

# Directory of Providers for College Access Services

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November 2020

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## **A. Introduction**

The District issued a Request for Proposals (RFP) with the goal to establish vendors with experience to provide College Access services and resources to students in middle and high schools and their parents devised to help overcome internal and external barriers to college attendance and enhance confidence in their capacity to acquire a college education. In particular, the District requires access to a range of college access tools, resources, materials and options to support students who would represent the first generation of their family to go to college and students in targeted populations (e.g., underserved students in higher education, current or former foster youth, students who are or have experienced homelessness, English Language Learners, students receiving Special Education services and students experiencing poverty).

## **B. Accessing the Contracts**

Principals, Administrators and other responsible staff should review the selection of approved vendors to obtain descriptions of services, itemized lists of goods, and pricing. Quotes must be within the guidelines contained within this directory.

Ariba Purchase Requisitions (PR) must reference the Vendor Number and Contract Number listed in this Directory.

The product category for Professional Services is 96102. This product category must be used when creating the PR in order for the PO to reference the Contract. Any questions about this process should be directed to the Shopping Cart Support Center or Buyer assigned to your local district for assistance.

### Step-by-Step Instructions

1. Contact a vendor that offers the services of interest to you. Obtain a quote, scope of work, and a timeline (or delivery schedule). If the services will occur over multiple weeks or months, include an invoice as well.
2. Create a Purchase Requisition using product category 96102. Reference the Vendor Number and Contract Number listed in this Directory. Be sure to attach the quote, scope of work and timeline.
3. Once the vendor confirms they have received the PO, they may begin providing services.

### C. List of Providers for Program Evaluation Services

Firm Name	Contract Number SAP /Ariba	Vendor Number	Contact Email
Boys & Girls Club of Carson	4400008886 /C1241	1000001715	<a href="mailto:krichards@bgcarson.org">krichards@bgcarson.org</a>
College Summit, Inc. dba Peerforward	4400008887/C653	1000002796	<a href="mailto:rfigueroa@peerforward.org">rfigueroa@peerforward.org</a>
Defined Learning LLC	4400008888/C654	1000013010	<a href="mailto:patrick_irvine@definedlearning.com">patrick_irvine@definedlearning.com</a>
EduCare Foundation	4400008889	1000000536	<a href="mailto:stu@educarefoundation.com">stu@educarefoundation.com</a>
Fulfillment Fund	4400008920/C655	1000011481	<a href="mailto:jreyes@fulfillment.org">jreyes@fulfillment.org</a>
Good Sports Plus LTD, dba "ARC"	4400008921/C656	1000001636	<a href="mailto:brad@arc-experience.com">brad@arc-experience.com</a>
Naviance Inc.	4400008923	1000017060	<a href="mailto:PurchaseOrders@powerschool.com">PurchaseOrders@powerschool.com</a>
Nepri Inc.	4400008924/C657	1000009897	<a href="mailto:thomas@nepri.com">thomas@nepri.com</a>
Opinion InteraCtive, LLC., dba Spotlight	4400008925/C658	1000015666	<a href="mailto:mike@spotlight-education.com">mike@spotlight-education.com</a>
Partnership for Los Angeles Schools	4400008926	1000007652	<a href="mailto:ian.guidera@partnershipla.org">ian.guidera@partnershipla.org</a>
The Plus Me Project	4400008927/C659	1000007701	<a href="mailto:richard@theplusmeproject.org">richard@theplusmeproject.org</a>
Salesian Family Youth Center	4400008928/C1242	1000017231	<a href="mailto:jc@salesianclubs-la.org">jc@salesianclubs-la.org</a>
Study Smart Tutors, Inc.	4400008929/C1243	1000006862	<a href="mailto:jackf@studysmarttutors.com">jackf@studysmarttutors.com</a>
TPR Education LLC dba The Princeton Review	4400008930/C660	1000008518	<a href="mailto:ceja@review.com">ceja@review.com</a>
UCLA - GSEIS-Center X	4400008931/C1354	1000006751	<a href="mailto:framcpis@gseis.ucla.edu">framcpis@gseis.ucla.edu</a>
XAP Corportion	4400008932/C1355	1000014477	<a href="mailto:emonnier@xap.com">emonnier@xap.com</a>
Xello Inc.	4400008933/C661	1000006732	<a href="mailto:mattm@xello.world">mattm@xello.world</a>

## D. STATEMENT OF WORK

### PROGRAM EVALUTION SERVICES

#### STATEMENT OF WORK

##### 1.0 SCOPE

The Contractor shall implement an evaluation plan to assess the effectiveness of specific programs and to ensure compliance with funding requirements. The Contractor shall coordinate with department administrators to identify District projects that require evaluation based on needs and available funding. The Contractor shall track the outcomes and strategies shown to work effectively as well as provide additional information as required. The Contractor shall work with the appropriate personnel to expedite internal processing of information and maintain a positive, proactive relationship with community organizations, city officials, non-profit agencies and other educational institutions to assist in compliance and process efficiency. Depending on the complexity of the data requirements for each program, the Contractor shall create and distribute standards and special reports, studies, summaries, and analyses as required by the District.

##### 2.0 REQUIREMENTS

Contractor shall perform the following tasks and duties:

###### Task 1 (Preplanning Stage)

Prepare projects and supporting documentation to ensure compliance with funding requirements:

- A. Review project guidelines with District staff.
- B. Review relevant literature to determine existing research related to project being evaluated for the creation of logic model specific to program being evaluated.
- C. Discuss issues and participate in meetings to advise on the logic model, project and development process.
- D. Prepare list of issues and concerns in relation to the specific project to be resolved.
- E. Request information from District staff regarding any items requiring action.
- F. Consult, plan and strategize with District staff throughout the evaluation project process.
- G. Assist with data gathering, preparation, and scheduling.

**Task 2 (Development Stage)**

Assist in the scheduling of meetings and the development of timetables for the evaluation project:

- A. Develop timelines and the strategy to ensure timely submissions of requested product;
- B. Structure workflow and execute work plan for data-collection;
- C. Collaborate with proper stakeholders to coordinate data-collection;
- D. Locate, identify, research, collect and analyze data as set forth in the District guidelines;
- E. Provide formative research findings and advise on mid-term corrections when necessary;
- F. Provide summative research findings;
- G. Develop language for final reports and data including, if necessary, charts, tables, and diagrams to illustrate data; and
- H. Prepare supplemental information required for project completion.

**Task 3 (Completion Stage)**

Final report preparation, delivery and presentation of findings to various audiences;

- A. Prepare drafts of evaluation,
- B. Coordinate reviews of the draft evaluation with District staff,
- C. Provide copies of the final and completed evaluation project to District staff,
- D. Submit, present and support the dissemination of final findings to District staff, and
- E. Conduct follow-up review based on user needs.

**Task 4 (Follow-Up Stage)**

- A. Develop and maintain contacts with the District;
- B. Maintain evaluation records;
- C. Track deadlines, monitor status of progress reports, and review the process to embed a continuance improvement model;
- D. Assist in the development of evaluation criteria and the collection and analysis of data to measure program effectiveness; and
- E. Prepare and submit semi-annual Status Report summarizing findings and observations.

**3.0 PERFORMANCE REVIEW**

A performance review may be conducted by the District to ensure services are performed satisfactorily by the Contractor. Contractor may be notified by the District of their performance. If the review is unsatisfactory, the Contractor shall be required to submit a corrective action plan to address the deficiencies. If the performance is not approved, the contract shall not be renewed and terminated.

#### 4.0 DELIVERABLES

Item	Descriptio	SOW Referenc	Due Date	Deliver to District
1	Consultation and Strategizing	Task 1A, 1B, 1D, 1F	Upon Execution of the Work Order	District Work Order Sponsor
2	Prepare list of issues and action items	Task 1C, 1E, 1G	Upon Execution of the Work Order	District Work Order Sponsor
3	Prepare Timelines/Work plan	Task 2A, 2B, 2C	TBD	District Work Order Sponsor
4	Identify, collect, analyze data	Task 2D	TBD	District Work Order Sponsor
5	Provide formative (when called for) and summative findings	Task 2E, 2F	TBD	District Work Order Sponsor
5	Develop language and necessary illustrations for final reports	Task 2G	TBD	District Work Order Sponsor
6	Prepare supplemental information required	Tasks 2H	TBD	District Work Order Sponsor
7	Coordinate reviews drafts and provide copies of final evaluations	Tasks 3A, 3B,	TBD	District Work Order Sponsor
8	Submit, present and disseminate final findings	Tasks 3D, E	TBD	District Work Order Sponsor
9	Maintain records, track deadlines, and monitor status of progress reports	Tasks 4A, 4B, 4C	TBD	District Work Order Sponsor
10	Development of evaluation criteria and analysis of data to measure program effectiveness	Tasks 4D	TBD	District Work Order Sponsor
11	Semi-annual status report	Tasks 4E	TBD	District Work Order Sponsor

## E. SERVICE AND PRICING

### BOYS AND GIRLS CLUB OF CARSON



The Boys & Girls Clubs of Carson's College & Career Access Program provides college pathway services and career preparation and exposure activities to students in grades 6 through 12. Staff transition incoming 6th graders into the program, and recruit throughout the school year. The Achievement in Middle School (AIM) component of the program provides youth opportunity to thrive in middle school and transition into high school with confidence.

Case managers assess youth, support academic and career plan development, advocate for youth, locate resources and services, and monitor youth progress. One-on-one case management begins in 6th grade and supports youth through college and career success activities while increasing youth proficiencies in core subjects so they may build strong pipelines to transition into high school. AIM for College and transition events work together to support individuals as they explore their passions and prepare for success.

Case managers continue to work one-on-one with incoming 9th grade students, providing mentorship, and individualized support and resources. The College & Career Access Program for high school students includes workshops, field trips, and hands-on experience opportunities. College activities include college research, applications, and financial aid, with additional support to first generation college students and students with a high financial aid need. College field trips show many young people a college campus for the first time, where they see first-hand how to get involved in college. Career and financial activities introduce career opportunities, financial literacy, and goal setting. Workshop curriculum including Money Matters and Career Launch introduce teens to mentors in the workforce, provide hands-on certification training, and support teens into job placements. Staff empower students to make confident college and career decisions.

#### **HIGH SCHOOL SERVICES**

Components are available as a full suite of programs or a la carte.

**College & Career Access Program – Full Suite (\$88,000):** This 36-week College Access program provides all of the below services with the exceptions of California's Systems of Higher Education and Jr. Intern. It offers 36 weekly 1-hour workshops, college and career case management, and the following:

- Case Management
- Four college visits (2 per semester)
- Cash for College event
- SAT Prep Course
- Scholarship Opportunities
- Senior Bound (during the summer)
- Workforce Development

**California's Systems of Higher Education Series (\$9,000):** This 7-week course provides students and their parents with information about the various higher education institutions in California, out of state universities and the requirements for each. Weekly 1-hour workshops

Exhibit B

## BOYS AND GIRLS CLUB OF CARSON – (continued)



### **BOYS & GIRLS CLUBS OF CARSON**

provide an in-depth look at each type of higher education institution and their specific requirements. One workshop is dedicated to the difference between public and private universities and one is dedicated to the college course requirements and the college pathway. The course can serve 20 students and 20 parents.

**College & Career Access Exposure and Case Management (\$30,000):** Over the course of ten months, two College & Career Case Managers will conduct five College Access workshops and hold five college visits. Activities are targeted to 9th through 12th grade students. Workshop topics provide a more in-depth look at the various higher education options available. Students learn about the University of California and California State University systems, private schools, and the Common Application, the community college option and the process of transferring to a university and how to choose the right school. Students will then get a chance to visit one of each type of higher education institution and attend a College Admissions Fair. The College Exposure Series can serve up to 50 students. Case management provides each student one-on-one support to meet the individual needs of students. Needs may range from developing 4-year plans, SAT/ACT registration, completing college applications, financial aid, scholarships, resume reviews, and personal statement preparation.

**SAT / ACT Preparation Series (\$10,500):** This 8-week session provides 20 students (10th and 11th grade) with four College Access workshops and twelve of SAT Prep sessions. The College & Career Case Manager conducts four 1-hour College Access workshops. Topics include an introduction to the College Bound program, California's Institutions of Higher Education, the path to high school graduation and how to create a four-year plan. SAT sessions include nine 2-hour SAT prep classes and three SAT practice tests. Activities are conducted by a College & Career Case Manager and Princeton Review staff.

**Senior Bound:** Incoming 11th and 12th grade students will gain knowledge and build skills needed to make appropriate educational, career, and lifestyle choices. This college course examines topics that include post-secondary programs and their requirements, career resources and the career decision-making process, study skills, and the elements of a healthy lifestyle. Over the course of the class, students will design their own individualized educational plan. A college visit culminates the course. Senior Bound can be offered during the school year or in the summer. Each session can serve 35 students.

- **Senior Bound School Year (\$17,000):** Two 8-week sessions (fall and spring) with 1-hour workshops conducted twice a week.
- **Senior Bound Summer (\$16,000):** One 4-week session with 1.5-hour workshops conducted four times a week.

**Jr. Intern (\$7,000):** This 8-week internship places up to six 12<sup>th</sup> grade students in roles during BGCC Summer Camp. Jr. Intern roles and responsibilities include assisting staff members, program plan development, working one-on-one with younger camp members, and a research project based on individual interests with the intention of improving BGCC student outcomes. Jr. Interns gain healthy communication styles, teamwork skills, research skills, work ethic, and learn their self-worth. Interns present their research project for the BGCC executive team and Board President.

**Workforce Development (\$9,000):** This 10-week course builds skills to help 12th grade students succeed academically and in their professional lives. Weekly 1-hour workshops cover topics that help them develop life skills (time management, goal setting, etc.) and prepare them

## BOYS AND GIRLS CLUB OF CARSON – (continued)



### **BOYS & GIRLS CLUBS OF CARSON**

for success in the workforce (resume writing, professional etiquette, and financial literacy). Guest presentations introduce them to various careers. A mock interview with community professionals gives teens the opportunity to present themselves in a professional setting and receive feedback. Workshops can accommodate 20 students.

### **MIDDLE SCHOOL SERVICES**

**AIM (Achievement in Middle School) for College (\$8,000):** College Access workshops introduce middle school students to college, the college pathway, and what they need to begin doing now to achieve their academic goals. Students build life skills that will help them succeed academically (study skills, time management, note taking, etc.) and in their careers (mock interviews, professional etiquette, and networking). This 4-week session provides eight 1-hour workshops twice a week. Schools can choose from eight College Access workshop topics and four life skills topics. Workshops can accommodate 20 students.

**AIM for Parents (\$7,000):** This 8-week course provides weekly 1-hour workshops to parents of middle school students. Topics include preparing their child for success in high school, starting the college pathway in middle school, an introduction to the various post-secondary options and how to pay for college. Workshops can accommodate 20 parents.

**AIM for Students and Parents (\$15,000):** This year-round program offers 36 weekly 1-hour College Access workshops for middle school students. An additional lab day/section each week provides students with more College Access support. Each semester, 25 students will receive three one-on-one academic case management sessions. Four AIM for Parents workshops will be conducted throughout the year.

EXHIBIT B

COLLEGE ACCESS PLANNING AND REPORTING

SCHEDULE OF SERVICES AND PRICES



PRICE

Prices are fully-burdened, including travel and other expenses.

Category	Unit*	Price
Professional Development, Students	Three Professional Development workshops: <ul style="list-style-type: none"><li>- A 4-day residential workshop held on a college campus where 4 seniors (Peer Leaders) selected by the school toward the end of their junior year are trained to create a college-going culture across their entire school and to organize school-wide campaigns throughout the course of the academic year focused on applying to three or more colleges, early filing for financial aid, and connecting academics to college and career. At the training, Peer Leaders hone in on their intrinsic abilities and develop core leadership skills, such as self-advocacy, problem-solving, and strategic planning.</li><li>- Two (1) day trainings for 8 Peer Leaders (4 juniors and 4 seniors) during the academic year to support with program management. Students get the chance to strengthen their leadership skills, data analysis skills and project management skills.</li></ul>	Included
Professional Development, School Advisors	Three Professional Development workshops: <ul style="list-style-type: none"><li>- A 4-day residential workshop held on a college campus where the 1 educator Advisor per Peer Leader Team is selected by the school receives training and professional development on how to engage their Peer Leaders and effectively utilize the Advisor Playbook, resources, and materials. They will also learn about the significant and fulfilling role they will play in helping their PeerForward Team carry out each campaign. Advisors will observe and participate in key sessions and activities with their students and begin school year campaign planning together as a team.</li><li>- Two (1) day trainings for 1 educator Advisor per Peer Leader Team during the academic year to support program management. Advisors will work closely with each Peer Leader team to analyze data to drive results, provide coaching to Peer Leaders on how to manage a project and support with the strengthening of their own coaching techniques.</li></ul>	Included

COLLEGE SUMMIT, INC. DBA PEERFORWARD (continued)

Coaching	Semi-Monthly (virtual or in person) by PeerForward Coaches with Peer Leaders and Advisors to provide ongoing Leadership Development, Campaign Development, Youth Activation, Goal Setting and Action Planning.	Included
Implementation Monitoring	Throughout the school year, Peer Leader teams use toolkits and coaching provided by PeerForward to plan, execute, and monitor the success of their school-wide campaigns. PeerForward provides ongoing training and support to the Peer Leader team and Advisor via regular calls, video conferences, texting, email. The Coach visits the school periodically during the school year to provide training, motivation, and campaign planning support.	Included
Materials and Collateral	PeerForward also provides each school with Signaling Materials such as banners and posters that increase the visibility of campaigns and Peer Leaders in the school building, keep college and career planning top of mind for all students, and support creation of college-going culture.	Included
Technology	PeerForward curates and maintains LinkForward.org, a one-stop destination for online tools and mobile apps that inform and coach students through the college application process.	Included
Data and Evaluation	PeerForward collaborates with the school on reporting to track the progress and results of the school-wide campaigns. The PeerForward Coach reviews data regularly with the Peer Leader Team and Advisor to assess the progress toward the goals set by the school. For program evaluation, PeerForward also gather data on samples of schools and students via surveys, observations, interviews, focus groups, collection of academic data, and tracking of college enrollment and persistence.	Included
Digital Curriculum (Optional)	Schools can purchase as an optional component a digital curriculum, though it is not a required component of the PeerForward program. The annual price is a license fee of \$1,000 per school regardless of how many students are enrolled at the school or how many Peer Leader Teams the school purchases. The license lasts for one year. The teen-friendly and engaging lessons prepare students for college and career planning through completion of activities and tasks that enable students to gain knowledge in these five areas: self-advocacy, college- career connection, financial awareness, academic excellence, College 101. The curriculum supports all students in creating and acting on a personalized postsecondary plan.	\$1,000.00
Deliverables	At program end, impact results are provided to all school partners	Included
<b>Total Program Fee Inclusive of Above**</b>	<b>The PeerForward program is one service and it includes the program structure items above (for this presentation the \$1,000 optional curriculum is included)</b>	<b>\$14,500.00</b>

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

\*\*The following discounts are available:

- \$1,000 volume discount for 2-6 Peer Leader Teams (can be counted across multiple LAUSD schools)
- \$2,000 volume discount for 7+ Peer Leader Teams (can be counted across multiple LAUSD schools)

SCHEDULE OF SERVICES AND PRICES



900 Skokie Blvd.  
Northbrook, IL 60062

p. (888) 759-5020 | f. (847) 483-1259

SERVICES AND PRICES

LOS ANGELES UNIFIED SCHOOL DISTRICT

Prices are fully-burdened, including travel and other expenses.

COLLEGE ACCESS PLANNING AND REPORTING SCHEDULE OF SERVICES AND PRICESRFP.			
Category	Description	Unit	Price
Materials, license fees, digital resources, etc.	Defined Careers	Per-Students	\$3.00 (discounted from list price of \$7.00)
Professional Development, Teachers	Online Professional Development Course with Jay McTighe	Per-school	\$995.00
	Professional Development, Teachers	Per-half day costs for up to 30 teachers	\$1,500.00
	Professional Development, Teachers	Per day costs for up to 30 teachers	\$3,000.00
Coaching	Project-Based Learning Leadership Cohort (Coaching).	Per-cohort of 5 teachers for 1 year.	\$5,000 (\$1,000 per-teacher/per-year)
Implementation monitoring	Reviews/visits per year	1 review/visit per-quarter = 4 reviews/visits per-Year	Free of charge / included
Deliverables	Data analysis, summary reports and recommendations	Per-request	Free of charge / included
College Access Planning and Reporting			

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

**EXHIBIT B**

College Access Planning and Reporting  
Price



**SCHEDULE OF SERVICES AND PRICES  
LOS ANGELES UNIFIED SCHOOL DISTRICT  
COLLEGE ACCESS PLANNING AND REPORTING**

<b>Category</b>	<b>Unit</b>	<b>Price*</b>
Individualized College Counseling (11 <sup>th</sup> and 12 <sup>th</sup> graders)	Per Student Annual Cost	\$298
College Access Virtual Education (9 <sup>th</sup> through 12 <sup>th</sup> graders)	Per Student Annual Cost	\$68
College Access In-Classroom Curriculum and Advisement (9 <sup>th</sup> through 12 <sup>th</sup> graders)	Per Student Annual Cost	\$137
Student Enrichment Groups (9 <sup>th</sup> through 12 <sup>th</sup> graders)	Per Student Annual Cost	\$212
Parent Engagement Program	Per Parent Annual Cost	\$149
Local College Campus Tours (9 <sup>th</sup> through 12 <sup>th</sup> graders)	Per Student Per Trip Cost	\$63
Transition to College Initiative/ Fulfillment Fund University (12 <sup>th</sup> graders)	Per Student Annual Cost	\$93

*\*Offered at rate noted up to 5 years per RFP*

**PLEASE SEE NEXT PAGES FOR FULL DESCRIPTION OF SERVICES.**

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## FULFILLMENT FUND (continued)



### COLLEGE ACCESS PROGRAMS MENU OF SERVICES

#### **Individualized College Counseling (11<sup>th</sup> and 12<sup>th</sup> Graders) \_\_\_\_\_ \$298 Annually Per Student**



Our college counselors provide in-depth counseling sessions for 11th and 12th graders, guiding them as they complete requisite coursework, understand and complete financial aid applications, and determine their best-fit colleges. We provide individual support on college application preparation and personal statements to demystify the complex process of getting into and financing a college education. College counselors meet one-on-one with each student at minimum of once a semester and typically meet with students and parents several times throughout the course of the year. Our counselors' handle caseloads of up to 250 students, thus assuring adequate time to deliver personalized support.

#### **College Access Virtual Education \_\_\_\_\_ \$68 Annually Per Student**

We lead live synchronous curriculum-based lessons covering college planning, self-advocacy, financial literacy, completing the classes necessary for college acceptance, and more, delivered on virtual learning platforms, such as Google Classroom. On our Google Classroom, we also house our recorded lessons for asynchronous learning in addition to additional resources like upcoming webinars and scholarships. At each grade level, students receive targeted lessons, resources, and guidance that pave the way for their future college admittance, including access to a College Advisor. Our carefully constructed lessons aim to not only educate but also engage students through remote learning and are delivered in tandem with school curriculum and with Naviance, complementing our school partners' learning goals and existing resources while providing specialized content targeted to meet the needs of first-generation students and TSPs. Our live lessons are delivered after school hours but can also be delivered during advisory per each school's preferences.

#### **College Access In-Class Curriculum and Advisement \_\_\_\_\_ \$137 Annually Per Student**



Our college access advisors reach high school students by leading curriculum-based lessons in the classroom, covering college planning, self-advocacy, financial literacy, completing the classes necessary to get into a UC or CSU, and more. At each grade level, students receive targeted lessons, resources, and guidance that pave the way for their future college admittance. When students reach 10th grade they also receive individual advisement sessions to prepare them for their next transition. Lessons are delivered in tandem with academic goals in classroom and in partnership with teachers.

***Note: Content provided in our College Access Virtual Education and College Access In-Classroom Curriculum are similar. Only one or the other are meant to be delivered, depending on school needs and health/safety parameters.***

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## FULFILLMENT FUND (continued)



### **COLLEGE ACCESS PROGRAMS MENU OF SERVICES**

#### **Student Enrichment Groups \_\_\_\_\_ \$212 Annually Per Student**



To help students gain leadership skills, we offer identity-based student enrichment groups: Men Creating Change (MCC), a leadership and professional development program focused on helping young men of color due to their historically low college matriculation and graduation rates; Resilient, Empowered, Ambitious Ladies (REAL), which offers professional development opportunities for woman-identifying students through courses on

leadership, cultural norms and gender expectations, health and career success; LEAD, a leadership development program focused on collaboration, public speaking and project-based learning, empowering students from across all of our partner high schools; and Pride, a program for gender non-conforming and LGBTQ+ students to support and empower their identities in a safe space. Participation in meetings held throughout the course of the year is encouraged by providing food and beverage (when in person), along with other incentives. We also host an end-of-year culmination ceremony for graduating seniors who participate in the program.

#### **Parent Engagement Program \_\_\_\_\_ \$149 Per Parent**

We deliver a targeted parent program designed to build relationships and serve as a trusted resource in our students' communities. Workshops (currently offered virtually) are offered at least four times per school year in collaboration with school-led parent meetings. Topics include high school graduation and college entrance requirements, financial aid, budgeting, and understanding credit, and underscore steady engagement and consistent school attendance. Bilingual parent workshops are specific to their child's grade level. In person meetings are held during convenient hours for working parents; participation is encouraged by offering food, beverage and raffles.

#### **Local College Campus Tours \_\_\_\_\_ \$63 Per Student Per Trip**



Students get a first-hand look at college life as our staff accompany them on day-long various local and regional campuses. For many students, it is the first time they envision themselves attending college. These trips provide students with the exposure, experience and inspiration to pursue college and

often open the conversation to future decision-making about what college is the best fit for them. We offer a maximum of 40 students per bus per trip. Price includes roundtrip transportation from a school site to the university/college and meals.

#### **Transition to College Initiative/Fulfillment Fund University \_\_\_\_\_ \$93 Per Student**

Our work to support graduating seniors to transition to college students begins in the second semester of senior year upon college decisions. We introduce seniors to their Fulfillment Fund College Success Advisor and begin supporting them to complete their pre-enrollment checklists. We invite students to Fulfillment Fund University, designed to form a bridge from high school graduation to the first day of college. Through a series of preparatory workshops held at the end of the school year and into the summer, we mitigate the 'summer melt' phenomenon, which nationally affects 10 to 15% of students nationwide who fail to successfully matriculate to college even upon gaining entry.

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Exhibit B  
Schedule of Services and Prices



arc Middle & High School College Access and Reporting	cost per school (13 students)
6 onsite College Access Classes, including materials, and compensation, payroll taxes and related benefits for facilitators.	\$1,200.00 <i>(\$200 per session)</i>
4 college tours, including transportation to college, facilitation and snack.	\$4000.00 <i>(\$1000 per tour)</i>
5 mentoring sessions per student with a college consultant. (\$76 per session, per student).	\$5,000.00 <i>(\$76 per session per student)</i>
Gear and supplies, including college souvenirs and information packets for families.	\$300.00
Marketing Expenses (printed materials, posters, etc.)	\$200.00
1 family night per group for 39 attendees (13 students plus 2 guests each), including presentation materials, staffing costs, refreshments for the evening	\$1,000.00
Management costs of each session including Project Manager, Assistant Manager and Senior Management oversight and related payroll costs and benefits	\$1,697.50
Overhead costs including human resources, accounting, and general overhead	\$1,165.00 <i>(8% of total)</i>
<b>TOTAL</b>	<b>\$14,562.50</b>

This proposed budget provides a robust program to 13 students and their parents at each middle school or high school that we serve. The budgets were determined based on historical experiences that **arc** has in the providing over 100 college tours for 61 middle school and high school sites. Because we have provided these services to many students, our operating efficiencies are maximized and we are able to offer unique services with high quality staff.

Staffing costs comprise the majority of expenses. **arc's** philosophy has always been that the people make the program. We pay people well and have a chain of command to ensure a quality program to provide students with as many opportunities for success in the college arena as possible.

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EXHIBIT B

COLLEGE ACCESS PLANNING AND REPORTING

SCHEDULE OF SERVICES AND PRICES

LOS ANGELES UNIFIED SCHOOL DISTRICT

Providing information on the price categories of the product and or services you are offered.  
Prices are fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Please see our detailed pricing options below.
Materials, license fees, digital resources, etc.	One time or annual costs	Please see our detailed pricing options below.
Professional Development, Administrators	Per day/half day costs	Please see our detailed pricing options below.
Coaching	In person/on-line and frequency/duration	Please see our detailed pricing options below.
Implementation monitoring	Reviews/visits per year	Please see our detailed pricing options below.
Deliverables	Data analysis, summary reports and recommendations	Please see our detailed pricing options below.

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

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➤ College Access Planning and Reporting

LAUSD Pricing Options\*

\* Naviance is willing to negotiate pricing on the agreement.

**Recommended Solution:** *Naviance Curriculum Solution for All High Schools & Middle Schools*

Based on our understanding of LAUSD’s strategic goals and requirements set forth in the RFP, we recommend our Naviance Curriculum Solution for your entire middle and high school student population. Discounts for 3-Year and 5-Year Terms are reflected below.

Naviance Solutions	2-Year Terms Price Per Student*	3-Year Terms Price Per Student*	5-Year Terms Price Per Student*
<i>*Student Population: Pricing below reflects subscriptions for all LAUSD middle school &amp; high school students.</i>			
<b>Naviance Curriculum Solution</b> Includes the following: <ul style="list-style-type: none"><li>• Naviance for High School</li><li>• Naviance for Middle School</li><li>• eDocs</li><li>• AchieveWORKS<ul style="list-style-type: none"><li>• Do What You Are Assessment</li><li>• MI Advantage Personality Assessment</li><li>• Learning Styles Inventory</li></ul></li><li>• Career Key</li><li>• Naviance Curriculum</li><li>• Alumni Tracker</li><li>• Insights Premium</li></ul>	\$6.00	\$5.75	\$5.50

## College Access Planning and Reporting

### Naviance A La Carte Options: A La Carte Pricing for All High Schools & Middle Schools

Should LAUSD be interested in continuing with the Naviance a la carte pricing options for your entire middle and high school student population, we have provided detailed pricing below, which reflects discounts for 3-Year and 5-Year Terms.

Naviance a la Carte Options	2-Year Terms Price Per Student*	3-Year Terms Price Per Student*	5-Year Terms Price Per Student*
<i>*Student Population: Pricing below reflects subscriptions for all LAUSD middle school &amp; high school students.</i>			
Naviance (High School & Middle School)	\$3.50	\$3.25	\$3.00
eDocs (Seniors only)	\$1.20	\$1.10	\$1.00
AchieveWORKS <ul style="list-style-type: none"> <li>• Do What You Are Assessment</li> <li>• MiAdvantage Personality Assessment</li> <li>• Learning Styles Inventory</li> </ul>	\$1.20	\$1.20	\$1.20
Career Key	\$0.50	\$0.50	\$0.50
Naviance Curriculum	\$2.00	\$1.75	\$1.50
Alumni Tracker	\$ 0.75	\$ 0.70	\$ 0.65
Insights Premium	\$2.25	\$2.00	\$1.75
Course Planner 2.0	\$1.35	\$1.10	\$1.00
x2VOL	\$1.50	\$1.50	\$1.50

### Optional Add-On: Naviance Test Prep for High Schools

Should LAUSD be interested adding Naviance Test Prep for High Schools, as referenced in the RFP, we have provided detailed pricing below, which reflects discounts for 3-Year and 5-Year Terms.

Naviance Test Prep for High School	2-Year Terms Price Per Student*	3-Year Terms Price Per Student*	5-Year Terms Price Per Student*
<i>*Student Population: Pricing below reflects subscriptions for all LAUSD high school students. (Naviance Test Prep not available for Middle School)</i>			
<b>Naviance Test Prep</b>			
SAT Test Prep	\$1.50	\$1.50	\$1.50
ACT Test Prep	\$1.50	\$1.50	\$1.50
SAT / ACT Test Prep	\$3.00	\$3.00	\$3.00
AP (22 subjects) Test Prep	\$1.50	\$1.50	\$1.50

➤ College Access Planning and Reporting

Consulting Services

Naviance Consulting is designed to scale solutions and best practices to support district-wide initiatives related to College, Career, and Life Readiness. We have included pricing below.

Consulting Services	Price Per Hour
<p>Consulting Services include, but are not limited to, the following:</p> <ul style="list-style-type: none"><li>• System Imports &amp; Configuration</li><li>• Course Catalog Coding</li><li>• Plans of Study Alignment to Endorsements</li><li>• Initial Implementation Training</li><li>• Follow-Up Training</li><li>• Development of Implementation Plan</li><li>• Student Program Development</li><li>• Student Task Assignments</li><li>• Data Tracking &amp; Reports</li><li>• Weekly ADMN Meetings</li><li>• Measure &amp; Track Success</li><li>• Plan for Next Steps for Improvement</li></ul>	\$250

EXHIBIT B

**SCHEDULE OF SERVICES AND PRICES**

Nepris has four engagement models which allows your CORE, CTE, STEM, and Work-Based Learning students to connect "live virtually" with industry professionals from all over the country bringing interest, relevance, and exposure to various career pathways and to your CTSOs. The power of the Nepris platform is its flexibility to easily shift between distance learning, to a hybrid model, to brick and mortar. Through Nepris, you can continue with virtual tours, project mentorship/evaluation, mock interviews, and topic pathway presentations.

**Four Engagement Models in Detail:**

**Request Virtual Live Classroom Session:** Within minutes, create a specific request based on your unique curriculum, inviting professionals virtually into your classroom. Here are some ways other educators are connecting:

- Project Mentoring and feedback
- Authentic audience for PBL lessons
- Guest speakers for STEM career days
- Industry panel for CTE capstone project presentations
- Industry support for AVID, DECA, GT and other programs

**Live Industry Chats (webinar):** Nepris offers daily opportunities to join live, virtual chats with professionals on a variety of topics that prepare students for college and career. The topics follow the national themes in education along with several unique series being offered throughout the school year. With one click, you can sign up to participate in one of these chats along with other classrooms from across the country.

**Video Library:** While Nepris core value is to connect industry professionals with students for a live online interaction, we record most of these interactions and have the largest library (roughly 10,000) of authentic industry content that can be consumed by students directly or used by teachers, counselors, librarians etc....to supplement instruction and offer college and career advice. These videos cover over 250 careers across all 16 career clusters

**Career Exploration Tool:** Open the door of possibilities for your students! Nepris career explorer uses Dept of Labor's O'NET database tied to the authentic industry video library, providing students with an opportunity to research and compare careers, jobs, skills and salary information.

- Explore careers of your choice
- Compare multiple career options side by side
- Browse videos aligned to your selected career



**Exhibit B**  
**Schedule of Services and Prices**

## PRICE

### OPINION INTERACTIVE LLC DBA SPOTLIGHT

This Volume contains proposals for the three components of Spotlight's proposed College Access program for LAUSD:

1. Student-Facing College Access Reporting (*College & Career Readiness Guide and/or College Opportunity Guide*)
2. Parent-Facing Financial Aid Video Reports
3. Customized and Translated Informational Videos

1. *Student-Facing College Access Reporting: College & Career Readiness Guide and/or College Opportunity Guide*

LAUSD may elect to adopt and customize either the College & Career Readiness Guide, the College Opportunity Guide, or both reports on behalf of the schools that then choose to provide them to their students.

COLLEGE AND CAREER READINESS GUIDE – TWICE ANNUAL DELIVERY			
Fee Type	Category	Unit	Price
District Customization*	Materials, license fees, digital resources, etc.	One time fee, per district	\$45,000
School Configuration**		Annual fee, per school	\$1,500
Report Delivery Fee	Deliverables	Annual fee, per student (who receives the report)	\$2.00

\*Paid once (ever) by LAUSD; includes translation into LAUSD's five most spoken languages

\*\*Paid annually per school that adopts the College and Career Readiness Guide

COLLEGE OPPORTUNITY GUIDE– TWICE ANNUAL DELIVERY			
Fee Type	Category	Unit	Price
District Customization*	Materials, license fees, digital resources, etc.	One time fee, per district	\$15,000
School Configuration**		Annual fee, per school	\$750



<b>Report Delivery Fee</b>	Deliverables	Annual fee, per student (who receives the report); paid annually	\$ .75
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\*Paid once by LAUSD; includes translation into LAUSD's five most spoken languages

\*\*Paid annually per school that adopts the College Opportunity Guide

## 2. Parent-Facing Financial Aid Video

If LAUSD elects to provide this resource to parents, schools do not pay an additional fee.

FINANCIAL AID VIDEO REPORT			
Fee Type	Category	Unit	Price
<b>District Customization*</b>	Materials, license fees, digital resources, etc.	One-time fee, per district	\$55,000
<b>Report Delivery Fee</b>	Deliverables	Annual fee, per student (whose parent(s) receive the report); paid annually	\$1.50

\*Paid once by LAUSD; includes translation into LAUSD's five most spoken languages and recording by native-speaking voice actors.

## 3. College Access Informational Video Series (five videos, configurable by school)

COLLEGE ACCESS INFORMATIONAL VIDEO SERIES			
Fee Type	Category	Unit	Price
<b>District Customization*</b>	Materials, license fees, digital resources, etc.	One-time fee, per district	\$25,000
<b>School Configuration**</b>		Annual fee, per school	\$1,500

\*Paid once by LAUSD; includes translation into LAUSD's five most spoken languages and recording by native-speaking voice actors.

\*\*Enables schools to further customize the videos with site-level resources and information.

Should LAUSD elect to purchase all three components, Spotlight will discount all fees by 5%.

## PARTNERSHIP FOR LOS ANGELES SCHOOL

### EXHIBIT B SCHEDULE OF SERVICES AND PRICES

#### COLLEGE ACCESS PLANNING AND REPORTING

Prices are fully-burdened, including travel and other expenses.

#### PRICE BY COMPONENT AND WITH RECOMMENDED DAYS/YEAR

Program Component	Category	*Unit	Unit/Daily Cost	Recommended Days	Price (Annual)
Partnership College Compass Program	Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,000.00	4	\$8,000
	Materials, license fees, digital resources, etc.	One time or annual costs	\$1,000 (x2)	N/A	\$2,000
	Coaching	In person/on-line and frequency/duration	\$1,500.00	4	\$6,000
	Implementation monitoring	Reviews/visits per year	\$1,500.00	4	\$6,000
	Deliverables	Data analysis, summary reports and recommendations	\$3,250.00	4	\$13,000
Coaching and Capacity Building Services	Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,500.00	4	\$10,000
	Materials, license fees, digital resources, etc.	One time or annual costs	N/A	N/A	N/A
	Coaching	In person/on-line and frequency/duration	\$1,500.00	4	\$6,000
	Implementation monitoring	Reviews/visits per year	\$1,500.00	4	\$6,000
	Deliverables	Data analysis, summary reports and recommendations	\$1,500.00	4	\$6,000
Parent College	Professional	Per day cost/half day costs	\$0.00	0	\$0

**PARTNERSHIP FOR LOS ANGELES SCHOOL (continued)**

Program	Development, Teachers	for up to 30 teachers			
	Materials, license fees, digital resources, etc.	One time or annual costs	\$8,680.00	N/A	\$8,680
	Coaching	In person/on-line and frequency/duration	\$7,000.00	10	\$70,000
	Implementation monitoring	Reviews/visits per year	\$1,500.00	1	\$1,500
	Deliverables	Data analysis, summary reports and recommendations	\$1,750.00	8	\$14,000
College Culture & Restorative Communities Program	Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,000.00	4	\$8,000
	Materials, license fees, digital resources, etc.	One time or annual costs	N/A	N/A	N/A
	Coaching	In person/on-line and frequency/duration	\$1,500.00	4	\$6,000
	Implementation monitoring	Reviews/visits per year	\$1,500.00	4	\$6,000
	Deliverables	Data analysis, summary reports and recommendations	\$1,500.00	4	\$6,000

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## THE PLUS ME PROJECT

### EXHIBIT B

#### COLLEGE ACCESS PLANNING AND REPORTING

#### SCHEDULE OF SERVICES AND PRICES

#### FOR PLUS ME PROJECT

Category/Service	Unit	Price
Guest Speakers PLUS ME	1 hour session	\$300
Leaders PLUS ME	1 hour session	\$300
Storytellers PLUS ME	1 hour session	\$300
Writers PLUS ME	1 hour session	\$300
Achievers PLUS ME	1 hour session	\$300
Educators PLUS ME	1 hour session	\$300
Parents PLUS ME	1 hour session	\$300

Category/Service	Unit	Price
Leaders PLUS ME	5 hour series	\$1,250
Storytellers PLUS ME	5 hour series	\$1,250
Writers PLUS ME	5 hour series	\$1,250
Achievers PLUS ME	5 hour series	\$1,250
Parents PLUS ME	5 hour series	\$1,250

Category/Product	Unit	Price
My Story Matters Journal Individual	1 Journal	\$15
My Story Matters Journal Classroom Pack (30+)	1 Journal	\$12
My Story Matters Journal Grade Level Pack (100+)	1 Journal	\$10

Guest Speakers PLUS ME can be done in large groups.  
All other services are done in classroom setting environments.  
All programs can be done virtually, in person, or blended.

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## SALESIAN FAMILY YOUTH CENTER

### **EXHIBIT B COLLEGE ACCESS PLANNING AND REPORTING SCHEDULE OF SERVICES AND PRICES**

The provided information has the price categories of the product and or services offered. Prices are fully-burdened, including travel and other expenses.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
Small Group Tutoring (5 to 10 students)	Per Hour	\$50
One-on-One Tutoring	Per Hour	\$75
Academic Case Management	50 meetings (1-hour meetings with 50 students)	\$1,500
College Visits for 50 students	Full Day Trip	\$2,500
College Visits for 50 students	Half Day Trip	\$1,000
College Workshops	1 hour	\$750
Summer Transition Program for 50 students	2 Day Program (1 full day and 1 half days)	\$2,000
Test Prep Workshops	2 hours	\$1,250
Parent/Family Workshops for 50 parents/guardians	1 hour	\$750

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

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**STUDY SMART TUTORING, INC.**

**EXHIBIT B**  
**SCHEDULE OF SERVICES AND PRICES**

**Study Smart Tutoring**

The provided information has the price categories of the products and or services offered. Prices are fully burdened, including travel and other expenses.

Category	Unit	Price
SAT/ACT/PSAT/AP Test Preparation		
SAT, ACT, or PSAT Diagnostic Exam Proctoring	Inclusive of 4-hour exam	\$250/proctor
PSAT, SAT, or ACT Workshops	Hourly, up to 25 students per facilitator	\$350/facilitator per hour
AP Readiness Workshops	Hourly, up to 25 students per facilitator	\$350/classroom-hour of instruction
SAT/ACT Workbooks and Course Materials	Per student	\$25/workbook
PSAT, SAT, or ACT Diagnostic Exams and Score Reports	Data analysis, summary reports, and recommendations	\$15/student
SBAC Workshops	Hourly, up to 25 students per facilitator	\$350/facilitator per hour
Academic Tutoring Services		
Academic Tutoring	Hourly, inclusive of up to 12-students per tutor	\$125/hour per tutor
SBAC Tutoring	Hourly, inclusive of up to 12-students per tutor	\$125/hour per tutor

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STUDY SMART TUTOR, INC. (continued)

Work-Based Learning Services		
Youth Business Alliance Work-Based Learning Field Trips	Per fieldtrip, inclusive of 30 students	\$1,000/field trip
Youth Business Alliance Work-Based Learning Guest Speaker Program	Per semester, inclusive of 30 students	\$1,000/semester
Other College Access Services for Students		
Career survey and college matching workshops	Hourly, up to 25 students per facilitator	\$350/facilitator per hour
Life skills and self-advocacy workshops	Hourly, up to 25 students per facilitator	\$350/facilitator per hour
College research and application assistance	Hourly, up to 25 participants per facilitator	\$350/hour
Financial guidance workshops	Hourly, up to 25 participants per facilitator	\$350/hour
Family Programming		
Family communications, planning, materials, and capacity-building	Hourly, inclusive of 20 families per session	\$350/facilitator per hour
Family leadership and support for high academic success	Hourly, up to 25 participants per facilitator	\$350/facilitator per hour
Family Workshops in Home Language	Hourly, up to 25 participants per facilitator	\$350/facilitator per hour
PSAT, SAT, or ACT Score Review Family Events	Hourly, up to 25 participants per facilitator	\$350/facilitator per hour

## TPR EDUCATION LLC dba THE PRINCETON REVIEW



### Exhibit B

#### Schedule of Services and Prices

##### PRICING BY SERVICE FOR LAUSD COLLEGE ACCESS AND PLANNING

#### **Tutor.com**

On-Demand Academic Tutoring from Tutor.com	List Price/Hours	LAUSD Cost
Initial Block of Hours Purchased (0 - 2500)	\$ 40.00	\$ 35.00
Initial Block of Hours Purchased (2501 - 5000)	\$ 40.00	\$ 33.00
Initial Block of Hours Purchased (5001 +)	\$ 40.00	\$ 30.00
Predictive Insights Fee (billed annually)	10% of contract value	Waived
Implementation Fee (one time fee)	\$ 2,500.00	\$ 1,000
Tutor.com Platform - Annual Subscription	\$ 35,000.00	\$ 30,000.00

Tutor.com provides students with live one to one access to one of more than 3,600 tutors 24/7, 361 days per year in English or Spanish. Support of over 120 K-12 subjects, drop-off essay review service including support of college essays, access to online diagnostic quizzes and social-emotional skills support including Parent Coaching for Student Success.

Implementation Fee is a one-time fee.

Tutor.com Platform would be an annual fee if purchased.

#### **Princeton Review Lead Test Prep Classes – Live or LiveOnline**

PSAT/SAT/AP Preparation Courses	List Price/ea	LAUSD Cost/Course	Max Enrollment
PSAT or SAT 101	\$199/student	\$3000/course	30 students
SAT Fundamentals	\$599/student	\$6500/course	30 students
SAT Ultimate	\$899/student	\$11,500/course	30 students
SAT Semester Long	\$1499/student	\$18,500/course	30 students
AP Cram Course (Subject Specific - LiveOnline Only)	\$199/student	\$5000/course	30 students

Class fees would be applicable each year based on the number of classes facilitated.

Course fee provides for up to 30 students/course.

## TPR EDUCATION LLC dba THE PRINCETON REVIEW (continued)



### Exhibit B Schedule of Services and Prices

#### Professional Development; Live or LiveOnline

Professional Development Teacher Training	List Price/Training	LAUSD Cost	Max Enrollment
PSAT/SAT 24-Hour Teacher Training	\$1800/teacher	\$ 16,000	16 Teachers
Early Edge 8-Hour Teacher Training	\$1000/teacher	\$ 7,500	16 Teachers
Up Next 16-Hour Teacher Training	\$1400/teacher	\$ 12,000	16 Teachers

Trainings would not be required each year.

Charges would apply for trainings requested each year.

Students kits would also be required for each class facilitated by trained LAUSD teachers.

#### Student Kit Pricing is Outlined Below:

Professional Development Teacher Training Student Kits	List Price/ea	LAUSD Cost
PSAT Student Kit	\$ 125.00	\$ 75.00
SAT 101 Student Kit	\$ 75.00	\$ 25.00
SAT Student Kit	\$ 125.00	\$ 75.00
Early Edge 100 Student Kit - Math and ELA	\$ 125.00	\$ 75.00
Early Edge 101 Student Kit - Math and ELA	\$ 125.00	\$ 75.00
Early Edge 102 Student Kit - Math and ELA	\$ 125.00	\$ 75.00
UP NEXT Middle School Student Kit	\$ 99.00	\$ 65.00
UP NEXT High School Student Kit	\$ 99.00	\$ 65.00

Student kits fees would be applicable each year based on the total ordered

#### College and Career Readiness Resource Materials

College and Career Readiness Materials	List Price	LAUSD Cost
Cracking the AP Series	Varies	20% Discount
Cracking the SAT Subject Series	Varies	20% Discount
College Readiness Handbook - 9th Grade	\$ 15.00	\$ 8.00
College Readiness Handbook - 10th Grade	\$ 15.00	\$ 8.00
College Readiness Handbook - 11th Grade	\$ 15.00	\$ 8.00
College Readiness Handbook - 12th Grade	\$ 15.00	\$ 8.00
College Admission Titles (multiple)	Varies	20% Discount

Resource material fees would be applicable each year based on volume of books purchased (if any).

EXHIBIT B

**COLLEGE ACCESS PLANNING AND REPORTING**

**SCHEDULE OF SERVICES AND PRICES**

Prices are fully-burdened, including travel and other expenses.

<b>Category</b>	<b>*Unit</b>	<b>Price</b>
AP Readiness Program, Students and Teachers	16 Saturday Events Annually. Costs all Inclusive excluding Teacher Stipends	\$26,875 per Event
AP Readiness Program, Students and Teachers	Single Day Attendance per Participant	\$25 per day per participant
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$460/hour more than 2 hours \$526/hour 2 hours or less
Materials, license fees, digital resources, etc.	One time or annual costs	N/A
Professional Development, Administrators	Per day/half day costs	\$460/hour more than 2 hours \$526/hour 2 hours or less
Coaching	In person/on-line and frequency/duration	\$851/day contracts over 6 months \$901/day contracts under 6 months
Implementation monitoring	Reviews/visits per year	N/A
Deliverables	Data analysis, summary reports and recommendations	N/A

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours  
1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

\*All costs include travel, coordinator fees, presenter fees and presentation materials for the successful preparation and implementation of the program.

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## XAP CORPORATION

### EXHIBIT B SCHEDULE OF SERVICES AND PRICES

## Price

XAP Corporation is pleased to present the details of our cost proposal for the services and products .

Description/Subscription Service	Unit	# of Units	Cost / Unit	Extended Cost
<b>High School Recommended Solution:</b>				
Choices360 (grades 9-12)	Per student	164,806	\$4.50	\$741,627
<i>SIS Integration (with MiSiS)</i>			Included	\$0
<i>Single Sign-on</i>			Included	\$0
<i>AppDocs</i>			Included	\$0
AchieveWORKS Personality	Per school	160	\$200	\$32,000
AchieveWORKS Learning & Productivity	Per school	160	\$200	\$32,000
<b>Middle School Recommended Solution:</b>				
Choices360 Middle School (grades 6-8)	Per student	126,835	\$2.50	\$317,088
<i>SIS Integration (with MiSiS)</i>			Included	\$0
<i>Single Sign-on</i>			Included	\$0
AchieveWORKS Learning & Productivity	Per school	138	\$200	\$27,600
<b>High School + Middle School Recommended Solution:</b>				
Total before district-wide discount				\$1,150,315
Discount for district-wide middle school + high school				(\$155,315)
<b>Net After District-wide Discount (Annual)</b>				<b>\$995,000</b>

Implementation support, first-year recommended training, and optional features appear in the price table on the next page.

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XAP CORPORATION (continued)

Description/Subscription Service	Unit	# of Units	Cost / Unit	Extended Cost
<b>Year 1 Recommended Training<sup>1</sup></b>				
Train-the-Trainer or end-user onsite workshops (includes travel)	Per day	60	\$1,800	\$108,000
Implementation / Consultation Services	Per hour	600	\$100	\$60,000
Private Webinars	Per webinar	35	\$200	\$7,000
<b>Year 1 Training &amp; Implementation Support</b>				<b>\$175,000</b>
<b>Optional Features:</b>				
Alumni Outcomes <sup>2</sup>	Per high school	160	\$425	\$68,000
AchieveWORKS Intelligences	Per high school	160	\$125	\$20,000
AchieveWORKS Skills	Per high school	160	\$125	\$20,000

1. Prior to finalizing a contract, XAP proposes a consultative process with LAUSD to determine the best fit training services package to ensure a successful implementation and wide-spread adoption and usage within the district.
  2. Includes annual subscription to StudentTracker by National Student Clearinghouse.
-

EXHIBIT B

COLLEGE ACCESS PLANNING AND REPORTING

SCHEDULE OF SERVICES AND PRICES

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers  We propose a thorough assessment of LAUSD's needs during our kick-off meeting to schedule as many training sessions as deemed necessary.	<ul style="list-style-type: none"><li>• Custom Webinar - \$450 per 3 hour session</li><li>• In-person Training - \$3,500 per day</li></ul>
Materials, license fees, digital resources, etc.	One time or annual costs	The annual cost is determined based on the number of sites and students. Please see details in the attached Catalogue Pricing.
Professional Development, Administrators	Per day/half day costs  We propose a thorough assessment of LAUSD's needs during our kick-off meeting to schedule as many training sessions as deemed necessary.	<ul style="list-style-type: none"><li>• Custom Webinar - \$450 per 4 hour session</li><li>• In-person Training - \$3,500 per day</li></ul>
Coaching	In person/on-line and frequency/duration  We propose a thorough assessment of LAUSD's needs during our kick-off meeting to schedule as many coaching sessions as deemed necessary.  In addition, Xello's client service team and account management team are available for unlimited support and strategic guidance.	There is a variety of coaching opportunities available to LAUSD, which we have highlighted in our proposal: <ul style="list-style-type: none"><li>• <b>Getting Started Web Training:</b> Free with subscription</li><li>• <b>Scheduled Web-based Training:</b> Free with subscription</li><li>• <b>Client Specific Web-based Training:</b> \$450 per 3 hour session</li><li>• <b>Xello Launch Workshop Series:</b> \$2,500 for the four part series</li></ul>
Implementation monitoring	Reviews/visits per year  Xello charges a one-time implementation fee. There is no charge for monitoring or maintenance.	<ul style="list-style-type: none"><li>• Xello for High Schools (9-12) - \$800</li><li>• Middle Schools (6-8 ) - \$400</li></ul>
Deliverables	Data analysis, summary reports and recommendations	There are no additional charges associated with the Deliverables. Xello's pricing structure is a flat, per student, per year subscription rate.

\*1 day for teachers=not less than 6 hours; half-day for teachers=not less than 3 hours

\*1 day for administrators=not less than 8 hours; half-day for administrators=not less than 4 hours

## Xello Catalogue Pricing

Product	One-time Implementation Fee per site	Annual Subscription Fee per student	Minimum Per Site Fee
<b>Xello for High School</b> Grades 9-12	\$800	\$4.95	\$2,800
<b>Xello for Middle School</b> Grades 6-8	\$400	\$4.25	\$1,400
<b>Xello for Elementary</b> K-5	\$250	\$2.50	\$500

Training Fees	
<b>Customized webinar</b> <i>Delivered live and recorded for future reference</i>	\$450 each
<b>In-person customized training</b> <i>This per diem cost is inclusive of all travel costs</i>	\$3,500 per day
<b>Xello Launch Workshop Series</b> <i>New four-part workshop series</i>	\$2,500 flat fee

Integrations & Add-ons		
<b>National Student Clearinghouse</b>	<ul style="list-style-type: none"> <li>Allows educators to track students after graduation on data points including college and continued enrollment and graduation</li> <li>Educators can access reports directly within <b>Educator Portal</b></li> <li>Integration set-up is managed by Xello</li> </ul>	\$425 per high school site
<b>Method Test Prep</b> (ACT/SAT Test Prep)	<ul style="list-style-type: none"> <li>Integrated SAT/ACT preparation in Xello</li> <li>Students can access the service directly from their Dashboard in the <b>Links &amp; Resources</b> section</li> <li>Set-up is taken care of by Xello</li> <li>Price varies based on number of students per site</li> </ul>	For pricing, please see the next page



## School and Organization Pricing

All accounts include access to both ACT and SAT prep courses for a 12-month period.

All subscriptions auto-renew at the current subscription rate unless changed 30 days prior to the subscription end date.

All subscriptions include teacher accounts at no extra cost.

Pricing is per school building. Please contact us to discuss district pricing.

Number of Accounts	Price
5 to 15	\$450.00
16 to 50	\$450 + \$15 per student over 15
51 to 100	\$975 + 9 per student over 50
101 to 200	\$1,425 + \$7 per student over 100
201 to 300	\$2,125 + \$5 per student over 200
301 to 500	\$2,625 + \$4 per student over 300
501 +	\$3,425 + \$3 per student over 500

Pricing examples:

School A buys 253 student accounts

$$\$2,125 + (53 \times \$5) = \$2,125 + \$265 = \$2,390$$

School B buys 670 student accounts

$$\$3,425 + (170 \times \$3) = \$3,425 + \$510 = \$3,935$$