



This price quote is good for 60 days. BFW High School Publishers is committed to delivering the best value for the program you have adopted. Pricing herein may reflect package discounts. Removing or editing components may cancel any package discounting applied to component items. Prices subject to change, including annual increases in November. Shipping fees are estimated; actual shipping fees may vary.

**Purchase Orders:** Please attach a copy of this price quote to your purchase order and submit your purchase order to:

MPS 16365 James Madison Highway Gordonsville, VA 22942  
Email: [highschool@mpsvirginia.com](mailto:highschool@mpsvirginia.com) / Phone: (540) 672-7744

Quote Number	00107148	Prepared By	Jason Kramer
Created Date	5/1/2024	Email	<a href="mailto:jkramer@bfwpub.com">jkramer@bfwpub.com</a>
Contact Name	Heather Piperato	Ship To	East Stroudsburg Area Sch Dist
Bill To	East Stroudsburg Area Sch Dist 321 N Cortland St East Stroudsburg, Pennsylvania 183012107 United States		321 N Cortland St East Stroudsburg, Pennsylvania 183012107 United States

Itemized Products

ISBN	EAN	Product	Edition	Author	Sales Price	Quantity	Total Price
1319281168	9781319281168	Myers' Psychology for the AP® Course	4	David G. Myers;C. Nathan DeWall;Elizabeth Yost Hammer	USD 159.98	120.00	USD 19,197.60

Itemized Product Total: USD 19,197.60

Free Product: Please include in your PO:

ISBN	EAN	Free Product	Edition	Author	Net Price	Quantity	Your Price
1319475477	9781319475475	Teacher's Edition with Online Teacher Resources for Myers' Psychology for the AP® Course	4	David G. Myers;C. Nathan DeWall;Elizabeth Yost Hammer	USD 495.98	4	\$0.00
1319475957	9781319475956	Test Bank for Myers' Psychology for the AP® Course	4	David G. Myers; C. Nathan DeWall; Elizabeth Yost Hammer	USD 495.98	4	\$0.00

Total Available for Purchase USD 0.00

Shipping Information

Schools are typically tax exempt however if your school is **NOT** tax exempt, please note that your local tax rate will apply to this quote.

Shipping Location Continental US and Puerto Rico

Shipping Fees:	USD 959.88
Special Shipping Fees:	USD 0.00
<b>Total Shipping Fees:</b>	<b>USD 959.88</b>

Grand Totals

Itemized Products + Shipping Fees: USD 20,157.48

Instructor Resources

**Digital Adopters:** Instructor resources will be available within your product; no action needed

**Print Only Adopters:** Instructor resources can be unlocked by visiting [www.bfwpub.com/AdopterTRM](http://www.bfwpub.com/AdopterTRM)

### Digital Subscription Terms

**Digital subscription terms:** With respect to each product, the number of licenses allocated to you will be determined by multiplying the quantity purchased by the number of uses (where use = year). [Example: 100 units of a 6-use product = 600 licenses.]

Access to each title will expire on the first to occur of (1) all purchased units which would be available over the course of the number of uses have been utilized, or (2) the number of uses has transpired utilizing the following calculation: utilizing August 1 as the start of a new year, (i) If the invoice date falls between January 1 and September 30, the end date of the subscription term shall be calculated as the invoice year plus the number of uses indicated [Example: 100 units of a 6-use product is invoiced on April 15, 2023. The end date based on uses purchased = July 31, 2029]; and (ii) If the invoice date falls between October 1 and December 31, the end date of the subscription term shall be calculated as invoice year plus the number of uses indicated + 1. [Example: 100 units of a 6-use product is invoiced on November 15, 2023. The end date based on uses purchased = July 31, 2030.]

For complete subscription terms, see [bfwpub.com/subscription-terms](http://bfwpub.com/subscription-terms). Your issuance of a purchase order based on this quote or your payment for the courseware subscription signifies your affirmative understanding and acceptance of these terms.

**The Accelerator Option:** If chosen at the time of initial purchase, the accelerator option permits the one-time option to upgrade to a new courseware edition at any time within your active courseware subscription term. It is your responsibility to inform your sales representative when you are ready to proceed with the upgrade. The Accelerator Option does not apply to e-books and applies exclusively to digital courseware and not print products.

### Miscellaneous Information

**Sole Source Statement:** Competition in providing the above named products is precluded by the existence of a copyright. There are no like products available for purchase that serve the same purpose because of exclusive distribution/marketing rights. These products should be purchased directly from BFW (MPS) or its approved depositories. Purchases from any other source would not ensure the item's authenticity/warranty. Unapproved 3rd party vendors cannot provide packages, digital materials or teaching materials. BFW (MPS) cannot provide these items to a school if the student edition has been purchased through a third party. We are the sole source for these items and packages.

**Note for Canadian Users:** Please note that invoices are issued in CAD, but if payment is to be made via credit card, it will be processed through our US Bank and an exchange rate fee will be applied.

**NOTE:** If you plan to place an order and will require a signed data agreement, please send to your rep as soon as possible. Agreement reviews take an average of 1-3 weeks to review.



VII.6.

**East Stroudsburg Area School District  
Multi-Year Professional Development Plan**

Recommended Professional Development Service	Date	Number of Days/Trainers	Cost of Service (per day or trainer)	Value of PD Services	Cost to Customer <small>*A 20% discount has been applied</small>
<b>Pioneer Year (2021-2022)</b>					
Superkids Implementation Training	Fall 2021	2	\$2,700.00	\$5,400.00	Complimentary
Teacher Portal Training Webinar	Fall 2021	1	\$1,000.00	\$1,000.00	Complimentary
Virtual PD Session	Fall 2021	1	\$1,000.00	\$1,000.00	Complimentary
Superkids Coaching (one visit for each pioneer teacher)	Fall 2021	4	\$2,700.00	\$10,800.00	Complimentary
Virtual Office Hours	Fall 2021 Spring 2022	8	\$1,000.00	\$8,000.00	Complimentary
Superkids Coaching (one visit for each pioneer teacher)	Spring 2022	4	\$2,900.00	\$11,600.00	Complimentary
Superkids Implementation Training Webinar	Spring 2022	1	\$1,000.00	\$1,000.00	Complimentary
<b>Year 1 (2022-2023)</b>					
Superkids Implementation Training	Spring 2022	3	\$2,900.00	\$8,700.00	Complimentary
Foundational Skills Kit Implementation Training	Spring 2022	1	\$2,900.00	\$2,900.00	Complimentary
Superkids Coaching (one visit for each classroom teacher)	Fall 2022	30	\$2,900.00	\$87,000.00	Complimentary



Superkids Leaders Training (in-person training)	Fall 2022	1	\$3,800.00	\$3,800.00	\$3,040.00*
Superkids Leaders Training (online training)	Fall 2022	1	\$1,000.00	\$1,000.00	\$800.00*
Superkids Grade-Level Meetings (one day per elementary school)	Spring 2023	6	\$2,900.00	\$17,400.00	\$13,920.00*
Superkids Leaders Training (in-person training)	Spring 2023	1	\$3,800.00	\$3,800.00	\$3,040.00*
Superkids Leaders Training (online training)	Spring 2023	1	\$1,000.00	\$1,000.00	\$800.00*
<b>Year 2 (2023-2024)</b>					
Superkids Implementation Training (all new K-2 Superkids teachers)	Summer/Fall 2023	2	\$2,900.00	\$5,800.00	\$4,640.00*
Grade-Level Meetings (one day per elementary school)	Fall 2023	6	\$2,900.00	\$17,400.00	\$13,920.00*
Grade-Level Meetings (one day per elementary school)	Spring 2024	6	\$2,900.00	\$17,400.00	\$13,920.00*
<b>Year 3 (2024-2025)</b>					
Superkids Virtual Implementation Training (new teachers, K-2)	Fall 2024	1	\$1,000.00	\$1,000.00	Complimentary
Superkids Virtual Leaders Training (Instructional Coaches)	Fall 2024	1	\$1,000.00	\$1,000.00	\$800.00*
Superkids Coaching (new teachers, K-2)	Fall 2024	6	\$2,900.00	\$17,400.00	\$10,150.00**
Grade-Level Meetings (one day per elementary school)	Fall 2024	6	\$2,900.00	\$17,400.00	\$13,920.00*
Superkids Leaders Training	Spring 2025	1	\$1,000.00	\$1,000.00	\$800.00*



	Value of Complimentary Professional Development Services	Price of Professional Development Services	Applied Discounts	Total Cost to Customer
<b>2021-2022</b>	\$38,800.00			
<b>2022-2023</b>	\$98,600.00	\$27,000.00	(\$5,400.00)	\$21,600.00
<b>2023-2024</b>		\$40,600.00	(\$8,120.00)	\$32,480.00
<b>2024-2025</b>	\$1,000.00	\$37,800.00	(\$12,130.00)	\$25,670.00
<b>Total</b>	<b>\$138,400.00</b>	<b>\$105,400.00</b>	<b>(\$25,650.00)</b>	<b>\$79,750.00</b>

\*The 20% discount applied to this plan is conditional upon the purchase professional development in two or more consecutive school years.

\*\*New teacher promotional discount applied – purchase one day of onsite coaching at regular price, receive a free virtual implementation training and a 50% discount on subsequent, consecutive coaching days.



Vll.c.



# UPGRADE QUOTE

QUOTE # 1397456  
DATE: JUNE 17TH, 2024

IXL Learning  
777 Mariners Island Blvd., Suite 600  
San Mateo, CA 94404

**TO:**  
Heather Piperato  
East Stroudsburg Area School District  
50 Vine St.  
East Stroudsburg, PA 18301

**COMMENTS OR SPECIAL INSTRUCTIONS:**

SALESPERSON	ACCOUNT #	UPGRADE PERIOD	QUOTE VALID UNTIL
Evan Finch	A22-3668555	June 1, 2024-July 19, 2026	June 28, 2024

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL
1	IXL site license upgrade (Grades 6-8: 1,525 students) Subjects: ELA and Science	\$28,975.00	\$28,975.00
1	IXL site license upgrade (Grades 9-12: 2,050 students) Subject: ELA  <i>Unlimited instructor accounts included</i>	\$22,550.00	\$22,550.00
SUBTOTAL			\$51,525.00
SALES TAX			--
SHIPPING & HANDLING			--
TOTAL DUE			\$51,525.00

**Ordering instructions:**

We accept payment by purchase order, check, or credit card. School POs should be faxed to 1-650-372-4301 or e-mailed directly to Account Manager, Evan Finch (evanf@ixl.com). Please be sure to list the quote number on your payment or purchase order.