

Directory of Providers for College and Career Readiness



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A. Introduction

The District issued a Request for Proposal (RFP) with the goal of assembling a “bench” of vendors with substantial experience providing services to students in middle school and/or high schools to help overcome internal and external barriers in high school graduation and college readiness both in-person and virtually.

Eight (8) professional firms were selected to provide services in their areas of expertise.

The bench incumbents offer a variety and/or combination of the following services:

- College and Career Information, tools, and training to navigate the postsecondary process such as career matching to postsecondary institutions and the college application, admission, and enrollment process
- Transcript analysis and high school course planning to meet college requirements
- Family support for high academic success and planning for postsecondary placement with regards to match
- College visits/tours to raise awareness and enhance existing college and career readiness programming
- Preparation and guidance for college preparatory coursework to support graduation requirements with four-year college eligibility requirements
- Platforms and training for district staff on implementing services that support college and career readiness

B. Accessing Contracts

Principals, Administrators and other responsible staff should review the selection of approved vendors to obtain descriptions of services 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 this contract is 92400 – Educational Services. This product category must be used when creating the PR in order for the PO to reference the Contract.

Please direct questions or requests for assistance with this process to the Buyer assigned to your region.

Step-by-Step Instructions

1. Contact a vendor that offers services of interest. 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 92400. Reference the Vendor Number and Contract Number listed in this Directory. Ensure to attach the quote, scope of work and timeline.
3. Once the vendor confirms the PO has been received, they may begin providing the services.

C. List of Providers

List of Providers for College and Career Readiness					
Firm Name	Contract Number	Vendor Number	Category	Phone Number	Contact Email
High Tech Graduate School of Education dba Carpe Collaborative	C3418		1; 2; 5	619-347-6296	bdaley@hthgse.edu
Crescendo Education Group, LLC	C3888	1000018538	1; 5	650-793-9393	joe@crescendoedgroup.org
Educare Foundation	C3419	1000000536	1; 2; 5	818-646-5225	stu@educarefoundation.com
Fulfillment Fund	C3420		1; 2; 5	310-592-2792	rlivingston@fulfillment.org
Student Success Academy LLC	C3421	1000015547	4; 5; 6	214-934-8343	michael@studentsuccess.co
Study Smart Tutors	C3422	1000006862	1; 2; 3; 4; 5	818-457-1728	jack@studysmarttutors.com
UCLA-Early Academics Outreach Program (UCLA, Patterson)	C3445	1000004753	1; 2; 4; 5	310-794-0259	mbailey@research.ucla.edu
University of California, Office of President (UCOP)	C3428		1; 2; 4; 5	510-287-3374	michael.burton@ucop

Service Category Key: 1. Staff; 2. Parent/Family; 3. Elementary; 4. Middle School; 5. High School; 6. Digital Tool

D. Overview

College and career readiness services, will by default, employ a variety of delivery models and address the particular needs of different grade spans and student/parent populations. Vendors have the capacity to offer virtual and/or in-person services on school campuses to students, families, and staff throughout the District. The college and career services may address the students who either need academic intervention and support or who wish to increase rigor and college competitiveness.

E. Summary of Services and Rates

High Tech Graduate School of Education dba Carpe Collaborative



SCOPE AND APPROACH

We propose to lead a CARPE Collaborative College Access Improvement Network for LAUSD schools throughout the district, building on our work of the past eight years, with the aim of increasing the number of students who are furthest from opportunity who apply, enroll, and ultimately go to colleges where they are most likely to graduate from. We will focus on the four critical drivers of college matriculation discussed above: 1) **Financial Access** in terms of FAFSA completion and CalGrant awardance, 2) supporting students and families with the **college application process**, including helping them identify “safety,” “match,” and “reach” schools and select a college whose average attendee is at/above their academic profile (Avery, Howell & Page, 2014), 3) fostering a **sense of belonging** so students see themselves as people who belong and can succeed in college and 4) **reducing summer melt**, where students fail to enroll once admitted.

Accordingly, we will support improvement on the following outcomes and indicators (disaggregated by race/ethnicity, FRL status, and SPED status), which correlate with improved college matriculation rates for low-income students:

College Access:

- Financial Access - % 12th graders who complete FAFSA; % awarded a CalGrant
- Postsecondary Application - % 12th graders who apply to at least one 4-year college; % who apply to at least four 4-year colleges; % accepted to 4-year college

Postsecondary Enrollment:

- Postsecondary Enrollment - % 12th graders who enroll in 4-year college
- Postsecondary Match - % 12th graders enrolled in 4-year college whose average attendee is at/above their academic profile
- Summer Melt - % 12th graders who intend to enroll but fail to do so
- Predicted Graduation Rate - % of 12th graders predicted to graduate from college, based on College Scorecard data

High Tech High Graduate School of Education

Center for Research on Equity and Innovation | CARPE College Access Collaborative

2150 Cushing Road, San Diego, CA 92106

SERVICES FEE SCHEDULE

Item No.	Catagory	Fees & Services	Audience	2024-25 Net Unit Cost	Number of Services (Qty)	Total Cost 2024-25	Total Cost 2025-26	Total Cost 2026-27
1	Implementation Monitoring	CARPE School Team Site Visit: Coaching of School Site Team	District and School Staff	\$728.00	4	\$2,912.00	\$3,028.48	\$3,149.62
2	Materials, etc	CARPE 2-Day In-Person Convening: Printing	District and School Staff	\$156.00	4	\$624.00	\$648.96	\$674.92
3	Facilitation/Coaching	CARPE 2-Day In-Person Convening: Facilitation and Coaching	District and School Staff	\$2,080.00	4	\$8,320.00	\$8,652.80	\$8,998.91
4	Materials, etc	CARPE 2-Day In-Person Convening: Catering	District and School Staff	\$728.00	4	\$2,912.00	\$3,028.48	\$3,149.62
5	Materials, etc	CARPE 2-Day In-Person Convening: Facilitation Materials	District and School Staff	\$104.00	4	\$416.00	\$432.64	\$449.95
6	Facilitation/Coaching	CARPE 1-Day In-Person Convening: Facilitation and Coaching	District and School Staff	\$2,080.00	2	\$4,160.00	\$4,326.40	\$4,499.46
7	Materials, etc	CARPE 1-Day In-Person Convening: Catering	District and School Staff	\$312.00	1	\$312.00	\$324.48	\$337.46
8	Materials, etc	CARPE 1-Day In-Person Convening: Materials	District and School Staff	\$52.00	1	\$52.00	\$54.08	\$56.24
9	Facilitation/Coaching	CARPE Virtual Community Meeting: Facilitation and Coaching	District and School Staff	\$364.00	5	\$1,820.00	\$1,892.80	\$1,968.51
10	Deliverables/Coaching	CARPE Data Support: Coaching for school team CARPE Data Leads	District and School Staff	\$364.00	2	\$728.00	\$757.12	\$787.40
11	Coaching	CARPE Weekly Office Hours: Coaching for CARPE School Site Team Leads	District and School Staff	\$364.00	2	\$728.00	\$757.12	\$787.40
12	Coaching	CARPE Virtual Coaching Call: Coaching	District and School Staff	\$364.00	2	\$728.00	\$757.12	\$787.40
13	Materials, etc	CARPE Live Case: Catering	District and School Staff	\$104.00	1	\$104.00	\$108.16	\$112.49
14	Facilitation/Coaching	CARPE Live Case: Facilitation	District and School Staff	\$364.00	1	\$364.00	\$378.56	\$393.70
14	Materials, etc	CARPE Live Case: Materials	District and School Staff	\$52.00	1	\$52.00	\$54.08	\$56.24
				TOTAL PER SCHOOL		\$24,232.00	\$25,201.28	\$26,209.33
Proposed Implementation Plan								
School Year	Cohort	Number of Schools	Total Number of Schools	Cost Per School	Total Cost			
2024-25	Cohort 1	3-5 Schools in Each of the 8 LAUSD Local Areas	24 - 40	\$24,232.00	\$581,568 - \$969,280			
2025-26	Cohort 2	3-5 Schools in Each of the 8 LAUSD Local Areas	24 - 40	\$25,201.28	\$604,830.72 - \$1,008,051.20			
2026-27	Cohort 3	3-5 Schools in Each of the 8 LAUSD Local Areas	24 - 40	\$26,209.33	\$629,023.92 - \$1,048,373.20			

Program Implementation Work Plan

Summary Description	College and Career Readiness Opportunities "Bucket"	Program Plan / Description of Services	Evidence of Effectiveness of Strategies
1) Grading and Evaluation Audit	Academic Services College and Career-Going advising and mentoring	Goal: To give site leadership team accurate school-level data on the current status of equitable grading and evaluation Details: <ul style="list-style-type: none"> • Review sampling of teacher syllabi • Interview site leadership and sampling of teachers • Interview sampling of students • Provide recommendations 	Audit has been refined over 10 years, with consistently superior satisfaction of participants
2) 2-Day equitable grading and evaluation Institutes and Workshops	Academic Services College and Career-Going advising and mentoring	Goal: All LAUSD secondary teachers are trained in equitable grading and evaluation by end of Year 4. Details: <ul style="list-style-type: none"> • 10 Institutes each year (40 total) • Ongoing workshop series • Remote and in-person options in different locations across LAUSD 	Curriculum and pedagogical strategies have been refined over 10 years, with consistently superior satisfaction of participants, and quantitative data on student and teacher impact
3) Create teacher onboarding for equitable grading and evaluation content	Academic Services College and Career-Going advising and mentoring	Goal: LAUSD will have materials and internal capacity to incorporate equitable grading and evaluation training into new teacher onboarding Details: <ul style="list-style-type: none"> • Materials 	Curriculum and pedagogical strategies have been refined over 10 years, with consistently superior satisfaction of

		<ul style="list-style-type: none"> • Training videos or in-person / remote events 	participants, and quantitative data on student and teacher impact
4) Facilitate equitable grading and assessment convenings	Academic Services College and Career-Going advising and mentoring	<p>Goal: Strengthen teacher capacity and expertise with equitable grading and assessment by providing workshops, collaborative space, and community</p> <p>Details:</p> <ul style="list-style-type: none"> • 1-day convenings • 2 convenings each year within each region • Workshops and best-practices sharing by LAUSD teachers and outside experts 	Qualitative data and research (e.g., Lieberman, Darling-Hammond) on value of teacher collaboration
5) Coaching for EGI Champions	Academic Services College and Career-Going advising and mentoring	<p>Goal: Augment the capacity LAUSD's Equitable Grading and Instruction's Champions to provide high-quality and up-to-date equitable grading, assessment, and evaluation strategies and resources for teachers at their site</p> <p>Details:</p> <ul style="list-style-type: none"> • Individualized or group coaching sessions for EGI Champions • 30-min remote sessions 5x/year • Coaches are full-time teachers throughout the country who have been vetted and trained by Crescendo Ed Group (now part-time subcontractors for CEG) 	Our coaching has been refined over the last 10 years, with consistently superior satisfaction of participants, and quantitative data on student and teacher impact

6) Leadership Team coaching in equitable grading and assessment	Academic Services College and Career-Going advising and mentoring	<p>Goal: Build capacity and coordination among school leadership teams (administration, EGI Champion, and Department Chairs) to improve grading and evaluation schoolwide</p> <p>Details:</p> <ul style="list-style-type: none"> • 2-Day Training for all school teams • ½-Day Workshops semi-annually for each region's school teams • Quarterly 45-minute remote coaching sessions with each team 	Research on school leadership and coordination between teachers and leaders (e.g, Darling-Hammond, Fullan, Hargreaves)
7) Student data collection, synthesis, and reporting	Academic Services College and Career-Going advising and mentoring	<p>Goal: To measure and report impact of LAUSD's College and Career Readiness programs generally, and the impact of Crescendo Education Group's services specifically</p> <p>Details:</p> <ul style="list-style-type: none"> • Annually determine changes in teachers' grade distribution (% of A's, B's, C's, D's, F's) • Annually determine changes in correlation between teacher-assigned grades and SBAC scores • Track 4-year graduation rate • Using National Clearinghouse data, determine college enrollment and completion of 1st year • Coordinate with LAUSD Office of Data and Accountability to track high school graduates transitioning directly to workplace • Administer surveys to students and graduates to assess preparation and 	

		<p>readiness for college and career</p> <ul style="list-style-type: none"> • All data disaggregated by subgroups (ethnicity/race, IEP status, FRPL-qualification, language acquisition, etc.) • Administer formative assessments during services delivery to understand interim impact and make program adjustments and improvements 	
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Schedule of Services and Prices

Note: For each category, we offer a recommended purchase of services to ultimately achieve districtwide implementation of equitable and accurate grading and evaluation practices

Services for Individual Schools

Category	Unit	Audience	Price (+ virtual or in-person)
Equitable Grading and Evaluation Audit	One time cost	Site leadership	\$15,000 per audit (virtual)
2-Day equitable grading and evaluation Institutes and Workshops	<p>Institutes (200 participants max)</p> <p>Series of four (4) 2-½ hour workshops (200 participants max)</p> <p>Recommendation</p> <ul style="list-style-type: none"> • Institute at beginning of school year • Follow-up workshop series throughout each year 	<p>Teachers</p> <p>Site administrators</p>	<p>2-Day Institutes (in-person) \$30,000 per institute</p> <p>Workshop series (virtual or in-person) \$35,000 per series (4 workshops)</p>
Coaching for EGI Champions	<p>Set of five (5) 30-min sessions per year per EGI Champion</p> <p>Individual or group (up to 4 people) coaching sessions</p> <p>Recommendation:</p> <ul style="list-style-type: none"> • Provide for every EGI Champion each year 	EGI Champions	<p>Individual coaching: \$1000 (virtual) per participant per year</p> <p>Group coaching: \$2000 (virtual) per group per year</p>

Teacher onboarding structure and materials	<p>One-time set-up and delivery</p> <p>Recommendation:</p> <ul style="list-style-type: none"> District would provide to newly-hired teachers 	District purchases and provides to teachers	\$50,000 (virtual)
Equitable grading and assessment convenings	<p>Convenings (300 participants max)</p> <p>Recommendation:</p> <ul style="list-style-type: none"> 2 convenings / year in each region 	<p>Teachers & EGI Champions across schools</p> <p>District staff</p>	Convenings (in-person) \$30,000 per convening
Coaching for EGI Champions	<p>Set of five (5) 30-min sessions per year per EGI Champion</p> <p>Individual or group (up to 4 people) coaching sessions</p> <p>Recommendation:</p> <ul style="list-style-type: none"> Provide for every EGI Champion each year 	EGI Champions	<p>Individual coaching: \$1000 (virtual) per participant per year</p> <p>Group coaching: \$2000 (virtual) per group per year</p>
Equitable grading + assessment Leadership Team coaching	<p>2-Day Team Training (one-time)</p> <p>Two ½-Day Workshops (annual)</p> <p>Quarterly 45-minute coaching sessions with each team</p> <p>Recommendation:</p> <ul style="list-style-type: none"> 2-Day training for teams within each region in Year 1 Two ½-day workshops for teams within each 	Each school team: Administrator, EGI Champion, and Department chairs	<p>2-Day Team Training (in-person) \$30,000 per training</p> <p>Two ½-Day workshops (in-person) \$20,000 per series</p> <p>Quarterly 45-minute coaching sessions (remote) \$2500/year</p>

Data Collection to monitor and report impact	<p>Annual data analysis, summary reports and recommendations that show:</p> <ul style="list-style-type: none"> ➤ Impact on student grades during grades 9-12 ➤ Longer-term tracking of graduates to post-secondary college and career <p>Includes semi-annual (2x/year) formal reporting of progress</p>	<p>School-level data collection</p> <p>Reporting to site administrators</p>	\$12,000/year/site
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Services for District Regions or LAUSD Central Office

Category	Unit	Audience	Price (+ virtual or in-person)
2-Day equitable grading and evaluation Institutes and Workshops	<p>Institutes (200 participants max)</p> <p>Series of 4 2-hour workshops (200 participants max)</p> <p>Recommendation:</p> <ul style="list-style-type: none"> • 10 institutes held districtwide each year • Follow-up with 5 sets of 2-½ hour workshop series each year • Result: ALL secondary teachers are trained 	<p>Teachers & Site administrators across schools</p> <p>District staff</p>	<p>2-Day Institutes (in-person) \$30,000 per institute</p> <p>Workshop series (virtual or in-person) \$35,000 per series (4 workshops)</p>

Teacher onboarding structure and materials	<p>One-time set-up and delivery</p> <p>Recommendation:</p> <ul style="list-style-type: none"> District would provide to newly-hired teachers 	District purchases and provides to teachers	\$50,000 (virtual)
Equitable grading and assessment convenings	<p>Convenings (300 participants max)</p> <p>Recommendation:</p> <ul style="list-style-type: none"> 2 convenings / year in each region 	<p>Teachers & EGI Champions across schools</p> <p>District staff</p>	Convenings (in-person) \$30,000 per convening
Coaching for EGI Champions	<p>Set of five (5) 30-min sessions per year per EGI Champion</p> <p>Individual or group (up to 4 people) coaching sessions</p> <p>Recommendation:</p> <ul style="list-style-type: none"> Provide for every EGI Champion each year 	EGI Champions	<p>Individual coaching: \$1000 (virtual) per participant per year</p> <p>Group coaching: \$2000 (virtual) per group per year</p>
Equitable grading + assessment Leadership Team coaching	<p>2-Day Team Training (one-time)</p> <p>Two ½-Day Workshops (annual)</p> <p>Quarterly 45-minute coaching sessions with each team</p> <p>Recommendation:</p> <ul style="list-style-type: none"> 2-Day training for teams within each region in Year 1 Two ½-day workshops for teams within each 	Each school team: Administrator, EGI Champion, and Department chairs	<p>2-Day Team Training (in-person) \$30,000 per training</p> <p>Two ½-Day workshops (in-person) \$20,000 per series</p> <p>Quarterly 45-minute coaching sessions (remote) \$2500/year</p>

	region each year		
Data Collection to monitor and report impact	<p>Annual data analysis, summary reports and recommendations that show:</p> <ul style="list-style-type: none"> ➤ Impact on student grades during grades 9-12 ➤ Longer-term tracking of graduates to post-secondary college and career <p>Includes semi-annual (2x/year) formal reporting of progress</p>	<p>Cross-school data collection</p> <p>Reporting to district administrators</p>	\$12,000/year/site



Program Implementation/Work Plan

EduCare's **College Services and Programs** focuses strongly on EduCare's expertise in providing social-emotional skills trainings that are foundational for a growth mindset, student resiliency, and motivation that lead to academic success and an aspiration for college and career pathways. **College Services and Programs** are comprised of a) **Core College Services**, which include specialized college activities, workshops, tools, and activities, in addition to EduCare's flagship b) **ACE Program**, c) **ACE Initiative (AI)**, and d) **Case Management**. EduCare provides site administration support to ensure collaboration and seamless integration of all programs.

College Supplemental Components (e) are also accessible and designed to enhance and support the core program.

Category	Unit	Audience	Price
OVERALL ACE Initiative (AI)	Per school year. All components may be modified.* Description: EduCare's ACE Initiative offers a comprehensive year-round program of support services, activities, and programming to create a healthy and positive school culture that promotes student achievement, attendance, and graduation, and prepares them to succeed in college, career and in life through workshops, seminars and coaching activities that enable educators and school personnel to replicate EduCare's successful SEL practices and youth development strategies in their classrooms and school. Specific emphasis is placed on SEL, College Access & Readiness, , Service Learning, English Language Development, Linked Learning (Career Pathways), and After School/Expanded Learning Program Management. Some of the components include: <ul style="list-style-type: none"> • Year-long mentoring and support from a full-time ACE Initiative Site Administrator (\$97,000) • (1) ACE 3-day Program (\$16,500) • (2) ACE 1-day Workshops and/or equivalent ACE Heartbeats (\$11,000) • (1) ACE Retreat (High Ropes Course) (\$15,000) • (2) Service Learning Projects (\$5,000) • (1) Culmination Event (\$10,000) 	Students	\$189,000
OVERALL College Services/ Case Management	Per school year. All components may be modified.* Description: The College Services – High School Module consists of four (4) component programs: <ul style="list-style-type: none"> • Core College Services • ACE Program (3-Days) • One-on-One Case Management 	Students	\$110,500
	Each of the component programs is also available separately. Individual components and related costs are described below.		
Core College Services	Per school year for 75-100 students. Includes ten (10) sessions.* Description: Workshops, classes and activities that provide youth with the knowledge, skills, and confidence to successfully pursue	Students	\$25,000

	<p>post-secondary education. The program consists of:</p> <ul style="list-style-type: none"> ● College Readiness and Application Assistance: three customizable sessions designed to address the needs and college aspirations of students. Students learn the necessary steps involved on the college path and when to accomplish the important milestones along the way. Students also build skills and gain confidence in their ability to develop and pursue their individual College Road Map ● Financial Aid Guidance: two workshops cover the various financial aid opportunities available from the federal government, state, post-secondary institutions and private sources, and how to obtain them (i.e., FAFSA, scholarships, fellowships, work-study, student loans and grants, etc.) ● Financial Literacy: two workshops provide a basic foundation for students to learn how to make wise and responsible financial choices. ● SAT / ACT / AP Test Preparation: a combination of three small-group instruction sessions, independent learning, and online resources to develop students' test taking skills and strategies. <p>Career Surveys and Matching (Internship): assesses and identifies potential career options for students and introduces them to the education and/or training needed for those careers.</p>		
One-on-One Case Management	<p>Per school year for 40-50 students.</p> <p><u>Description:</u> Student receives one-on-one Case Management sessions throughout the year with a Case Manager that tracks academic progress and school attendance, helps students develop their individualized College Road Map, provides mentoring, guidance, and support. Case Managers address individual student needs and issues that can range from homelessness, child abuse, immigration status and poverty. Case Managers work to connect students with resources and support in the school and community that can address their needs.</p>	Students	\$75,000
Supplemental Components	<p><u>Description:</u> EduCare offers an array of additional services for students, parents, and educators that schools can choose from to enhance EduCare's College Services, available in person and/or virtually. The Supplemental Components are described below.</p>		
Academic In-Class Tutoring	<p>20 hours / week during the school day throughout the school year for 25-35 students (depending on class size). Three tutors per school are suggested.*</p> <p><u>Description:</u> Tutoring and academic support provided for a classroom during the school day. Tutors focus on the lowest</p>	Students	\$26,000 per tutor



PROGRAM IMPLEMENTATION/WORK PLAN

Fulfillment Fund proposes to provide equitable access to college and career readiness opportunities, specifically:

- College and Career-Going advising and mentoring. We offer programing and services to help develop and support a climate of high expectations for college-going, and explicit college access supports to reduce some of the barriers that low-income students face in navigating postsecondary options. This can include professional development for district staff.
- Postsecondary Planning and Transitions. We offer programing and services around college application assistance, financial aid information and application assistance, college enrollment and registration assistance, and summer services between HS graduation and college enrollment. This can include college visits (one day and multi-day) for students.

Description of Program Services

To advance equitable college and career readiness for high school students in LAUSD, Fulfillment Fund will provide any combination of the following services, as determined by a needs assessment to be completed by Fulfillment Fund working in tandem with school administrators. Our services address barriers that students, particularly low-income, English Language Learner and other first-generation students, face in accessing and successfully matriculating to colleges and careers that lead to lasting economic mobility. Our program components include:

SCHEDULE OF SERVICES AND PRICES

Category	Unit	Audience	Price*
Individualized College Counseling	Per Student Annual Cost	11th and 12th graders	\$350
College Access Workshops and Lessons	Per Student Annual Cost	9th through 12th graders	\$200
Virtual Career Speaker Series	Per Session Cost (minimum 4 sessions)	9th through 12th graders	\$750
In-Person Career Speaker Series	Per Event Cost	9th through 12th graders	\$7,500
Student Events	Per Event	11th and 12th graders and Parents	\$2,500 to \$5,000
Local College Tours	Per Student Per Trip (Maximum 35 students per trip)	9th through 12th graders	\$100
Regional, Overnight College Tours	Per Student Per Trip (Maximum 35 students per trip)	11 th graders	\$1,500
Parent Engagement Workshops	Per Workshop (Maximum 75 attendees per workshop)	Parents	\$1,500
Fulfillment Fund University	Per Student Cost	12 th graders and recent graduates	\$100
College Access Trainings	Per Attendee, Per Training	District Staff	\$150

**Prices offered at rate noted through June 30, 2029*

DESCRIPTION OF SERVICES

Individualized College Counseling (11th and 12th Graders) \$350 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 a minimum of once per 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 Workshops and Lessons (9th through 12th Graders) \$200 Annually Per Student

Informed by strategies and techniques developed over decades of successfully engaging and inspiring 9th through 12th grade students to pursue post-secondary education, our workshops and lessons focus on college planning, self-advocacy, financial literacy, practical life skills, career attainment, as well as practical support with writing personal statements and submitting college and financial aid applications. Workshops may take place during school hours, after school, or on Saturdays. Small group or classroom lessons take place during school hours, arranged in partnership with school staff.

Virtual Career Speaker Series (9th through 12th Graders) \$750 Per Session

This existing, multi-day event features a moderated panel of volunteer industry professionals who share their backgrounds, job duties, and entry points into the industry, and engage high school students in Q&A at the end of the session. Schools can opt for as few as four sessions, with flexibility on how many can be done in a year. The sessions are delivered via Zoom in collaboration with teachers at our partner schools; sessions are broadcast live during classes, with students able to ask questions through their teacher.

In-Person Career Speaker Series (9th through 12th Graders) \$7,500 Per Event

Upon request and collaboration with a school partner, we can arrange a one-day live event featuring panels of volunteer industry professionals who will share their backgrounds and engage high school students in Q&A sessions. The speaker panels would take place over one school day, with time for students to ask questions live to guest speakers/moderator. There may be several panels offered concurrently, depending on the interest of each school partner. Food and beverage may incur additional costs.

Note: Content provided in both Career Speaker Series options will be similar. Only one or the other are meant to be delivered, depending on school needs and budget.

Student Events (11th and 12th Graders and Parents) \$2,500 to \$5,000 Per Event

We offer students events (e.g., a College and Career Decision Day celebration, and a College Kickstart event for juniors and their families) to help build a college-going culture in our partner high schools. These events include food and beverage if requested. The price of each event varies depending upon provision of event space and associated fees, time of day and day of week of event, and whether food and beverage is requested.

Local College Tours (9th through 12th graders) \$100 Per Student, Per Trip

To encourage and facilitate high school graduation and a college-going culture, we offer day-long tours to local colleges and universities. Tours include public and private accredited four-year universities and

community colleges. These trips and visits 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 35 students per bus per trip. Price includes roundtrip transportation from a school site to the university/college and meals.

Regional, Overnight College Tours (11th graders)	\$1,500 Per Student, Per Trip
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Once per year, we offer an overnight tour (when budget allows or if specifically funded by a school partner) for students to visit colleges in Northern California, Central California or the San Diego area. (Only students can participate; no parents, siblings or school site staff may attend.) The trip includes all transportation, lodging, and meals. We offer a maximum of 35 students per bus per trip, and students who join the Fulfillment Fund Ambassadors leadership program are prioritized for participation.

Parent Engagement (Parents)	\$1,500 Per Workshop
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We provide targeted programming for parents designed to build relationships and trust in our students' communities. Workshop topics can include high school graduation and college entrance requirements, financial aid, budgeting, and understanding credit. All these discussion topics underscore steady engagement and consistent school attendance. Parent workshops can be specific to their child's grade level and are offered in English and Spanish. Workshops can be in-person or virtual and offered during hours convenient for working parents. When held in person, food and beverage are included for up to 75 attendees.

Fulfillment Fund University (12th graders and Recent Graduates)	\$100 Per Student
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Fulfillment Fund University (FFU) is our summer bridge program which prepares high school seniors to transition to college. We begin working with seniors upon successful college admission to begin preparing them to transition. FFU features a set of workshops geared toward helping students successfully complete enrollment requirements, understand and prepare for college life, understand and access campus resources (in particular, resources for first-generation and low income students), and build community with fellow Fulfillment Fund students attending the same (or a geographically close) campus. This preparation is critical for those first few weeks and months acclimating to a new environment, and also creates excitement about entering this new phase of their personal and educational journey. Special workshops for parents are also offered, in English and Spanish. College Success Advisors will continue to reach out to all incoming freshmen throughout the summer to make sure they do not succumb to summer melt. We also host a social event each summer, SummerFest, for new and returning college students to network with each other and with our staff and volunteers.

College Access Trainings (District Staff)	\$150 Per Attendee, Per Training
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Fulfillment Fund's decades of expertise in delivering grade-specific college access lessons provide a valuable resource to our partner high schools, and we are proud to offer trainings tailored to school staff (administrators, counselors, teachers, etc.) to help build a college-going culture on campus. Trainings can be customized based on the needs and interests of each partner school (topics can include increasing staff knowledge of California's systems of higher education, general college admission requirements, understanding the FAFSA and CADAA, how to help students better advocate for themselves in college and career, and more). Trainings can be organized around grade level themes that build knowledge incrementally over time to prepare students for college and careers.

Scope of Work

Student Success Agency' (SSA) is pleased to present this proposal to serve the students involved in the Los Angeles Unified School District (LAUSD). Our mission at SSA is to maximize the potential and increase the chances of success for secondary school students from underserved communities. We have worked in this field for over a decade with tens of thousands of students from hundreds of schools, including many GEAR UP students in LAUSD itself.

We provide students, from grade 8 through the first year of college, with

- An assigned individual mentor (we call them "agents") with whom students can communicate as much as they want, whenever they want to, by text, phone or email;
- Guidance in exploring interests and how they might connect to college majors and/or future careers;
- Unlimited access to trained tutors in over a hundred different subject areas;
- Support from mental health professionals in times of crisis.

At the same time, we provide families, communities, schools and districts with the security that

- Agents and tutors have gone through rigorous screening processes and receive on-going training;
- All interactions take place on a secure platform, are recorded and time-stamped;
- We work closely with school counselors and/or school administrators should students experience a mental health crisis;
- We provide quarterly summary reports on the number of students participating, the number of interactions with agents and tutors and the completion of tasks such as the FAFSA and college applications;
- Our WinBox system connects seamlessly with existing school management platforms and allows counselors and administrators to check on students' progress toward their goals;
- We have a decade of successful experience with over 500 schools across 23 states.

Price Schedule

Provide information on the price categories of the product and or services you are offering. Prices should be fully-burdened, including travel and other expenses.

Category	Unit	Audience	Description	Price
Tutoring Services	Hourly Rate	Students in grades 8-12	Students have access to tutors at no additional cost through the platform.	Included
Materials, license fees, digital resources, etc.	One time or annual costs	Students in grades 8-12	Students and staff app allows for safe, secure communication, reporting, and goal tracking.	Included
Coaching	In person / online and frequency or duration	Students in grades 8-12	Students are assigned a near-peer mentor (coach) when they sign up for the platform.	\$99/eligible student/year (12-months)
Implementation monitoring	Reviews / visits per year	Schools with participating students	SSA sends representatives to onboard students and staff to the platform in-person.	\$1,000/school site per year (includes all travel and other costs)
Deliverables	Data analysis, summary reports and recommendations	Students in grades 8-12	SSA has an internal team to analyze student outcomes in the partnership.	Included

When a school signs up to partner with SSA, it specifies the number of eligible students. This may be the entire student body, or it may be certain grades or students within a grade (for example, juniors and seniors). The price the school pays is \$99 per eligible student, no matter how much the eligible student engages with their mentor, with tutors, or with mental health support. All support is provided virtually, via a secure app which records all interactions between students, their mentors, tutors and any specialists they connect with. Support continues for an entire year, which includes the summer after school gets out.



PROGRAM IMPLEMENTATION AND WORK PLAN

Proposed Programming and Scope of Delivery

Study Smart Tutors is prepared to provide the most effective and relevant suite of academic tutoring, college and career readiness programming, and ACT/SAT test preparation to students while supporting teachers, counselors, and staff with professional development opportunities. This includes:

- Academic Tutoring
- College Readiness Courses
- Career Readiness Courses and Career Exposure
- College Readiness Family Workshops
- Professional Development Courses/Workshops for Teachers and Staff
- Train the Trainer Professional Development
- Counselor Professional Development Training w/Results Learning
- School Counselors and Student Mental Health Courses

Category	Description of Services/Product	Unit	Grade Levels	Price Per Unit
College and Career Readiness for Students				
Virtual Tutoring	Small group tutoring (up to 6:1 ratio)	Hourly	K-12	\$125/hour
In-Person Tutoring	Small group tutoring (up to 6:1 ratio)	Hourly	K-12	\$185/hour
Virtual College and Career Readiness Workshops Live Instruction or Virtual live instruction to Accompany any online course (a la carte)	Pricing is for any classroom-style workshop listed in RFP (up to 30:1 ratio)	Hourly	6-12	\$350/hour
In-Person College and Career Readiness Workshops or In-Person Instruction to Accompany any online course (a la carte)	Pricing is for any classroom-style workshop listed in RFP (up to 35:1 ratio)	Hourly	6-12	\$525/hour
SAT/ACT Preparation Materials (print)	Hard-copy workbooks to accompany SAT/ACT prep courses	Per Student	9-12	\$25/student
SAT/ACT Preparation Materials (digital)	Digital workbooks to accompany SAT/ACT prep courses	Per Student	9-12	\$10/student
Sneaker Essentials Online Course	Online course license includes certificate of completion from Fashion Institute of Technology	Per Student	7-12	\$175/student
Music Production Online Course (3 courses)	Online course license includes certificate of completion from 1500	Per Student	7-12	\$175/student

	Sound Academy			
Introduction to Game Design Online Course	Online course license includes certificate of completion from Sadicon Labs	Per Student	7-12	\$175/student
Exploring Data Analytics Through eSports Online Course	Online course license includes certificate of completion from Nvidia	Per Student	7-12	\$150/student
Content Creation for Career Development Online Course	Online course license includes certificate of completion from TikTok	Per Student	7-12	\$175/student
Career Prep Online Course	Online course license includes certificate of completion from Smart Solutions Group	Per Student	7-12	\$75/student
Live Professional Development Trainings (a la carte options)				
Virtual or In-Person Professional Development (up to 30 staff)	Pricing includes any module/topic listed in section A.1. g.	Hourly	K-12	\$1,125/hour
Half-Day In-Person or Virtual Professional Development (up to 30 staff)	Pricing includes any module/topic listed in section A.1. g.	Up to 4-Hours	K-12	\$4,500/half-day
Full-Day In-Person or Virtual Professional Development (up to 30 staff)	Pricing includes any module/topic listed in section A.1. g.	Up to 8-Hours	K-12	\$8,500/full-day
In-Person or Virtual PSAT, SAT or ACT Training of the Trainer (up to 30 staff)	Attendees will be equipped to deliver and teach Study Smart Tutor's test-taking strategies and tools to become more successful on the PSAT/SAT/ACT. (4-hour training session)	Up to 4-hours	High School	\$5,000/half-day
In-Person or Virtual SBAC Overview Training of the	Attendees will be equipped to comfortably	Hourly	Middle School,	\$1,125/hour

Trainer (up to 30 staff)	navigate and explain the different components of the Smarter Balanced Assessment Consortium (SBAC) English Language Arts & Math Assessments through an in depth look at its who, what, when, where, and why. They will also be equipped to provide test-taking support for students on the assessment. (1-hour training session)		High School	
In-Person or Virtual Training of the Trainer for Student Enrichment (up to 30 staff)	<p>Program Partners will receive a thorough overview of Study Smart Tutors' materials, based on the workshop content selected, including an in depth look at activities and resources used to successfully facilitate them.</p> <p>Workshop Content Selections: <i>Transition to High School, Career Readiness, A Whole Child Approach, A Healthier You, Post Graduate Independency, Family University, Social-Emotional Learning Growth and Support, Life Skills and Success, English Acquisition and Support Curriculum</i></p>	Hourly	Middle School, High School	\$1,125/hour
Online Training Courses				
Use of Data in School Counseling Courses (online self-paced training)	Course is delivered through Study Smart Tutors Learning	Per Counselor	K-12	\$300/staff member

	Management System (UDIPP approved) and includes a Certificate of Completion from Hatching Results, LLC and optional CEU's or Graduate School Units from CSU San Marcos			
College and Career Readiness for Middle School Course Pathway (online self-paced training)	Course is delivered through Study Smart Tutors Learning Management System (UDIPP approved) and includes a Certificate of Completion from Hatching Results LLC and optional CEU's or Graduate School Units from CSU San Marcos	Per Counselor	Middle School	\$300/staff member
Foundations of School-Based Mental Health: <i>Counseling Techniques & Systems</i>	Course is delivered through Study Smart Tutors Learning Management System (UDIPP approved) and includes a Certificate of Completion from California Association of School Counselors and optional CEU's or Graduate School Units from UC Santa Barbara	Per Counselor	K-12	\$300/staff member
Work-Based Learning Plan				
Inspire EDU Work-Based Learning Field Trips (WBLP)	Field-trip to Los Angeles-based industry partner	Per field-trip, inclusive of 30 students	6-12	\$1,000/field trip
Inspire EDU Curriculum	Course curriculum that centers around career and college readiness	Per semester, inclusive of 30 students	6-12	\$175.00 per student

Inspire EDU Work-Based Learning Guest Speaker Program (WBPL)	Program includes 3 guest-speaker for one classroom of students	Per semester, inclusive of 30 students	6-12	\$2,500/semester
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Material Description

Materials (Description)	Per Unit
Test Prep Content (SBAC) Materials include digital Study Smart Tutors SBAC workshop presentations for: <i>SBAC overview (expectations, format, assessment/rubric, challenges), SMART Goal-Setting, General test-taking strategies, ELA & Math Overview (Adaptive Multiple Choice, Performance Task)</i>	\$6,000/site license
Test Prep Content (SAT, PSAT, ACT) Materials include digital Study Smart Tutors <i>PSAT, SAT or ACT teacher manual, pacing guides, curriculum and strategy overview, student workbooks and content-specific practice.</i>	\$6,000/site license
Transition to High School Workshop Content Materials include digital Study Smart Tutors workshop PowerPoint presentations for: <i>SMART Goals and/or Learning Style, Growth Mindset, Study Skills: Time Management & Organization, What Matters Most to Colleges & A-G Requirements and Identity & Empowerment.</i>	\$6,000/site license
Career Readiness Workshop Content Materials include digital Study Smart Tutors workshop PowerPoint presentations for: <i>Resume pt. 1 & pt.2, Job Searching & Writing an Elevator Pitch, preparing for an Interview pt. 1 & pt. 2, Professional Etiquette, Creating a LinkedIn Page*</i>	\$6,000/site license
A Whole Child Approach Workshop Content Materials include digital Study Smart Tutors workshop presentations for: <i>Career Readiness, Modules: Interview Skills, Elevator Pitch, & Professional Etiquette, Financial Literacy, Modules: Basic Budgeting, Financial Goal-Setting, and Debit & Credit Cards, Life & Leadership, Modules: Conflict Resolution, Study Habits, Self-Advocacy & Community Change, SEL, Modules: Growth Mindset, Identity & Empowerment, Coping with Stress</i>	\$6,000/site license
A Healthier You Workshop Content Materials include digital Study Smart Tutors workshop presentations for: <i>- Coping & Managing Stress, Mindfulness, Self-Motivation, How to Bounce Back</i>	\$6,000/site license
Post Graduate Independency Content Materials include digital Study Smart Tutors workshop presentations for: <i>Credit vs. Debit, Financial Goal-Setting, Basic Budgeting, Filing Taxes, Buying/Financing a Vehicle & Other Modes of Transportation</i>	\$6,000/site license

Materials (Description)	Per Unit
Family University Workshop Content Materials include digital Study Smart Tutors workshop presentations for: <i>Technology & Online Advocacy, Interpersonal Skills & Strategy Development, Validating parents' efforts, struggles, successes and perspectives, Establishing expectations in the home, work/life balance, Building Study Habits & Study Skills, College 101, Financial Planning for College & Career, Setting Goals for College Success, Understanding Standardized Exams (PSAT/SAT), Supporting Students as they Transition to College</i>	\$6,000/site license
Social-Emotional Learning, Growth and Support Workshop Content Materials include digital Study Smart Tutors workshop presentations for: <i>Character, Identity, Ethics, Self-Awareness, Radical Self-Love and Self-Care</i>	\$6,000/site license
English Acquisition and Support Workshop Content Materials include digital Study Smart Tutors workshop presentations for: <i>Course Overview, Introductions, Expression emotions, Nouns, Adjectives, Verbs, Talk about a scene, Tell a story and Summarizing</i>	\$6,000/site license
Life Skills and Success Workshop Content Materials include digital Study Smart Tutors workshop presentations for: <i>Basic Budgeting, Financial Goals, Effective Communication, Bouncing Back from Setbacks, Self-Advocacy, Stress Management, Resume Writing and Interview Skills</i>	\$6,000/site license



Program Implementation/Work Plan

In order to maximize student/parent participation and to provide equitable access to college opportunities, TES is prepared to continue working with District on implementation plans that will continue to allow District to use the TES reports effectively with District Central Office personnel as well as high school staff within the District. In particular, a primary focus will be on using the TES student reports during one-on-one counseling meetings with students. The implementation plan will include at a minimum:

Training

- In person and webinar trainings tailored to meet District/school needs as specified by District.
- Updated training materials that can be used on a “train the trainer” or self-guided basis. The training materials will cover, at a minimum:
 - Student Report
 - School Report
 - Local District Report
 - District Report
 - Course & GPA Benchmarks Report
 - Student Roster Report
 - Deficient Grades Report
 - Any future reports developed by TES

User Account Creation

- TES has already created over 500 online user accounts for District Central Office employees and designated high school staff contacts at each participating high school in District. An annual review of accounts will be conducted at the end of every school year.

CMP Course List Alignment

- TES will continue assisting District with aligning course transcript abbreviations to CMP course lists and assisting with other updates to CMP as required.

Pre-population of the UC Application

- TES will, at District’s discretion, allow student academic data to pre-populate the academic history section of the UC undergraduate application. This functionality will be available to all TES participating high schools upon District’s approval and will help streamline the application process for all students at participating high schools in District.

Effectiveness of Previously Provided Services

- In the time that District has participated in TES (2018-19- present), the percentage of students on track to meeting the minimum eligibility requirements for the UC has risen by 6% which equates to over 7,000 students. During that same period, the percentage of African-American and Latinx students meeting UC’s minimum eligibility requirements has risen from 19% to 28% and 26% to 32%, respectively. Additionally, TES has assisted with “cleaning up” over 40,000 courses in District resulting in highly accurate A-G course lists that help students during the application process to both the UC and CSU.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Included
Materials, license fees, digital resources, etc.	One time or annual costs	\$38,500.00 annually for District (\$0.50/student @ 77,000 students)*
Professional Development, Administrators	Per day/half day costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

*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

* Schools in District with students enrolled in a UC sponsored academic outreach program (EAOP, MESA, Puente) receive TES services at no charge (approximately 56,000 students)

** A list of schools to be served under this RFP agreement is attached. District may add schools upon written agreement of Vendor per the pricing stated in this proposal.

UCLA, The Regents of

PROGRAM COMPONENTS

UCLA's Early Academic Outreach Program has over 40 years of experience providing college access services to the greater Los Angeles area.

UCLA EAOP operates under five core services: College Knowledge, Academic Advising, Financial Aid, Family and Community Engagement and Enrichment. Note that DCAC provides the following services for all seniors at their school site not just the EAOP cohort.

College Knowledge

i EAOP participants, their families and the educators in EAOP partner schools receive timely and appropriate information to prepare for, or to assist more students in preparing for, a postsecondary education. Most of our EAOP students will be the first in their families to go to college. In addition, they often attend schools that lack a college-going culture. College knowledge activities are intended to show students and their families and educators the value of a college education and how to prepare. We seek to promote a college-going culture in the family and surrounding community as well as in the schools.

- **Students:** This category includes general college and application preparation. It illustrates how we promote personal development, enhance leadership and help students acquire tools and habits for postsecondary success. The overall purpose is, of course, to encourage students to apply to college.
- **Families and Parents/Guardians:** Family and community events are created to engage families in supporting students to prepare for highly selective institutions like UC.
- **Schools and Educators:** This category includes practices that build the knowledge and capacity of schools and educators to help more students prepare for, apply to and enroll in postsecondary institutions.

Academic Advising

i Academic advising is the cornerstone of EAOP. Students and families need help making an academic plan for high school that will lead them to postsecondary achievement and career success. Early interventions can make a critical difference in helping students to improve their academic performance. The advising component includes support for students in completing their requisite A-G roster of courses. Educators and advisers conduct real-time analysis of the steps students need to take to become competitive applicants. This work ideally takes place in a one-on-one format but can also be done in small group sessions.

Financial Aid

i Working with students to educate them about financial aid is one of EAOP's most significant roles. Once students understand the basics, EAOP staff members will help them to fill out the application. They might work individually with a cohort senior in a target high school, or on a group level at a large-scale district event with hundreds of non-cohort students and parents/guardians.

Family and Community Engagement

i EAOP will provide information and resources to families and community-based organizations to support participants in their college preparation efforts. In addition, EAOP will encourage each participant to engage in activities and services that will allow them to become knowledgeable about highly selective institutions like the University of California.

- Parents/Guardians: Information should include tips on how to prepare students to become eligible/competitively eligible for post-secondary education.
- Community Partners: Services can be provided to participants at community organizations in order to reach a wider level of parent/guardians.
- School Administrators: Information about college admission requirements and deadlines, should be provided to schools in personable, small group settings.

Enrichment

i The goal of EAOP enrichment activities is to provide students access to programs/activities that they would otherwise not be able to experience. These leadership activities will expose students to a college setting or facilitate other enrichment goals.

EAOP offers academic preparation programming to expand students' knowledge and mastery of rigorous coursework. In addition, students participate in enrichment programs and services that expose them to essential academic experiences to support their post-secondary success.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA ON BEHALF OF THE LOS ANGELES CAMPUS

LAUSD College and Career Readiness Bench Proposal Submission

SCHEDULE OF SERVICES AND PRICES

Category	*Unit	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029
<i>Staffing</i>						
DCAC College Adviser Fellow	1 Full Time Person (Sept. to May)	\$35,500	\$37,500	\$40,000	\$41,500	\$43,000
EAOP Site Coordinator	1 Staff Member (20% Time)	\$34,000	\$36,000	\$38,000	\$40,000	\$42,000
Summer Melt	1 Fellow for 15 hours/week Weekly Rate	\$2500	\$2,800	\$3,100	\$3,400	\$3,700
Bruin Adviser	1 Bruin Adviser for 10hrs/week Weekly Rate	\$1000	\$1,150	\$1,300	\$1,500	\$1,700
Bruin Tutor	1 Bruin Tutor for 10hrs/week Weekly Rate	\$1000	\$1,150	\$1,300	\$1,500	\$1,700

Category	*Unit	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029
<i>Middle School Services – In Person</i>						
College Knowledge Presentations	5 Hours 100 Students Max Per Hour	\$2250	\$2,500	\$3,000	\$3,250	\$3,500

Category	*Unit	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029
<i>Middle School Services – Virtual</i>						
College Knowledge Presentations	1 Hour 100 Students Max Per Hour	\$400	\$450	\$500	\$550	\$600