

V. a.

### ELO Summary

Please complete by Tuesday, August 31st.

Homeschool:	Students:	S1-Attendance:	Students Exited:	S2-Attendance:	Students Exited:	S3-Attendance:	ELO Students Promoted:	ELO Students Retained:	Percent Promoted:
Buskill	28	76.5%	6	58.9%	4	46.5%	28	0	100%
ESE	41	93.5%	7	77.9%	11	61.9%	39	2	95%
JM Hill	27	69.1%	2	54%	7	30.6%	19	8	70%
MSE	24	73.7%	4	52.5%	2	44.8%	24	0	100%
Resica	24	71.9%	4	49.4%	6	32.4%	24	0	100%
Smithfield	19	73.7%	1	72.2%	7	57.5%	17	2 (parents requested)	88%
Total:	163	78.8%	24	61.7%	37	46.1%	151	12	93%

V. e.

**makemusic.**



285 Century Place, Louisville, CO 80027

**Ref. Code:**

**Email:**

**Issued:**

**Expires:**

KNWY-RXEQ

paul-bakner@esasd.net

Wednesday, August 11, 2021 10:25 AM

Sunday, October 10, 2021 10:25 AM

Purchase Orders and Tax Exemption forms should be uploaded to <https://quotes.smartmusic.com/find>. This will ensure the fastest platform activation time. You will need your email address and Reference Code listed below.  
 paul-bakner@esasd.net  
 KNWY-RXEQ

**Bill To:**

East Stroudsburg Area Sch Dist  
50 Vine St  
E Stroudsburg, PA, US 18301

**Ship To:**

East Stroudsburg Area Sch Dist  
50 Vine St  
E Stroudsburg, PA, US 18301

If you're paying with a credit card, call 866-240-4041 (US) or 952-937-9611 (INT) and have your reference code handy. Tax will be applied to the final price, if applicable.

Qty	Item	Description	Unit Price	Total
7	Full Access Teacher Subscription	A Full Access Teacher subscription for SmartMusic Web	\$39.99	\$279.93
305	Performer Subscription with Bulk Discount	A Performer subscription for SmartMusic Web with bulk discount	\$13.99	\$4,266.95

**Sales Contact:**  
866-240-4041  
sales@makemusic.com

<b>Subtotal (USD):</b>	<b>\$4,546.88</b>
<b>Tax (USD):</b>	<b>\$0.00</b>
<b>Amount Due (USD):</b>	<b>\$4,546.88</b>

**makemusic.**

285 Century Place, Louisville, CO 80027

Ref. Code:  
Email:  
Issued:  
Expires:

CEMY-X42W  
paul-bakner@esasd.net  
Wednesday, August 11, 2021 10:21 AM  
Sunday, October 10, 2021 10:21 AM

Purchase Orders and Tax Exemption forms should be uploaded to <https://quotes.smartmusic.com/find>. This will ensure the fastest platform activation time. You will need your email address and Reference Code listed below.  
paul-bakner@esasd.net  
CEMY-X42W

Bill To:  
East Stroudsburg Area Sch Dist  
50 Vine St  
E Stroudsburg, PA, US 18301

Ship To:  
East Stroudsburg Area Sch Dist  
50 Vine St  
E Stroudsburg, PA, US 18301

If you're paying with a credit card, call 866-240-4041 (US) or 952-937-9611 (INT) and have your reference code handy. Tax will be applied to the final price, if applicable.

Qty	Item	Description	Unit Price	Total
7	Full Access Teacher Subscription	A Full Access Teacher subscription for SmartMusic Web	\$39.99	\$279.93
605	Performer Subscription with Bulk Discount	A Performer subscription for SmartMusic Web with bulk discount	\$13.99	\$8,463.95

Sales Contact:  
866-240-4041  
sales@makemusic.com

Subtotal (USD): \$8,743.88  
Tax (USD): \$0.00  
Amount Due (USD): \$8,743.88



# Houghton Mifflin Harcourt

**Proposal**

Prepared For

## **East Stroudsburg Area Sch Dist**

50 Vine St  
E Stroudsburg PA 18301

Attention:

Tabitha Bradley  
tabitha-bradley@esasd.net

For the Purchase of:

## **Into Reading GR3-5 Leveled Libraries**

Prepared By  
Colleen LaBarbera  
colleen.labarbera@hmc.com

**Please submit this proposal with your purchase order.**

Purchase orders or duly executed service agreements for **Professional Services** purchased, must be submitted at least 30 days before the service event date.

Attention:  
Tabitha Bradley  
tabitha-bradley@esasd.net

Customer Experience  
9400 South Park Center Loop  
Orlando, FL 32819  
FAX: 800-269-5232  
k12orders@hmc.com

**HMH Confidential and Proprietary**

**Proposal for  
East Stroudsburg Area Sch Dist**

ISBN	Title	Price	Quantity	Value of All Materials
<b>Grade 3</b>				
<b>Student</b>				
1736280 9780358001539	Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 3	\$1,000.00	3	\$3,000.00
<b>Total for Student</b>				
<b>Total for Grade 3</b>		<b>\$3,000.00</b>		
<b>Grade 4</b>				
<b>Student</b>				
1736281 9780358001546	Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 4	\$1,000.00	3	\$3,000.00
<b>Total for Student</b>				
<b>Total for Grade 4</b>		<b>\$3,000.00</b>		
<b>Grade 5</b>				
<b>Student</b>				
1736282 9780358001553	Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 5	\$1,000.00	4	\$4,000.00
<b>Total for Student</b>				
<b>Total for Grade 5</b>		<b>\$4,000.00</b>		

<i>Total Savings:</i>	\$0.00
<i>Subtotal Purchase Amount:</i>	\$10,000.00
<i>Shipping &amp; Handling:</i>	\$1,050.00
<b>Total Cost of Proposal (PO Amount):</b>	<b>\$11,050.00</b>

**\*\*Please add proper sales tax to your order\*\***

Attention:  
Tabitha Bradley  
tabitha-bradley@esasd.net

Customer Experience  
9400 South Park Center Loop  
Orlando, FL 32819  
FAX: 800-269-5232  
k12orders@hnhco.com

**HMH Confidential and Proprietary**

# East Stroudsburg Area Sch Dist

**Total Cost of Proposal (PO Amount): \$11,050.00**

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
  - o Point of Contact for Print materials
  - o Point of Contact for Digital materials
  - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.
 

<b>Ship to:</b> East Stroudsburg Area Sch Dist 50 Vine St East Stroudsburg, PA 18301-2150	<b>Sold to:</b> East Stroudsburg Area Sch Dist 50 Vine St East Stroudsburg, PA 18301-2150
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- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
- Our shipping terms are FOB shipping point. The shipping term for your proposal is Shipping Point.
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase. Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

Date of Proposal: 8/16/2021

Proposal Expiration Date: 9/30/2021



## Houghton Mifflin Harcourt

Attention:  
Tabitha Bradley  
tabitha-bradley@esasd.net

Customer Experience  
9400 South Park Center Loop  
Orlando, FL 32819  
FAX: 800-289-5232  
k12orders@hnhco.com

HMH Confidential and Proprietary

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**Form 611**

1 message

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Google Forms <forms-receipts-noreply@google.com>  
To: william-vitulli@esasd.net

Wed, Aug 25, 2021 at 7:48 AM

Thanks for filling out Form 611

Here's what was received.

PDF GENERATED

---

## Form 611

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

Your email ([william-vitulli@esasd.net](mailto:william-vitulli@esasd.net)) was recorded when you submitted this form.

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Contract Section A

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Contract Section B

**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 \*

Houghton Mifflin Harcourt - Elementary ELA resource

Why are you requesting the service or item \*

need for new resource

Suggested replacement \*

Houghton Mifflin Harcourt

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. \*

10 different vendors were reviewed



What is the total cost of the purchase? \*

\$11,050

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 \*

For Craig to decide - Curriculum or ESSERS III

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

10 vendors reviewed over past year

Any additional information you would like to provide.

none

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[Report Abuse](#)



# VOYAGER SOPRIS LEARNING\*

Voyager Sopris Learning  
Cambium Learning Group, Inc.  
Attn: Order Entry Department  
17855 Dallas Pkwy, Suite 400  
Dallas, Texas 75287  
Phone: (800) 547-6747  
Fax: (888) 819-7767  
Email: [CustomerService@voyagersopris.com](mailto:CustomerService@voyagersopris.com)

Quote Number 00108514  
Created Date 8/16/2021

Quote To Tabitha Bradley  
Phone 5704248500  
Email [tabitha-bradley@esasd.net](mailto:tabitha-bradley@esasd.net)

Bill To Name East Stroudsburg Area Sch Dist  
Bill To 50 Vine St  
E Stroudsburg, PA 18301  
US  
Ship To Name East Stroudsburg Area Sch Dist  
Ship To 50 Vine St  
E Stroudsburg, PA 18301  
US

### Sales Executive

Dutch Whigham  
9456  
[dutch.whigham@voyagersopris.com](mailto:dutch.whigham@voyagersopris.com)

Description	Quantity	Unit Price	Total Price
Acadience Reading Customer Loyalty for previous ADM users	371362	2,325.00	\$1.00

Total Price \$2,325.00  
S&H \$0.00  
Tax \$0.00  
Total Due \$2,325.00

### Comments

\*Add sales tax for your state (from subtotal) if applicable. Taxes on quote are an estimate only and are subject to change when the order is placed.

All Acadience licenses are annual licenses (Aug 1-July 31). Licenses may expire at a later date if a multi-year deal is purchased; the expiration date will be noted at the time of receiving the Purchase Order.

- \* Support Services purchased (days, webinar & virtual hours) will expire 12 months from the received date of the Purchase Order.
- \* A contact name and email address are required for all products with digital components.

VIII. c.

School Wide Positive Behavior Support (SWPBS)

BES	348x\$5.00=	\$1,740.00
ESE	607x\$5.00=	\$3,035.00
JMH	386x\$5.00=	\$1,930.00
MSE	378x\$5.00=	\$1,890.00
RES	406x\$5.00=	\$2,030.00
SMI	326x\$5.00=	\$1,630.00
JTL	900x\$5.00=	\$4,500.00
LJS	619x\$5.00=	\$3,095.00
HSS	1330x\$5.00=	\$6,650.00
HSN	948x\$5.00=	\$4,740.00
		<b>\$31,240.00</b>