and Accelerate PD Services (\$1500 value) Included!! 4 year deal ending June 30, 2025

The Fine Print

The Services provided under this Order are subject to Screencastify's Master Terms and Conditions located at <https://screencastify.com/msa>, which are incorporated herein by reference. The pricing in this quote is valid until the Expiry Date listed above. All pricing is in US Dollars. Screencastify will invoice you for the amounts shown in this quote after receiving payment or a purchase order. If you are paying with a purchase order please have your purchasing department email a signed PO referencing this quote to the email above. Offline payments are accepted for orders of \$250 or more. Access to purchased products will be unlocked upon receipt of the signed PO.

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

h. Nearpod Premium Plus+DCL+SEL 2021-22, quote -
\$193,534.00

Form 611

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

The respondent's email (jessica-newberry@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT
Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

district

What Service or item are you requesting *

Nearpod Premium Plus+DCL+SEL

Why are you requesting the service or item *

re-occurring services

Suggested Replacement: *

n/a

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

\$193,534.00

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

single provider

What is the total cost of the purchase? *

\$193,534.00

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.

.....

Which Fund will be charged? *

10 ▼

What account will be charged? *

ESSR's III Grant

.....

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

n/a

.....

Any additional information you would like to provide.

This is an extension of the current license, 44 months, to the end of June 20, 2025 due to discounts and available funding.

.....

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



Created For: East Stroudsburg

Today's Date: 5/4/21

Nearpod & Flocabulary - 1 Year Contract Values

Standard Pricing				Your Price	
Group	Students	Nearpod List Price	List Price per Student	Your Price	Per Student
Nearpod Premium	7,000	\$36,750.00	\$5.25	\$35,980.00	\$5.14
Nearpod Premium Plus	7,000	\$45,500.00	\$6.50	\$43,190.00	\$6.17
Nearpod Premium with Flocabulary	7,000	\$61,250.00	\$8.75	\$55,020.00	\$7.86
Nearpod Premium Plus with Flocabulary*	7,000	\$62,650.00	\$8.95	\$58,030.00	\$8.29

Nearpod & Flocabulary - 1 Year Contract Values

Standard Pricing				Your Price	
Group	Students	Nearpod List Price	List Price per Student	Your Price	Per Student
Nearpod Premium	6,500	\$38,025.00	\$5.85	\$36,123.75	\$5.56
Nearpod Premium Plus	6,500	\$43,875.00	\$6.75	\$41,681.25	\$6.41
Nearpod Premium with Flocabulary	6,500	\$58,500.00	\$9.00	\$53,820.00	\$8.28
Nearpod Premium Plus with Flocabulary*	6,500	\$61,750.00	\$9.50	\$56,810.00	\$8.74

Other Options

Standard Pricing				Your Price		
Group	Students	Nearpod List Price	List Price per Student	Your Price	Per Student	Total
Nearpod Premium Plus+DCL+SEL	7,000	\$57,875.00	\$8.27	\$54,981.25	\$7.85	\$193,534.00*
Nearpod Premium Plus+DCL+SEL+FLOCABULARY	7,000	\$68,175.00	\$9.74	\$63,402.75	\$9.06	\$223,177.68

Premium Collection Add Ons - 1 Year Contract Values

Standard Pricing				Your Price	
Group	Students	Nearpod List Price	List Price per Student	Your Price	Per Student
Digital Citizenship	7,000	\$7,000.00	\$1.00	\$6,650.00	\$0.95
Social Emotional Learning	7,000	\$7,000.00	\$1.00	\$6,650.00	\$0.95
College and Career Exploration	7,000	\$3,500.00	\$0.50	\$3,325.00	\$0.48
Historical Perspectives & Literacy	7,000	\$10,500.00	\$1.50	\$9,975.00	\$1.43
Learning Labs	7,000	\$10,500.00	\$1.50	\$9,975.00	\$1.43
English Language Learners **	7,000	\$14,000.00	\$2.00	\$13,300.00	\$1.90

Discounts & Multi Year Options

Discounts & Multi Year Options		Your Price
Group		Details
	44 Month Option, Paid Up Front	Additional 4% off Total
	2 or More Premium Collections	Additional 10% off Premium Collections

Nearpod Contact: Leandro Beer
 LeandroB@nearpod.com

Formal Quote with specific options and contract dates required to accompany Purchase Order.
 Please request formal quote when options & dates have been selected. Multiple quotes okay.

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

i. Brainpop 2021-22, quote - \$17,950.00

Form 611

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

The respondent's email (jessica-newberry@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum & Instruction

Building *

District

What Service or item are you requesting *

6 Unlimited 12-month access to over one-thousand standards-aligned topics to build background and deepen learning across the curriculum, SEL-themed topics, and embedded creative and computational projects on BrainPOP and BrainPOP Jr. Also includes access to BrainPop Spanish and French Subscriptions for all 6 elementary buildings.

Why are you requesting the service or item *

re-occurring services

Suggested Replacement: *

n/a

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

\$17,550.00

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

single provider

What is the total cost of the purchase? *

\$17,550.00

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.

n/a

Which Fund will be charged? *

10

What account will be charged? *

ESSR's III Grant

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

n/a

Any additional information you would like to provide.

This is an extension of the current license, 44 months, to the end of June 20, 2025 due to discounts and available funding.

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





Quote

Date	Quote #
04/03/2021	033191945108

Presentations
Open

Page 1 of 2

Bill To Attention
 Accounts Payable
 East Stroudsburg Area #3
 50 West St
 East Stroudsburg PA 18301
 United States

Username	E-mail	Start Date	End Date
	lablita-bradley@csusd.net	03/03/2021	03/31/2022

Item	Type	Qty	Description	Rate	Amount
School Choice 202	Renewal	6	Differentiated 12-month access to over one thousand standards-aligned topics to build background and deepen learning across your curriculum, 5E2-aligned topics, and embedded creative and computational projects on BrainPOP® and BrainPOP Jr. Also includes access to BrainPOP Papertal and Pimpala.	3,250.00	19,500.00
Reference:		1	Subscriptions for the following schools / usernames: -Juniata ES / juniataeschool_1 -East Stroudsburg ES / eaststroudsburgelementaryschool_1 -Burlfield PS / burlfieldpschool_1 -Smithfield ES / smithfield_1 -Ed Hill PS / edhillpschool_1 -Middle Smithfield PS / middlesmithfieldpschool_1		
Subtotal					19,500.00
Adult Site Discount (5-10)			10% discount for an order of 5 to 10 schools	%	-1,950.00
Subtotal					17,550.00
Reference:		1	INTRODUCING BRAINPOP SCIENCE! Our new supplemental middle school science solution will let you customize open-ended lessons designed to address the big skills and challenges in new science standards. Keep this page bookmarked... (www.science.brainpop.com) The Fall experience is coming for Fall 2021, but you have exclusive early access to a new lesson each month! Pricing options coming soon.		

I accept the purchase of the items included herein. I understand that I will be invoiced for this order.

Name: _____ Authorized Signature: _____

Title: _____ Date: _____

*Please include any applicable tax exemption certificates for the school/district along with your order.

Send to: BrainPOP Accounts Receivable | P.O. BOX 28119 | New York, NY 10087-8119 | Fax: 888-867-6629
 Please make all checks payable to 'BrainPOP'. Email: purchaseorders@brainpop.com



Quote

Date	Quote #
04/25/21	035191934319R

Page 2 of 2

Item	Type	Qty	Description	Rate	Amount
Reference		1	Consider adding our new virtual professional development workshop! This equips teachers with the confidence and tools to reach all learners from anywhere. Our professional learning services are proven to result in more meaningful instruction. This workshop will be delivered on your schedule and includes ample opportunities for teachers to ask questions for one hour @ \$495.00.		
Quote valid for 90 days. All amounts listed are in USD. This subscription is governed by the Terms of Use and Privacy Policy posted on www.brainpop.com, as amended from time to time. By accepting this quote, you agree to these terms. Changes/modifications to the terms must be approved and signed by an authorized representative of BrainPOP. Terms and conditions submitted with any Purchase Order shall not apply to this subscription.				Total	\$17,550.00

I accept the purchase of the items included herein. I understand that I will be invoiced for this order.

Name: _____ Authorized Signature: _____

Title: _____ Date: _____

*Please include any applicable tax exemption certificates for the school/district along with your order.

Remit to: BrainPOP Accounts Receivable PO BOX 28115 | New York, NY 10087-8115 | Fax: 866-857-6629
Please make all checks payable to 'BrainPOP'. Email: purchaseorders@brainpop.com

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

j. McGraw Hill Intermediate SS books and subscriptions 2021-
22, quote - \$189,833.45

Form 611

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

The respondent's email (william-vitulli@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

Vitulli

Untitled Title

Department *

C&I

Building *

Admin

What Service or item are you requesting *

McGraw Hill Intermediate SS books and subscriptions

Why are you requesting the service or item *

Curriculum update - Intermediate school social studies textbooks are digital in nature and their digital license expires in June of 2021. All students grades 6-8 are required to take social studies and need a textbook for their course.

Suggested Replacement: *

McGraw Hill Publications. Digital license and physical book for every student. 6th grade = Discovering Our Past - A History of the World, Early Ages 7th grade = Discovering Our Past - A History of the United States, Early Years 8th grade = Discovering World Geography

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

Content analysis took place. Comparable provider was \$262k vs. \$189K

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

n/a

What is the total cost of the purchase? *

189,793.80

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.

n/a

Which Fund will be charged? *

10 ▼

What account will be charged? *

ESSERS 3

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

n/a

Any additional information you would like to provide.

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





Because learning changes everything.*

QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

SUBSCRIPTION/DIGITAL CONTACT:

Heather Piperato
heather-piperato@esasd.net

CONTACT:

Heather Piperato
heather-piperato@esasd.net

SALES REP INFORMATION:

Lindsay Neath
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Professional Development	\$7,000.00	(\$7,000.00)	\$0.00
6th Grade- World History Early Ages	\$59,345.68	(\$5,367.18)	\$53,978.40
7th Grade- US History	\$68,342.04	(\$5,372.64)	\$62,969.40
8th Grade World Geography	\$69,320.43	(\$5,474.43)	\$63,846.00
PRODUCT TOTAL*	\$204,008.05	(\$23,214.25)	\$180,793.80
ESTIMATED S&H**			\$9,039.65
ESTIMATED TAX**			TBD
GRAND TOTAL*			\$189,833.45

* Price firm for 45 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Comments:

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 05/06/2021

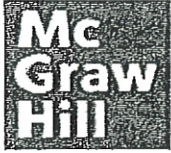
ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/20/2021

QUOTE NUMBER: LNEAT-05052021-001

ACCOUNT #: 410936

PAGE #: 1



Because learning changes everything.®

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
Professional Development					
STAFF DEVELOPMENT WORKSHOP	TRN2001	2	\$3,500.00	\$7,000.00	*Free Materials
Professional Development Subtotal:				\$7,000.00	\$0.00

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

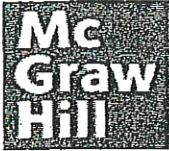
SEND ORDER TO:

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QUOTE DATE: 05/06/2021
QUOTE NUMBER: LNEAT-05052021-001

ACCOUNT NAME: East Stroudsburg Area Sch Dist
ACCOUNT #: 410936

EXPIRATION DATE: 06/20/2021
PAGE #: 2



Because learning changes everything.™

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
6th Grade- World History Early Ages					
Student Materials					
DISCOVERING OUR PAST A HIST OF THE WRLD EARLY AGES STDNT STE W/LRNSMRT 6YR BNDLE	978-0-07-677888-1	540	\$99.96	\$0.00	\$53,978.40
Student Materials Subtotal:				\$0.00	\$53,978.40
Teacher Materials					
DISCOVERING OUR PAST A HIST OF THE WRLD EARLY AGES TCHR STE W/LRNSMRT 6YR BNDLE	978-0-07-677892-8	13	\$412.86	\$5,367.18	*Free Materials
Teacher Materials Subtotal:				\$5,367.18	\$0.00
6th Grade- World History Early Ages Subtotal:				\$5,367.18	\$53,978.40

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
 Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 05/06/2021

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/20/2021

QUOTE NUMBER: LNEAT-05052021-001

ACCOUNT #: 410936

PAGE #: 3



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
7th Grade- US History					
Student Materials					
DISCOVERING OUR PAST A HIST OF THE US STDNT STE W/LRNSMRT 6 YR BUNDLE	978-0-07-677886-7	585	\$107.64	\$0.00	\$62,969.40
Student Materials Subtotal:				\$0.00	\$62,969.40
Teacher Materials					
DISCOVERING OUR PAST A HIST OF THE US TCHR STE W/LRNSMRT 6 YR BUNDLE	978-0-07-677889-8	13	\$413.28	\$5,372.64	*Free Materials
Teacher Materials Subtotal:				\$5,372.64	\$0.00
7th Grade- US History Subtotal:				\$5,372.64	\$62,969.40

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
 Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 05/06/2021

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/20/2021

QUOTE NUMBER: LNEAT-05052021-001

ACCOUNT #: 410936

PAGE #: 4



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
8th Grade World Geography					
Student Materials					
DISCOVERING WORLD GEOGRAPHY STDNT STE W/LRNSMRT 6 YR BUNDLE	978-0-07-677927-7	600	\$106.41	\$0.00	\$63,846.00
Student Materials Subtotal:				\$0.00	\$63,846.00
Teacher Materials					
DISCOVERING WORLD GEOGRAPHY TCHR STE W/LRNSMRT 6 YR BUNDLE	978-0-07-677930-7	13	\$421.11	\$5,474.43	*Free Materials
Teacher Materials Subtotal:				\$5,474.43	\$0.00
8th Grade World Geography Subtotal:				\$5,474.43	\$63,846.00

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
 Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 05/06/2021

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/20/2021

QUOTE NUMBER: LNEAT-05052021-001

ACCOUNT #: 410936

PAGE #: 5



Because learning changes everything.®

QUOTE PREPARED FOR:

East Stroudsburg Area Sch Dist
50 VINE ST
EAST STROUDSBURG, PA 18301-2150
ACCOUNT NUMBER: 410936

CONTACT:

Heather Piperato
heather-piperato@esasd.net

VALUE OF ALL MATERIALS	\$204,008.05
FREE MATERIALS	(\$23,214.25)
PRODUCT TOTAL*	\$180,793.80
ESTIMATED SHIPPING & HANDLING**	\$9,039.65
ESTIMATED TAX**	TBD
GRAND TOTAL	\$189,833.45

SUBSCRIPTION/DIGITAL CONTACT:

Heather Piperato
heather-piperato@esasd.net

Comments:

[Empty comment box]

* Price firm for 45 days from quote date. Price quote must be attached to school purchase order to receive the quoted price and free materials.

**Shipping and handling charges shown are only estimates. Actual shipping and handling charges will be applied at time of order. Taxes are not included in the quote total. If applicable, actual tax charges will be applied at time of order.

Terms of Service:

By placing an order for digital products (the 'Subscribed Materials'), the entity that this price quote has been prepared for ('Subscriber') agrees to be bound by the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. Subject to Subscriber's payment of the fees set out above, McGraw Hill LLC hereby grants to Subscriber a non-exclusive, non-transferable license to allow only the number of Authorized Users that corresponds to the quantity of Subscribed Materials set forth above to access and use the Subscribed Materials under the terms described in the Terms of Service and any specific provisions required by Subscriber's state law, each located in the applicable links below. The subscription term for the Subscribed Materials shall be as set forth in the Product Description above. If no subscription term is specified, the initial term shall be one (1) year from the date of this price quote (the 'Initial Subscription Term'), and thereafter the Subscriber shall renew for additional one (1) year terms (each a 'Subscription Renewal Term'), provided MHE has chosen to renew the subscription and has sent an invoice for such Subscription Renewal Term to Subscriber.

Terms Of Service

Provisions required by Subscriber State law

ATTENTION: In our effort to protect our customer's data, we will no longer store credit card data in any manner within in our system. Therefore, as of April 30, 2016 we will no longer accept credit card orders via email, fax, or mail/package delivery. Credit card orders may be placed over the phone by calling the number listed above or via our websites by visiting www.mheducation.com (or www.mhecoast2coast.com).

School Purchase Order Number: _____

Name of School Official (Please Print)

Signature of School Official

PLEASE INCLUDE THIS PROPOSAL WITH YOUR PURCHASE ORDER

SEND ORDER TO:

McGraw Hill LLC | PO Box 182605 | Columbus, OH 43218-2605
Email: orders_mhe@mheducation.com | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 05/06/2021

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/20/2021

QUOTE NUMBER: LNEAT-05052021-001

ACCOUNT #: 410936

PAGE #: 6

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

k. Ripple Effects, quote - \$64,440.00

Form 611

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

The respondent's email (jessica-newberry@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

William Vitulli

Untitled Title

Department *

Curriculum and Instruction

Building *

Ripple Effects

What Service or item are you requesting *

Permanent License, Best Option, School Wide, includes usage rights for all Cyber Academy Students, includes a 10% discount. First 12 months at no charge, starting year 2: 10% of Product License total, \$7160, paid annually
5-Concurrent Device Permanent License at 4 schools, no cost for orders received by May 15

Why are you requesting the service or item *

service for students

Suggested Replacement: *

n/a

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. *

single provider

What is the total cost of the purchase? *

\$64,440.00

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.

.....

Which Fund will be charged? *

10 ▼

What account will be charged? *

Curriculum & Instruction and Pupil Services are sharing the cost

.....

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.





ripple effects

V.a.

4020 E. Madison, Suite 321
Seattle, WA 98112

Order/Quotation Form

Bill To:

Ship To:

Name Erin Dreisbach
Organization East Stroudsburg Area School District
Address 50 Vine Street
East Stroudsburg, PA 18301
Phone
Fax
Email erin-dreisbach@esasd.net

Name Erin Dreisbach
Organization East Stroudsburg Area School
Address 50 Vine Street
East Stroudsburg, PA 18301
Phone
Fax
Email erin-dreisbach@esasd.net

Quotation Information

Billing Information

Quote Number Q-30760

Purchase Order # _____

Quote Date 3/23/2021

Purchase Date _____

Quote Valid Until 6/30/2021

Authorized Signature _____

Item	License Type	QTY	Unit Price	Extended Price
RE Teens	Permanent License, Best Option, School Wide, includes usage rights for all Cyber Academy students	4	\$17,900.00	\$71,600.00
Discount	10% Discount	-.10	\$71,600.00	-\$7,160.00
RE Planning & Assessment	School Wide Permanent License - included in above costs	4	\$0.00	\$0.00
Upgrade/Maintenance Plan	First 12 months at no charge, STARTING Year 2: 10% of Product License total, \$7160, paid annually	0	\$7,160.00	\$0.00
RE Educator Ally	5-Concurrent Device Permanent License at 4 schools, no cost for orders received by May 15	4	\$0.00	\$0.00

SSO Clever Class Link None

Subtotal \$64,440.00
Sales Tax
Shipping/
Set Up Fee
Quote Total \$64,440.00

Phone 888-259-6618

Fax 415-227-4998

Email orders@rippleeffects.com

Website www.rippleeffects.com



rippleeffects

Definitions of Levels:

Good:

- Student intervention program *RE for Kids*, *RE for Teens*, or Educator Ally
- One planning meeting with site/district individual(s) spearheading the implementation, covering: logistics of implementation & tech set-up; description of rollout options, and scheduling of webinar training sessions.
- Two 90-minute customized implementation training webinars (included in Good and Better License levels) and unlimited 90-minute customized implementation training webinars (included in Best license level), telephone/email technical support, and digital links to professional development manuals for Tiers 1, 2, 3, Mental Health & Juvenile Justice. *Quick Steps* job embedded app on how to implement Teens and Kids programs effectively
- Basic administrative functions in the Online Admin and Teacher Dashboard (block topics, import student accounts, edit/delete user accounts, reset passwords, etc.)
- *Data Viewer* for documentation of student and any group of student's dosage, dates and times of usage and progress monitoring
- Access to a digital library of "how to" videos and implementation resources /supplemental materials to help sites get started with the program usage and explore new ways of using them.
- On-going phone and email customer support on program usage and technical support

Better: *Good level Plus Playlist Creation/Lesson Assignment and Assessment online programs*

- Individual and group "playlist" creation programs
- Individual and group assessment tools: Screen for Strengths Program,
- Two additional online customized implementation training webinars on how to use the programs

Best: *Better level Plus unlimited implementation training webinars, district and school-level aggregate dosage/usage reporting*

- Pocket Coach for Teen Intervention program for Smart Phones
- 8 additional 90-minute customized implementation training webinars on how to use the programs
- Aggregate, anonymous group dosage reports, program usage metrics, numbers of minutes of use by school and district, for all topics plus sensitive, personal topics
- Hard copies of implementation manuals



What is in the Basic Implementation Training Webinar

Included as part of the student programs purchase license (good, better, or best level): 90-minute customized implementation training webinars on best practices for implementers in using the student programs, how to assign lesson to individual students or groups of student for Tier 1, Tier 2 and Tier 3 environments, how to build site or student specific intervention plans, how to use the Data Viewer program for student progress monitoring and reporting, telephone/email technical support, and digital links to professional development manuals for Tiers 1, 2, 3, Mental Health & Juvenile Justice. *Note: This is for training on program usage best practices and how to create specific plans and does not include District Planning Services and Sustainability/Capacity Building services.*

~~With the renewal of annual maintenance or subscription, client will renew the live supports in the basic Implementation package.~~

Topics and Equivalents: Ripple Effects for Teens
NOTE: This list goes into effect August 15, 2019.

Topic Name	Topic Equivalents	Topic Category – Skill-related(S), Problem Behavior (PB), Personal (P)	Topics that have a "Profile" activity
abandoned	attachment problems left behind	P	
abstinence	celibacy not having sex sex-postponing waiting – to have sex	P	
abuse-boy/girlfriend	dating abuse girl/boyfriend abuse boy/girlfriend abuse	P	
accepting responsibility	excuses mistakes – owning them owning up responsibility - accepting	S	
acne	pimples zits	P	
active listening	listening really listening	S	
addicted		P	
addicted parent	druggie parent parent - alcoholic	P	
ADHD	attention problems distracted spacing out hyperactive	P	
adopted		P	
after high school	high school-after post-secondary technical school	P	
aggression	managing aggression	PB	
AIDS		P	
alcohol	beer booze drinking	PB	X
alcoholic-you	drinking too much hangover - again	P	

Topics and Equivalents: Ripple Effects for Teens

anger	mad pissed off temper managing anger	S	
anorexia	starving yourself yourself - starving	P	
antidepressants	drugs-antidepressant Prozac Zoloft	P	
anxiety	nerves worry managing anxiety	S	
apologies	making apologies sorry - you are making up	S	
appearance	looks ugly not good-looking beauty	P	
arguing	disagreeing respectfully respectfully disagreeing	S	
arrest	busted	P	
arson	fire setting	P	
asking questions	questions-asking open-ended questions	S	
asserting yourself	being assertive get respect don't assert yourself respect - getting it standing up for yourself yourself-standing up for	S	X
assertive eyes	staring muggin'	S	
assertive message	strong words	S	
assertive posture	body - posture strong body	S	
assertive reasons	reasons - giving	S	
assertive voice	voice - using yours strong voice	S	

Topics and Equivalents: Ripple Effects for Teens

attendance	absent school – skipping showing up skipping school truancy	PB	
attention	paying attention	PB	
authority-dealing with	dealing with authority respectful to authority questioning authority	S	
autism	ASD	P	
backlash target		P	
beat up victim	jumped	P	
beaten	abuse – child child abuse parent – his you not safe – home physical abuse unsafe at home	P	
believers-standing up for	standing up for beliefs	S	
belonging	being connected community connecting with others don't connect fitting in staying connected	S	X
betrayed	institution - betrayed by family - betrayed	P	
bias activity		PB	
bias activity target		P	
binge eating	overeating	P	
birth control	the pill sex-protection protection-sex	P	
birth order	middle child oldest child youngest child	P	
blankie	attachment objects security blanket	P	
blind	disability-visual seeing-can't visual impairment	P	
blurted out	outbursts shut up-can't	PB	
body	genes-body	S	
body image	image-your body	S	
body language		S	
body odor	musty sweat	P	
bored	restless	S	

Topics and Equivalents: Ripple Effects for Teens

bra		P	
bragging	all'dat conceited self-centered	P	
brain	your mind thinking	S	
brainstorming	ideas-finding options-coming up with possibilities	S	
breaking rules	rules	PB	
breaking up	broken heart dumped	P	
breathing	calming breath deep breathing	S	
bulimia	bingeing and purging throwing up	P	
bullied	bully-target picked on target-for bully	P	
bullying	bully-offender picking on people	PB	
bystander	observers upstander witness	S	
cell phone	mobile phone smart phone texting	S	
change	managing change transitions	S	
change-unplanned		S	
changing feelings	feelings-changing	S	
character		S	
cheating-in school	copying	S	
chew	dip snuff tobacco-chewing	PB	
cigarettes	smoking tobacco-smoking	PB	
cigars	little cigars small cigars	P	
clique	in-group popularity-cliques	PB	
clothes-rules	dress code uniforms	PB	
cocaine	blow snow crack rock	P	
college	education-higher	S	

Topics and Equivalents: Ripple Effects for Teens

communicating feelings	feelings-communicating I statements	S	
communication skills	relating-communicating	S	
community history	background-community	S	
complaints-making	making complaints	S	
compliments-giving	giving compliments	S	
compliments-receiving	receiving compliments	S	
condoms	rubbers gloves	P	
confronting behavior	behavior-confronting calling something speaking up	S	
confronting injustice	injustice-confronting institutional injustice	S	
connected	addicted-electronics online-connected internet-connected	S	
consent	sex-consent	P	
control-taking	empowering yourself power taking control self-determination feel powerless	S	
controlling impulses	impulsive self-control	S	X
conversations	having conversations talking	S	
counselors-using	helpers-adult using counselors	S	
courage	guts	S	
courtesy	manners	S	
crazy feelings	feeling crazy	P	
creativity	artsy not creative	S	X
criticism	negative criticism	S	
crush	liking someone	P	
crying		P	
curfew		P	
curiosity	wondering	S	
cursing	bad words swearing	PB	
cutting class	skipping class	PB	
cutting yourself	hurting yourself mutilation-self self-injury yourself-cutting	P	

Topics and Equivalents: Ripple Effects for Teens

dating	boy/girlfriend girl/boyfriend relationship	P	
deaf	disability-hearing hearing impaired	P	
death	losing someone passed away	P	
decisions	bad decisions choices making decisions	S	X
defiance	authority-defying insubordination willful defiance	PB	
democracy-doing	politics-being part of activism being a good citizen community participation	S	X
depression	down feelings-depressed	P	
diet-healthy	nutrition eating-healthy	S	
dieting	weight-losing	P	
digital citizen	manners-online online-citizenship being good online citizen courtesy-Internet	S	
disappointment	let-down	S	
discipline	punishment spanking	P	
discouraged		S	
discrimination	equality	S	
discussions-having	group-discussions talking-in a group	S	
disrespected	being disrespected	PB	
disrupting class		PB	
dissent-supporting	politics-unpopular supporting dissent	P	
diversity-cultural	cultural differences	S	
diversity-ethnic	ethnic diversity ethnicity race racial diversity	S	
diversity-gender	gender identity non-binary questioning gender roles-gender sexism	S	X
diversity-physical	physical differences	S	

Topics and Equivalents: Ripple Effects for Teens

diversity-preferences	taste opinions preferences individuality	S	
diversity-religious	religious diversity	S	
divorce	parents-breaking up breaking up-parents	P	
domestic violence	abuse-domestic family violence	P	
downers	barbiturates drugs-depressants sedatives tranquillizers Valium	P	
driving		P	
driving drunk	DUI	P	
dropping out	school-dropping out quitting-school	P	
drugs		P	X
drugs-designer	club drugs ecstasy MDMA rave drugs X	P	
drugs-trend using	friend-drinking/drugs	P	
eating disorder		P	
effort	don't try lack of effort trying	S	
ELL	English language learner second language-English	P	
embarrassment	hiding-want to	S	
emotional abuse	abuse-emotional	P	
emotional maturity	immaturity	S	
empathy	don't feel for others feeling for others identifying with others stepping in their shoes	S	X
envy	want other people's stuff	S	
ethnic slurs	racial slurs slurs	PB	
evaluating alternatives	alternatives-evaluating options-evaluating solutions-evaluating	S	
exercise	fitness working out	S	
exercising rights	rights-exercising legal rights	S	
expectations	greatness	P	

Topics and Equivalents: Ripple Effects for Teens

experimenting	trying things out	S	
expressing feelings	feelings-expressing	S	
expressing sympathy	sympathy-expressing	S	

failing	school failure stupid not smart	PB	
failure	fear of falling	P	
fairness	unfairness	S	
faith	keeping faith believing	S	
family background	background-family personal history heritage	S	
family embarrassing	parent-embarrassed by embarrassing-family	P	
fear	afraid scared managing fear	S	
feelings	emotions-yours understanding feelings	S	
feelings-names for		S	
fighting		PB	
ingernails	nail biting	P	
forgiving		S	
foster home	group home	P	
friendly	nice open	S	
friends	buddies pals	S	
friends-choice of	choosing friends	S	
friends-fighting	mean-friend	P	
frustration	blocked	S	
future	no future	S	X
gambling		PB	
gangs		P	
gay bashing	bashing gays homophobia	P	
generosity		S	
getting help	help-getting it asking for help	S	
getting support	support-getting	P	
glasses	contact lenses	S	
gossip	rumors	P	
grades	school-grades bad grades	S	

Topics and Equivalents: Ripple Effects for Teens

graffiti	tagging	PB	
gratitude		S	X
grief	heavy heart loss	P	
grit	mental toughness	S	
group skills	social skills teams	S	
guilt	survivor guilt	P	
guns	violence-guns	P	
hallucinogens	acid angel dust drugs-hallucinogens LSD magic mushrooms PCP peyote shrooms	P	
hanging out		S	
happiness-practicing	practicing happiness	S	
hate		P	
hazing		PB	
helping others	giving help friend-helping	S	
heroin	junk smack	P	
hitting	assault	PB	
HIV		P	
home alone	alone at home latchkey	S	
homeless		P	
hopeless	no hope optimism pessimistic	S	
hormones	puberty	P	
horseplay	roughhousing messing around goofing off	PB	
hospitalization	fifty-one-fifty (51/50) mental health issues	P	
humor	funny laughing sarcasm	S	X
hurting animals	animals-hurting torturing animals	P	
ignoring	freezing out	S	
immigrant	refugee	P	
incest-victim		P	

Topics and Equivalents: Ripple Effects for Teens

instructions-following	following instructions	PB	
integrity	honesty truthfulness	S	
intellectual disability	disability-intellectual mental disability	P	
intelligences	smarts	S	
internal triggers	self-talk thoughts-yours triggers-inside	S	
internet-bullying	bullying-internet online bullying cyberbully	PB	
internet-harassment	online harassment harassment online	PB	X
internet-hate speech	hate speech online online hate	P	
internet-sexual exploitation	sexual exploitation online online-sex creep sleaze-online	P	
internet-sharing	online sharing oversharing-online privacy-online internet privacy	S	
internet-threats	threats-internet online threats	P	
introducing yourself	meeting people	S	
invisible	ignored	P	
inviting someone	asking someone out	S	
isolated	separate	P	
jail	juvey locked up prison	P	
jealousy		S	
job	work	S	
joining a group	groups-joining teams-joining	S	
justice		S	
kindness	considerate thoughtfulness	S	
knives		P	
knowing who you are	don't know yourself identity yourself-knowing	S	
late	time management tardy	PB	
learning disability	dyslexia disability-learning reading problems SLD writing problems	P	

Topics and Equivalents: Ripple Effects for Teens

learning style		S	X
left out	not invited excluded	P	
letting go	brush it off	S	
liking yourself	yourself-not liking hating yourself not liking yourself	S	
limits setting	boundaries setting limits	S	
loneliness		P	
loner	alone friends-none outsider	P	
losing	sore loser poor sport competition-losing	S	
love		S	X
loyalty	down for someone ride or die	S	
loyalty to ideals		S	
luck	fate karma unlucky	S	X
lying	fibbing liar untruthful	PB	
making friends	friends-making networking	S	
making out	foreplay French kissing kissing	P	
making space	blabber mouth room for others talking-too much space-making	S	
managing feelings	feelings-handling can't handle feelings	S	X
marijuana	blunt cannabis drugs-marijuana ganja joints Mary Jane pot weed vaping-marijuana	PB	X
masturbation	fondling yourself jerking off playing with yourself touching yourself yourself-touching	P	

Topics and Equivalents: Ripple Effects for Teens

mean	cold-hearted you-mean	P	
mentors	adult who cares having a mentor	S	
meth	crank stimulants glass speed	P	X
military	deployment	P	
mindfulness	aware of yourself self-aware yourself-aware of	S	
mindset	growth mindset	S	
mistakes	oops errors	S	
mixed feelings	conflicted feelings-confusing feelings-mixed	S	
mixed race	biracial multiracial race-mixed	P	
molested	abuse-sexual sexually abused	P	
molester	abuse-sex offender incest-offender sex abuse-offender	P	
money	economics	S	
money-not enough	broke class differences free lunch poor	P	
motivation	goals-none not motivated unmotivated	S	
name-calling	labeling	PB	
narcotics	codeine morphine Fentanyl opioids Vicodin OxyContin painkillers drugs-opioids	P	
natural disasters	disaster hurricane tornado flood earthquake wildfire	S	
neglected	abuse-neglected parents-not caring for you	P	

Topics and Equivalents: Ripple Effects for Teens

neighborhood	hood turf	P	
nervous habits	tics blinking twitches habits-nervous	P	
new kid	moving neighborhood-new	S	
norms		S	X
numbness	feelings-not	P	
obesity	fat heavy overweight not thin	P	
obsessing	compulsive have to do it	P	
online safety	cybersafety internet safety safety-internet meet up-internet	S	
organized	getting organized	S	
outside triggers	avoiding triggers set you off triggers-outside	S	
panic attacks	anxiety attacks	P	
paraphrasing	repeating back	S	
parent drug dealer	meth cooker parent-selling drugs	P	
parent in jail	locked up-parent jail-parent	P	
parent talking to		S	
parenting-teen	baby-yours teen parent	P	
parents	fighting with parents mom & dad parent-fighting with	P	
patriotism	pride-national	S	
period	girlie cycle menstruation on the rag	P	
perseverance	don't persevere tenacity keeping going sticking to it	S	
perspective taking	point of view	S	
pet dying		P	
physical disability	disability-physical diversity-disability	P	

Topics and Equivalents: Ripple Effects for Teens

physical sensations	body clues sensations-physical	S	
place-sense of	homesick sense of place	S	
PMS	cramps premenstrual syndrome	P	
police	cops Five-0 popo	P	
popular	loser rejected not popular	P	
porn	sex-porn online porn dirty pictures	P	
predicting consequences	cause and effect consequences-predicting	S	
predicting feelings	feelings-predicting	S	
pregnant	knocked-up	P	
prejudice	bigotry bias	PB	
prescription drugs	drugs-prescription scripts	P	
probation	p.o.	P	
problem-naming	naming problems identifying the problem	S	
problem-solving	don't problem-solve solving problems	S	
procrastination	putting off	S	
prostituted	hooker human trafficking trafficked	P	
pushing	shoving	PB	
put-downs	cappin' dissin'	PB	
quitting	giving up	S	
quitting habits	habits-quitting	S	
racial conflict	ethnic conflict	PB	X
racism		S	
rape-offender	date rape-offender sexual assault-offender	P	
rebellion		P	
recklessness	taking chances risky behavior	P	
reflecting on performance	performance	S	
refusing sex	no to sex sex-refusing	P	
relapse		P	

Topics and Equivalents: Ripple Effects for Teens

relaxing	calming down self-calming	S	
reliability	commitments dependability promises	S	
religious attack		PB	
reputation	bad kid	P	
resentment		P	
resilience	bouncing back hard things-bouncing back strength-inner surviving hard times	S	X
resisting pressure	peer pressure saying no refusal skills pressure-resisting	S	
resolving conflict	disputes conflict-resolving negotiating	S	
resources	community resources using resources	S	
respect-showing	disrespect props-giving	PB	
responsibility	being responsible	S	
responsibility for feelings	feelings-owning them	S	
restoring justice	justice-restoring making things right	S	
revenge	getting even want revenge	P	
risk and protection	cards you're dealt how it is odds-defying	S	X
Ritalin	ADHD-drugs drugs-Ritalin	P	
roofie (rohypnol)	date rape drug rape drug drugs-date rape	P	
running away		P	
rural	country	P	
sadness	unhappy bummed out not happy	S	
saying what you need	needs-stating self-advocacy	S	
school-hate it	hate school	PS	
school-unsafe	unsafe at school not safe-school	P	
secrets	telling a secret	P	
self-acceptance	accepting yourself insecure yourself-accepting	S	

Topics and Equivalents: Ripple Effects for Teens

self-care	care-for yourself taking care of yourself yourself-caring for	S	
self-efficacy	agency reliance-self	S	
self-esteem	confidence-self	S	
selling drugs	drug dealing	P	
setting goals	goals no goals	S	
sex	hooking up intercourse making love	P	
sex resisting temptation	temptation-sex	P	
sex safer	safer sex	P	
sexting	photos-sharing texting-sexy photos online-sharing sexy photo	PB	
sexual assault	acquaintance rape date rape raped	P	
sexual diseases	STD/STI	P	
sexual harasser	harassment-offender	PB	
sexual orientation	gay lesbian LGBTQ questioning sexuality	P	
sexually harassed	harassment-sexual	PB	
shame	ashamed	S	
sharing	giving	S	
shoplifting	klepto	P	
showing care	responding to others care-showing it	S	X
shyness	introvert quiet withdrawn	S	
sibling rivalry	brothers rivalry-sibling sisters	P	
sick a lot	asthma chronic illness diabetes illness	P	
sleep problems	falling asleep insomnia	S	
sniffing	drugs-inhalants huffing inhalants laughing gas poppers whippets solvents	P	

Topics and Equivalents: Ripple Effects for Teens

snitch	friends-turning in ratting out telling on turning someone in reporting	P	
social media	Facebook Twitter friends-online online friends	S	
social values	values-social	S	
social-emotional skills	emotional intelligence people smarts	S	
solutions-trying	trying solutions	S	
somatic disorder	aches and pains mind-body tricks symptoms-physical in your head psychosomatic	P	
special ed		P	
sports & exercise type	exercise type athletic style not athletic	S	X
sportsmanship	good sport	S	
stalked	obsession-victim	P	
stalker	obsession-offender	P	
stealing	car theft theft jacking	PB	
stepfamilies	families-blended	P	
stereotypes	resisting stereotypes	S	
steroids	drugs-body building muscles-steroids	P	
stopping reactions	reactions-stopping reflexes	S	
strengths	talents weaknesses your strengths	S	X
stress	coping pressure managing stress	S	
study habits	homework school-habits study hall	S	
stuttering	speech Impediment	P	
substance abuse	abuse-drugs druggie	P	X
success-phobia	failure-wanting fear of success penalties for success	P	
success-pressure	perfect-having to be pressure to succeed	P	

Topics and Equivalents: Ripple Effects for Teens

suicidal	killing yourself thoughts-of suicide yourself-killing	P	
suicidal friend	friend-suicidal	P	
suspended	expelled in-school suspension school-kicked out	PB	
synthetic drugs	acid-fake bath salts k9 marijuana-fake spice molly	P	
talking back	back-talk	PB	
teacher	conflict-with teacher resolving teacher conflict mean-teacher	PB	X
teasing	bugging someone irritating someone weakness-picking on	PB	
temperament	emotional style personality	S	X
terrorism	Sept. 11	P	
tests		S	
thanking someone	expressing thanks	S	
threats-to kill	murder-threats	P	
tolerance	appreciating diversity differences diversity-appreciating intolerance	S	
touch	weird touch confusing touch	P	
transgender		P	
trauma	hard things PTSD	P	X
trustworthiness	your word-keeping	S	
TV	binge watching shows-watching	P	
understanding motives	motives-understanding why they do it	S	
undocumented	status-illegal illegal status no papers citizen-not	P	
undressing	body-ashamed ashamed-of body	P	
unworthy	not worthy	P	
values	knowing your values	S	X
vandalism	trashing things property damage	PB	
vaping	e-cigs tobacco-vaping juul	PB	

Topics and Equivalents: Ripple Effects for Teens

victimized	target	P	
video games	gaming online gaming addicted-video games	S	
violence	shootings	P	
vulnerable		P	
weapons		PB	
weight	body weight skinny	P	
what you love	passions	S	
wheelchair	chair	P	
winning	competition-winning	S	

7. RECOMMENDATIONS BY THE EDUCATION P & R
COMMITTEE

1. Edgenuity, 2020-21 overage, quote - \$11,600.00



Invoice

8860 E. Chaparral Road
Suite 100
Scottsdale AZ 85250
877-725-4257 x1037

Date 4/20/2021
Invoice # 808822_Revised
Account # 87299
PO # 21000914_Overage
Terms Net 30
Due Date 5/20/2021

Bill To

East Stroudsburg Area School Distr...
Business Office Attn: A/P
50 Vine Street
East Stroudsburg PA 18301
United States

Ship To

Blended School - JT Lambert Inter...
2000 Milford Road
East Stroudsburg PA 18301
United States

Description	Quantity	Amount	Tax Rate
FT Elementary Student License (Content only) - One School Year (Fall 2020 - Spring 2021, up to 6 courses, not reusable)	58	11,600.00	0.0%
IS Overage Usage - April 2021 - (K5 2020-2021 School Year)			

Subtotal	11,600.00
Shipping Cost (USPS Media Mail)	0.00
Total	11,600.00
Amount Due	\$11,600.00

**PLEASE NOTE THAT OUR PAYMENT REMIT ADDRESS HAS CHANGED:
EDGENUITY INC
DEPT LA 24561
PASADENA CA 91185-4561**

Wire and ACH Instructions:

Account Name: Edgenuity Inc.
Account Number: 3301364536
Routing/ABA Number: 121140399
SWIFT #: SVBKUS6S
Bank Name: Silicon Valley Bank
3003 Tasman Drive
Santa Clara CA 95054

Form 611

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

The respondent's email (william-vitulli@esasd.net) was recorded on submission of this form.

Untitled Section

Untitled Section

FORM **611**

EAST STROUDSBURG AREA SCHOOL DISTRICT

Procurement Form

Name of Requestor *

Vitulli

Untitled Title

Department *

C&I

Building *

ESACA

What Service or item are you requesting *

Edgenuity - K-5 enrollment overage

Why are you requesting the service or item *

Payment for services

Suggested Replacement: *

N/A

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

n/a

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

n/a

What is the total cost of the purchase? *

\$11,600

Procurement Method: *

- Quote
- Request for Proposal (RFP)
- Bid
- Other: Invoice 808822

Was this purchase budgeted? *

No ▼

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.

n/a

Which Fund will be charged? *

10 ▼

What account will be charged? *

ESSERs

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

n/a

Any additional information you would like to provide.

This charge is for 58 additional k-5 students who enrolled in cyber since mid-year

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

