

## V. ITEMS FOR DISCUSSION

- b. Natural Gas Basis UGI Schools Group Bid Awards for July 1, 2022  
through June 30, 2025

**East Stroudsburg Area School District  
May 9, 2022 Finance Committee Meeting  
Results & Recommendations - Natural Gas Basis - UGI Schools Group**

Provident Energy Consulting recently requested "Basis" (Capacity/Transportation) pricing from multiple Natural Gas Suppliers ("NGS") in the UGI gas delivery zones.

The request specified responses for a July/August 2022 start for Low Volume Transport ("LVT" – UGI Rate NT) and High Volume Transport ("HVT" – UGI- Central Rate DS) and for contract lengths of 12, 24, and 36-months.

The District has accounts under the below rate classes:

UGI-Central Rate DS

UGI Rate NT

PEC also requested that responses be accompanied by pricing with "Swing Tolerance" ranges of 0%, 10%, and 100% on the contract volumes we provided.

PEC recommendations, next steps, and pricing summary are detailed below.

Refer to the attached pricing results table as a resource. FYI 0% responses are in White; 10% are in Blue; 100% are in Green.

**Recommendation**

**High Volume Transport HVT**

- Rate UGI-Central DS **Accept 36 month Basis of -\$0.617/DTH with Direct Energy ("DE") with 100% swing.**

**Low Volume Transport LVT**

- Rate UGI-All NT **Accept 36 month Basis of \$1.048/DTH with Direct Energy ("DE") with 100% swing.**

100% Swing tolerance assures the same rate regardless of how much or little gas is consumed and is only a small premium. This Swing tolerance protects the accounts from wild swings during cold/warm weather resulting in buys/sells outside of the contract terms. If the account uses 0 DTH in a month, the bill will be for \$0. If the account uses 1,000,000 DTH in a month, the contract price will apply to all 1,000,000 DTH.

The 36-month pricing is amongst the lowest on the board any of the suppliers and gives the flexibility to lock in the NYMEX Commodity and/or utilize trigger strategies to help year-over-year budgets remain neutral or trend downward.

**Basis Rate Comparison:**

While the Rate N is up a bit the vast majority of East Stroudsburg's usage is in Rate DS which has dropped so it is a substantial net positive for the district for the Basis component.

<b>N</b>		<b>DS</b>	
<b>Current</b>	<b>Future</b>	<b>Current</b>	<b>Future</b>
<b>\$0.531</b>	<b>\$1.048</b>	<b>\$0.285</b>	<b>-\$0.617</b>

**Retail Natural Gas Purchasing  
Colonial IU - UGI Central - Rate DS**

NGS Supplier	Contract Terms (12 MONTHS)			Pricing (\$/DTH)	
	Period	Months	Tolerance	UGI Central - DS (High Volume)	UGI Central - DS (High Volume)
Direct Energy	Jul'22-Jun'23	12	0%	(\$0.736)	
UGI ES	Jul'22-Jun'23	12	0%	(\$0.548)	
WGL Energy	Jul'22-Jun'23	12	0%	(\$0.570)	
Direct Energy	Jul'22-Jun'23	12	10%	(\$0.711)	
Direct Energy	Jul'22-Jun'23	12	100%	(\$0.676)	
Constellation	Jul'22-Jun'23	12	100%	(\$0.597)	
UGI ES	Jul'22-Jun'23	12	100%	(\$0.478)	
WGL Energy	Jul'22-Jun'23	12	100%	(\$0.390)	

NGS Supplier	Contract Terms (24 MONTHS)			Pricing (\$/DTH)	
	Period	Months	Tolerance	UGI Central - DS (High Volume)	UGI Central - DS (High Volume)
Direct Energy	Jul'22-Jun'24	24	0%	(\$0.726)	
UGI ES	Jul'22-Jun'24	24	0%	(\$0.584)	
WGL Energy	Jul'22-Jun'24	24	0%	(\$0.530)	
Direct Energy	Jul'22-Jun'24	24	10%	(\$0.701)	
Direct Energy	Jul'22-Jun'24	24	100%	(\$0.666)	
Constellation	Jul'22-Jun'24	24	100%	(\$0.593)	
UGI ES	Jul'22-Jun'24	24	100%	(\$0.494)	
WGL Energy	Jul'22-Jun'24	24	100%	(\$0.370)	

NGS Supplier	Contract Terms (36 MONTHS)			Pricing (\$/DTH)	
	Period	Months	Tolerance	UGI Central - DS (High Volume)	UGI Central - DS (High Volume)
Direct Energy	Jul'22-Jun'25	36	0%	(\$0.687)	
UGI ES	Jul'22-Jun'25	36	0%	(\$0.565)	
WGL Energy	Jul'22-Jun'25	36	0%	(\$0.500)	
Direct Energy	Jul'22-Jun'25	36	10%	(\$0.662)	
Direct Energy	Jul'22-Jun'25	36	100%	(\$0.617)	
Constellation	Jul'22-Jun'25	36	100%	(\$0.574)	
UGI ES	Jul'22-Jun'25	36	100%	(\$0.475)	
WGL Energy	Jul'22-Jun'25	36	100%	(\$0.350)	



**Retail Natural Gas Purchasing  
Colonial IU - Rate N**

NGS Supplier	Contract Terms (12 MONTHS)			Pricing (\$/DTH)	
	Period	Months	Tolerance	UGI N (Low Volume)	
Direct Energy	Jul'22-Jun'23	12	100%	\$0.969	
Constellation	Jul'22-Jun'23	12	100%	\$1.751	
WGL Energy	Jul'22-Jun'23	12	100%	\$2.000	
UGI ES	Jul'22-Jun'23	12	100%	\$2.658	

NGS Supplier	Contract Terms (24 MONTHS)			Pricing (\$/DTH)	
	Period	Months	Tolerance	UGI N (Low Volume)	
Direct Energy	Jul'22-Jun'24	24	100%	\$0.992	
Constellation	Jul'22-Jun'24	24	100%	\$1.710	
WGL Energy	Jul'22-Jun'24	24	100%	\$1.940	
UGI ES	Jul'22-Jun'24	24	100%	\$2.563	

NGS Supplier	Contract Terms (36 MONTHS)			Pricing (\$/DTH)	
	Period	Months	Tolerance	UGI N (Low Volume)	
Direct Energy	Jul'22-Jun'25	36	100%	\$1.048	
Constellation	Jul'22-Jun'25	36	100%	\$1.699	
WGL Energy	Jul'22-Jun'25	36	100%	\$1.920	
UGI ES	Jul'22-Jun'25	36	100%	\$2.509	



**Direct Energy Business Marketing, LLC**  
**d/b/a Direct Energy Business**  
 194 Wood Avenue South, Second Floor, Iselin, NJ  
 08830 1.888.925.9115  
[www.directenergy.com](http://www.directenergy.com)

**Date:** 03/29/2022  
**Time:** 3:35 PM  
**Proposal ID:** 68387569  
**Marketer Name:** Roth, Daniel

**CUSTOMER INFORMATION**

**Customer Name:** East Stroudsburg Area School District

New

Renew

**Contact Name:** Jeff Bader

**Billing Contact:**

**Address:** 50 Vine Street E STROUDSBURG, PA 18301 US

**Billing Address:**

**Telephone:** (570) 424-8500 **Fax:** (570) 420-8384

**Telephone:**

**Fax:**

**Email:**

**NATURAL GAS TRANSACTION CONFIRMATION**

This Transaction Confirmation confirms the terms of the Gas Transaction entered into between Direct Energy Business Marketing, LLC d/b/a Direct Energy Business ("Seller"), and the customer above ("Buyer" or "Customer") pursuant to the terms of the Commodity Master Agreement (CMA) between Buyer and Seller dated April 07, 2016 as may be amended. The Purchase Price excludes Utility distribution charges and Taxes that are or may be the responsibility of Buyer. Gas volumes will be adjusted for Utility line loss, where applicable. The prices listed below are based on market conditions as of the time, stated above, that this Transaction Confirmation was issued and may be adjusted by Seller to reflect market conditions as of the date it is executed and returned by Buyer. THIS TRANSACTION CONFIRMATION WILL NOT BE EFFECTIVE UNTIL SIGNED BY BOTH PARTIES.

**SERVICE LOCATIONS**

(Additional pages may be attached if necessary)

Service Address	Utility Account Number	Rate
HS Stadium Elizabeth Street	411005507123-163707	NT
279 N. Courtland St.	411007277063-183234	NT
151 E. Broad Street	411008050535-150636	NT

**DELIVERY PERIOD**

Begin: 07/01/2022

End: 06/30/2025

The service start date hereunder will be the date that the Utility enrolls Customer for Seller's service. Seller will request the Utility to enroll Customer on the first meter read date within the Delivery Period.

Upon the expiration of the Delivery Period, this Transaction shall continue for successive one month terms (collectively the "Renewal Term") until either Party notifies the other Party in writing of its intention to terminate, at least 15 days prior to (1) the end of the Delivery Period or (2) during the Renewal Term, the earlier of the end of each successive month Renewal Term or the next cycle read date. After notice is given as contemplated in the previous sentence, the date of termination ("Termination Date") shall be the next effective drop date permitted by the Utility. The Purchase Price for delivery to the Delivery Point during the Renewal Term or for any period outside of the Delivery Period, shall be the then Market Price for delivery to the Delivery Point, unless otherwise agreed to in writing.

**DELIVERY POINT**

UGI / UGI-NT DCQ POOL

**CONTRACT QUANTITY (MMBTU)**

Buyer and Seller agree that the Contract Quantity purchased and received means a positive volume up to or greater than the

estimated quantities listed below, provided, that for purposes of determining whether a Material Deviation has occurred and for purposes of calculating Contract Quantities remaining to be delivered under the Remedies section of the CMA, Contract Quantity shall be determined by reference to the applicable estimated quantity(ies) listed below.

	Daily	X	Monthly		
July		290		January	786
August		305		February	686
September		290		March	531
October		299		April	370
November		469		May	219
December		712		June	222

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**PURCHASE PRICE**

Nymex Plus : \$1.048/MMBTU

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**SPECIAL PROVISIONS**

**NYMEX Plus with Trigger:** For each month of the Delivery Period, the Purchase Price for the Contract Quantity, subject to the Gas Settlement Adjustment provision, will equal a fixed Basis charge of \$1.048/MMBTU, plus the Commodity charge for that month. Unless the Commodity charge has been set by agreement of the Parties in accordance with the instructions detailed below, the Commodity charge shall be the per Dth price equal to the settlement price on the expiration date for that month's New York Mercantile Exchange Henry Hub natural gas futures contract ("NYMEX Contract").

Buyer may fix the Commodity charge for blocks of Commodity through a Buyer-initiated trigger process ("Trigger Order"). Trigger Orders may be initiated for a specific individual month ("Monthly Order") or for a specific set of contiguous months within the duration of the Delivery Period ("Strip Order"). Trigger Orders are filled on a best efforts basis during operating hours. The Commodity charge may be fixed by agreement of the Parties at any time prior to 1:00 PM on the expiration date of the applicable month's NYMEX Contract.

Buyer acknowledges that the Commodity charge may be set (fixed) for a period up to, but in no event beyond the "Max Commodity Date". The Max Commodity Date is defined as the latest date up to which the Parties may fix the Commodity charge, and is posted on your online account portal. Seller reserves the right to amend these date restrictions at its sole discretion.

Buyer's "Responsible Trigger Contact(s)" have been identified as Jeff Bader [jeffrey-bader@esasd.net]. Seller will generate a confirmation to be sent to Buyer's Responsible Trigger Contact each time the Commodity charge is fixed ("Trigger Confirmation"). Each such Trigger Confirmation will be made a part of, and is not a replacement for, this Transaction Confirmation. All orders are binding upon being filled. Any notices regarding Trigger Confirmations must be sent to trigger@NRG.com. Changes to the Responsible Trigger Contact must be communicated in writing through your Direct Energy Business Development Manager.

**Change in Utility Account Numbers:**

The account number for a Service Location shall be the Utility Account Number set forth in the Service Locations section above or as attached, as applicable, or any replacement account number issued by the Utility from time to time.

**PENNSYLVANIA:** Buyer affirmatively represents and acknowledges that: (a) it is not considered a "small business" Buyer as defined by the PAPUC; (b) it is not served under a residential, small business, small commercial or small industrial rate classification; (c) any rights to a rescission period, longer grace periods or notice periods afforded to such Buyers do not apply; and (d) it had a maximum registered consumption more than 300 Mcf (or equivalent) of Gas during the previous twelve month period.

Buyer acknowledges that it is acting for its own account, and that it has made its own independent decisions with respect to this Transaction Confirmation and that Seller is not acting as a fiduciary, financial, investment or commodity trading advisor for it in connection with the negotiation and execution of this Transaction Confirmation.

Full Plant Requirement – No GSA

**UGI Capacity Allocation** – Seller will supply Gas in accordance with the provisions of the UGI Tariff for rate(s) NT/DS/LFD/IS/XD. Should the UGI allocated capacity be interrupted or curtailed, Seller will be obligated to comply with the interruption or curtailment until it is lifted. Buyer's Purchase Price is contingent upon Buyer remaining as a customer under the above referenced UGI Tariff Rates and having been awarded the original amount of UGI-allocated capacity. Should Buyer's capacity allocation with UGI change, the Purchase Price may be adjusted by Seller.

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**TAX EXEMPTION STATUS - If exempt, must attach certificate**

**In order to ensure accurate billing, tax status indication is required. Please check the appropriate status below:**

Non-Exempt

Exempt (e.g. Residential, Non-Profit Organization, Manufacturing, Small Business, Agricultural, Resale, etc.)

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**Buyer:** East Stroudsburg Area School District      **Seller:** Direct Energy Business Marketing, LLC

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Proposal ID: 68387569

Internal ID: 00103513 - CMA V.3

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**Direct Energy Business Marketing, LLC**  
**d/b/a Direct Energy Business**  
 194 Wood Avenue South, Second Floor, Iselin, NJ  
 08830 1.888.925.9115  
[www.directenergy.com](http://www.directenergy.com)

**Date:** 03/30/2022  
**Time:** 7:28 AM  
**Proposal ID:** 68395186  
**Marketer Name:** Roth, Daniel

**CUSTOMER INFORMATION**

**Customer Name:** East Stroudsburg Area School District  
**Contact Name:** Jeff Bader  
**Address:** 50 Vine Street E STROUDSBURG, PA 18301 US  
**Telephone:** (570) 424-8500 **Fax:** (570) 420-8384  
**Email:**

New  Renew  
**Billing Contact:**  
**Billing Address:**  
**Telephone:** **Fax:**

**NATURAL GAS TRANSACTION CONFIRMATION**

This Transaction Confirmation confirms the terms of the Gas Transaction entered into between Direct Energy Business Marketing, LLC d/b/a Direct Energy Business ("Seller"), and the customer above ("Buyer" or "Customer") pursuant to the terms of the Commodity Master Agreement (CMA) between Buyer and Seller dated March 30, 2022 as may be amended. The Purchase Price excludes Utility distribution charges and Taxes that are or may be the responsibility of Buyer. Gas volumes will be adjusted for Utility line loss, where applicable. The prices listed below are based on market conditions as of the time, stated above, that this Transaction Confirmation was issued and may be adjusted by Seller to reflect market conditions as of the date it is executed and returned by Buyer. THIS TRANSACTION CONFIRMATION WILL NOT BE EFFECTIVE UNTIL SIGNED BY BOTH PARTIES.

**SERVICE LOCATIONS**

(Additional pages may be attached if necessary)

Service Address	Utility Account Number	Rate
30 Independence Rd	411006828957	DS
2000 Milford Road	411006894413	DS
High School	411008006032	DS

**DELIVERY PERIOD**

Begin: 07/01/2022

End: 06/30/2025

The service start date hereunder will be the date that the Utility enrolls Customer for Seller's service. Seller will request the Utility to enroll Customer on the first meter read date within the Delivery Period.

Upon the expiration of the Delivery Period, this Transaction shall continue for successive one month terms (collectively the "Renewal Term") until either Party notifies the other Party in writing of its intention to terminate, at least 15 days prior to (1) the end of the Delivery Period or (2) during the Renewal Term, the earlier of the end of each successive month Renewal Term or the next cycle read date. After notice is given as contemplated in the previous sentence, the date of termination ("Termination Date") shall be the next effective drop date permitted by the Utility. The Purchase Price for delivery to the Delivery Point during the Renewal Term or for any period outside of the Delivery Period, shall be the then Market Price for delivery to the Delivery Point, unless otherwise agreed to in writing.

**DELIVERY POINT**

UGI / UGI CENTRAL - DS

**CONTRACT QUANTITY (MMBTU)**

Buyer and Seller agree that the Contract Quantity purchased and received means a positive volume up to or greater than the



estimated quantities listed below, provided, that for purposes of determining whether a Material Deviation has occurred and for purposes of calculating Contract Quantities remaining to be delivered under the Remedies section of the CMA, Contract Quantity shall be determined by reference to the applicable estimated quantity(ies) listed below.

	Daily	X	Monthly		
July		1065		January	4417
August		1378		February	3974
September		1339		March	2916
October		1507		April	1782
November		2907		May	1263
December		3319		June	1013

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**PURCHASE PRICE**

Nymex Plus : \$-0.617/MMBTU

**SPECIAL PROVISIONS**

**NYMEX Plus with Trigger:** For each month of the Delivery Period, the Purchase Price for the Contract Quantity, subject to the Gas Settlement Adjustment provision, will equal a fixed Basis charge of \$-0.617/MMBTU, plus the Commodity charge for that month. Unless the Commodity charge has been set by agreement of the Parties in accordance with the instructions detailed below, the Commodity charge shall be the per Dth price equal to the settlement price on the expiration date for that month's New York Mercantile Exchange Henry Hub natural gas futures contract ("NYMEX Contract").

Buyer may fix the Commodity charge for blocks of Commodity through a Buyer-initiated trigger process ("Trigger Order"). Trigger Orders may be initiated for a specific individual month ("Monthly Order") or for a specific set of contiguous months within the duration of the Delivery Period ("Strip Order"). Trigger Orders are filled on a best efforts basis during operating hours. The Commodity charge may be fixed by agreement of the Parties at any time prior to 1:00 PM on the expiration date of the applicable month's NYMEX Contract.

Buyer acknowledges that the Commodity charge may be set (fixed) for a period up to, but in no event beyond the "Max Commodity Date". The Max Commodity Date is defined as the latest date up to which the Parties may fix the Commodity charge, and is posted on your online account portal. Seller reserves the right to amend these date restrictions at its sole discretion.

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**Change in Utility Account Numbers:**

The account number for a Service Location shall be the Utility Account Number set forth in the Service Locations section above or as attached, as applicable, or any replacement account number issued by the Utility from time to time.

**PENNSYLVANIA:** Buyer affirmatively represents and acknowledges that: (a) it is not considered a "small business" Buyer as defined by the PAPUC; (b) it is not served under a residential, small business, small commercial or small industrial rate classification; (c) any rights to a rescission period, longer grace periods or notice periods afforded to such Buyers do not apply; and (d) it had a maximum registered consumption more than 300 Mcf (or equivalent) of Gas during the previous twelve month period.

Buyer acknowledges that it is acting for its own account, and that it has made its own independent decisions with respect to this Transaction Confirmation and that Seller is not acting as a fiduciary, financial, investment or commodity trading advisor for it in connection with the negotiation and execution of this Transaction Confirmation.

Full Plant Requirement – No GSA

**UGI Capacity Allocation** – Seller will supply Gas in accordance with the provisions of the UGI Tariff for rate(s) NT/DS/LFD/IS/XD. Should the UGI allocated capacity be interrupted or curtailed, Seller will be obligated to comply with the interruption or curtailment until it is lifted. Buyer's Purchase Price is contingent upon Buyer remaining as a customer under the above referenced UGI Tariff Rates and having been awarded the original amount of UGI-allocated capacity. Should Buyer's capacity allocation with UGI change, the Purchase Price may be adjusted by Seller.

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**TAX EXEMPTION STATUS - If exempt, must attach certificate**

**In order to ensure accurate billing, tax status indication is required. Please check the appropriate status below:**

Non-Exempt

Exempt (e.g. Residential, Non-Profit Organization, Manufacturing, Small Business, Agricultural, Resale, etc.)

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**Buyer:** **East Stroudsburg Area School District**      **Seller:** **Direct Energy Business Marketing, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Proposal ID: 68395186

Internal ID: 00103559 - CMA V.3



This Commodity Master Agreement ("CMA") among **Direct Energy Business, LLC, Direct Energy Business Marketing, LLC d/b/a Direct Energy Business**, (collectively "Seller"), each a Delaware limited liability company, and East Stroudsburg Area School District ("Buyer" or "Customer") (each a "Party" and collectively, the "Parties") is entered into and effective as of March 30, 2022.

- 1. Transactions:** The terms of this CMA apply to all end-use sales of electric power and/or natural gas as applicable (each a "Commodity" and collectively, the "Commodities"), by the applicable Seller to Buyer (each sale a "Transaction") which will be memorialized in a transaction confirmation signed by both Parties (each a "Transaction Confirmation"). Each Transaction Confirmation shall set forth the Seller party providing service to Customer for such Transaction. This CMA, any amendments to this CMA and related Transaction Confirmation(s) (together, a single integrated, "Agreement") is the entire understanding between Parties with respect to the Commodities and supersedes all other communication and prior writings with respect thereto; no oral statements are effective.
- 2. Performance:** Buyer is obligated to purchase and receive, and Seller is obligated to sell and provide, the Contract Quantity of Commodity specified in a Transaction Confirmation. Buyer will only use the Commodity at the listed Service Locations in the applicable Transaction Confirmation and will not resell the Commodity.
- 3. Term:** The Delivery Period and any Renewal Term are set forth in the applicable Transaction Confirmation. This CMA shall remain in effect until terminated by either Party pursuant to Section 14 or as otherwise terminated by either Party for convenience upon at least 30 days' prior written notice; provided, however, that this CMA will remain in effect with respect to Transactions entered into prior to the effective date of the termination until both Parties have fulfilled all outstanding obligations.
- 4. Purchase Price:** Buyer will pay the Purchase Price stated in each Transaction Confirmation, subject to Sections 5 and 10. If the Purchase Price incorporates an index and the index is not announced or published on any day for any reason or if the Seller reasonably determines that a material change in the formula for or the method of determining the Purchase Price has occurred, then the Parties will use a commercially reasonable replacement price calculated by the Seller.
- 5. Changes to Purchase Price:** In the event there is a change to any tariff, law, order, rule, tax, regulation, transmission rate, or any LDC, EDC or ISO changes to supplier obligations to serve, which increase Seller's costs, the Purchase Price may be adjusted by Seller to include such costs.
- 6. Billing and Payment:** Seller will invoice Buyer for the Actual Quantity of Commodity and for any other amounts for which Buyer is responsible under this Agreement. Except as otherwise set forth herein, payment is due within 15 days of the date of the invoice. If Seller cannot verify the Actual Quantity at the time an invoice is issued, Seller will estimate the Actual Quantity. Seller will adjust Buyer's account following (i) confirmation of the Actual Quantity, (ii) any Utility adjustment or (iii) any other corrections or adjustments, including adjustments to, or re-calculation of Taxes. Buyer will pay interest on late payments for any amount due under this Agreement at 1.50% per month or, if lower, the maximum rate permitted by law ("Interest Rate"). Buyer is also responsible for all costs and fees, including reasonable attorney's fees, incurred in collecting any amounts owed to Seller and any fee charged to Seller for insufficient funds of Buyer. "Actual Quantity" means the actual quantity of Commodity that is either delivered or metered, as applicable, to Buyer's account. "Utility" means a state regulated entity engaged in the distribution of the applicable Commodity.
- 7. Taxes:** The Purchase Price does not include Taxes that are or may be the responsibility of the Buyer, unless such inclusion is required by law. Buyer will reimburse Seller for any Taxes that Seller is required to collect and pay on Buyer's behalf and will indemnify, defend and hold Seller harmless from any liability against all Taxes for which Buyer is responsible. Buyer must provide Seller with any applicable Tax exemption documentation and Buyer will be liable for any Taxes assessed against Seller because of Buyer's failure to timely provide or properly complete any such documentation. "Taxes" means all applicable federal, state and local taxes, including any associated penalties and interest and any new taxes imposed in the future during the term of this Agreement. Liabilities imposed in this Section will survive the termination or expiration of this Agreement.
- 8. Disputes:** If either Party in good faith disputes amounts owed hereunder, the disputing Party will contact the non-disputing Party in writing and pay the undisputed amount by the payment due date. The Parties will have 15 Business Days to negotiate a resolution. If such dispute is not resolved, the disputing Party will pay the balance of the original invoice and either Party may exercise any remedy available to it at law or equity. "Business Day" means any day on which banks are open for commercial business in New York, New York; any reference to "day(s)" means calendar days.
- 9. Title and Risk of Loss:** Title to, possession of and risk of loss to the Commodity will pass to Buyer at the Delivery Point specified in the applicable Transaction Confirmation.
- 10. Material Deviation:** Seller may in its sole discretion pass through to Buyer any losses and/or costs incurred by Seller related to a deviation of +/-25% from Contract Quantity (or, as applicable, estimated Contract Quantities) stated in the applicable Transaction Confirmation (which is not caused by weather).
- 11. Force Majeure:** Other than payment obligations, a Party claiming Force Majeure will be excused from its obligations under Section 2 only if it provides prompt notice of the Force Majeure, uses due diligence to remove its cause and resumes performance as promptly as reasonably possible. During a Force Majeure, Buyer will not be excused from its responsibility to pay for Balancing Charges nor from its responsibility to pay for Commodity received. "Force Majeure" means a material, unavoidable occurrence beyond a Party's control, and does not include inability to pay, an increase or decrease in Taxes or the cost of Commodity, the economic hardships of a Party, the full or partial closure of Buyer's facilities, unless such closure itself is due to Force Majeure.
- 12. Financial Responsibility:** Seller's entry into this Agreement and each Transaction is conditioned on Buyer, its parent, any guarantor or any successor maintaining its creditworthiness during the Delivery Period and any Renewal Term. When Seller has



reasonable grounds for insecurity regarding Buyer's ability or willingness to perform all of its outstanding obligations under any agreement between the Parties, Seller may require Buyer to provide adequate assurance, which may include, in the Seller's discretion, security in the form of cash deposits, prepayments, letters of credit or other guaranty of payment or performance ("Credit Assurance").

**13. Default:** "Default" means: (i) failure of either Party to make payment by the applicable due date and the payment is not made within 3 Business Days of a written demand; (ii) failure of Buyer to provide Credit Assurance within 2 Business Days of Seller's demand; (iii) any representation or warranty made by a Party in this Agreement proves to have been false or misleading in any material respect when made or ceases to remain true and such breach is not cured within 15 Business Days after written notice; (iv) a secured party has taken possession of all or any substantial portion of its assets or is dissolved or has a resolution passed for its winding-up, official management or liquidation (other than pursuant to a consolidation or merger); (v) failure of a Party to fulfill any of its obligations in this Agreement (except as otherwise provided in subsections (i), (ii) (iii) and (iv) hereof) and such failure is not cured within 15 Business Days after written notice; provided that no cure period or demand for cure applies to an early termination of a Transaction Confirmation by Buyer or under Section 15(A)(iii).

**14. Remedies:** In the event of a Default, the non-defaulting Party may: (i) withhold any payments or suspend performance; (ii) accelerate any amounts owing between the Parties and terminate any Transactions and/or this Agreement between the Parties and/or their affiliates; (iii) calculate a settlement amount by calculating all amounts due to Seller for Actual Quantity and the Close-out Value for each Transaction being terminated; and/or (iv) net or aggregate all settlement amounts and all other amounts owing between the Parties and their affiliates under this Agreement and other energy-related agreements between them and their affiliates, whether or not due and whether or not subject to any contingencies, plus costs, into one single amount ("Net Settlement Amount"). Any Net Settlement Amount due from the defaulting Party to the non-defaulting Party will be paid within 3 Business Days of written notice from the non-defaulting Party. Interest on any unpaid portion of the Net Settlement Amount will accrue daily at the Interest Rate. "Close-out Value" is the sum of (a) the amount due to the non-defaulting Party regarding the Contract Quantities (or, as applicable, estimated Contract Quantities) remaining to be delivered as stated in the applicable Transaction Confirmation(s) during the Delivery Period or, if applicable, the current Renewal Term, calculated by determining the difference between the Purchase Price and the Market Price for such quantities; and (b) without duplication, any net losses or costs incurred by the non-defaulting Party for terminating the Transaction(s), including costs of obtaining, maintaining and/or liquidating commercially reasonable hedges, Balancing Charges and/or transaction costs. "Market Price" means the price for similar quantities of Commodity at the Delivery Point during the Delivery Period or Renewal Term. For purposes of determining Close-out Value, Market Price may be established by Seller through information available to Seller internally or through third parties. The Parties agree that Close-out Value constitutes a reasonable approximation of damages and is not a penalty or punitive in any respect. Physical liquidation of a Transaction or entering into a replacement transaction is not required to determine Close-out Value or Net Settlement Amount. The defaulting Party is responsible for all costs and fees incurred for collection of Net Settlement Amount, including, reasonable attorney's fees and expert witness fees.

**15. Representations, Warranties and Covenants:** Each of the following are deemed to be repeated each time a Transaction is entered into and during the Delivery Period and any Renewal Period: **A.** Each Party represents that: (i) it is duly organized, validly existing and in good standing under the laws of the jurisdiction of its formation and is qualified to conduct its business in those jurisdictions necessary to perform to this Agreement; (ii) the execution of this Agreement is within its powers, has been duly authorized and does not violate any of the terms or conditions in its governing documents or any contract to which it is a party or any law applicable to it; and (iii) there are no bankruptcy, insolvency, reorganization, receivership or other similar proceedings pending or being contemplated by it, its parent or guarantor or to its knowledge, threatened against it, its parent or guarantor. **B.** Buyer represents, warrants and covenants that: (i) it is not a residential customer; (ii) execution of this Agreement initiates enrollment and service for the Delivery Period and any Renewal Term; (iii) if it is the person or entity executing this Agreement is doing so in its capacity as an agent, such Party represents and warrants that it has the authority to bind the principal to all the provisions contained herein and agrees to provide Seller true, correct and complete documentation of such agency relationship, and (iv) (a) it has and will provide, to Seller, all information reasonably required to substantiate its usage requirements; (b) acceptance of this Agreement constitutes an authorization for release of such usage information; (c) it will assist Seller in taking all actions necessary to effectuate Transactions, including providing an authorization form permitting Seller to obtain its usage information; and (d) the usage information provided is true and accurate as of the date furnished and as of the effective date of the Agreement. **C.** Each Party acknowledges that: (i) this Agreement is a forward contract and a master netting agreement as defined in the United States Bankruptcy Code ("Code"); (ii) this Agreement shall not be construed as creating an association, trust, partnership, or joint venture in any way between the Parties, nor as creating any relationship between the Parties other than that of independent contractors for the sale and purchase of Commodity; (iii) Seller is not a "utility" or an "energy generation facility" as defined in the Code; (iv) Commodity supply will be provided by Seller under this Agreement, but delivery will be provided by Buyer's Utility; (v) Seller does not own or operate transmission and distribution systems through which the Commodity is delivered to Buyer, and Seller is not liable for any damages or Losses associated with such transmission or distribution systems; and (vi) Buyer's Utility, and not Seller, is responsible for responding to leaks or emergencies should they occur. **D.** Seller warrants that (i) it has good title to Commodity delivered, (ii) it has the right to sell the Commodity, and (iii) the Commodity as delivered will be free from all royalties, liens, encumbrances, and claims. EXCEPT AS EXPRESSLY SET FORTH IN THIS SECTION, ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE, ARE DISCLAIMED.

**16. Confidentiality:** Buyer will not disclose the terms of this Agreement, without prior written consent of the Seller, to any third party, other than Buyer's employees, affiliates, agents, auditors and counsel who are bound by substantially similar confidentiality obligations, trading exchanges, governmental authorities, courts, adjudicatory proceedings, pricing indices, and credit ratings agencies; provided

that if Buyer receives a demand for disclosure pursuant to court order or other proceeding, it will first notify Seller, to the extent practicable, before making the disclosure.

**17. Indemnification; Limitation of Liability:** **A.** Buyer will be responsible for and shall indemnify Seller against all losses, costs and expenses, including court costs and reasonable attorney's fees, arising out of claims for personal injury, including death, or property damage from the Commodity or other charges (collectively, "Losses") which attach after title passes to Buyer. **B.** Seller will be responsible for and indemnify Buyer against any Losses which attach before title passes to Buyer. **C.** NEITHER PARTY WILL BE LIABLE TO THE OTHER UNDER THIS AGREEMENT FOR CONSEQUENTIAL, INDIRECT OR PUNITIVE DAMAGES, LOST PROFITS OR SPECIFIC PERFORMANCE.

**Other:** **(A)** The Agreement, and any dispute arising hereunder, is governed by the law of the state in which the Service Locations are located, without regard to any conflict of rules doctrine. **(B)** Each Party waives its right to a jury trial regarding any litigation arising from this Agreement. **(C)** No delay or failure by a Party to exercise any right or remedy to which it may become entitled under this Agreement will constitute a waiver of that right or remedy **(D)** Any notice or waiver including without limitation any termination or disconnection notice, shall be provided in writing and, if sent to Seller, a copy delivered to: Direct Energy Business, Attn: Customer Services Manager, 1001 Liberty Avenue, Pittsburgh, PA 15222, Phone: (888) 925-9115; Fax: (866) 421-0257; Email: CustomerRelations@NRG.com. Notice sent by electronic means shall be deemed to have been received by the close of the Business Day on which it was transmitted, or such earlier time as is confirmed by the receiving Party. Notice delivered by overnight courier shall be deemed to have been received on the Business Day after it was sent, or such earlier time as is confirmed by the receiving Party. Notice delivered by first class mail (postage prepaid) shall be deemed to have been received at the end of the third Business Day after the date of mailing. **(E)** No amendment to this Agreement will be enforceable unless reduced to writing and executed by both Parties. **(F)** Seller may pledge, encumber or assign this Agreement or the accounts, revenues and proceeds thereof without Buyer's consent. Buyer may not assign this Agreement without Seller's consent not to be unreasonably withheld. **(G)** This Agreement may be executed in separate counterparts by the Parties, each of which when executed and delivered shall be an original, but all of which shall constitute one and the same instrument. **(H)** Any capitalized terms not defined in this CMA are defined in the Transaction Confirmation or shall have the meaning set forth in the applicable Utility rules, tariffs or other governmental regulations, or if not defined therein then it shall have the generally accepted meaning customarily attributed to it in the natural gas or electricity generation industries, as applicable. **(I)** Any document generated by the Parties with respect to the Agreement, including the Agreement, may be imaged and stored electronically and may be introduced as evidence in any proceeding as if it were an original business record and shall not be contested by either party as admissible evidence. **(J)** Where multiple parties are Party to this Agreement with Seller and are represented by the same agent, this Agreement will constitute a separate agreement with each such Party, as if each such Party executed a separate Agreement, and that no such Party shall have any liability under this document for the obligations of any other Parties. **(K)** If a conflict arises between the terms of this CMA and a Transaction Confirmation, the Transaction Confirmation will control with respect to that particular Transaction. **(L)** If a broker or agent has been involved in any Transaction, such broker is an agent of Buyer only and not an agent of Seller.

IN WITNESS WHEREOF, this CMA is entered into and effective as of the date written above.

**Buyer:** East Stroudsburg Area School District

**Seller:** Direct Energy Business, LLC  
Direct Energy Business Marketing, LLC

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_



## V. ITEMS FOR DISCUSSION

- c. Penn State Facilities Engineering Update

Penn State Facilities Engineering Update  
Finance Committee Meeting  
May 9, 2022

At the April 25, 2022 Board of School Directors meeting, the following motion was approved:

RECOMMENDATION: Motion to direct the Chief Financial Officer to contact Scott Harford, P.E., Energy Engineer (Utilities) Penn State Facilities Engineering Institute to request a free energy analysis with the intention of entering into a cooperative purchasing agreement for the procurement of electricity. These services are currently being provided by Provident Energy Consulting through June 2023.

Following the Board's directive, the Chief Financial Officer contacted Mr. Scott Harford and discussed the District's current cooperative purchasing agreement with Provident Energy Consulting and the potential opportunity with Penn State Facilities Engineering Institute. A summary of the PSFEI Electricity Procurement Services can be found [here](#) and at the following link: <https://www.psfei.psu.edu/Services/Energy/Electricity-Procurement-Services-FEI.aspx>.

As noted on the PSFEI website and confirmed by Mr. Harford, the fee associated with the COSTARS Electricity Procurement Services is \$0.001/Kwh and will be embedded in the supplier pricing. Mr. Harford also confirmed that PSFEI is not currently providing Natural Gas consortium procurement services.

In addition, Mr. Harford reviewed the District's recent electricity, natural gas and propane bills and noted that all billing appeared proper and that current pricing was competitive based on the District's existing consortium purchasing agreements, contracts, and associated market conditions.

It is the recommendation of the Administration that we continue our relationship with Provident Energy Consulting. PEC has served the District and the other Colonial IU 20 Districts well for many years. The Administration will continue to update the Board on the status of electricity and natural gas agreements as needed.



**FACILITIES  
ENGINEERING  
INSTITUTE**



## **COSTARS Electricity Procurement Services**

Since 2009, the Penn State Facilities Engineering Institute (PSFEI) has provided electricity procurement services for the Commonwealth of Pennsylvania resulting in savings of over **\$158 million**. Working together with the Pennsylvania Department of General Services Bureau of Procurement (DGS-BOP), PSFEI has helped more than **135 COSTARS clients** (representing over 1,925 electric accounts) **save an average of more than \$600 per month in utility costs**. A free utility bill review service conducted by PSFEI has identified more than **\$520,000 in refunds for clients**.

**How it works:** PSFEI's certified energy professionals continually monitor electricity market conditions and determine the best times to shop for electricity. We aggregate appropriate loads to obtain the lowest pricing from suppliers who have agreed to the Commonwealth's terms and conditions. This means you get the best pricing on terms that protect you. It's that simple.

**Ever heard this before:** "We help you buy the lowest priced electricity and it won't cost you anything"?

**The truth:** No one does anything for free. There are always charges, which are hidden in the cost of your electricity, based on a relationship between the broker and electricity supplier. With PSFEI and COSTARS, you'll receive full price transparency at a highly competitive rate!

**The solution:** Join other COSTARS members and let PSFEI and DGS-BOP work for you!



## FAQ:

**I receive so many calls from energy suppliers, I don't have the resources or expertise to determine what is best for our organization.**

PSFEI and DGS-BOP manage the entire procurement/award process. Once a COSTARS client submits an enrollment form, PSFEI and DGS-BOP will determine the best time to shop for electricity, issue a Request for Quote (RFQ), review qualified supplier price quotes, and email the successful supplier.

**How will I know if I saved money and what is the cost of the service?**

Sometimes the utilities pricing is the lowest. DGS-BOP will only select a supplier if savings can be achieved in comparison to the current regulated utilities' default pricing. The client is provided with a consolidated summary of avoided costs, including current contract and regulated utility default pricing. The cost of the services is transparent (\$0.001/Kwh) and is imbedded in the supplier's pricing.

**What electric suppliers will be bidding my accounts and what type of product will they be offering?**

A large pool of pre-qualified suppliers will compete for COSTARS client business. These suppliers have met the Commonwealth's qualification criteria and agreed to their terms and conditions. Only a fixed-price electricity supply product will be solicited, protecting COSTARS clients from price fluctuations and providing budget certainty.



### Electricity Procurement Program

- Proven RFQ process
- Prequalified suppliers
- Under the Statewide Procurement to Quality (ITQ) contract



### Webinar: Energize your budget

web-based application (EPMA) PSFEI experts perform market-price evaluations, and DGS award

- [Client testimonials \(printable PDF\)](#)

PSFEI can provide best practices for electricity procurement program clients exploring:

- On-site, behind-the-meter, renewable electric generation systems including solar, wind, and co-generation
- Sustainable and energy-efficient design concepts and associated utility rebate programs
- Utility net metering regulations, managed electric supply, and renewable energy credits
-

- Ready to enroll in the program?
  - Download the [enrollment form](#) and follow instructions.
  - If you are not currently a COSTARS member, you will [first need to register](#).
  -
- 
- Further information on the COSTARS program is available by visiting the [COSTARS website](#).
  -
- 
- For more information, current COSTARS members may contact [Scott Harford](#).
  -
- 
- Organizations interested in becoming COSTARS members may contact the [COSTARS Marketing Manager](#) at 1-866-768-7827.
  -



- [About](#)
- [Services](#)
- [News](#)
- [Client Portal](#)

## About

The **Penn State Facilities Engineering Institute (PSFEI)** provides education programs, energy services, engineering services, and facility condition assessments to Pennsylvania state agencies, the federal government, and nonprofit organizations. The organization aims to advance its customers' facilities engineering objectives through applied research, education, and innovation.



- [Privacy and Legal Statements](#)
- [Accessibility](#)
- [University Hotlines](#)
- [Email Webmaster](#)

Penn State Facilities Engineering Institute

Marion Place, Suite 414

135 East Nittany Avenue

State College, PA 16801

Phone: 814-865-7615

Fax: 814-863-7835



## V. ITEMS FOR DISCUSSION

d. Dairy & Bread Bid Awards for 2022-23

**East Stroudsburg Area School District  
Finance Committee Meeting  
May 9, 2022  
Bread and Dairy Bid Awards - 2022-23 School Year**

The Food Service Department solicited bids for Bread and Dairy during the month of March 2022.

The bids were advertised in the Pocono Record, on the District website and sent out to previous bidders via US Mail.

The bid opening was conducted on Friday, March 31, 2022.. Those in attendance included; Melissa Collevchio, Director of Food Services, Craig Neiman, CFO, Jennifer Huffman, Food Service Secretary, and Marisela Horton, Business Office.

Two vendors submitted bids for Bread, those vendors include; Bimbo Bakeries and Rockland Bakery.

There was only one bidder for Dairy/Milk - Pocono Mountain Dairies (PMD)

The following contracts were awarded:

Rockland Bakery - Bread

Pocono Mountain Dairy - Milk

The total % cost increase for the 22/23 school year in bread is: 12%

Milk pricing is established by the Pa Milk Marketing Board Region 3. Dairies cannot sell milk below that established price except when offering a volume discount.

Pocono Mountain Dairies are willing to honor the minimum price on all milk products which will fluctuate.

The following are the volume discounts that PMD will apply:

4% discount - 200 qt equivalent (single drop)

9% discount - 400 qt equivalent (single drop)

13% discount - 600 qt equivalent (single drop)

Both vendors currently service our District, have provided the lowest prices and we are very pleased with their products and services.

## V. ITEMS FOR DISCUSSION

e. Government Software Services Inc., 2022 Agreement

**GOVERNMENT SOFTWARE SERVICES, Inc.**  
**Contract for School Billing**

**AGREEMENT FOR COMPUTER SERVICES**

This Agreement made this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ for fiscal year(s) 2022  
between Government Software Services, Inc., 616 Main Street, Suite 400, Honesdale,  
Pennsylvania, 18431 (hereinafter referred to as "GSS")

**AND**

East Stroudsburg Area School District (Pike Counties) (hereinafter referred to as  
"Client")

**WITNESSETH**

In consideration of the mutual covenants hereinafter set forth, it is agreed that Client  
desires certain Data Processing Services be performed and that GSS desires to perform  
these services which are as follows:

1. REAL ESTATE TAX SYSTEM – During the term stated, GSS will provide Real  
Estate Tax Services to the Client utilizing the Assessment files of the County or  
Counties in which the various taxing districts of the Client are located. Services to be  
performed are as follows:
  - A. Prepare two (2) copies of the Real Estate Tax Duplicate on pre-printed forms  
based upon the data contained in the Real Estate Master File and the associated  
millage, discount, penalty rates and tax collector information provided to GSS by  
the Client. Said tax duplicates shall reflect the taxes based on the millage times the  
assessed valuation and shall show discount, face and penalty amounts. A  
summary Report reflecting totals shall appear at the end of each duplicate.
  - B. Prepare a Real Estate Tax Statement for each parcel of property on a self seal  
mailer, reflecting the information shown on the tax duplicates, and tax collector  
data associated with each taxing district.
  
2. OCCUPATION/PER CAPITA TAX SYSTEM – During the term stated, GSS will  
provide Occupation/Per Capita Tax Services to the client utilizing the Occupation /  
Per Capita files of the County or Counties in which the various taxing districts of the  
Client are located. Services to be performed are as follows:
  - A. Prepare two (2) copies of the Occupation/Per Capita Tax Duplicate on pre-printed  
forms, based upon the data contained on the Occupation/Per Capita Master File  
and the associated millage, per capita, discount, face, penalty rates and the tax  
collector information provided to GSS by the Client. A Summary Report shall  
appear at the end of each tax duplicate.
  - B. Prepare the Occupation/Per Capita Tax Statements on a self seal mailer, reflecting  
the information shown on the tax duplicates, and the tax collector data associated  
with each taxing district.



**570-253-4309 616 Main Street Suite 400 Honesdale, PA 18431  
Government Software Services, Inc.  
Contract for School Billing**

- C. Provide a Summary Report reflecting all the totals necessary for certification and normal reporting.
3. MATERIALS AND SUPPLIES – During the term stated, GSS will provide the following:
  - A. All tax duplicate paper, tax statements and binding materials necessary to provide the services described herein
4. ITEMS TO BE SUPPLIED BY CLIENT – In order for GSS to fulfill this contract the Client must supply the following:
  - A. Written authorization from the County Commissioners or Counties where the Client's taxing districts are located granting GSS permission to access the Per Capita, Occupation and Real Estate Assessment files.
  - B. Written documentation of all Per Capita, Occupation, and Real Estate millage rates, discount, face, penalty rates, dates and all tax collector information as it is to be printed on the statements.
5. TERMS AND CONDITIONS – GSS will provide the services as defined in this contract for the term stated and will provide to the Client the tax statements and duplicates FOB Honesdale within thirty (30) days of receipt of the items supplied by Client.
6. Client agrees to pay GSS as follows:
  - A. The sum of seven and one half cents (\$0.075) each, per name printed for the two copies of the Real Estate Duplicate and the Occupation/Per Capita Duplicate and the sum of eleven dollars and fifty cents (\$11.50) each per duplicate bound.
  - B. The sum of eighteen and ninety-five one hundredth cents (\$0.1895) for each tax statement prepared.
  - C. GSS will invoice Client based on the above rates. Full payment will be due and payable within thirty (30) days of delivery of the tax statements and duplicates. Any amount invoiced and not paid within thirty (30) days shall become subject to a finance charge of 1½ % per month on the unpaid balance.
7. In the event of a dispute the matter shall be settled in the following manner:
  - A. A three-member panel shall be created by the choosing of one member by the Client and one member by GSS.
  - B. Each of these two members shall agree on a third member.

570-253-4309 616 Main Street Suite 400 Honesdale, PA 18431  
Government Software Services, Inc.  
Contract for School Billing

C. The three-member panel, by majority vote, shall determine a settlement that must be accepted by GSS and Client.

In witness whereof, the parties have executed this agreement.

Dated \_\_\_\_\_

East Stroudsburg Area School District

By \_\_\_\_\_

\_\_\_\_\_  
WITNESS

Government Software Services, Inc.

By Thomas P. Theobald  
Thomas P. Theobald, President

Bothany J. Sawlor  
WITNESS

## V. ITEMS FOR DISCUSSION

- f. Gator for Lehman Intermediate Athletic Trainers -  
Deere & Co. Quote, \$11,416.43

# Form 611

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

The respondent's email (**elizabeth-kolcun@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 \*

Christopher Rossi

Untitled Title

Department \*

Athletic Trainer

Building \*

Lehman

What service or item are requesting \*

Gator for Athletic Trainers

Why are you requesting the service or item \*

To replace the blue golf cart that is approximately 15 years old and is in poor condition and requires maintenance (front end is shot/tires)

Suggested replacement \*

John Deere gator TS (Model Year 2022)

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. \*

We have one quote from Deere & Comapny #4376 PA Ag and Grounds Power Equip 4400020085 (PG 61 CG 22) - same company we purchaed the JTL gator from

What is the total cost of the purchase? \*

\$11,416.43

Procurement Method: \*

Quote Received only one Proposal

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.

PA Ag and Grounds Power Equip 4400020085 (PG 61 CG 22)

Which Fund will be charged? \*

10 ▼

What account will be charged? \*

St Luke's 10-3250-752-100-20-518-500-000-5001

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

Deer & Comapnay sold us the JTL gator and are a government contractor PA Ag and Grounds Power Equip 4400020085 (PG 61 CG 22)

Any additional information you would like to provide.

St Luke's money will cover the cost of this purchase for the Athletic Trainers

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

Google Forms



**JOHN DEERE**



Quote Id: 26424920

---

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Hilltop Sales & Service, Inc  
158 Falcone Road  
Bangor, PA 18013  
610-588-4088  
dfalcone@hilltopsales.com

---

Prepared For:  
**Christopher Rossi**  
**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Proposal For:**  
**Christopher Rossi**

**Delivering Dealer:**

Michael Labarre

Hilltop Sales & Service, Inc  
158 Falcone Road  
Bangor, PA 18013

dfalcone@hilltopsales.com

**Quote Prepared By:**

Michael Labarre  
mlabarre@hilltopsales.com

Date: 07 April 2022

Offer Expires: 07 May 2022

---

*Confidential*





**JOHN DEERE**



**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**  
 Deere & Company  
 2000 John Deere Run  
 Cary, NC 27513  
 FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**  
 Hilltop Sales & Service, Inc  
 158 Falcone Road  
 Bangor, PA 18013  
 610-588-4088  
 dfalcone@hilltopsales.com

**Quote Summary**

**Prepared For:**  
 Christopher Rossi  
 EAST STROUDSBURG AREA SCHOOL DISTRICT  
 Christopher Rossi  
 50 VINE ST  
 EAST STROUDSBURG, PA 18301  
 Mobile: 570-620-8313  
 christopher-rossi@esasd.net

**Delivering Dealer:**  
 Hilltop Sales & Service, Inc  
 Michael Labarre  
 158 Falcone Road  
 Bangor, PA 18013  
 Phone: 610-588-4088  
 mlabarre@hilltopsales.com

**Quote ID:** 26424920  
**Created On:** 07 April 2022  
**Last Modified On:** 07 April 2022  
**Expiration Date:** 07 May 2022

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE GATOR™ TS (Model Year 2022)	\$ 13,754.73	\$ 11,416.43 X	1 =	\$ 11,416.43
<b>Contract:</b> PA Ag and Grounds Power Equip 4400020085 (PG 61 CG 22)				
<b>Price Effective Date:</b> April 6, 2022				
<b>Equipment Total</b>				<b>\$ 11,416.43</b>

\* Includes Fees and Non-contract items

**Quote Summary**

Equipment Total	\$ 11,416.43
Trade In	
SubTotal	\$ 11,416.43
Est. Service Agreement Tax	\$ 0.00
Total	\$ 11,416.43
Down Payment	(0.00)
Rental Applied	(0.00)
<b>Balance Due</b>	<b>\$ 11,416.43</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_



# Selling Equipment

Quote Id: 26424920      Customer Name: EAST STROUDSBURG AREA SCHOOL DISTRICT

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Hilltop Sales & Service, Inc  
158 Falcone Road  
Bangor, PA 18013  
610-588-4088  
dfalcone@hilltopsales.com

## JOHN DEERE GATOR™ TS (Model Year 2022)

<b>Hours:</b>		<b>Suggested List *</b>
<b>Stock Number:</b>		\$ 13,754.73
<b>Contract:</b> PA Ag and Grounds Power Equip 4400020085 (PG 61 CG 22)		<b>Selling Price *</b>
		\$ 11,416.43
<b>Price Effective Date:</b> April 6, 2022		

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
56B2M	GATOR™ TS (Model Year 2022)	1	\$ 8,149.00	17.00	\$ 1,385.33	\$ 6,763.67	\$ 6,763.67
<b>Standard Options - Per Unit</b>							
001A	US/Canada	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
0501	PR - Base	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
1015	Turf Tires	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
2016	Non Adjustable Seat	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
3100	Cargo Box Manual Lift	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
4099	Less Front Protection Package	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
4199	Less Rear Protection Package	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
6018	Less Rear Receiver Hitch	1	\$ 0.00	17.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Standard Options Total</b>			<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Dealer Attachments/Non-Contract/Open Market</b>							
BM21462	Windshield Wiper Kit	1	\$ 367.01	17.00	\$ 62.39	\$ 304.62	\$ 304.62
BM22138	Electrical Kit - Deluxe Glass Cab	1	\$ 260.01	17.00	\$ 44.20	\$ 215.81	\$ 215.81
BM22600	Deluxe Glass Cab	1	\$ 4,643.80	17.00	\$ 789.45	\$ 3,854.35	\$ 3,854.35
BM21653	Remote Cargo Box Release Kit	1	\$ 130.54	17.00	\$ 22.19	\$ 108.35	\$ 108.35
BM20414	Heavy-Duty Suspension Kit	1	\$ 204.37	17.00	\$ 34.74	\$ 169.63	\$ 169.63
<b>Dealer Attachments Total</b>			<b>\$ 5,605.73</b>		<b>\$ 952.97</b>	<b>\$ 4,652.76</b>	<b>\$ 4,652.76</b>
<b>Value Added Services</b>			<b>\$ 0.00</b>			<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total</b>							
<b>Total Selling Price</b>			<b>\$ 13,754.73</b>		<b>\$ 2,338.30</b>	<b>\$ 11,416.43</b>	<b>\$ 11,416.43</b>



Quotes are valid for 30 days from the creation date of the quote OR until the contract expires.

**A Purchase Order or Letter of Intent is required for all orders.**

To expedite the delivery of equipment, the below information must be included on your Purchase Order or Letter of Intent.

**For any questions, please contact:**

**Michael Labarre**

Hilltop Sales & Service, Inc  
158 Falcone Road  
Bangor, PA 18013

Tel: 610-588-4088

Fax: 610-599-1098

Email: [mlabarre@hilltopsales.com](mailto:mlabarre@hilltopsales.com)

Vendor: Deere & Company  
 2000 John Deere Run  
Cary, NC 27513

Signature

Shipping address

Billing address

Billing email address

**If information is not included, the Purchase Order or Letter of Intent will be returned.**

## V. ITEMS FOR DISCUSSION

- g. Wrestling Mat for South High School - Resilite Sports Products Quote, \$10,195.20

# Form 611

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

The respondent's email (**elizabeth-kolcun@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 \*

Denise Rogers

Untitled Title

Department \*

South Athletics

Building \*

High School South

What service or item are requesting \*

Wrestling mat for South High School

Why are you requesting the service or item \*

To replace the wrestling mats at South High School (same vendor who replaced North wrestling mats)

Suggested replacement \*

LW 42' x 42' Liteweight Mat with lettering, includes transporting bags, straps and 3 year warranty

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

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

Yes,

Resilite Sports Products \$10, 195.20

POV's Wearhouse \$10, 670.60

Derek Fix \$10, 601.00

What is the total cost of the purchase? \*

\$10, 195.20 to be paid with St Luke's funds



Procurement Method: \*

- Quote Received only one Proposal
- Request for Proposal (RFP)
- Bid
- Other: 3 quotes obtained

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.

Which Fund will be charged? \*

10

What account will be charged? \*

St Luke's Funds 10-3250-762-100-30-820-550-000-5001

Selection of the 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.

Purchase will be made with St Luke's funds

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

Google Forms



1  
Quote

Resilite Sports Products  
200 Point Township Dr  
Northumberland, PA 17857  
United States

T: 1-800-843-6287  
F: 570-473-8988

Quote #	32393 v5
Date	04-01-2022
Price Firm For 30-Days	04-25-2022
Contact	Candee Yoder

Prepared for East Stroudsburg HS South  
Denise Rogers  
279 N Courtland St  
East Stroudsburg, PA 18301  
United States  
  
T: 570.424.8471  
E: denise-rogers@esasd.net

## East Stroudsburg HS South - LW 42' x 42'

Type	Item	Qty	Price	Total
Product	<b>LiteWeight Mat</b>  1-5/8" Thick / Includes:Transporting Bags, Straps, and 3-year Warranty Storage Bags are Available at an additional Cost! *Microban Included with all painted mats.  Code: RLW  <a href="#">Resilite_RLW758_Specs_0415.pdf (182 KB)</a>  Standard Size Mat: LiteWeight 42'x42' -7 section (RLW-7581764)	1	\$8,467.20	\$8,467.20
Product	<b>MICROBAN</b>  Microban antimicrobial product protection is a built-in active ingredient that enables products to resist the growth of microbes such as bacteria, mold, and mildew. Microban protection helps products stay cleaner, fresher, and last longer than products with untreated surfaces.  Code: MICR	1764	\$0.00	\$0.00
Product	<b>Lettering</b>  Code: ART LET01-03  <u>32"-60" High Lettering: One-Color Lettering (LET01)</u>	18	\$47.00	\$846.00
Product	<b>LOGOS &amp; ARTWORK</b>  Note: There will be a \$250 set-up fee for logos and supplied Art-Work that are not of good quality and must be redrawn.  Code: ART.  <a href="#">Raster_vs_Vector.jpg (176 KB)</a>  <u>6-FT-Logos ( Up to 6' ); 6' -1- Color Logo (ART001)</u>	1	\$335.00	\$335.00



# Quote

### Comments

LiteWeight Taped Mat - Size: 42' x 42' - 7 Sections

Protection Area: Purple

30' & 10' Wrestling Circle Lines: White

Ref Marks / R&G Starting Marks

6' One Color Logo - Centered

" CAVALIERS " Located in opposite Corners - White

LEAD TIME FOR THIS PRODUCT IS 14-16 WEEKS

Shipping Via Resilite Truck

One-Time Subtotal	\$9,648.20
Shipping and Handling	\$547.00
<b>Total One-Time</b>	<b>\$10,195.20 USD</b>

### Cost Breakdown

Type	One-Time Fees
Product	\$9,648.20
Shipping and Handling	\$547.00
<b>Total</b>	<b>\$10,195.20 USD</b>

### 'PLEASE SEE LAYOUT BELOW'

[Dare\\_to\\_Compare\\_.pdf \(307 KB\)](#)

[East\\_Stroudsburg\\_HS\\_South\\_LW\\_RL\\_Opt2.pdf \(259 KB\)](#)

Layout Information:: LiteWeight Opt 2

Shipping Destination:: School

### Current Lead Time

With the current global supply chain issues, and demand Resilite is anticipating a 14-16 week lead time on most products

### Resilite Shipping

Resilite Shipping is Curbside Delivery

### Possible Size Variance - Plan Accordingly

All foam mats are subject to expansion and contraction due to environmental and physical conditions. Because of the physical properties of the foam used, Zip Mats WILL NOT SHRINK, however they are subject to minimal size variances of less than 1%. Resilite guarantees that our mats will be manufactured to be within a +/- 1% tolerance of the overall mat size ordered.

### Zip Mat Warranty

3-Year Limited Warranty on New Zip Mats

Contact us or reference the Care and Handling Instructions booklet for more information.

**\*\* PLEASE NOTE: This Quote is a firm estimate based on the information and specifications that were provided at the time of this quote.**

**IMPORTANT:** All Resilite Mats are custom manufactured for each order. Since these are customized products in size, color and markings; Resilite require that any private entity or organization must submit pre-payment BEFORE the order will be started. Pre-payment terms may be worked



Steve & Tina Povalac  
 29433 Cripple Creek Drive  
 Dagsboro, DE 19939  
 EMAIL: tpoval@povsresilite.com  
 Steve: 908-930-3058  
 Tina: 908-5780765  
 Fax: 302-537-2929

April 1, 2022

East Stroudsburg High School South  
 Denise Rogers  
 279 North Portland Street  
 East Stroudsburg, Pennsylvania 18301  
 Phone: 570-424-8471 ~ Email: denise-rogers@esasd.net

Dear Ms. Rogers::

As per your request, the following is a formal price quote for a Resilite's LW 758 - 1 5/8" (7) section 42' x 42' Lite Weight Wrestling Mat:

A. Resilite LW - 42' x' 42' Lite Weight Mat:	\$ 8,643.60
B. (18) - One Color Letters:	\$ 1,080.00
C. (1) 6' One Color Logo:	\$ 400.00
D. Freight:	\$ 547.00
<b>Total:</b>	<b>\$10,670.60</b>

This Price Quote is firm for 30 days. No Inside Delivery.

*All Purchase Orders must be made Payable to: Pov's Wrestling Wearhouse Inc.*  
*Please Mail your Purchase Order to: 29433 Cripple Creek Drive*  
*Dagsboro, Delaware*

Delivery time is approximately 16 weeks from receipt of your school purchase order.

Call us if you have any further questions.

Sincerely,

Steve and Tina Povalac



Derek Fix  
200 Point Township Drive  
Northumberland, PA 17857  
United States

T: 918-691-3298  
F: 1 (570) 473-8988

Quote #	35197
Date	04-11-2022
Price Firm For 30-Days	05-11-2022
Contact	Derek Fix

**Prepared for** East Stroudsburg HS South  
Denise Rogers  
279 N Courtland St  
East Stroudsburg, PA 18301  
United States

T: 570-424-8471  
E: denise-rogers@esads.net

**ACCEPT QUOTE**

## LiteWeight Mat

Type	Item	Qty	Price	Total
Product	<b>LiteWeight Mat</b> 1-5/8" Thick / Includes: Transporting Bags, Straps, and 3-year Warranty Storage Bags are Available at an Additional Cost! *Microban Included with all painted mats Over 900 Square Feet. Code: RLW <a href="#">Resilite_RLW758_Specs_0415.pdf (182 KB)</a> Standard Size Mat: LiteWeight 42'x42' -7 section (RLW-7581764)	1	\$8,820.00	\$8,820.00
Product	<b>Lettering</b> Code: ART LET01-03 32"-60" High Lettering: One-Color Lettering (LET01)	18	\$47.00	\$846.00
Product	<b>Wrestling Mat Markings &amp; Options</b> Code: MRKG. Included Markings: NFHS/NCAA Compliant Competition Markings (MRKG001)	1	\$0.00	\$0.00
Product	<b>LOGOS &amp; ARTWORK</b> Note: There will be a \$250 set-up fee for logos and supplied Art-Work that are not of good quality and must be redrawn. Code: ART. <a href="#">Raster_vs_Vector.jpg (176 KB)</a> 6-ET-Logos ( Up to 6' ): 6' -1- Color Logo (ART001)	1	\$335.00	\$335.00

One-Time Subtotal	\$10,001.00
Shipping and Handling	\$600.00
<b>Total One-Time</b>	<b>\$10,601.00 USD</b>

**ACCEPT QUOTE**

### Cost Breakdown

Type	One-Time Fees
Product	\$10,001.00
Shipping and Handling	\$600.00
<b>Total</b>	<b>\$10,601.00 USD</b>

### 'PLEASE SEE LAYOUT BELOW'

[☐ Dare\\_to\\_Compare\\_.pdf \(307 KB\)](#)

Layout Information:: opt1

Shipping Destination:: School

### Current Lead Time

With the current global supply chain issues, and demand Resilite is anticipating a 14-16 week lead time on most products

### Resilite Shipping

Resilite Shipping Is Curbside Delivery

### Possible Size Variance - Plan Accordingly

All foam mats are subject to expansion and contraction due to environmental and physical conditions. Because of the physical properties of the foam used, LiteWeight Mats WILL NOT SHRINK, however they are subject to minimal size variances of less than 1%. Resilite guarantees that our mats will be manufactured to be within a +/- 1% tolerance of the overall mat size ordered.

### LiteWeight Mat Warranty

3-Year Limited Warranty on New LiteWeight Vinyl-Coated Mats

Contact us or reference the Care and Handling Instructions booklet for more information.

**\*\* PLEASE NOTE: This Quote is a firm estimate based on the information and specifications that were provided at the time of this quote.**

## V. ITEMS FOR DISCUSSION

h. Classlink Software - Classlink Quote, \$27,028.75

ClassLink

**A. Why are you requesting the service/needs?**

**Why:** We are requesting to purchase ClassLink as replacement for Clever.

**Need:** ClassLink is a software product that allows the district to use SSO (single sign on) as well as rostering for the vast number of technology resources the district subscribes to. There are some features that will not be available in the current product, Clever, which are in ClassLink, in which the district relies on for ease of access to district instructional resources.

**Suggested replacement:** ClassLink 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. ClassLink is a propriety software product. Software is a service and not subject to bidding or quotation requirements from the PA School Code.

**C. Procurement Method:**

- ESASD reviewed ClassLink the past several months. We attended webinar presentations and spoke with other school districts using the product. We met with the vendor on several occasions to obtain pricing.

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

- Yes – 2022-2023 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-000-006-000-0000
  - Technology Services Software and Supply Account

**E. Selection of winning proposal**

- ClassLink in the amount of \$27,028.75.

**F. Other**

N/A





# Quote

Company Address 45 East Madison Ave. Suite 7  
Clifton, NJ 07011  
Fax (973) 546-5981

Created Date 4/19/2022  
Expiration Date 5/6/2022  
Quote Number 00012362  
Grand Total \$27,028.75

Prepared By Bob Chappell  
Phone (862) 225-1506  
Email bchappell@classlink.com

Contact Name Brian Borosh  
Email brian-borosh@esasd.net

Account Name East Stroudsburg Area SD (PA, 18301)  
Bill To 50 VINE ST  
EAST STROUDSBURG, PA 18301  
United States

Ship To Name East Stroudsburg Area SD (PA, 18301)

Product	Product Description	Line Item Description	Sales Price	Quantity	Total Price
ClassLink Set-up (5,001-10,000 users)-LaunchPad-Roster Server-OneSync	One-time setup fee	One time setup fee	\$2,995.00	1	\$2,995.00
ClassLink 5001-10,000	Annual Site License-per user (5001-10,000 users)	Annual license cost	\$3.50	7,025	\$24,587.50
Discount IU 13		Annual discount	(\$0.35)	7,025	(\$2,458.75)
ClassLink Roster Server Hosting (1 - 10,000 users)	ANNUAL	Annual roster server hosting	\$500.00	1	\$500.00
ClassLink-Analytics Includes:	<ul style="list-style-type: none"> <li>■ Real-time data from all your digital resources</li> <li>■ Ability to view reports by building, application and individual</li> <li>■ Ability to identify underutilized apps to inform decisions</li> <li>■ Ability to discover trends between patterns of usage and learning outcomes</li> <li>■ Ability to see ROI on all rostered apps</li> <li>■ Ability to set district goal usage</li> <li>■ LaunchPad SSO access to instructional &amp; internal resources</li> <li>■ LaunchPad SSO to drives including Google/Dropbox/OneDrive</li> <li>■ LaunchPad SSO access to Active Directory mapped folders</li> <li>■ Microsoft Office Online integration</li> <li>■ Sign in with AD/LDAP/Azure/Google/SAML/QuickCard/Faces</li> </ul>		\$0.00	1	\$0.00
ClassLink-LaunchPad Includes			\$0.00	1	\$0.00

Quote valid for 30 days.  
Proposal supersedes all other proposals. Fax purchase order to 973.546.5981 or email billing@classlink.com

	<ul style="list-style-type: none"> <li>■ Library of 6,000+ LaunchPad SSO &amp; unlimited custom LaunchPad</li> <li>■ Active Directory web-based password reset</li> <li>■ Custom iOS and Android apps</li> <li>■ Parent Portal</li> <li>■ ClassLink Analytics (web access, iOS and Android apps)</li> </ul>				
ClassLink-MFA Includes:	<ul style="list-style-type: none"> <li>■ image selection, challenge/response, pin</li> <li>■ SMS text, mobile authentication app, hardware fob</li> <li>■ ClassLink Verify app, Duo</li> </ul>	\$0.00	1	\$0.00	
ClassLink-OneSync Includes:	<ul style="list-style-type: none"> <li>■ Provisioning of users to AD, O365/Azure and Google</li> <li>■ De-Provisioning of users</li> <li>■ Correlation mode</li> <li>■ Ease of use, automation, alerts, logs, thresholds</li> </ul>	\$0.00	1	\$0.00	
ClassLink-Roster Server Includes	<ul style="list-style-type: none"> <li>■ Automate delivery of class rosters to instructional resource providers using open data standards (annual hosting fees apply if hosted by ClassLink)</li> </ul>	\$0.00	1	\$0.00	
ClassLink Analytics Plus	<ul style="list-style-type: none"> <li>■ Ability to view and measure all usage that is happening outside the ClassLink portal on district-owned devices</li> </ul>	optional	\$0.20	7,025	\$1,405.00
<b>Total Price</b>					<b>\$27,028.75</b>

Quote valid for 30 days.

Proposal supersedes all other proposals. Fax purchase order to 973.546.5981 or email [billing@classlink.com](mailto:billing@classlink.com)

## V. ITEMS FOR DISCUSSION

- i. Rubrik Backup Software - ePlus Quote,  
\$175,130.17

Rubrik – Backup Software

**A. Why are you requesting the service/needs?**

**Why:** We are requesting to purchase Rubrik as replacement for our current backup software, Barracuda.

**Need:** The district’s current backup software, Barracuda is not as secure as the Rubrik product. In addition, we only currently host backups on site in our two data centers. This product will allow the district to host backups on site and in the cloud. Backups will be encrypted, with airgaps, and monitored for Malware and Ransomware. Rubrik is also a leader in the 2021 Gartner Magic Quadrant.

**Suggested replacement:** Rubrik backup software through ePlus 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. Pricing is from ePlus as per the PEPPM cooperate purchasing contract. Rubrik is a propriety software product. Software is a service and not subject to bidding or quotation requirements from the PA School Code.

**C. Procurement Method:**

- ESASD reviewed the incumbent product, Barracuda and Rubrik the past several months. The technology staff compared and contrasted them, and it was decided that Rubrik was a better fit for the district. We attended webinar presentations and spoke with other school districts using the product. We met with ePlus on several occasions to obtain pricing.

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

- Yes – 2022-2023 Fiscal Year
- Fund 10
- Account #10-2844-650-000-00-000-006-000-0000
  - Technology Services Initiatives Software and Supply Account

**E. Selection of winning proposal**

- Rubrik through ePlus in the amount of \$175,130.17 for a three-year term (\$58,376.72 annually).

**F. Other**

N/A





**Customer Name:** EAST STROUDSBURG  
AREA SCHOOL DISTRICT  
**Quote No:** 22802170  
**Quote Name:**  
**Quotation Date:** 05/02/2022

**Sales Support Contact:** Eryn Mauger  
**Sales Support Phone:** 610-495-1224  
**Sales Support Email:** EMauger@EPLUS.com  
**Account Executive:** Jordan Karstotis  
**Account Executive Phone:** 610-495-1206  
**Account Executive Email:** Jordan.Karstotis@eplus.com

**Customer PO No:**  
**Order No:**  
**Expiration Date:** 06/01/2022

Line No.	Part Number	MFG	Description/Line Notes	QTY	Unit Price	Ext. Price
001	RBK-R6408S-HW-01	RUBRIK	R6408S APPLIANCE, 4-NODE, 96TB RAW HDD, 1.6TB SSD, SFP+ NIC	1	20,808.00	20,808.00
002	RBK-GO-EE-R6408	RUBRIK	ONE (1) MONTH OF RUBRIK GO ENTERPRISE EDITION FOR R6408, INCL. RCDM, POLARIS GPS, CLOUDON, POLARIS RADAR, APPFLOWS, SONA  Line Note: 36 Months	1	129,521.93	129,521.93
003	RBK-F3M-CBL-01	RUBRIK	FIBER OPTIC OM3 LC/LC CABLE, 3M, PACK OF 4	2	120.48	240.96
004	RBK-SFP-TSR-01	RUBRIK	10G/IG DUAL RATE SFP+ TRANSCEIVER, PACK OF 4	2	831.33	1,662.66
005	RBK-SVC-PREM-HW	RUBRIK	PREMIUM SUPPORT FOR HARDWARE, PREPAY  Line Note: 36 Months	1	8,112.62	8,112.62
006	RBK-CVB-PE-PP	RUBRIK	RUBRIK CLOUD VAULT - BACKUP TIER, PER BETB, PREMIUM SUPPORT, PREPAY  Line Note: 36 Months	33	448.00	14,784.00
007	PEPPM	EPLUS	AS PER PEPPM 2019-2021 CONTRACT # 528897 - FAX PO TO 800-636-3779.	1	0.00	0.00

<b>Totals</b>		175,130.17	
<b>Shipping:</b>	<b>Sub Total (USD):</b>	<b>Est. Tax (USD):</b>	<b>TBD if Applicable</b>
<b>Packing:</b>	<b>Total (USD):</b>	<b>Shp&amp;Hnd (USD):</b>	<b>TBD</b>
	<b>175,130.17</b>		

All orders are governed by your organization's signed agreement with ePlus or applicable public sector contract; if there is no such agreement the Customer Terms and Conditions for Products and/or Services located at www.ePlus.com govern. No additional or contrary terms in a purchase order shall apply, and ePlus' performance shall not be deemed acceptance of any preprinted PO terms. Use of software, subscription services or other products resold by ePlus is subject to manufacturer/publisher end user agreements or subscription terms. Any periodic payment obligations for specific offerings, along with customer-incurred overages, consumption fees, add-ons, quantity adjustments and automatic renewals are non-cancelable for any reason except by public sector customers required by law to terminate due to non-appropriation of funds.

PLEASE NOTE: Recent supply chain disruption and tariffs on certain imports are causing price increases for many IT products, with little or no notice, and beyond ePlus' control. As a



result, this quote is subject to change without notice, even before the expiration date reflected above. Related manufacturer policy changes may result in orders being non-cancelable and products non-returnable except in accordance with the manufacturer warranty. Please confirm pricing and other restrictions prior to order placement. Unless freight amount is indicated, or is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Recognizing that the global pandemic has disrupted operations for many organizations, ePlus will ship products for delivery in accordance with customer's written ship-to instructions and products will be deemed delivered notwithstanding any failure of customer personnel to sign for receipt due to facility closing or otherwise.

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

**Customer Acceptance**

Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_  
Customer PO #: \_\_\_\_\_

**Bill To**

EAST STROUDSBURG AREA SCHOOL D  
50 VINE STREET  
EAST STROUDSBURG PA 18301  
UNITED STATES  
ATTN: ACCOUNTS PAYABLE

**Ship To**

EAST STROUDSBURG AREA SCHOOL D  
UNITED STATES

VI. RECOMMENDATIONS BY THE PROPERTY/FACILITIES  
COMMITTEE

c. Current Projects List

Current Construction Projects

	RES Water Filtration Board Approved 9/20/2021 10-215-3066		MSE Water Filtration Board Approved 9/20/2021 10-214-3066		North HS Gym Floor 30-819-3072 Board Approved 4/20/2020 30-819-3072	
Vendor	2102	Leon Clapper Plumbing Heating & Water	2102	Leon Clapper Plumbing Heating & Water	2322	Miller Sports Construction
Original Bid		\$ 85,000.00		\$ 85,000.00		\$ 328,400.00
Change Order					Alt Power Vent	\$ 10,800.00
Change Order					Chg Order	\$ 4,500.00
Total of Project		\$ 85,000.00		\$ 85,000.00		\$ 343,700.00
Letter of Commitment						
Application 1	12/13/2021	\$ 35,325.00	12/13/2021	\$ 35,325.00	PD to Miller	\$ 318,400.00
Application 2	1/3/2022	\$ 19,921.50	1/3/2022	\$ 19,921.50	Deductible	\$ (10,000.00)
Application 3	3/24/2022	\$ 20,628.50	3/24/2022	\$ 20,628.50		
Application 4					11/24/2020	\$ 10,000.00
Application 5					1/12/2021	\$ 10,800.00
Application 6					1/12/2021	\$ 4,500.00
Application 7						
Application 8						
Application 9						
Application 10						
Application 11						
Application 12						
Application 13						
Total Payments to Date		\$ 75,875.00		\$ 75,875.00		\$ 333,700.00
Left on Contract		\$ 9,125.00		\$ 9,125.00		\$ 10,000.00
Completion Percentage		89%		89%		97%
D'Huy Engineering 1446	2/26/2020	\$ 1,725.00	2/26/2020	\$ 1,725.00		
	3/19/2020	\$ 464.07	3/19/2020	\$ 464.07		
	4/8/2020	\$ 2,949.15	4/8/2020	\$ 2,949.15		
	5/11/2020	\$ 502.63	5/11/2020	\$ 502.63		
	6/15/2020	\$ 975.05	6/15/2020	\$ 975.05		
	6/30/2020	\$ 1,850.23	6/30/2020	\$ 1,850.23		
	11/17/2020	\$ 7,625.00	11/17/2020	\$ 7,625.00		
	12/14/2020	\$ 4,500.00	12/14/2020	\$ 4,500.00		
	1/20/2021	\$ 4,600.00	1/20/2021	\$ 4,600.00		
	5/31/2021	\$ 432.50	5/31/2021	\$ 432.50		
	5/31/2021	\$ 164.00	5/31/2021	\$ 164.00		
	5/10/2021	\$ 1,650.00	5/10/2021	\$ 1,650.00		
	6/15/2021	\$ 2,816.25	6/15/2021	\$ 2,816.25		
	6/30/2021	\$ 1,212.50	6/30/2021	\$ 1,212.50		
	8/10/2021	\$ 225.00	8/10/2021	\$ 225.00		
	9/22/2021	\$ 1,150.00	9/22/2021	\$ 1,150.00		
	11/3/2021	\$ 2,305.00	11/3/2021	\$ 2,305.00		
	12/13/2021	\$ 1,003.13	12/13/2021	\$ 1,003.12		
	2/14/2022	\$ 364.62	2/14/2022	\$ 364.63		
	3/10/2022	\$ 445.00	3/10/2022	\$ 445.00		
	4/19/2022	\$ 2,148.58	4/19/2022	\$ 2,148.58		
		\$ 39,107.71		\$ 39,107.71		\$ -











Current Construction Projects

	Date	EHS Pool Scoreboard Board Approved 9/20/2021 30-820-550-3088	Date	EHN Timing System for Pool Board Approved 10/18/2021 30-819-550-3088	Date	EHS Turf Field Replacement Board Approved 1/24/2022 30-820-3089 PO#
Vendor	1342	Colorado Time Systems	7179	Industrial Service Technology/International Sports Timing		Sprinturf
Original Bid		\$ 18,450.00		\$ 36,358.00		\$ 558,210.00
Change Order						
Change Order						
Total of Project		\$ 18,450.00		\$ 36,358.00		\$ 558,210.00
Letter of Commitment						
Application 1	11/22/2021	\$ 12,725.00				
Application 2	1/11/2022	\$ 4,625.00				
Application 3	4/4/2022	\$ 1,100.00				
Application 4						
Application 5						
Application 6						
Application 7						
Application 8						
Application 9						
Application 10						
Application 11						
Application 12						
Application 13						
Total Payments to Date		\$ 18,450.00		\$ -		\$ -
Left on Contract		\$ -		\$ 36,358.00		
Completion Percentage		100%		0%		0%
D'Huy Engineering						
1446		\$ -			1/11/2022	\$ 19,600.00
		\$ -			1/11/2022	\$ 4,900.00
		\$ -			3/10/2022	\$ 4,806.03
					4/21/2022	\$ 701.85
		\$ -		\$ -		\$ 30,007.88

Current Construction Projects

		BES HVAC Upgrade Board Approved 12/20/2021 10-4600-450-990-10-211- 461-000-8744 ESSER III Grant YR1 PO#22002071 & PO#22004413			North Replace Flooring Board Approved 1/24/2022 10-4600-450-990-30-819- 462-000-8744 ESSER III Grant YR1 PO#22003248			Smithfield Replace Flooring Board Approved 1/24/2022 10-4600-450-990-10-216- 462-000-8744 ESSER III Grant YR1 PO#22003247
	Date		Date		Date			
Vendor	3181	TRANE U.S. INC	6927	H&P Construction	6554	Cope Flooring		
Original Bid		\$ 2,949,659.00		\$ 886,515.00		\$ 358,400.00		
Change Order								
Change Order								
Total of Project		\$ 2,949,659.00		\$ 886,515.00		\$ 358,400.00		
Letter of Commitment	1/26/2022	\$ 19,771.00						
Application 1								
Application 2								
Application 3								
Application 4								
Application 5								
Application 6								
Application 7								
Application 8								
Application 9								
Application 10								
Application 11								
Application 12								
Application 13								
Total Payments to Date		\$ 19,771.00		\$ -		\$ -		
Left on Contract		\$ 19,771.00		\$ -		\$ -		
Completion Percentage		1%		0%		0%		
		A/C# 32-4400-450-000-10-211-461-000-0000		A/C# 32-4400-450-000-30-819-462-000-0000		A/C# 32-4400-450-000-10-216-462-000-0000		
D'Huy Engineering		Paid through Cap.Resv.		Paid through Cap.Resv.		Paid through Cap.Resv.		
1446			1/19/2021	\$ 2,362.50	1/19/2022	\$ 2,362.50		
			1/19/2022	\$ 7,087.50	1/19/2022	\$ 7,087.50		
			2/14/2022	16693.22	2/14/2022	16693.21		
			3/10/2022	\$ 4,357.21	3/10/2022	\$ 4,357.20		
			4/21/2022	\$ 2,178.60	4/21/2022	\$ 2,178.60		
		\$ -		\$ 32,679.03		\$ 32,679.01		



		EHN Natatorium Roof Replacement Board Approved 1/24/2022 10-4600-450-990-30-819- 463-000-8744 ESSER III Grant YR1 PO#22003617		EHN Natatorium HVAC Replacement Board Approved 1/24/2022 10-4600-450-990-30-819- 465-000-8744 ESSER III Grant YR1	
	Date		Date		MSE Refinishing Gym Floors Board Approved 2/28/2022 10-214-3072
Vendor		Munn Roofing		ASL Mechanical \$277,290.00 Including Alternate#1 Replacement HX-5 \$183,700	7314 Wayfare Sports Floors \$ 27,800.00
Original Bid		\$ 884,400.00		\$ 460,990.00	\$ 27,800.00
Change Order					
Change Order					
Total of Project		\$ 884,400.00		\$ 460,990.00	\$ 27,800.00
Letter of Commitment					
Application 1					
Application 2					
Application 3					
Application 4					
Application 5					
Application 6					
Application 7					
Application 8					
Application 9					
Application 10					
Application 11					
Application 12					
Application 13					
Total Payments to Date		\$ -		\$ -	\$ -
Left on Contract		\$ -		\$ -	\$ -
Completion Percentage		0%		0%	0%
		A/C# 32-4400-450-000- 30-819-463-000-0000		A/C# 32-4400-450-000- 30-819-461-000-0000	
D'Huy Engineering		Paid through Cap.Resv.		Paid through Cap.Resv.	
1446	1/12/2022	\$ 15,319.50	1/19/2022	\$ 5,250.00	
	1/19/2022	\$ 5,106.50	2/14/2022	\$ 14,107.80	
	2/14/2022	16718.8	3/10/2022	\$ 1,111.82	
	3/10/2022	\$ 3,095.40	4/21/2022	\$ 501.33	
	4/21/2022	\$ 3,095.40			
		\$ 43,335.60		\$ 20,970.95	\$ -

Current Construction Projects

	Date	SME Gym floor Repair & Refinish Board Approved 3/21/2022 10-216-3072	Date	JMH Gym Floor Repair & Refinish Board Approved 3/21/2022 10-213-3072	Total of Current Projects
Vendor	7314	Wayfare Sports Flooring \$ 10,833.00	7314	Wayfare Sports Flooring \$ 11,154.00	
Original Bid		\$ 10,833.00		\$ 11,154.00	\$ 9,436,571.22
Change Order					\$ 20,040.00
Change Order					\$ 107,382.00
Change Order					\$ 26,672.85
Total of Project		\$ 10,833.00		\$ 11,154.00	\$ 9,540,879.07
Letter of Commitment					
Application 1					\$ 1,117,721.91
Application 2					\$ 429,311.76
Application 3					\$ 738,599.66
Application 4					\$ 290,691.98
Application 5					\$ 294,442.78
Application 6					\$ 82,443.43
Application 7					\$ 34,229.70
Application 8					\$ 17,428.50
Application 9					\$ 18,102.15
Application 10					\$ -
Application 11					\$ -
Application 12					\$ -
Application 13					\$ -
Total Payments to Date		\$ -		\$ -	\$ 3,022,971.87
Left on Contract		\$ -		\$ -	\$ 675,625.75
Completion Percentage		0%		0%	32%
D'Huy Engineering					
1446					\$ 54,307.92
					\$ 58,054.93
					\$ 70,051.43
					\$ 19,365.36
					\$ 31,431.14
					\$ 9,054.19
					\$ 19,606.82
					\$ 12,205.54
					\$ 13,520.00
					\$ 3,196.42
					\$ 2,417.97
					\$ 4,416.89
					\$ 6,675.61
					\$ 2,425.00
					\$ 450.00
					\$ 2,300.00
					\$ 4,610.00
					\$ 2,006.25
					\$ 729.25
					\$ 890.00
					\$ 4,297.16
		\$ -		\$ -	\$ 322,011.88

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &  
RESOURCES COMMITTEE

- a. Study Sync, Grades 6,7, & 8, Four year bundle - McGraw Hill  
Quote, \$169,874.59 paid through C&I

# 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](mailto: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 \*

District

What service or item are requesting \*

4 year companion bundle subscription for Reading and Writing

Why are you requesting the service or item \*

StudySync

Suggested replacement \*

sole provider

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? \*

\$169,874.59



Procurement Method: \*

Quote Received only one Proposal

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

Selection of the 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



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**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  
(570) 424-8500

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

**SALES REP INFORMATION:**

Lindsay Neath  
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
Study Sync	\$161,785.32	\$0.00	\$161,785.32
<b>PRODUCT TOTAL*</b>	<b>\$161,785.32</b>	<b>\$0.00</b>	<b>\$161,785.32</b>
ESTIMATED S&H**			\$8,089.27
ESTIMATED TAX**			TBD
<b>GRAND TOTAL*</b>			<b>\$169,874.59</b>

\* 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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-003

ACCOUNT #: 410936

PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
STUDYSYNC ELA GRADE 6 STUDENT/READING & WRITING COMPANION 4 YEAR BUNDLE	978-0-07-904127-2	570	\$91.56	\$0.00	\$52,189.20
STUDYSYNC ELA GRADE 7 STUDENT/READING & WRITING COMPANION 4 YEAR BUNDLE	978-0-07-904131-9	575	\$91.56	\$0.00	\$52,647.00
STUDYSYNC ELA GRADE 8 STUDENT/READING & WRITING COMPANION 4 YEAR BUNDLE	978-0-07-904132-6	570	\$91.56	\$0.00	\$52,189.20
STUDYSYNC ELA ONLINE TEACHER 4 YEAR SUBSCRIPTION	978-0-07-900390-4	44	\$108.18	\$0.00	\$4,759.92

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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-003

ACCOUNT #: 410936

PAGE #: 2



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**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  
(570) 424-8500

VALUE OF ALL MATERIALS	\$161,785.32
FREE MATERIALS	\$0.00
<b>PRODUCT TOTAL*</b>	<b>\$161,785.32</b>
ESTIMATED SHIPPING & HANDLING**	\$8,089.27
ESTIMATED TAX**	TBD
<b>GRAND TOTAL</b>	<b>\$169,874.59</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

Comments:

\* 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](http://www.mheducation.com) (or [www.mhcoast2coast.com](http://www.mhcoast2coast.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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-003

ACCOUNT #: 410936

PAGE #: 3

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &  
RESOURCES COMMITTEE

- b. Earth & Space, Life Science, & Physical Science, 3 year  
subscription - McGraw Hill Quote, \$107,324.70 paid through C&I

# 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](mailto: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 \*

District



What service or item are requesting \*

3 year subscriptions for Earth and Space, Life Science, and Physical Science

Why are you requesting the service or item \*

for use by students in the classroom

Suggested replacement \*

sole provider

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? \*

\$107,324.70

Procurement Method: \*

Quote Received only one Proposal

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 and Instruction acct.

Selection of the 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.





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**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  
(570) 424-8500

**CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

**SALES REP INFORMATION:**

Lindsay Neath  
lindsay.neath@mheducation.com

Section Summary	Value of All Materials	Free Materials	Product Subtotal
<a href="#">Earth and Space</a>	\$36,907.68	(\$1,237.08)	\$35,670.60
<a href="#">Life Science</a>	\$36,649.62	(\$666.12)	\$35,983.50
<a href="#">Physical Science</a>	\$36,336.72	(\$666.12)	\$35,670.60
<b>PRODUCT TOTAL*</b>	\$109,894.02	(\$2,569.32)	\$107,324.70
ESTIMATED S&H**			\$0.00
ESTIMATED TAX**			TBD
<b>GRAND TOTAL*</b>			\$107,324.70

\* 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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-002

ACCOUNT #: 410936

PAGE #: 1



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Earth and Space</b>					
EARTH & SPACE ISCIENCE ESTUDENT EDITION WITH LEARNSMART 3 YEAR SUBSCRIPTION	978-0-07-903277-5	570	\$62.58	\$0.00	\$35,670.60
EARTH & SPACE ISCIENCE TEACHER EDITION 3 YEAR SUBSCRIPTION	978-0-07-683747-2	13	\$95.16	\$1,237.08	*Free Materials
<b>Earth and Space Subtotal:</b>				<b>\$1,237.08</b>	<b>\$35,670.60</b>

**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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-002

ACCOUNT #: 410936

PAGE #: 2



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Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Life Science</b>					
LIFE ISCIENCE ESTUDENT EDITION WITH LEARNSMART 3 YEAR SUBSCRIPTION	978-0-07-903281-2	575	\$62.58	\$0.00	\$35,983.50
LIFE ISCIENCE TEACHER EDITION 3 YEAR SUBSCRIPTION	978-0-07-683748-9	7	\$95.16	\$666.12	*Free Materials
<b>Life Science Subtotal:</b>				<b>\$666.12</b>	<b>\$35,983.50</b>

**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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-002

ACCOUNT #: 410936

PAGE #: 3





Because learning changes everything.®

Product Description	ISBN	Qty	Unit Price	Free Materials	Line Subtotal
<b>Physical Science</b>					
PHYSICAL SCIENCE ESTUDENT EDITION WITH LEARNSMART 3 YEAR SUBSCRIPTION	978-0-07-903286-7	570	\$62.58	\$0.00	\$35,670.60
PHYSICAL SCIENCE TEACHER EDITION 3 YEAR SUBSCRIPTION	978-0-07-683749-6	7	\$95.16	\$666.12	*Free Materials
<b>Physical Science Subtotal:</b>				<b>\$666.12</b>	<b>\$35,670.60</b>

**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: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-002

ACCOUNT #: 410936

PAGE #: 4



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**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  
(570) 424-8500

VALUE OF ALL MATERIALS	\$109,894.02
FREE MATERIALS	(\$2,569.32)
<b>PRODUCT TOTAL*</b>	<b>\$107,324.70</b>
ESTIMATED SHIPPING & HANDLING**	\$0.00
ESTIMATED TAX**	TBD
<b>GRAND TOTAL</b>	<b>\$107,324.70</b>

**SUBSCRIPTION/DIGITAL CONTACT:**

Heather Piperato  
heather-piperato@esasd.net  
(570) 424-8500

Comments:

\* 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 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](http://www.mheducation.com) (or [www.mhecoast2coast.com](http://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](mailto:orders_mhe@mheducation.com) | Phone: 1-800-338-3987 | Fax: 1-800-953-8691

QUOTE DATE: 04/25/2022

ACCOUNT NAME: East Stroudsburg Area Sch Dist

EXPIRATION DATE: 06/09/2022

QUOTE NUMBER: LNEAT-04252022-002

ACCOUNT #: 410936

PAGE #: 5

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &  
RESOURCES COMMITTEE

- c. HMH - 3-5 ELA 6 year subscription - Quote \$592,537.16 -  
HMH Quote, paid through C&I

**FORM 611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**

**Procurement Form**

Name of Requestor \*

William Vitulli

Untitled Title

Department \*

Curriculum & Instruction

Building \*

Elementary Buildings-Grades 3-5

What service or item are requesting \*

HMH ELA Materials

Why are you requesting the service or item \*

New ELA program materials

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? \*

\$592,537.16

Procurement Method: \*

- Quote Received only one Proposal
- 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? \*

80% Curriculum & Instruction and 20% ACCESS Funds

Selection of the 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.

[Quoted text hidden]







# Houghton Mifflin Harcourt

Proposal #008246955

Prepared For

## East Stroudsburg Area Sch Dist

50 Vine St  
E Stroudsburg PA 18301

Attention:

Tabitha Bradley  
tabltha-bradley@esasd.net

For the Purchase of:

## Into Reading Grades 3-5 with PA Waggle 6 Year Subscription CP#1

Prepared By  
Scott Hamilton  
scott.hamilton@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.

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

Coupon Code: PRODPB10

Send **Check Payments** to:  
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14046 Collections Center Drive  
Chicago, IL 60693

Attention:  
Tabitha Bradley  
tabltha-bradley@esasd.net

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FAX: 800-269-5232  
HMH Orders  
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Orlando, FL 32819-8647

**Proposal for  
East Stroudsburg Area Sch Dist**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<b>Grade 3</b>						
<b>Student Digital Licenses</b>						
1810878	9780358574712 Into Reading Student License Digital 6 Year Grades K-6	\$98.00	433	\$41,588.00	\$4,158.80	\$37,411.20
Package Includes: Digital Student Resources 6 Year Grades K-6 Implementation Success						
<b>Total for Student Digital Licenses</b>		<b>\$37,411.20</b>				
<b>Teacher Digital Licenses</b>						
1809711	9780358585925 Into Reading Teacher License Digital with Teacher's Corner 6 Year Grades K-6	\$450.00	60	\$22,500.00	\$22,500.00	
Package Includes: Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>				
<b>A la Carte Items Available for Purchase</b>						
<b>Teacher Materials</b>						
1805121	9780358526377 Into Reading Teacher Guide Set Grade 3	\$150.00	34	\$5,100.00	\$510.00	\$4,590.00
1714680	9781328469816 2020 Into Reading Writing Workshop Teacher's Guide Grade 3	\$42.00	34	\$1,428.00	\$142.80	\$1,285.20
1805128	9780358526421 Into Reading Teaching Pal Set Grade 3	\$38.00	34	\$1,292.00	\$129.20	\$1,162.80
1736150	9781328639127 Into Reading Trade Classroom Library Single Copy Set Grade 3	\$24.84	40	\$993.60	\$99.20	\$894.40
1721086	9781328522931 Into Reading Tabletop Minilessons Reading Grade 3	\$31.00	46	\$1,426.00	\$142.60	\$1,283.40
1718737	9781328491633 Into Reading Tabletop Minilessons English Language Development Grade 3	\$31.00	34	\$1,054.00	\$105.40	\$948.60
1736280	9780358001539 Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 3	\$1,000.00	40	\$40,000.00	\$4,000.00	\$36,000.00
1797340	9780358462057 Into Reading Program Guide Grades 3-5	\$30.00	34	\$1,020.00	\$102.00	\$918.00
<b>Student Materials</b>						
1805105	9780358526218 Into Reading Student myBook Softcover Set 6 Year Print Grade 3	\$54.00	433	\$23,382.00	\$2,338.20	\$21,043.80
1805141	9780369826575 Into Reading Know It Show It 6 Year Print Grade 3	\$55.35	433	\$23,966.55	\$2,398.82	\$21,567.73
1775870	9780358284269 Into Reading Read and Respond Journal 6 Year Print Grade 3	\$55.36	86	\$4,780.96	\$476.44	\$4,284.52
<b>Total for A la Carte Items Available for Purchase</b>		<b>\$93,978.45</b>				

**Total for Grade 3 \$131,389.65**

<b>Grade 4</b>						
<b>Student Digital Licenses</b>						
1810878	9780358574712 Into Reading Student License Digital 6 Year Grades K-6	\$98.00	461	\$44,266.00	\$4,426.60	\$39,830.40
Package Includes: Digital Student Resources 6 Year Grades K-6 Implementation Success						
<b>Total for Student Digital Licenses</b>		<b>\$39,830.40</b>				
<b>Teacher Digital Licenses</b>						
1809711	9780358585925 Into Reading Teacher License Digital with Teacher's Corner 6 Year Grades K-6	\$450.00	62	\$23,400.00	\$23,400.00	
Package Includes: Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
<b>Total for Teacher Digital Licenses</b>		<b>\$0.00</b>				
<b>A la Carte Items Available for Purchase</b>						
<b>Teacher Materials</b>						
1805122	9780358526384 Into Reading Teacher Guide Set Grade 4	\$150.00	37	\$5,550.00	\$555.00	\$4,995.00
1714681	9781328469823 2020 Into Reading Writing Workshop Teacher's Guide Grade 4	\$42.00	37	\$1,554.00	\$155.40	\$1,398.60
1805127	9780358526438 Into Reading Teaching Pal Set Grade 4	\$38.00	37	\$1,406.00	\$140.60	\$1,265.40

Coupon Code: PRODPB10

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Attention:  
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tabitha-bradley@esasd.net

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FAX: 800-269-5232  
HMH Orders  
9400 Southpark Center Loop  
Orlando, FL 32819-8647

Proposal for  
**East Stroudsburg Area Sch Dist**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
1736151	9781328639134 Into Reading Trade Classroom Library Single Copy Set Grade 4	\$24.84	43	\$1,086.12	\$106.64	\$981.48
1721087	9781328522948 Into Reading Tabletop Minilessons Reading Grade 4	\$31.00	49	\$1,519.00	\$151.90	\$1,367.10
1716738	9781328491640 Into Reading Tabletop Minilessons English Language Development Grade 4	\$31.00	37	\$1,147.00	\$114.70	\$1,032.30
1736281	9780358001548 Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 4	\$1,000.00	43	\$43,000.00	\$4,300.00	\$38,700.00
1797340	9780358462057 Into Reading Program Guide Grades 3-5	\$30.00	37	\$1,110.00	\$111.00	\$999.00
<b>Student Materials</b>						
1805106	9780358528223 Into Reading Student myBook Softcover Set 6 Year Print Grade 4	\$54.00	461	\$24,894.00	\$2,489.40	\$22,404.60
1805142	9780358526582 Into Reading Know It Show It 6 Year Print Grade 4	\$55.35	461	\$25,516.35	\$2,553.94	\$22,962.41
1775871	9780358294276 Into Reading Read and Respond Journal 6 Year Print Grade 4	\$55.36	92	\$5,093.12	\$609.68	\$4,583.44
<b>Total for A la Carte Items Available for Purchase</b>				<b>\$100,869.33</b>		

**Total for Grade 4 \$140,499.73**

**Grade 5**

**Student Digital Licenses**

1810878	9780358674712 Into Reading Student License Digital 6 Year Grades K-6	\$86.00	480	\$48,080.00	\$4,808.00	\$41,472.00
Package Includes: Digital Student Resources 6 Year Grades K-6 Implementation Success						
<b>Total for Student Digital Licenses</b>				<b>\$41,472.00</b>		

**Teacher Digital Licenses**

1809711	9780358565925 Into Reading Teacher License Digital with Teacher's Corner 6 Year Grades K-6	\$450.00	51	\$22,950.00	\$22,950.00	
Package Includes: Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
<b>Total for Teacher Digital Licenses</b>				<b>\$0.00</b>		

**A la Carte Items Available for Purchase**

**Teacher Materials**

1805123	9780358528391 Into Reading Teacher Guide Set Grade 5	\$150.00	35	\$5,250.00	\$625.00	\$4,725.00
1714662	9781328469830 2020 Into Reading Writing Workshop Teacher's Guide Grade 5	\$42.00	36	\$1,470.00	\$147.00	\$1,323.00
1805128	9780358528445 Into Reading Teaching Pal Set Grade 5	\$38.00	35	\$1,330.00	\$133.00	\$1,197.00
1736163	9781328639141 Into Reading Trade Classroom Library Single Copy Set Grade 5	\$24.84	41	\$1,018.44	\$101.68	\$916.76
1721088	9781328522955 Into Reading Tabletop Minilessons Reading Grade 5	\$31.00	47	\$1,457.00	\$145.70	\$1,311.30
1716739	9781328491857 Into Reading Tabletop Minilessons English Language Development Grade 5	\$31.00	35	\$1,085.00	\$108.50	\$976.50
1736282	9780358001553 Into Reading Rigby Leveled Library with Take and Teach Lessons Grade 5	\$1,000.00	41	\$41,000.00	\$4,100.00	\$36,900.00
1797340	9780358462057 Into Reading Program Guide Grades 3-6	\$30.00	36	\$1,050.00	\$105.00	\$945.00
<b>Student Materials</b>						
1805107	9780358528230 Into Reading Student myBook Softcover Set 6 Year Print Grade 5	\$54.00	480	\$25,920.00	\$2,592.00	\$23,328.00
1805143	9780358526599 Into Reading Know It Show It 6 Year Print Grade 5	\$55.36	480	\$26,572.80	\$2,659.20	\$23,913.60
1775872	9780358294283 Into Reading Read and Respond Journal 6 Year Print Grade 5	\$55.36	96	\$5,314.56	\$631.84	\$4,782.72
<b>Total for A la Carte Items Available for Purchase</b>				<b>\$100,318.88</b>		

**Total for Grade 5 \$141,790.88**

**PA Waggle ELA**

**Student Licenses**

1804864	9780358522409 Pennsylvania Waggle ELA Student License Digital 6 Year Grades K-6	\$77.00	1,308	\$100,716.00	\$10,071.60	\$90,644.40
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Proposal for  
**East Stroudsburg Area Sch Dist**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<b>Total for Student Licenses</b>		<b>\$90,644.40</b>				
<b>Teacher Licenses</b>						
1808308	9780358567173 2021 Pennsylvania Waggle ELA Teacher License Digital 8 Year Grades K-8	\$551.00	153	\$84,303.00	\$84,303.00	
<b>Total for Teacher Licenses</b>		<b>\$0.00</b>				
<b>Total for PA Waggle ELA</b>		<b>\$90,644.40</b>				
<b>Professional Services- Into Reading K-6 Implementation Success Plan</b>						
1810628	9780358574088 Into Reading Getting Started Live Online 2-Hours Grades K-6 Version 2 The Getting Started live online session is streamlined to focus on preparing teachers for their first weeks of instruction. Participants engage in a variety of interactive experiences to learn about the organization and resources of Into Reading. The goal is to build confidence and prepare teachers for a strong start with Into Reading.	\$800.00	3	\$2,400.00	\$2,400.00	
1810629	9780358574095 Into Reading Follow-Up Live Online 1-Hour Grades K-6 Version 2 Follow-Up sessions build upon the Getting Started to help teachers take full advantage of Into Reading's components, assessments, differentiation, and digital tools to meet the needs of their students. An HMH Services team member will work with you to choose from key Into Reading classroom-focused topics to create a personalized Follow-Up 1 hour live online session(s).	\$400.00	5	\$2,000.00	\$2,000.00	
<b>Total for Implementation Success Plan</b>		<b>\$0.00</b>				
<b>Coaching</b>						
1810820	9780358573890 Into Reading Blended Coaching Membership Grades K-6 Blended Coaching brings the coaching experience into a small group context and opens up communication among teachers and/or instructional coaches. It is a collaborative conversation, focused on deepening understanding of student work, student learning targets, instructional practices, goal setting, and action steps.  The blended coaching annual membership powered by HMH Coaching Studio provides within the term of the membership 4 in-person coaching days, 8 30-minute live online sessions, and HMH Coaching Studio licenses, designed for up to 20 teachers. Additional sessions and HMH Coaching Studio licenses may be purchased and added to this annual membership as needed.	\$19,500.00	3	\$58,500.00	\$5,850.00	\$52,650.00
<b>Total for Coaching</b>		<b>\$52,650.00</b>				
<b>Total for Professional Services- Into Reading K-6</b>		<b>\$52,650.00</b>				
<b>Professional Services - Waggle ELA Non CCSS Implementation Success</b>						
1768302	9780358242451 Waggle ELA Getting Started Live Online 2-Hours Grades K-6 Getting Started live online provides the hows and whys of Waggle through exploration and collaborative experiences. Teachers will spend time digging into the program to gain a real-world application of Waggle and how best to use it in their classroom. The goal is to build deeper understanding and confidence to begin implementing Waggle.	\$800.00	1	\$800.00	\$800.00	
<b>Total for Implementation Success</b>		<b>\$0.00</b>				
<b>Total for Professional Services - Waggle ELA Non CCSS</b>		<b>\$0.00</b>				

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Proposal for  
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ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
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<i>Total Savings:</i>	\$215,046.84
<i>Subtotal Purchase Amount:</i>	\$556,974.66
<i>Shipping &amp; Handling:</i>	\$35,562.50
<b><i>Total Cost of Proposal (PO Amount):</i></b>	<b>\$592,537.16</b>

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

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Proposal for  
**East Stroudsburg Area Sch Dist**

**Total Cost of Proposal (PO Amount): \$592,537.16**

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 Schl Dist 50 Vine St East Stroudsburg, PA 18301-2150	<b>Sold to:</b> East Stroudsburg Area Schl 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: 4/6/2022

Proposal Expiration Date: 5/21/2022



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Houghton  
Mifflin  
Harcourt

## STANDARD PURCHASE AGREEMENT

This Purchase Agreement is by and between Houghton Mifflin Harcourt Publishing Company ("HMH") and East Stroudsburg Area School District ("School/District").

**1. Definitions.** As used herein, the following terms have the meaning set forth below:

A. Agreement. This Purchase Agreement, with all appendices, attachments, and exhibits, shall be the only terms and conditions applicable to the purchase of Products and/or subscriptions.

B. Product(s). Books and/or subscriptions to software, support services, professional development products, materials and services that may acquire pursuant to this Agreement from HMH for its own use (as listed in the attached proposal Appendix A and incorporated by reference herein).

HMH and the School/District agree that any subscription to software made under this agreement, if any, is for the term(s) listed in Appendix A and its Exhibits. If the School/District wishes to extend any subscription or license term(s), a purchase order, change order, or amendment is to be negotiated for additional fees.

HMH and the School/District agree that any software subscribed to under the Agreement, if any, is to be hosted by or through HMH. Any HMH software product the School/District wishes to self-host would be considered a new transaction outside the scope of this Agreement and separate fees are to be negotiated. Self-hosted versions of many of HMH's software products are not available for sale.

No additional purchases of any of the Products (other than in the quantities as listed in Appendix A) are covered by the Agreement. All such additional purchases by the School/District shall be at HMH's then standard applicable price(s).

**2. Purchase Authorization.** School/District represents and warrants that it has complied with any and all of its own requirements necessary to authorize the execution of all Purchase Agreements with HMH and that the signing party(ies) is/are authorized to sign on behalf of and contractually bind the School/District without condition other than the terms of this Agreement.

**3. Purchase/Price/Delivery/Payment.**

a. This Agreement is entered into by and between School/District and HMH. School/District agrees to license and/or purchase Products identified on the attached proposal Appendix A, incorporated by reference in this Agreement, in the aggregate amount of **Five Hundred Ninety-Two, Five Hundred and Thirty Seven Dollars and Sixteen Cents (\$592,537.16)**. School/District is solely responsible for all purchase decisions, including ensuring the compatibility and suitability of all products and subscriptions. The School/District's billing address is:

East Stroudsburg Area School District  
50 Vine St  
East Stroudsburg, PA 18301-2150

b. The School/District hereunder shall pay all applicable local sales and use taxes and/or duties due on purchases. Proof of sales tax exempt status must be on file with HMH for any order to be treated as a sales tax exempt transaction. If applicable, the School/District's Tax Exemption Certificate Number: \_\_\_\_\_. Confirming copy of evidence of such status is attached hereto.

c. Payment terms under this Agreement are set out in Appendix B of this agreement. Invoices unpaid after Thirty (30) days from the payment dates in Appendix B shall accrue interest at a rate of 1.5% per month until paid. HMH shall have the right to suspend any service or product rights under until such time as all outstanding and overdue invoices are paid in full. HMH reserves the right to seek reimbursement for the costs of collection and attorneys fees in connection with overdue and unpaid invoices.

d. All payments to HMH should be sent to the following:

Mailed to:



**Houghton  
Mifflin  
Harcourt**

Houghton Mifflin Harcourt Publishing  
Company 14046 Collections Center Drive  
Chicago, IL 60693

For overnight mail, use the same address and  
add the following information: Attention: Lockbox  
Manager Phone: (800) 376-2703

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Bank of America  
100 Federal Street  
Boston, MA 02110  
Account Name: Houghton Mifflin  
Harcourt Publishing Company Account  
Number: 004602286354  
ABA Routing #: 026009593  
SWIFT Code: BOFAUS3N

**ACH/EFT Transfers to:**

Bank of America  
100 Federal Street  
Boston, MA 02110  
Account Name: Houghton Mifflin  
Harcourt Publishing Company Account  
Number: 004602286354  
ABA Routing #: 011000138

Any questions regarding remittance options,  
please contact HMH accounts receivable at  
accounts.receivable@hnhco.com or 800-521-  
3185.

**4. Limited Warranty; Disclaimers.**

Warranties for all Products purchased under this Agreement shall be provided "as is". HMH makes no other warranties with respect to the Products, either express or implied. HMH provides no representations or warranties that the School/District hardware or software environments and their configuration are compatible or suitable for the operation of HMH Products in the School/District setting. HMH specifically and expressly disclaims any and all other warranties, including but not limited to the implied warranties of merchantability or fitness for a particular purpose or that any services provided hereunder shall be uninterrupted or error-free.

**5. HMH Intellectual Property Rights; Confidentiality.** The intellectual property contained in the HMH Products is considered

"Confidential and/or Proprietary Information" to HMH and are protected by copyright and other intellectual property rights. School/District, as an end user, is authorized to use HMH Products subject to the applicable trademark, copyright and other intellectual property, federal and state laws of the U.S.

**6. Indemnification.** To the extent allowed by law and subject to the right of School/District to raise the deferral of sovereign governmental or qualified immunity against 3<sup>rd</sup> party claims. School/District agrees to indemnify, defend and hold harmless HMH, its parent companies, subsidiaries, affiliates, directors, officers and employees from any third party claims, causes of action, damages, costs, liabilities or expenses that arise from a breach of this Agreement or from improper or unauthorized use, distribution and operation of the HMH Products.

**7. Limitation of Liability.** HMH SHALL NOT BE LIABLE TO SCHOOL/DISTRICT FOR ANY UNAUTHORIZED USE OF THE DIGITAL PRODUCTS, OTHER PRODUCTS OR ANY SERVICES FOR ANY PURPOSES OTHER THAN AS DESCRIBED IN THIS AGREEMENT. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, INDIRECT OR SPECIAL DAMAGES INCLUDING, WITHOUT LIMITATION, LOST PROFITS OR REVENUE. IN NO EVENT SHALL HMH'S TOTAL AGGREGATE LIABILITY IN CONTRACT, TORT OR OTHERWISE ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT EXCEED THE FEES PAID OR PAYABLE BY SCHOOL/DISTRICT DURING THE MOST RECENT TWELVE (12) MONTH PERIOD DURING THE TERM OF THIS AGREEMENT.

**8. Term of Agreement.** The terms in the attached proposal in Appendix A and Appendix B will govern the term of this Agreement and the scope of the license and use of Products.

**9. Assignment.** School/District shall not assign or otherwise transfer its rights or delegate its obligations hereunder without HMH's prior written consent. Any attempted assignment, transfer, or delegation without such consent shall be void. HMH may freely assign this



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Harcourt

Agreement, including any of the obligations and rights to payment set forth herein. Neither party shall have any right of set off in connection with rights and obligations associated with this Agreement.

**10. Termination of Agreement.** (a) HMH may terminate this Agreement with respect to another party or parties for uncured material breach by the other party or parties (in which case the Agreement will remain in effect with respect to HMH and the non-breaching parties through the remainder of the Term). In addition, any District may terminate this Agreement with respect to itself for uncured material breach by HMH of HMH's obligations hereunder to that District (in which case the Agreement will remain in effect with respect to HMH and any other parties not seeking termination of their rights and duties hereunder). To terminate the Agreement with respect to a breaching party, the non-breaching party shall provide written notice of breach to the breaching party, specifying in detail the breach itself and the grounds for such breach. The breaching party shall have sixty (60) days from receipt of the notification to cure said breach. Failure to make payments on invoices due shall constitute material breach of this Agreement. In the event the breach is not cured, the non-breaching party shall give the breaching party formal notification of termination of this Agreement. Upon said notice the due date of all invoices shall be accelerated such that they become due and payable as of the date of termination. The provisions of Sections 5 through 16, shall survive termination of this Agreement.

(b) In addition, any District may terminate this Agreement after the first anniversary of the Effective Date, to take effect at the end of its then-current fiscal operating year, if the District does not receive budget approval from its governing authority in sufficient amounts to pay the next fiscal year's fees set forth in the District's Payment Plan. In the event of termination under this subsection, the District shall notify HMH promptly in writing upon denial of its budget request for such fees.

(c) In the event of an early termination or non-renewal of this Agreement prior to the end of the Term of this Agreement, HMH shall retain all fees previously paid HMH hereunder, the license

to the Products shall terminate effective as of the date of non-renewal or early termination with respect to the terminated District, and each terminated District shall promptly cease using the Products and return or destroy all files thereof to HMH. Upon HMH request, an officer of the District will provide written certification of the District's compliance with the foregoing provisions. HMH shall have no liability to a District or any third party in connection with any termination or suspension for breach of this Agreement.

In addition, each District shall pay HMH for all services delivered by HMH, but unpaid to HMH prior to the termination date. In the event of early termination, the District agrees not to replace the programs or software purchased under this agreement with one of similar functionality and/or software for the term of any unpaid portion of the original payment schedule not to exceed five (5) years.

**11. Force Majeure.** Except for School/District's payment obligations under this Agreement, no party shall be responsible for failure or delay of performance if caused by: an act of war, hostility, or sabotage; act of God; electrical, internet, or telecommunication outage that is not caused by the obligated party; government restrictions (including the denial or cancellation of any export or other license); other event outside the reasonable control of the obligated party. Each party will use reasonable efforts to mitigate the effect of a force majeure event. If such event continues for more than 90 days, a party may cancel unperformed services upon written notice. This section does not excuse either party's obligation to take reasonable steps to follow its normal disaster recovery procedures.

**12. Governing Law.** This Agreement shall be construed and enforced in accordance with the Commonwealth of Massachusetts without regard to its conflicts of laws provisions. Any action or proceeding brought by either party against the other arising out of or relating to this Agreement shall be brought only in a local, state or federal court of competent jurisdiction in Massachusetts.



**Houghton  
Mifflin  
Harcourt**

**13. Notices.** All notices and other communications required or permitted under this Agreement shall be served in person, by US Mail, or Federal Express or equivalent carrier at the following address:

If to HMH:

Houghton Mifflin Harcourt  
Attn: VP and General Counsel  
125 High Street  
Boston, MA 02110

If to School/District:

East Stroudsburg Area School District  
50 Vine St  
East Stroudsburg, PA 18301-2150

**14. Miscellaneous.** If any provision of this Agreement is held by a court of competent jurisdiction to be invalid or unenforceable, the remaining portions of this Agreement shall remain in force and in effect and be construed so as to best effectuate the intention of the parties upon execution. The paragraph headings contained herein are for reference only. The waiver of one default shall not waive subsequent defaults of the same or different kind.

**15. Export.** Export laws and regulations of the United States and any other relevant local export laws and regulations apply to the services. The School/District agrees that such export control laws govern its use of the Services (including technical data) and any Services deliverables provided under this Agreement, and the School/District agrees to comply with all such export laws and regulations (including "deemed export" and "deemed re-export" regulations). The School/District agrees that no data, information, software programs and/or materials resulting from Services (or direct product thereof) will be exported, directly or indirectly, in violation of these laws, or will be used for any purpose prohibited by these laws.

**16. Entire Agreement.** This Agreement, including other agreements and documents incorporated herein by reference, constitute the

entire understanding and agreement between HMH and School/District with respect to the subject matter hereof and supersedes all prior agreements, representations, understandings, negotiations and communications between the parties pertaining thereto. Any modifications or amendments to this Agreement must be in writing signed by a duly authorized agent or representative of HMH and School/District. Specifically, any contrary, inconsistent, or additional terms incorporated in any other documents will be of no force or effect whatsoever.

IN WITNESS WHEREOF, the parties hereto have caused this contract to be signed and intend to be legally bound thereby.

School/District:

Signature: \_\_\_\_\_

Print Name: Tabitha Bradley

Title: Director of Elementary Education

Effective Date: \_\_\_\_\_

Houghton Mifflin Harcourt Publishing Company

Signature: \_\_\_\_\_

Print Name: Stanley Waringo

Title: Finance Manager

Effective Date: 4/29/2022



### Schedule 1

### Price Summary

The following table summarizes products and services HMH is providing under this Purchase Agreement.

Schedule 1 to Enterprise Solutions Agreement		
Appendix	Description	Purchase Price
Appendix A – Exhibit 1	- Into Reading Grades 3-5 with PA Waggle, 6 Year Subscription	\$592,537.16
	Total	\$592,537.16



## Schedule 2

### Price Summary

Payments shall be made in accordance with the terms and conditions of the Agreement. Payments shall be due & payable as follows:

\$592,537.16 by July 31, 2022

The pricing and extended payment terms outlined in this Agreement are based on receiving payment in the form of a check, ACH or Wire transfer.



VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &  
RESOURCES COMMITTEE

- d. Superkids-Multi-year plan- K-2 Professional Development  
Component-Quote \$54,080.00, paid through C&I and ACCESS Funds

FORM **611**

**EAST STROUDSBURG AREA SCHOOL DISTRICT**  
**Procurement Form**

Name of Requestor \*

William Vitulli

Untitled Title

Department \*

Curriculum & Instruction

Building \*

District Elementary Buildings

What service or item are requesting \*

Zaner-Bloser Superkids Professional Development materials

Why are you requesting the service or item \*

It is the Professional Development component for the new ELA materials

Suggested replacement \*

single provider

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? \*

\$54,080.00

Procurement Method: \*

- Quote Received only one Proposal
- 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? \*

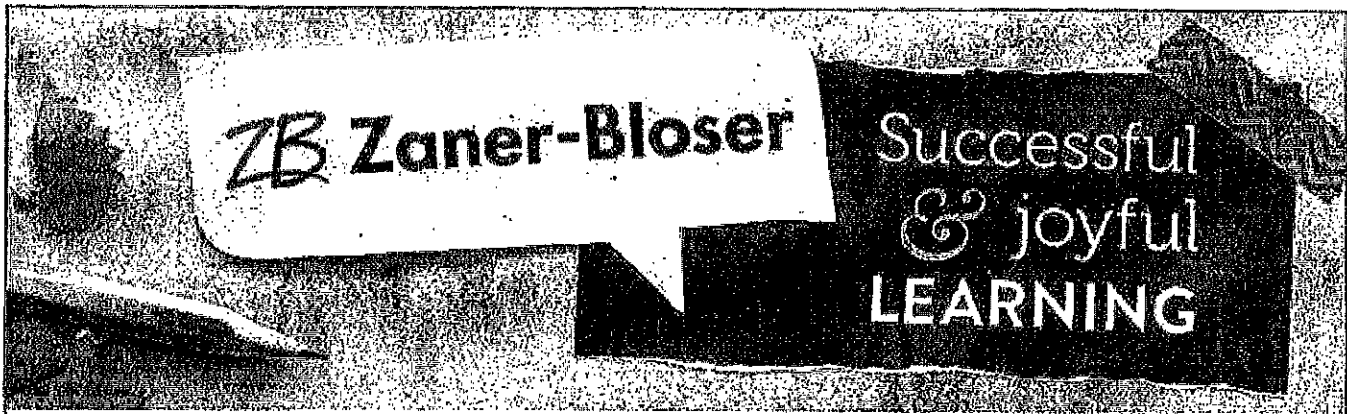
80% Curriculum & Instruction & 20% ACCESS

Selection of the 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.

Vll.d.



## **QUOTE SUMMARY FOR**

**East Stroudsburg Area Sch Dist**

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00038284

Issued on May 4, 2022

Expires on August 2, 2022

### **PREPARED BY**

Mary Wexler

Sales Consultant - Reading

(800) 248-2568 ext. 7760

mary.wexler@zaner-bloser.com

### **THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.**

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at [CustomerExperience@zaner-bloser.com](mailto:CustomerExperience@zaner-bloser.com). If you have questions, please call our Customer Experience department at 800.421.3018.

May 4, 2022

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha Bradley:

Thank you for all you do to inspire joyful, successful learning in your classrooms and for considering Zaner-Bloser as your partner in helping students build literacy.

Expertise and effectiveness are key to teacher success in the classroom. Zaner-Bloser Professional Development offers collaborative, job-embedded, and classroom-focused professional learning to support educators' ongoing growth.

The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,  
Mary Wexler  
Sales Consultant - Reading

**QUOTE SUMMARY**



East Stroudsburg Area Sch Dist • East Stroudsburg, PA

<b>PROGRAM</b>	<b>GRADE</b>	<b>COST</b>
<i>Professional Development</i>	Multigrade	\$54,080.00

SUBTOTAL COST **\$54,080.00**

SHIPPING/PROCESSING *Complimentary*

**AMOUNT TO BE INVOICED \$54,080.00**

Includes materials, shipping, and processing. May not include applicable local and state taxes.



**Professional Development: Multigrade**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD11051	<p><b>Superkids Leaders Training (2022-2023)</b>  <i>Course description: This training is designed to provide literacy leaders at the school and district level with a deeper knowledge and understanding of the Superkids program and effective ways to support their teachers in implementing the program to its fullest potential. This session is recommended for schools after the first year of implementation.</i></p>	\$3,800.00	2	\$6,080.00
PD11053	<p><b>Superkids Grade-Level Meeting (2022-2023)</b>  <i>Course description: These meetings are designed to gather Superkids teachers together with a knowledgeable Superkids coach to share successes and address identified areas of need (for example, Daily Routines, planning, or pacing) in order to strengthen classroom practices across a grade-level.</i></p>	\$2,900.00	6	\$13,920.00
PD11053	<p><b>Superkids Grade-Level Meeting (2023-2024)</b>  <i>Course description: These meetings are designed to gather Superkids teachers together with a knowledgeable Superkids coach to share successes and address identified areas of need (for example, Daily Routines, planning, or pacing) in order to strengthen classroom practices across a grade-level.</i></p>	\$2,900.00	12	\$27,840.00
PD11055	<p><b>Superkids Implementation Training (2023-2024)</b>  <i>This half-day training session is provided for teachers new to Superkids. Participants engage in lessons and learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel leave prepared to implement Superkids and use all program materials.</i></p>	\$2,900.00	2	\$4,640.00
PD75	<p><b>Superkids Leaders Training Webinar (2022-2023)</b>  <i>Course description: Participants engage in interactive discussions to learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel new to Superkids will gain the knowledge and understanding to implement the program at their grade-level, using all the program materials. The webinar also serves as an ideal refresher of program materials and instructional methodology.</i></p>	\$1,000.00	2	\$1,600.00

**SUBTOTAL COST      \$54,080.00**

**\*A 20% discount has been applied to this quote as part of a multi-year professional development plan.**

# ORDER INFORMATION

ZB Zaner-Bloser

**AMOUNT TO BE INVOICED (including shipping)\***

**\$54,080.00**

\* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

**IMPORTANT** Please fill out this page completely. Missing information may result in delayed order processing.

Invoice - P.O. # \_\_\_\_\_

Check # \_\_\_\_\_

Make Checks Payable to: Zaner-Bloser

Authorized Signature: \_\_\_\_\_

Phone: \_\_\_\_\_

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

### SCHOOL INFORMATION

For use in school year: 20\_\_\_\_ to 20\_\_\_\_ First day of school: \_\_\_\_\_ Summer phone number: \_\_\_\_\_

**DIGITAL PRODUCT INFORMATION** Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: \_\_\_\_\_ Email: \_\_\_\_\_

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. \_\_\_\_\_

**BILL TO** School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Tabitha Bradley Contact Email: \_\_\_\_\_

Street Address: 60 VINE ST City: East Stroudsburg State: PA Zip: 18301

### DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: \_\_\_\_\_

No Delivery Date Restrictions

**SHIP TO**  Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Street Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**RETURNS** Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 9% or \$5.00, whichever is greater.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**Contact our Customer Experience Department to place your order.**

Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: [CustomerExperience@zaner-bloser.com](mailto:CustomerExperience@zaner-bloser.com) • Phone: 800.421.3018 • Fax: 800.992.6087

# WE ARE LITERACY



**THANK YOU** for  
considering Zaner-Bloser  
as your literacy partner.

We appreciate the crucial work you do  
to teach students to read and write.  
Our literacy resources and professional  
development services are designed to  
empower teachers to make the best  
instructional choices and to nurture  
successful and joyful learning.



20207 03.10

**SALES CONSULTANT - SUPPLEMENTAL**

**Rita Cook**

rita.cook@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2517

**SALES CONSULTANT - READING**

**Mary Wexler**

mary.wexler@zaner-bloser.com

Toll Free: 800.248.2568 ext. 7760

**ACCOUNT MANAGER - SUPPLEMENTAL**

**Angie Eckerle**

angie.eckerle@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2807

**ACCOUNT MANAGER - READING**

**Kelsey Norman**

kelsey.norman@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2611

**ZB Zaner-Bloser**

A Highlights Company

VII. RECOMMENDATIONS BY THE EDUCATION PROGRAMS &  
RESOURCES COMMITTEE

- e. Superkids-Multi-year plan-K-2 ELA 6 year subscription-Quote  
\$636,794.99, paid through C&I and ACCESS Funds

Thanks for filling out

Form 611

Here's what was received.

[Edit response](#)

## Form 611

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

Your email ([jessica-newberry@esasd.net](mailto:jessica-newberry@esasd.net)) was recorded when you submitted 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 \*

Elementary Buildings

What service or item are requesting \*

Zaner Bloser-Superkids Grade K-2 ELA materials

Why are you requesting the service or item \*

New ELA program materials

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? \*

\$636,794.99 (there are 2 quotes included)

Procurement Method: \*

- Quote Received only one Proposal
- 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? \*

80% Curriculum & Instruction and 20% ACCESS Funds

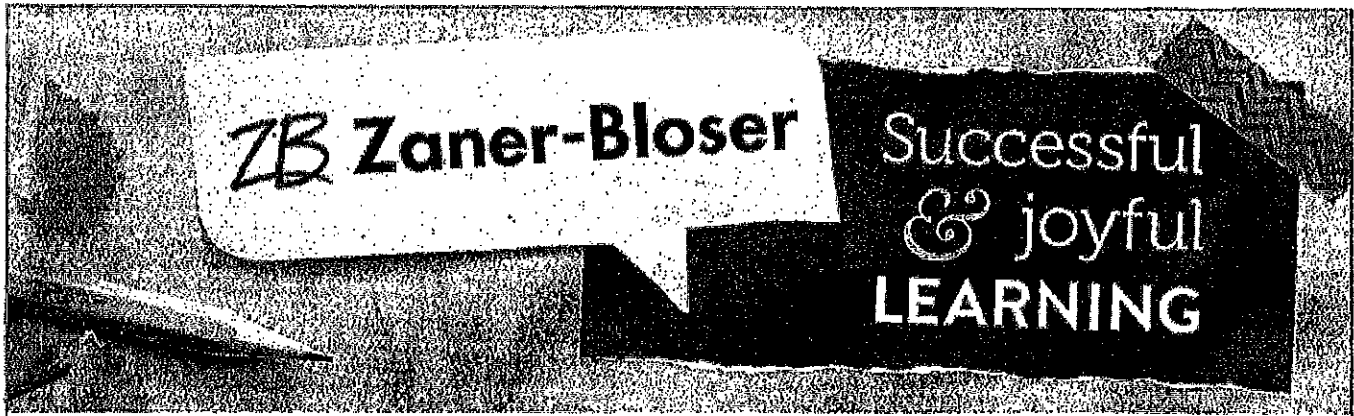
Selection of the winning proposal, was the lowest price selected? If not, please explain why and the process of selecting the vendor. \*

n/a

Any additional information you would like to provide.

[Create your own Google Form](#)

[Report Abuse](#)



**QUOTE SUMMARY FOR**

**East Stroudsburg Area Sch Dist**

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00038211

Issued on May 6, 2022

Expires on August 3, 2022

**PREPARED BY**

Mary Wexler

Sales Consultant - Reading

(800) 248-2568 ext. 7760

mary.wexler@zaner-bloser.com

**THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.**

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

May 6, 2022

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha Bradley:

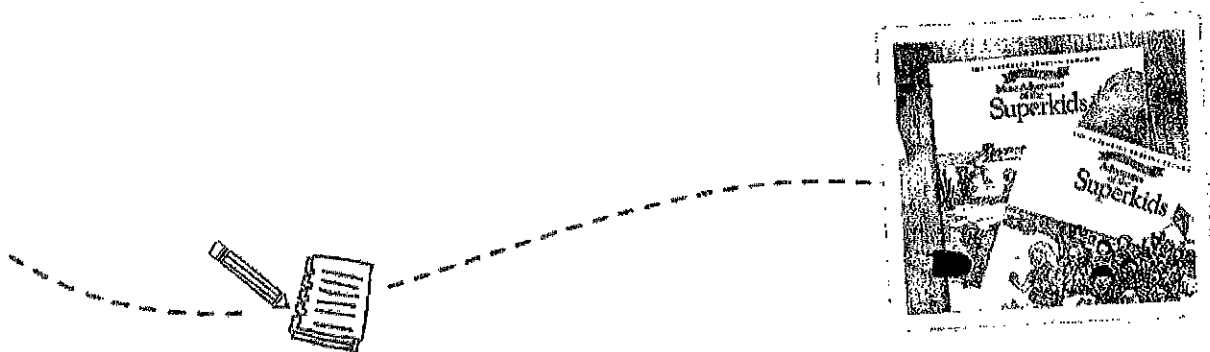
Thank you for all you do to inspire joyful, successful learning in your classrooms and for considering Zaner-Bloser as your partner in helping students build literacy.

*The Superkids Reading Program* is a comprehensive English language arts curriculum using evidence-based literacy practices and supported by a dedicated literacy team. This proven-effective program follows a unique, systematic, and explicit instructional path through engaging, increasingly complex text. The result? Every student a successful reader by grade 3.

The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,  
Mary Wexler  
Sales Consultant - Reading



# QUOTE SUMMARY

ZB Zoner-Bloser

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>The Superkids Foundational Skills Kit</i>	Kindergarten		\$24,422.00
<i>The Superkids Foundational Skills Kit</i>	Grade 1		\$29,177.00
<i>The Superkids Foundational Skills Kit</i>	Grade 2		\$29,177.00
<i>The Superkids Foundational Skills Kit</i>	Multigrade	\$2,900.00	\$0.00
<i>The Superkids Phonemic Awareness</i>	Kindergarten		\$1,881.00
<i>The Superkids Phonemic Awareness</i>	Grade 1		\$1,881.00
<i>The Superkids Phonemic Awareness</i>	Grade 2		\$3,366.00
<i>The Superkids Reading Program</i>	Kindergarten	\$12,540.00	\$77,293.00
<i>The Superkids Reading Program</i>	Grade 1	\$12,540.00	\$119,927.00
<i>The Superkids Reading Program</i>	Grade 2	\$9,900.00	\$71,377.50
<i>The Superkids Reading Program</i>	Multigrade		\$10,973.00
<i>Professional Development</i>	Multigrade	\$95,700.00	\$0.00

<b>TOTAL SAVINGS</b>	<b>\$133,580.00</b>
----------------------	---------------------

SUBTOTAL COST **\$369,474.50**

SHIPPING/PROCESSING (7%) **\$25,863.22**

**AMOUNT TO BE INVOICED**

**\$395,337.72**

Includes materials, shipping, and processing. May not include applicable local and state taxes.

**The Superkids Foundational Skills Kit: Kindergarten**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453128688	Superkids Foundational Skills Kit 2020 Grade K Large Classroom Package <i>Contents Include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Assessment Books, Letter Formation Guide, Alphabet Cards, Picture Cards, Teacher Letter Cards, Tactile Cards, Superkids Posters (set of 12), Ice Cream Paper (half-ream), 1 set of 23 Decodable Books, 1 set of 23 Take-Home Decodable Books), 24 sets of 18 Skills Books, 24 sets of 23 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,300.00	12	\$15,600.00
9781453128695	Superkids Foundational Skills Kit 2020 Grade K Small Classroom Package <i>Contents Include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Assessment Books, Letter Formation Guide, Alphabet Cards, Picture Cards, Teacher Letter Cards, Tactile Cards, Superkids Posters (set of 12), Ice Cream Paper (half-ream), 1 set of 23 Decodable Books, 1 set of 23 Take-Home Decodable Books), 6 sets of 18 Skills Books, 6 sets of 23 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$950.00	7	\$6,650.00
9781453128732	Superkids Foundational Skills Kit 2020 Grade K Units 1-24 Decodable Books 6-Pack (Color) <i>Contents Include: 6 sets of 23 Decodable Books (color)</i>	\$362.00	6	\$2,172.00
<b>SUBTOTAL COST</b>				<b>\$24,422.00</b>

**The Superkids Foundational Skills Kit: Grade 1**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453128756	Superkids Foundational Skills Kit 2020 Grade 1 Large Classroom Package <i>Contents Include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 1 Poster, 1 set of 34 Decodable Books, 1 set of 34 Take-Home Decodable Books), 24 sets of 2 Skills Books, 24 sets of 34 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,575.00	12	\$18,900.00
9781453128763	Superkids Foundational Skills Kit 2020 Grade 1 Small Classroom Package <i>Contents Include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 1 Poster, 1 set of 34 Decodable Books, 1 set of 34 Take-Home Decodable Books), 6 sets of 2 Skills Books, 6 sets of 34 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,025.00	7	\$7,175.00
9781453128800	Superkids Foundational Skills Kit 2020 Grade 1 Units 1-16 Decodable Books 6-Pack (Color) <i>Contents Include: 6 sets of 34 Decodable Books (Color)</i>	\$517.00	6	\$3,102.00
<b>SUBTOTAL COST</b>				<b>\$29,177.00</b>

**The Superkids Foundational Skills Kit: Grade 2**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453132937	Superkids Foundational Skills Kit 2020 Grade 2 Large Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 2 Poster, 1 set of 32 Decodable Books, 1 set of 32 Take-Home Decodable Books), 24 sets of 2 Skills Books, 24 sets of 32 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,575.00	12	\$18,900.00
9781453132944	Superkids Foundational Skills Kit 2020 Grade 2 Small Classroom Package <i>Contents include: Foundational Skills Kit (Instructional Overview, 4 Teacher's Guides, 2 Practice Page Masters, 2 Backpack Page Masters, 2 Assessment Books, Letter Formation Guide, Sound/Spelling Cards, Teacher Letter Cards, Digraph and Trigraph Letter Cards, Memory Word Flash Cards, Grade 2 Poster, 1 set of 32 Decodable Books, 1 set of 32 Take-Home Decodable Books), 6 sets of 2 Skills Books, 6 sets of 32 Take-Home Decodable Books, and 1 year of access to the Foundational Skills Kit Online Package</i>	\$1,025.00	7	\$7,175.00
9781453132982	Superkids Foundational Skills Kit 2020 Grade 2 Units 1-16 Decodable Books 6-Pack (Color) <i>Contents include: 6 sets of 32 Decodable Books</i>	\$517.00	6	\$3,102.00
<b>SUBTOTAL COST</b>				<b>\$29,177.00</b>

**The Superkids Foundational Skills Kit: Multigrade**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD14501	Superkids Foundational Skills Kit 2020 Complimentary Implementation Training	\$2,900.00	1	Complimentary
<b>SUBTOTAL COST</b>				<b>\$0.00</b>

**The Superkids Phonemic Awareness: Kindergarten**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136874	Superkids 2022 Grade K The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$99.00	19	\$1,881.00
<b>SUBTOTAL COST</b>				<b>\$1,881.00</b>

**The Superkids Phonemic Awareness: Grade 1**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136881	Superkids 2022 Grade 1 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$99.00	19	\$1,881.00
<b>SUBTOTAL COST</b>				<b>\$1,881.00</b>

**The Superkids Phonemic Awareness: Grade 2**

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781453136898	Superkids 2022 Grade 2 The Superkids Phonemic Awareness Set <i>Contents include: 1 set of 46 Sound Formation cards, 1 Teacher's Guide</i>	\$99.00	34	\$3,366.00
<b>SUBTOTAL COST</b>				<b>\$3,366.00</b>

## The Superkids Reading Program: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365082	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Practice Pages	\$4.00	488	\$1,952.00
9781614368687	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Student Books Set, 1 Copy of Each of 13 Titles	\$14.50	488	\$7,076.00
9781614368595	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Units 1-13 Teacher Materials <i>Contents Include: 15 Teacher's Guides, Building Blocks of Reading, Program Guide, Assessment Book, Letter Formation Guide, Practice Pages masters</i>	\$330.00	19	Complimentary
9781614365105	Superkids 2017 Grade K, Semester 2, Superkids' Club, Practice Pages	\$4.00	488	\$1,952.00
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.50	488	\$7,076.00
9781614368601	Superkids 2017 Grade K, Semester 2, Superkids' Club, Units 14-24 Teacher Materials <i>Contents Include: 7 Teacher's Guides, Assessment Book, Practice Pages masters</i>	\$330.00	19	Complimentary
9781614369707	Superkids 2017 Grade K Library Bundle with Informational Text Library <i>Contents Include: 5 libraries with 5 copies of 10 titles each</i>	\$1,650.00	6	\$9,900.00
9781614369707	Superkids 2017 Grade K Library Bundle with Informational Text Library <i>Contents Include: 5 libraries with 5 copies of 10 titles each</i>	\$1,650.00	19	\$31,350.00
9781614365013	Superkids 2017 Grade K Big Book of Blending	\$235.00	19	\$4,465.00
9781614369691	Superkids 2017 Grade K Classroom Resource Kit with Superkids Figures <i>Contents Include: Superkids Skill-Building Book, Alphabet Cards, Tactile Cards, Picture Cards, Teacher and Student Letter Cards, Superkids Chart and Super Scene with Clings, Superkids Posters, Superkids Bendable Figures, 250 sheets of Ice Cream Paper</i>	\$575.00	19	\$10,925.00
9781614361749	Superkids Grade K Student White Boards, Package of 20	\$53.00	49	\$2,597.00
<b>SUBTOTAL COST</b>				<b>\$77,293.00</b>

## The Superkids Reading Program: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365136	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Practice Pages	\$4.00	488	\$1,952.00
9781614365778	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Reader Non-Consumable	\$17.50	422	\$7,385.00
9781614368809	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Super-Duper Mini Magazines Set, 9-Issues	\$23.50	422	\$9,917.00
9781614368984	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Word Work Books (set of 2 books) <i>Contents Include: 2 Word Work Books, 1 per student, consumable</i>	\$14.50	488	\$7,076.00
9781614368618	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Review Unit - Unit 8 Teacher Materials <i>Contents Include: 9 Teacher's Guides, Program Guide, Assessment Book, Practice Page masters, Backpack Page masters, Letter Formation Guide</i>	\$330.00	19	Complimentary
9781614365174	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Practice Pages	\$4.00	488	\$1,952.00



# ITEM LIST

ZB Zaner-Bloser

## The Superkids Reading Program: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365334	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Word Work Book	\$14.50	488	\$7,076.00
9781614365785	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Reader Non-Consumable	\$17.50	422	\$7,385.00
9781614368816	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Super-Duper Mini Magazines Set, 8-Issues	\$23.50	422	\$9,917.00
9781614368625	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Units 9-16 Teacher Materials <i>Contents include: 8 Teacher's Guides, Assessment Book, Practice Pages masters, Backpack Page masters</i>	\$330.00	19	Complimentary
9781614368915	Superkids 2017 Grade 1 Library Bundle <i>Contents include: 6 libraries with 8 copies of each</i>	\$2,165.00	6	\$12,990.00
9781614368915	Superkids 2017 Grade 1 Library Bundle <i>Contents include: 6 libraries with 8 copies of each</i>	\$2,165.00	19	\$41,135.00
9781614365020	Superkids 2017 Grade 1 Big Book of Decoding	\$235.00	19	\$4,465.00
9781614368663	Superkids 2017 Grade 1 Classroom Resource Kit <i>Contents include: Superkids Skill-Building Book, Alphabet Cards, Memory Word Flash Cards, Sound-Spelling Cards, Words to Know Cards, Teacher Letter Cards, Teacher Digraph and Trigraph Cards, Superkids First-Grade Poster</i>	\$320.00	19	\$6,080.00
9781614361756	Superkids Grade 1 Student White Boards, Package of 20	\$53.00	49	\$2,597.00
<b>SUBTOTAL COST</b>				<b>\$119,927.00</b>

## The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365792	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Reader Non-Consumable	\$17.50	336	\$5,880.00
9781614368823	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Super Magazines, Issues 1-4	\$23.50	336	\$7,896.00
9781614368991	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$14.50	402	\$5,829.00
9781614368632	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Warm Up Unit - Unit 8 Teacher Materials <i>Contents include: 11 Teacher's Guides, Program Guide, Backpack Page masters, Assessment Book, Letter Formation Guide</i>	\$330.00	15	Complimentary
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$14.50	402	\$5,829.00
9781614365808	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Reader Non-Consumable	\$17.50	336	\$5,880.00
9781614368830	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Super Magazine Set Issues 5-8	\$23.50	336	\$7,896.00
9781614368649	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Unit 9-16 Teacher Materials <i>Contents include: 10 Teacher's Guides, Assessment Book, Backpack Page masters</i>	\$330.00	15	Complimentary
9781614368779	Superkids 2017 Grade 2 Book Club Set <i>Contents include: 10 copies of 16 titles, 10 copies of 16 Journals, 4 Teacher's Guides</i>	\$1,050.00	6	\$6,300.00

# ITEM LIST

ZB Zaner-Bloser

## The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614368779	Superkids 2017 Grade 2 Book Club Set <i>Contents Include: 10 copies of 16 titles, 10 copies of 16 Journals, 4 Teacher's Guides</i>	\$1,050.00	15	\$15,750.00
9781614368786	Superkids 2017 Grade 2 Book Talk Journals Set of All 16 Titles, 10 Copies of Each Title <i>Contents Include: 10 copies of 16 Journals</i>	\$118.50	25	\$2,962.50
9781614365037	Superkids 2017 Grade 2 Blg Book of Decoding	\$235.00	15	\$3,525.00
9781614368670	Superkids 2017 Grade 2 Classroom Resource Kit <i>Contents Include: Superkids Skill-Building Book, Sound-Spelling Cards, Words to Know Cards, Superkids Second-Grade Poster</i>	\$192.00	15	\$2,880.00
9781598336344	Superkids Second- Grade Ice Cream Paper, 500 Sheets	\$30.00	25	\$750.00
<b>SUBTOTAL COST</b>				<b>\$71,377.50</b>

## The Superkids Reading Program: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	28	\$840.00
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	28	\$840.00
9781598339475	Superkids Bendable Figures In Bus Tin	\$100.00	19	\$1,900.00
9781598339475	Superkids Bendable Figures In Bus Tin	\$100.00	21	\$2,100.00
9781614369974	Superkids 2017 Grades K-2 Support Kit <i>Contents Include: Tactile Cards, Picture Cards, Student White Boards 5-Pack, Guide to Letter Formation, Skill Building Book, Teacher Letter Cards - Individual letter set, Teacher Letter Cards - Digraph &amp; Trigraph set, Student Letter Cards - lower case, Grade 1 Words to Know Cards, Grade 2 Words to Know Cards, Memory Word Flash Cards, Grade 1 Sound Spelling Cards, Grade 2 Sound Spelling Cards, Grade 1 Poster, all in a Superkids Canvas Tote Bag</i>	\$520.00	6	\$3,120.00
9781453123669	Superkids Student White Boards, Package of 20 (updated)	\$53.00	41	\$2,173.00
<b>SUBTOTAL COST</b>				<b>\$10,973.00</b>

## Professional Development: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
PD11005	Superkids Complimentary Implementation Training <i>This implementation training is provided for teachers new to Superkids. Participants engage in lessons and learn the effective, evidence-based instructional strategies of the program. Teachers and support personnel leave prepared to implement Superkids and use all program materials.</i>	\$2,900.00	3	Complimentary
PD13015	Superkids Complimentary Coaching: 1 Visit Per Teacher <i>On-site coaching visits provide one-on-one support for Superkids teachers. The classroom visit can include lesson feedback as well as discussion of topics chosen by the teacher, focusing on program and instructional best practices to maximize results.</i>	\$2,900.00	30	Complimentary
<b>SUBTOTAL COST</b>				<b>\$0.00</b>

# ORDER INFORMATION

ZB Zaner-Bloser

**AMOUNT TO BE INVOICED (including shipping)\***

**\$395,337.72**

\* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

**IMPORTANT** Please fill out this page completely. Missing information may result in delayed order processing.

Invoice -- P.O. # \_\_\_\_\_  Check # \_\_\_\_\_

Make Checks Payable to: Zaner-Bloser

Authorized Signature: \_\_\_\_\_ Phone: \_\_\_\_\_

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

### SCHOOL INFORMATION

For use in school year: 20\_\_\_\_ to 20\_\_\_\_ First day of school: \_\_\_\_\_ Summer phone number: \_\_\_\_\_

### DIGITAL PRODUCT INFORMATION

 Complete parts A, B, and C of the Digital Product information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: \_\_\_\_\_ Email: \_\_\_\_\_

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. \_\_\_\_\_

**BILL TO** School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Tajilla Bradley Contact Email: \_\_\_\_\_

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

### DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: \_\_\_\_\_  No Delivery Date Restrictions

**SHIP TO**  Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Street Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**RETURNS** Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41061.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 0% or \$5.00, whichever is greater.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**Contact our Customer Experience Department to place your order.**

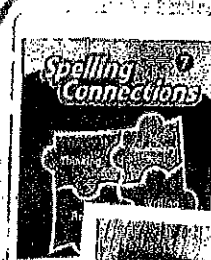
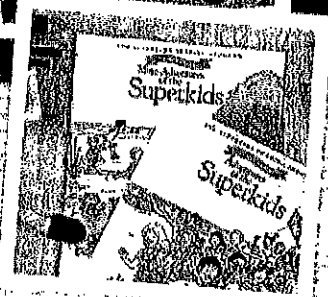
Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: [CustomerExperience@zaner-bloser.com](mailto:CustomerExperience@zaner-bloser.com) • Phone: 800.421.3018 • Fax: 800.992.6087

# WE ARE LITERACY

**THANK YOU** for  
considering Zaner-Bloser  
as your literacy partner.

We appreciate the crucial work you do  
to teach students to read and write.  
Our literacy resources and professional  
development services are designed to  
empower teachers to make the best  
instructional choices and to nurture  
successful and joyful learning.



Z0267 08.18

**SALES CONSULTANT - SUPPLEMENTAL**

**Rita Cook**

rita.cook@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2517

**SALES CONSULTANT - READING**

**Mary Wexler**

mary.wexler@zaner-bloser.com

Toll Free: 800.248.2568 ext. 7760

**ACCOUNT MANAGER - SUPPLEMENTAL**

**Angie Eckerle**

angie.eckerle@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2807

**ACCOUNT MANAGER - READING**

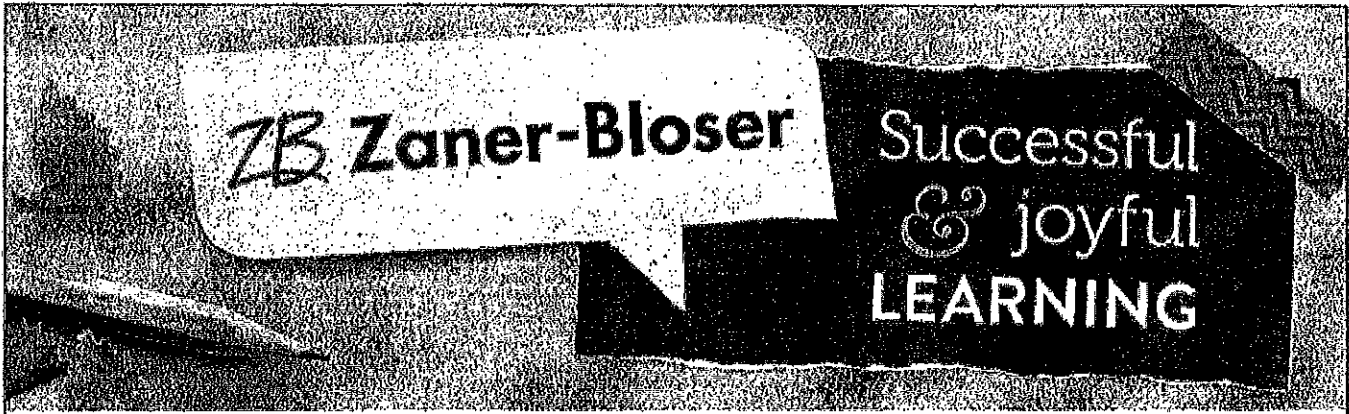
**Kelsey Norman**

kelsey.norman@zaner-bloser.com

Toll Free: 800.248.2568 ext. 2611

**ZB Zaner-Bloser**

A Highlights Company



**QUOTE SUMMARY FOR**

**East Stroudsburg Area Sch Dist**

East Stroudsburg, PA

Tabitha Bradley

(570) 424-8500

tabitha-bradley@esasd.net

Quote # 00038225

Issued on May 6, 2022

Expires on August 3, 2022

**PREPARED BY**

Mary Wexler

Sales Consultant - Reading

(800) 248-2568 ext. 7760

mary.wexler@zaner-bloser.com

**THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.**

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at [CustomerExperience@zaner-bloser.com](mailto:CustomerExperience@zaner-bloser.com). If you have questions, please call our Customer Experience department at 800.421.3018.

May 6, 2022

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

Dear Tabitha Bradley:

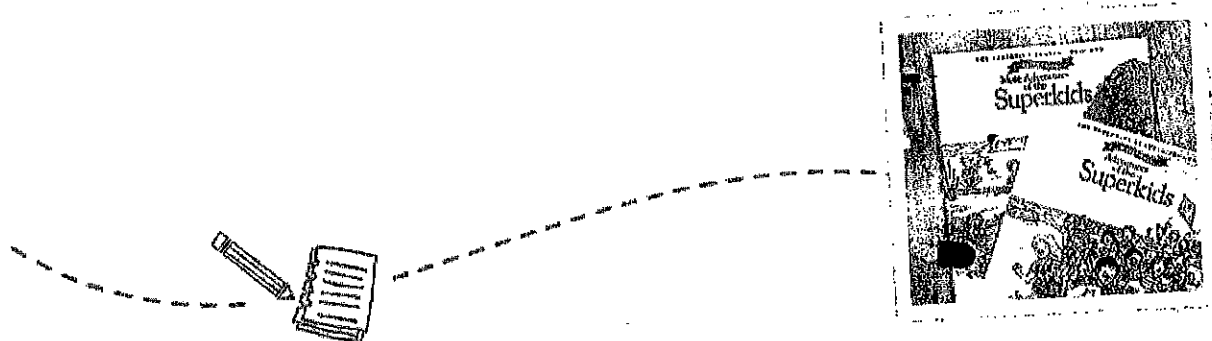
Thank you for all you do to inspire joyful, successful learning in your classrooms and for considering Zaner-Bloser as your partner in helping students build literacy.

*The Superkids Reading Program* is a comprehensive English language arts curriculum using evidence-based literacy practices and supported by a dedicated literacy team. This proven-effective program follows a unique, systematic, and explicit instructional path through engaging, increasingly complex text. The result? Every student a successful reader by grade 3.

The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to providing you with the best research- and evidence-based resources, meaningful professional development opportunities, and top-notch customer service possible.

Thank you,  
Mary Wexler  
Sales Consultant - Reading



# QUOTE SUMMARY

ZB Zaner-Bloser

East Stroudsburg Area Sch Dist • East Stroudsburg, PA

PROGRAM	GRADE	SAVINGS	COST
<i>The Superkids Reading Program</i>	Kindergarten	\$43,703.00	\$59,509.00
<i>The Superkids Reading Program</i>	Grade 1		\$103,212.00
<i>The Superkids Reading Program</i>	Grade 2		\$62,940.00
<i>The Superkids Reading Program</i>	Multigrade	\$20,853.00	\$0.00

<b>TOTAL SAVINGS</b>	<b>\$64,556.00</b>
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SUBTOTAL COST **\$225,661.00**

SHIPPING/PROCESSING (7%) **\$15,796.27**

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**AMOUNT TO BE INVOICED** **\$241,457.27**

Includes materials, shipping, and processing. May not include applicable local and state taxes.



# ITEM LIST

ZB Zaner-Bloser

## The Superkids Reading Program: Kindergarten

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365082	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Practice Pages	\$4.00	2440	\$9,760.00
9781614368687	Superkids 2017 Grade K, Semester 1, Meet the Superkids, Student Books Set, 1 Copy of Each of 13 Titles	\$14.50	2440	Complimentary
9781614365105	Superkids 2017 Grade K, Semester 2, Superkids' Club, Practice Pages	\$4.00	2440	\$9,760.00
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.50	574	Complimentary
9781614368694	Superkids 2017 Grade K, Semester 2, Superkids' Club, Student Books Set, 1 Copy of Each of 5 Titles	\$14.50	1866	\$27,057.00
9781614361749	Superkids Grade K Student White Boards, Package of 20	\$53.00	244	\$12,932.00
<b>SUBTOTAL COST</b>				<b>\$59,509.00</b>

## The Superkids Reading Program: Grade 1

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614365136	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Practice Pages	\$4.00	2440	\$9,760.00
9781614368984	Superkids 2017 Grade 1, Semester 1, Adventures of the Superkids, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$14.50	2440	\$35,380.00
9781614365174	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Practice Pages	\$4.00	2440	\$9,760.00
9781614365334	Superkids 2017 Grade 1, Semester 2, More Adventures of the Superkids, Word Work Book	\$14.50	2440	\$35,380.00
9781614361758	Superkids Grade 1 Student White Boards, Package of 20	\$53.00	244	\$12,932.00
<b>SUBTOTAL COST</b>				<b>\$103,212.00</b>

## The Superkids Reading Program: Grade 2

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781614368991	Superkids 2017 Grade 2, Semester 1, The Superkids Hit Second Grade, Word Work Books (set of 2 books) <i>Contents include: 2 Word Work Books, 1 per student, consumable</i>	\$14.50	2010	\$29,145.00
9781614365365	Superkids 2017 Grade 2, Semester 2, The Superkids Take Off, Word Work Book	\$14.50	2010	\$29,145.00
9781598336344	Superkids Second- Grade Ice Cream Paper, 500 Sheets	\$30.00	155	\$4,650.00
<b>SUBTOTAL COST</b>				<b>\$62,940.00</b>

## The Superkids Reading Program: Multigrade

ISBN	DESCRIPTION	ITEM PRICE	QTY	TOTAL COST
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	170	Complimentary
9781598339789	Superkids Ice Cream Paper, 500 sheets	\$30.00	170	Complimentary
9781453123669	Superkids Student White Boards, Package of 20 (updated)	\$53.00	201	Complimentary
<b>SUBTOTAL COST</b>				<b>\$0.00</b>

# ORDER INFORMATION

ZB Zaner-Bloser

**AMOUNT TO BE INVOICED (including shipping)\***

**\$241,457.27**

\* Add state and local taxes to the total amount of your order, if applicable. If tax exempt, please include your tax exemption number or a copy of your tax exemption certificate to qualify for zero sales tax.

**IMPORTANT** Please fill out this page completely. Missing information may result in delayed order processing.

Invoice - P.O. # \_\_\_\_\_

Check # \_\_\_\_\_

Make Checks Payable to: Zaner-Bloser

Authorized Signature: \_\_\_\_\_

Phone: \_\_\_\_\_

Please do not submit credit card information with this form. To prepay with a credit card, call our Customer Experience dept at 800.421.3018, Mon-Fri, 8:00 am-6:00 pm ET.

### SCHOOL INFORMATION

For use in school year: 20\_\_\_\_ to 20\_\_\_\_ First day of school: \_\_\_\_\_ Summer phone number: \_\_\_\_\_

**DIGITAL PRODUCT INFORMATION** Complete parts A, B, and C of the Digital Product Information section to ensure online access to digital product(s).

A. Online access is controlled by a school or district *Digital Administrator*. This individual is responsible for adding and removing users throughout the school year. Additionally, this user can access important information such as parent contact information and student assessment data. Please provide the name and email of your school- or district-selected Digital Administrator below.

Name: \_\_\_\_\_ Email: \_\_\_\_\_

B. If this order is being submitted by a school district, diocese, or third-party ordering service, please provide a list of the school(s) that require online access. By default, your school- or district-selected Digital Administrator will manage all schools listed below. (If you have more than six schools, please attach a complete list to your order.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

C. Online access is assigned annually. Please enter the start date of the school year you will begin using the digital product. \_\_\_\_\_

**BILL TO** School/District Name: East Stroudsburg Area Sch Dist

Contact Name: Tabitha Bradley Contact Email: \_\_\_\_\_

Street Address: 50 VINE ST City: East Stroudsburg State: PA Zip: 18301

### DELIVERY INSTRUCTIONS — IMPORTANT

All available materials will ship at the time the order is processed unless otherwise specified. Order processing and delivery times vary depending on volumes and customer location. If there are dates you are unable to accept deliveries, please note below. If there aren't any special delivery date requirements, please check the box labeled "No Delivery Date Restrictions".

Do Not Deliver Dates: \_\_\_\_\_  No Delivery Date Restrictions

**SHIP TO**  Same as BILL TO School/District Name: East Stroudsburg Area Sch Dist

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Street Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**RETURNS** Returns will only be processed with prior authorization by Zaner-Bloser Customer Experience. Materials must have been purchased within 90 days and be in resalable condition. To make arrangements for a return and to ensure that you receive credit, contact Zaner-Bloser's Customer Experience department at 800.421.3018. Please do not return materials to the PO Box address. Return to: Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

Please sign below to confirm your order and provide authorization for any applicable shipping charges and sales tax, if not sales tax exempt. Shipping is added at our standard rate of 9% or \$5.00, whichever is greater.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**Contact our Customer Experience Department to place your order.**

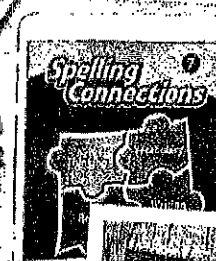
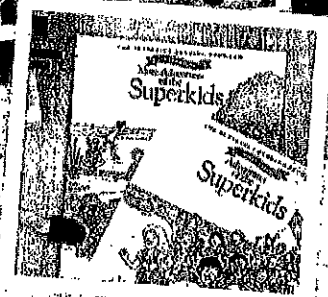
Mailing Address: Zaner-Bloser, PO Box 16764, Columbus, OH 43216-6764

Email: [CustomerExperience@zaner-bloser.com](mailto:CustomerExperience@zaner-bloser.com) • Phone: 800.421.3018 • Fax: 800.992.6087

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