

Directory of Los Angeles Unified UTK-12 Coaching in Mathematics

January 2025

	TABLE OF CONTENTS
Item	Description
A.	Introduction
B.	Contracting Procedure
C.	List of UTK-12 Coaching in Mathematics Providers
D.	Statement of Work
E.	Price Schedule
D.	Summary of Services and Prices

A. Introduction

The District issued a Request for Proposals (RFP) for UTK-12 Coaching in Mathematics with the goal of contracting a “bench” of vendors/providers that schools and offices can purchase from.

Sixteen (16) vendors, both for-profit and non-profit, were selected to support the implementation of the UTK-12 Coaching in Mathematics programs within the District. instructional coaching in mathematics for grades UTK-12. Vendors will deliver comprehensive, school-wide, school-based coaching cycles and ongoing professional development connected to the coaching cycles, focusing on high-leverage UTK-12 high leverage strategies for UTK-12. These high leverage strategies are defined as practices that empower teachers to engage with the California Content Standards, the National Council of Teachers of Mathematics' (NCTM) eight mathematical teaching practices, and the Student Math Practice Standards.

B. Contracting Procedure

Principals and other responsible staff should review the selection of approved vendors to obtain information on digital content, scheduling, and pricing. Pricing should be within the guidelines contained within this directory.

Ariba purchase requisition requests should reference the Vendor Number and the Contract Number that is listed in this directory. The Product Category for professional services is 96102. Any questions or assistance with this process should be directed to the Buyer assigned to your region.

Step by Step Instructions:

1. Contact a vendor that offers services of interest to you. Obtain a quote, including the scope of work, and delivery schedule. If the services will extend over weeks or months, include an invoice as well.
2. Create a Purchase Requisition, referencing the Vendor Number and Contract Number that is listed in this directory. Be sure to attach the quote, scope of work and schedule.
3. Confirm that the vendor received the purchase order.

C. List of Providers for UTK-12 Coaching in Mathematics

Firm Name	Vendor Number	Contract Number	Contact Email
Amplify Education, Inc	1000002963	C7574	pdevincenzo@amplify.com
Apple Pi Education, LLC	1000029128	C7575	eturner@applepi.org
Associates for Educational Success, LLC	1000009255	C7559	cbconfer@cox.net
Carnegie Learning, Inc	1000003049	C7560	rmitchell@carnegielearning.com
Core Learning	1000000758	C7432	dwebser@corelearn.com
DW Educational Research, Inc d.b.a DataWorks Educational Research	1000008223	C7437	john@dataworks-ed.com
Imagine Learning, LLC	1000022753	C7438	Lynette.mcvay@imaginelearning.com
Leading Educators, Inc	1000029258	C7561	tebarrett@leadingeducators.org
Partnerships for LA Schools	1000007652	C7436	Dominique.morris@partnershipla.org
Power My Learning	1000001413	C7439	mpyo@powermylearning.org
Teaching Lab, Inc.	1000029233	C7429	Sarah.johnson@teachinglab.org
Danielle Moore d.b.a Teaching One Moore	1000008211	C7435	Teachingonemoore@gmail.com
TNTP, Inc	1000030043	C7433	Lin.Johnson@tntp.org
UCLA Center X UCLA Mathematics Project	1000004459	C7570	isken@gseis.ucla.edu
West Ed	No Vendor Number	C7571	Contracts@wested.org
Zia Professional Learning	No Vendor Number	C7572	rgonzalez@zialearning.org

D. Statement of Work

Exhibit A – Statement of Work

The contractor will deliver a multi-year, school-wide coaching and professional development program that supports teachers and instructional leadership teachers in implementing high-leverage instructional strategies. The focus will be on fostering deep mathematical understanding among students through effective teaching practices that are consistent with the California Content Standards, the National Council of Teachers of Mathematics' (NCTM) eight mathematical teaching practices, and the Student Math Practice Standards.

This strand outlines the requirements for coaching and professional development, including the implementation of these services, assessment measures, data reporting, data collection, and growth targets.

1) IMPLEMENTATION OF COACHING AND PROFESSIONAL DEVELOPMENT SERVICES

- a. The vendor will design and deliver on-site coaching sessions for instructional staff at each school site, aimed at enhancing their understanding of the California Mathematics Standards and the Mathematical Practice Standards among all participating school staff
 - i. Vendor will design and deliver on site coaching sessions to address key mathematical concepts, instructional strategies that include small group instruction, differentiation techniques, and assessment practices
 - ii. Vendor will work closely with the school site administrator to schedule sessions, manage rescheduling requests, and ensure effective communication regarding all aspects of the coaching and professional development scheduling
 - iii. Vendor will provide coaching that is customized to the specific needs of each school site and the different roles of instructional staff, including but not limited to

adapting sessions to meet the needs of different staff roles, including administrators, coaches, coordinators, instructional support staff, teachers, and instructional aides

- iv. Vendor will use pre and post assessment data, participant feedback, reflection, classroom observations to evaluate the effectiveness of coaching and professional development
- v. Vendor will provide all necessary instructional materials, handouts, and resources required for coaching sessions
- vi. Vendor will utilize adult learning theory to support coaching and professional development

b. Structure of Coaching/Professional Development

- i. Coaching will be conducted in person at each school site, with the option to offer virtual sessions for professional development
- ii. Coaching will be conducted on an ongoing basis throughout the school year
- iii. Coaching will include, but not limited to administrators, coaches, coordinators, instructional support staff, teachers, and instructional aides involved in math instruction. The vendor will incorporate structured coaching methods and provide specific materials and activities that support teachers in implementing the strategies discussed during the coaching sessions
- iv. The vendor will include a structure for collecting, analyzing, and reporting data in compliance with LAUSD security protocols. The data platform must be approved by LAUSD UDIPP prior to the contract being finalized.
- v. The vendor will provide an effective, efficient and timely completion of all tasks critical to the success of the coaching and professional development. Compliance with the project schedule will be documented in a monthly status report

c. Assessment measures

Vendor will use pre-post assessment data, participant feedback, classroom observations to evaluate the effectiveness of coaching and professional development

- i. The vendor will conduct pre-assessments at the beginning of the coaching program to establish baseline data on instructional practices and staff understanding of the California Mathematics Standards and Mathematical Practice Standards
- ii. The vendor will perform post-assessments at the conclusion of the coaching to measure changes in instructional practices, participant feedback and evaluation, and overall effectiveness of the coaching sessions that can include, but are not limited to surveys, questionnaires, and interviews after each coaching session or at regular intervals of the coaching cycle
- iii. The vendor will conduct regular classroom observations to evaluate the ongoing implementation of the use of application of the mathematical concepts, teaching strategies, and student engagement
- iv. The vendor will provide monthly reports summarizing coaching topics, activities and participation, feedback shared, and follow up with next steps
- v. The vendor will include a comprehensive report and analysis of the pre and post assessment data to demonstrate the impact of coaching on instructions practices and student performance
- vi. The vendor will facilitate, analyze, and summarize participant feedback to highlight key trends, common themes, and areas for adjustment and support
- vii. The vendor will provide insights, recommendations, and next steps based on classroom observations and make adjustments to coaching and professional development

1. DATA REPORTING/COLLECTION

- i) The vendor will comply with Los Angeles Unified School District (LAUSD) policies and procedures, including security protocols for data handling and reporting
- ii) The vendor will provide detailed descriptions of all coaching activities conducted during the month,

including the dates, locations, and duration of each session. The report will specify the topics covered, instructional strategies used, trends, challenges, and successes

- iii) The vendor will maintain detailed records of all coaching sessions, professional developments, feedback, assessment data, and observation notes and made available
- iv) The vendor will include an analysis of progress made towards the defined objectives of each coaching session including data on improvements in instructional practices, staff understanding of key standards, and any observable impact on student outcomes
- v) The vendor will collect and summarize participant feedback from surveys, questionnaires, or interviews, and will highlight any adjustments and modifications made to coaching
- vi) The vendor will provide summaries of classroom observations related to the implementation of coaching strategies, areas of improvement and adjustments to meet the needs of the participants

2. GROWTH TARGET

The vendor will demonstrate consistent and measurable growth in teacher/instructional proficiency and student achievement:

Teacher/Instructional Outcomes:

- 1) Year 1: 85% of participating teachers will demonstrate increased proficiency in implementing the identified high-leverage strategies, as evidenced by coaching cycle evaluations and teacher self-assessments
- 2) Year 2: 90% of participating teachers will demonstrate increased proficiency in implementing the identified high-leverage strategies, with an emphasis on effectively engaging students with the California Content Standards, NCTM's eight mathematical teaching practices, Student Math Practice Standards and High quality instructional materials
- 3) Year 3: 95% of participating teachers will sustain or improve their proficiency levels in the high- leverage strategies, leading to a

demonstrable increase in student engagement and mastery of mathematics content.

Student Outcomes:

- 1) Year 1: A minimum of 5% increase in student proficiency on district-wide mathematics assessments (e.g., i-Ready, CAASPP/SBA)
- 2) Year 2: A minimum of 5% increase in student proficiency on district-wide mathematics assessments among students, with a focus on closing achievement gaps for emergent bilingual students, foster youth, and low-income students
- 3) Year 3: A minimum of 5% increase in student proficiency on district-wide mathematics assessments, with sustained or improved performance for all student subgroups

End of Statement of Work

E. Summary of Services and Pricing

Amplify Education, Inc.
Amplify Education, Inc - Project Plan

ATTACHMENT E

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785 UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	One Day, Onsite or Virtual: \$2,700.00 Half Day, Onsite or Virtual: \$2,100.00
Materials, license fees, digital resources, etc.	One time or annual costs	\$1,500.00/school
Professional Development, Administrators	Per day/half day costs	One Day, Onsite or Virtual: \$3,600.00 Half Day, Onsite or Virtual: \$1,800.00
Coaching	In person/on-line and frequency/duration	One Day, Onsite or Virtual: \$2,700.00 Half Day, Onsite or Virtual: \$2,100.00

Implementation monitoring	Reviews/visits per year	One Day, Onsite or Virtual: \$2,700.00 Half Day, Onsite or Virtual: \$2,100.00
Deliverables	Data analysis, summary reports and recommendations	Included in the cost of PD sessions.

*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

Apple Pi Education, LLC
[Apple Pi Education, LLC - Project Plan](#)

ATTACHMENT E

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2400 per day, 1350 half day
Materials, license fees, digital resources, etc.	One time or annual costs	\$3500
Professional Development, Administrators	Per day/half day costs	\$3200 per day, 1800 half day
Coaching	In person/on-line and frequency/duration	\$2400 6hr day, in person, \$300 per hr on-line
Implementation monitoring	Reviews/visits per year	\$8000
Deliverables	Data analysis, summary reports and recommendations	\$17,600

*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

Associates for Educational Success, LLC
Associates for Educational Success, LLC - Project Plan

Los Angeles Unified School District
RFP 2000003785: UTK-12 Coaching in Mathematics

AES Best and Final Offer:
October 29, 2024
Associates for Educational Success

Best and final offer:
\$2350 Discounted daily
rate for 5 consecutive
days for all workshops.
All other listed prices
remain the same.

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/ half day costs for up to 30 teachers	\$2,500 per day cost, Discounted daily rate \$2400 for 5 consecutive days.
Materials, license fees, digital resources, etc.	One time or annual costs	Not applicable
Professional Development, Administrators	Per day/ half day costs	\$2,500 per day cost, Discounted daily rate \$2400 for 5 consecutive days.
Coaching	In person/on-line and frequency/duration Both formats	\$2,500 / day cost, Discounted daily rate \$2400 for 5 consecutive days. # of classrooms per day 6-10.
Implementation monitoring	Reviews/visits per year TBD	\$2,500 per day cost, Discounted daily rate \$2400 for 5 consecutive days. Max # of classrooms per day 15, = (\$166 per classroom.)
Deliverables	Data analysis, summary reports and recommendations	No charge for data analysis/reports/recommendations

*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

Carnegie Learning
[Carnegie Learning - Project Plan](#)

90

ATTACHMENT E

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
 UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$3500 per day (up to 8 hours)
Materials, license fees, digital resources, etc.	One time or annual costs	\$750 per teacher (per 6 month license to Patterns™)
Professional Development, Administrators	Per day/half day costs	\$3500 per day (up to 8 hours)
Coaching	In person/on-line and frequency/duration	\$3500 per day (up to 8 hours)
Implementation monitoring	Reviews/visits per year	\$500 per session (monthly, virtual, up to 90 minutes)
Deliverables	Data analysis, summary reports and recommendations	\$1000 per month (monthly, delivered in Partnership Meeting; e.g. Implementation Monitoring)

*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

CORE Learning
[CORE Learning - Project Plan](#)

ATTACHMENT E

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,700/day, \$1,350/half day
Materials, license fees, digital resources, etc.	One time or annual costs	N/A for this service area
Professional Development, Administrators	Per day/half day costs	\$2,700/day, \$1,350/half day
Coaching	In person/on-line and frequency/duration	\$450/hour, frequency depends on site
Implementation monitoring	Reviews/visits per year	1 visit per month, \$2,700
Deliverables	Data analysis, summary reports and recommendations	No cost associated

*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

DataWORKS Educational Research
[DataWORKS Educational Research - Project Plan](#)

BEST AND FINAL OFFER (BAFO) PRICE PROPOSAL

Prices shown 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	Full Day: \$3,485 / Half Day: \$1,742 (for up to 30 teachers)
Materials, license fees, digital resources, etc.	One time or annual costs	Handouts: \$24.85 per teacher (one time) / Educeri Subscription: \$75 per year per teacher (optional, annual)
Professional Development, Administrators	Per day/half day costs	Full Day: \$3,485 / Half Day: \$1,742
Coaching	In person/on-line and frequency/duration	In-person coaching: \$3,485 per day / Virtual training: \$500 per 1-hour session
Implementation monitoring	Reviews/visits per year	\$3,485 per full day of classroom walkthroughs (4 per year)
Deliverables	Data analysis, summary reports and recommendations	\$1,250 per report (pre- and post-assessments)

*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

Additional Terms or Conditions: We affirm that we accept the district's terms and conditions as outlined in the Request for Proposal, and we will not be submitting any redlines or exceptions. We are confident that our updated pricing reflects the best possible value we can offer, while maintaining the high standards of quality and support your district expects.

Imagine Learning, LLC
[Imagine Learning, LLC - Project Plan](#)

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
 UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	Onsite: \$5,000 Per day, Single facilitator, up to 6 hours. Sold in full days. May be split into half day sessions in the same day. Up to 30 maximum participants. Virtual: \$2,500 Single facilitator, virtual Professional Learning - up to 3 hours - max Up to 30 maximum participants.
Materials, license fees, digital resources, etc.	One time or annual costs	\$40,000 one-time customization fee for pre- and post-test assessment. Additional customization of proposed materials to be scoped upon discussion with LAUSD.
Professional Development, Administrators	Per day/half day costs	Onsite: \$7,000 Per day, Single facilitator, up to 8 hours. Sold in full days. May be split into half day sessions in the same day. Up to 30 maximum participants. Virtual: \$3,500 Single facilitator, virtual Professional Learning - up to 4 hours - max Up to 30 maximum participants.
Coaching	In person/on-line and frequency/duration	Teacher Coaching Cycle: \$26,000 for four visits, Single facilitator, full day, onsite Professional Learning sessions - up to 6 hours – up to 10 maximum participants. Teacher Coaching Onsite Add-on: \$6,500 per day. Requires initial purchase of Teacher Coaching Cycle. Single facilitator, full day, onsite Professional Learning sessions - up to 6 hours – up to 10 maximum participants.

		<p>Teacher Coaching Virtual: \$3,500 Single facilitator, virtual Professional Learning - up to 3 hours - up to 10 maximum participants. (Is it okay to purchase a single day in the virtual model or should we make it a requirement to purchase the 4 day cycle as well?)</p> <p>Leader Learning Walk Cycle: \$26,000 for four visits, Single facilitator, full day, onsite Professional Learning sessions - up to 6 hours – up to 5 maximum participants. Not available virtually.</p> <p>Leader Learning Walks Onsite Add-on: \$6,500 per day. Requires initial purchase of Leader Learning Walk Cycle. Single facilitator, full day, onsite Professional Learning sessions - up to 6 hours – up to 5 maximum participants. Not available virtually.</p>
Implementation monitoring	Reviews/visits per year	\$7,000 per review/visit. Maximum of 5, not to exceed \$35,000.
Deliverables	Data analysis, summary reports and recommendations	Included in cost of implementation.
Combined offering for District	Dedicated Fulltime Consulting - Dedicated Coaches	\$200,000 up to 180 onsite days.
Onsite PD Discount		Imagine Learning will offer a 10% discount for onsite professional development if more than 2 days of Onsite are delivered on consecutive business days.

*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

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$22,000 for full day/\$12,000 for half day
Materials, license fees, digital resources, etc.	One time or annual costs	\$0 - Included with professional development
Professional Development, Administrators	Per day/half day costs	\$22,500 for full day/\$12,500 for half day
Coaching	In person/on-line and frequency/duration	\$279 per one hour in person or online coaching visit (includes one hour of preparation and one for follow up); recommended once monthly for each classroom.
Implementation monitoring	Reviews/visits per year	\$50,000 per visit which includes walkthroughs of up to 30 schools and summary presentation with recommendations; recommended three visits per year. The isolated price of this service for a single school is \$5,000. More frequent pull ups of

		coaching data are available on an ongoing basis and included in the price of coaching and the deliverables in the row below.
Deliverables	Data analysis, summary reports and recommendations	\$138,000 for one year of data collection and analysis, ongoing weekly implementation check ins and quarterly strategic advising retreats, all reports and recommendations

*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

Additional Pricing View

Since the isolated format of the Attachment E: Price Proposal form does not give the most informed view of the holistic and responsive pricing of our partnerships, Leading Educators presents the flat rate per school ranges below. The lower side of this range reflects schools that may need less intensive (but still comprehensive) support receiving Pathway 2 services described in this proposal; the higher side reflects Pathway 1 services in schools that need the most support. In the latter scenario, coaches would be immersed in their schools every week.

Please note that the notional pricing below reflects the proposed services and assumptions within this response; if awarded this opportunity, Leading Educators may adjust the proposed scope as necessary and by mutual agreement of the contracting parties, which would likely result in a price change.

Holistic Pricing for all Elements Listed in the Project Approach Section (includes all expenses):

Pathway 1	Pathway 2
\$99,000 per school	\$72,000 per school

Partnership for Los Angeles Schools
[Partnerships for Los Angeles Schools - Project Plan](#)



Best Possible Pricing Proposal

Category	*Unit	Price	Ex. Week of Services (hrs.) for 1 school	Ex. Cost of Week of Services for 1 school
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$405/hr.	6	\$2,430
Materials, license fees, digital resources, etc.	One time or annual costs	Included in hourly rate	Included in hourly rate	Included in hourly rate
Professional Development, Administrators	Per day/half day costs	\$205/hr.	6	\$1,230
Coaching	In person/on-line and frequency/duration: in person, 1:1 with teacher	\$135/hr.	3	\$405
Implementation monitoring	Reviews/visits per year: in person	\$135/hr.	15	\$2,025
Deliverables	Data analysis, summary reports and recommendations: per set of assessment data	Included in hourly rate	Included in hourly rate	Included in hourly 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

Affirmation of acceptance of the District's terms and conditions as outlined in the Request for Proposal
 The Partnership for Los Angeles Schools accepts the District's terms and conditions as outlined in the Request for Proposal # 2000003785, UTK-12 Coaching in Mathematics.

PowerMyLearning, Inc.
[PowerMyLearning, Inc. - Project Plan](#)

ATTACHMENT E
PRICE PROPOSAL FORM
LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PowerMyLearning
October 10, 2024
Best and Final Offer

Reduced pricing across all services by 10% from 9/29/24 submission.

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	-Full day in-person (up to 6 hrs, up to 30 teachers): \$2,520 \$2,268 -Half Day in-person (up to 3 hrs; up to 30 teachers): \$1,260 \$1,134 -Virtual (60 minutes; up to 10 teachers): \$420 \$378
Materials, license fees, digital resources, etc.	One time or annual costs	N/A
Professional Development, Administrators	Per day/half day costs	-Full day (up to 8 hrs): \$3,440 \$3,096 -Half Day (up to 4 hrs): \$1,720 \$1,548 -Virtual (60 minutes): \$375 \$338
Coaching	In person/on-line and frequency/duration	-In-person – 1:1 or small group of up to 5 teachers; up to 60 minutes: \$420 \$378 -Virtual - 1:1 or small group of up to 5 teachers; up to 60 minutes: \$220 \$198 NOTE: To see impact on teacher practice, we recommend a minimum of 10 coaching sessions per teacher per year; we can schedule out the sessions per school/teachers' schedules and District's parameters.
Implementation monitoring	Reviews/visits per year	-Two in-person visit (per year per school): \$100/classroom \$90/classroom -Two virtual sessions (kick-off and EOY): \$220/each \$198/each
Deliverables	Data analysis, summary reports and recommendations	-Data analysis, summary reports, recommendations (per school) - 10 hours @ \$200/hr: \$2,000 \$180/hour or \$1,800 for 10 hours -Research report with university partner (per school) - 40 hours @ \$200/hr: \$8,000 \$180/hour or \$7,200 for 40 hours

*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



BEST AND FINAL OFFER – PRICE PROPOSAL LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

We are pleased to provide our Best and Final Offer on the price categories shown below. Prices are fully-burdened, including travel and other expenses. We understand that an outcome-based contract will be established before commencement of coaching services.

CATEGORY	UNIT*	BAFO PRICE
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,300/day \$1,150/ half day Up to 30 teachers
Materials, license fees, digital resources, etc.	One-time or annual costs	\$500 annually
Professional Development, Administrators	Per day cost/half day costs	\$3,000/day \$1,500/half day
Coaching**	In-person/on-line and frequency/duration	In-person \$2,200/ day or \$1,100/half day Online \$1,000/ day or \$500/half day
Implementation monitoring	Reviews/visits per year	\$2,800 /visit per year Recommended: 4-5 visits per year
Deliverables	Data analysis, summary reports, and recommendations	\$2,000 annually

*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 BAFO pricing per school associated with the coaching models in Volume I Section D. Project Approach is shown below:

BAFO coaching costs per school, per school year:

Model	Full days/ Month (in-person)	Cost/month (in-person)	Full days/ month (virtual)	Cost/month (virtual)	Total # of days per month	Total # of days per year	Total cost per year
A	5	\$11,000	0	\$0	5	40	\$88,000
B	4	\$8,800	1	\$1,000	5	40	\$78,400
C	4	\$8,800	0	\$0	4	32	\$70,400
D	2	\$4,400	3	\$3,000	5	40	\$59,200
E	1	\$2,200	4	\$4,000	5	40	\$49,600

Danielle Moore d.b.a Teaching One Moore[Danielle Moore d.b.a Teaching One Moore - Project Plan](#)**ATTACHMENT E****PRICE PROPOSAL FORM****LOS ANGELES UNIFIED SCHOOL DISTRICT**

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2,400.00/day (6 HOURS) \$1,200.00/ half day (3 HOURS)
Materials, license fees, digital resources, etc.	One time or annual costs	All materials included in daily rate
Professional Development, Administrators	Per day/half day costs	\$3,200.00/day (8 HOURS) \$1,600.00/ half day (4 HOURS)
Coaching	In person/on-line and frequency/duration	30 minute online coaching \$200.00/hour / biweekly (per teacher or admin)
Implementation monitoring	Reviews/visits per year	3 Reviews/year \$2,400 per review day
Deliverables	Data analysis, summary reports and recommendations	\$415.00/hour 3 days post year interim Assessment Data/Coaching and Observation Notes with Feedback and Next Steps 3 times per year

*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

TNTP, Inc.

[TNTP, Inc. - Project Plan](#)

Comprehensive School Support:

When we are able to support multiple levels of the vertical spine of a system (from teachers, to school and district leadership), we establish a coherent experience for the school community and accelerated results. As such, we provided an additional opportunity pricing to combine multiple workstreams under one comprehensive team. This allows for the team to make strategic decisions around the holistic experience for educators and students. **This was not included in the original proposal and we wanted to provide this scenario here to illustrate the economies of scale when combining workstreams with scaling for the number of schools and term length.** Under this comprehensive school support, at a high-level listed below, we would provide the services outlined in our RFP:

- **Professional Development for Teacher and Leadership (in-person)** based on highest needs determined by initial diagnostic data while focusing on building a strong academic foundation for students. This includes building systems for professional learning communities (PLCs) at school sites.
- **Leadership Coaching** – working side by side with administrators, walking classrooms, our leadership coaches will provide personalized feedback and strategy support to school building leaders
- **Teacher Coaching (hybrid)** – based on professional development sessions and classroom observations, our directors and senior managers will provide PLC, feedback and coaching support to teachers to implement high-leverage instructional strategies to impact the student experience.
- **Ongoing progress monitoring and reporting** – provide monthly site reports to monitor implementation and data to make timely and strategic decisions

While we have priced out a variety of options and combinations, there will be opportunities to determine final pricing once there is confirmation regarding the specific combination of scope of workstreams, number of schools and timeline involved for this project.

The first column below reflects the pricing that was submitted in our RFP proposal. The second column reflects the discounted price, and the remaining columns provide pricing information for various combinations and bundles. We hope this information is helpful as you complete your evaluation process. If you have further questions, please feel free to contact us. Thank you.



Differentiated Workstream Pricing

Category	RFP pricing 1 school, 1 year*	Discounted price 1 school, 1 year*	1 school, 3 years**	3 schools, 1 year*	3 schools, 3 years**	10 schools, 1 year*	10 schools, 3 years**
Comprehensive School Support: see above for details.	N/A – to accommodate pricing preferences, this option was not priced in the RFP proposal	\$327,587	\$881,821	\$478,371	\$1,338,669	\$895,388	\$2,569,473
Professional Development, Teachers	\$224,541	\$219,911	\$639,014	\$365,994	\$987,603	\$564,719	\$1,625,470
Professional Development, Administrators	\$163,301	\$159,934	\$522,586	\$251,818	\$693,145	\$588,446	\$1,719,100
Coaching – Administrators <i>This scope of work assumes 1 week of in-person coaching every for 8 months.</i> <i>Rates will be significantly lower for Hybrid and Virtual coaching</i>	\$216,218	\$211,760	\$695,794	\$449,355	\$1,445,217	\$1,179,110	\$3,711,608
Coaching – Teachers <i>This scope of work assumes 1 week of in-person coaching every for 8 months.</i>	\$163,653	\$160,278	\$523,831	\$378,615	\$1,213,555	\$1,188,909	\$3,825,369



<i>Rates will be significantly lower for Hybrid and Virtual coaching</i>							
Implementation Monitoring	\$154,529	\$151,343	\$499,182	\$158,662	\$511,579	\$186,889	\$596,260
Deliverables	\$196,860	\$192,801	\$643,773	\$233,835	\$764,550	\$337,235	\$1,102,202

*1 year = 8 months, Dec 2024- Aug 2025

* 3 years = 8 months, Dec 2024- Aug 2025, October 2025 – June 2026, October 2026 – June 2026.

Projects with different start/end dates may be priced differently.



Academic Diagnostic- Opportunity Snapshot & Opportunity Scorecard Options

We highly recommend collecting baseline and ongoing progress monitoring data in a systematic fashion and have following service options. The original RFP pricing was scoped as a standalone service we offer. When combined with any workstream above, we are able to increase efficiencies and provide a discount reflected in the table below.

Academic Diagnostic: Original RFP Pricing	Opportunity Snapshot Budget Cost: \$10,298 per school Includes: <ul style="list-style-type: none">• Observations• Streamlined on-site assignment rating (content domain only)• Teacher focus group• <i>It is possible to add on other stakeholder focus groups if desired to this service (\$500 per additional focus group per school)</i>	Opportunity Scorecard Budget Cost: \$30,372 per school Includes: <ul style="list-style-type: none">• Full Observation and Assignment analysis• Student Survey, Teacher Survey, Family Survey• 3 Stakeholder Focus Groups
Academic Diagnostic: Discounted add-on pricing when included with any workstream below	Opportunity Snapshot Budget Cost: \$7,996 per school per year Includes: <ul style="list-style-type: none">• Observations• Streamlined on-site assignment rating (content domain only)• Teacher focus group• <i>It is possible to add on other stakeholder focus groups if desired to this service (\$500 per additional focus group per school)</i>	Opportunity Scorecard Budget Cost: \$25,520 per school per year Includes: <ul style="list-style-type: none">• Full Observation and Assignment analysis• Student Survey, Teacher Survey, Family Survey• 3 Stakeholder Focus Groups

UCLA Mathematics
[UCLA Mathematics - Project Plan](#)

UCLA Mathematics Project - Volume III - Price Proposal

ATTACHMENT E
PRICE PROPOSAL FORM
LOS ANGELES UNIFIED SCHOOL DISTRICT
RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	\$2675.48/day
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Professional Development, Administrators	Per day/half day costs	\$3,537.98/day
Coaching	In person/on-line and frequency/duration	\$2675.48/day
Implementation monitoring	Reviews/visits per year	\$2675.48/visit
Deliverables	Data analysis, summary reports and recommendations	\$3,593.75/day

*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

WestEd
[WestEd - Project Plan](#)

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
 UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses

WestEd Price Proposal (1 of 2) – Quality Teaching for English Learners Mathematics Professional Development and Coaching

Category	Unit	Price
Professional Development, Teachers	Quality Teaching for English Learners mathematics professional development and coaching Three - day professional institute includes in-person professional learning for up to 30 participants	Quality Teaching for English Learners mathematics professional development and coaching HR Rate: \$448 Total Cost \$30,000 Total Hours: 67
Materials, license fees, digital resources, etc.	Quality Teaching for English Learners mathematics professional development and coaching One time cost of \$2,600	Included in all pricing categories
Professional Development, Administrators	Per day/half day costs	N/A
Coaching	Quality Teaching for English Learners mathematics professional development and coaching Individual Coaching: 6-8 teachers Collaborative Coaching: 6-8 teachers Intensive Coaching: 6-8 teachers (6 cycles)	Quality Teaching for English Learners mathematics professional development and coaching Individual Coaching: 6 teachers - \$ 2,667/teacher 8 teachers - \$2,000/teacher Collaborative Coaching: 6 teachers - \$3,000/teacher 8 teachers - \$2,250/teacher Intensive Coaching: 6 teachers - \$ 2,750/teacher* 8 teachers - \$ 2,062.50/teacher* *per cycle

WestEd Price Proposal (1 of 2) – Quality Teaching for English Learners Mathematics Professional Development and Coaching

Category	Unit	Price
Implementation monitoring	Quality Teaching for English Learners mathematics professional development and coaching Reviews/visits per year	Included in all pricing categories
Deliverables	Quality Teaching for English Learners mathematics professional development and coaching Data analysis, summary reports and recommendations	Included in all pricing categories

- 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

WestEd Price Proposal (2 of 2) – Selecting and Implementing High-Quality Mathematics Tasks PD and coaching

ATTACHMENT E PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785
UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses

WestEd Price Proposal (2 of 2) – Selecting and Implementing High-Quality Mathematics Tasks PD and coaching

Category	Unit	Price
Professional Development, Teachers	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching Per day cost/half day costs for up to 30 teachers	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching \$6750 per day / \$6,000 per half day (including pre- and post-work)* <u>Whole day:</u> <ul style="list-style-type: none"> • 4 hours pre work • 8 hours service • 4 hours post-work <u>Half day:</u> <ul style="list-style-type: none"> • 4 hours pre work • 4 hours service • 4 hours post-work
Materials, license fees, digital resources, etc.	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching One-time or annual costs	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching \$20 per participant (good for one year)
Professional Development, Administrators	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching Per day/half day costs	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching \$10,000 per day (including pre- and post-work)* <ul style="list-style-type: none"> • 4 hours pre work • 8 hours service • 4 hours post-work
Coaching	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching In person/online and frequency/duration	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching

WestEd Price Proposal (2 of 2) – Selecting and Implementing High-Quality Mathematics Tasks PD and coaching

Category	Unit	Price
		\$1800 per classroom (3-day cycle, in person, minimum 3 classrooms per visit)*
Implementation monitoring	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching Reviews/visits per year	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching \$1200/classroom (minimum 3 classrooms per visit)*
Deliverables	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching Data analysis, summary reports, and recommendations	Selecting and Implementing High-Quality Mathematics Tasks PD and coaching \$2000

- 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

Pricing Rationale Section

Quality Teaching for English Learners Mathematics Coaching and Professional Development

The information below provides the pricing rationale for Quality Teaching for English Learners Mathematics Coaching and Professional Development.

Institutes	Presenter Prep	In-person service	Teacher Prep, Reflection, Follow-Up	Reporting and Impact Evaluation	Total Hours per cycle
Three-Day	8 hours	24 hours	30 hours ¹	5 hours	67 hours

A three-day professional institute includes in-person professional learning totaling 24 hours for participants, inclusive of reading and other preparation activities that are embedded within the professional learning activities. In addition, for each of up to 30 participants, the design includes time for the facilitator to respond to participants' reflections and application activities, to be conducted on WestEd's learning management system platform, Canvas. Each day of the professional learning institute includes embedded feedback mechanisms, for which evaluators will produce a report summarizing the impact of the institute on educator knowledge, beliefs, and practices. In order to maximize the impact of this institute, facilitators localize all learning activities in several ways: based upon local achievement data, instructional materials and curricular initiatives, and contextual collaborative activities involving district level coaches.

Coaching type	Presenter Prep	In-person service	Teacher Prep, Reflection, Follow-Up	Reporting and Impact Evaluation	Total Hours per cycle
Individual	2 hours	24 hours	12 hours ²	2 hours	40 hours
Collaborative	2 hours	16 hours	16 hours ³	2 hours	36 hours

Each individual coaching cycle engages 6-8 teachers during their regular school schedule in a cycle of planning, focused observation, and debriefing with action planning. In a typical engagement, the coach is present on campus for three consecutive days, with scheduling arranged around existing teacher preparation periods to minimize impact on students. In addition, the coach follows up with each individual educator to develop plans, reflect on practice, collect evidence of student learning, and make further adjustments and coaching suggestions. This time commitment is between 1.5 to 2 hours per participant, to be conducted through a mixture of electronic communications both video and written.

Each collaborative coaching cycle involves a pre-planning session conducted by video-conference in which the coach sets the broad agenda for the inquiry cycle with participants. This

¹ Note: Up to 1 hour of follow-up per participant

² Note: 1.5-2 hours per participant

³ Note: 2-4 hours of preparation conducted distally in advance of collaborative cycle; 1.5 hour of individualized follow-up per participant

preparation lays the groundwork for two days of intensive planning, observation, debriefing, and revision, with a high-level summary of highlights and concrete action steps identified for participants. Individualized follow-up with participants is facilitated by the coach through distal electronic communications, and focuses on the individual strengths and areas of focus for each educator, tied to the overarching recommendations and actions for each collaborative cycle.

Cycle s	Presente r Prep	In-person Workshop Hours	Individual Coaching or Collabora tive Lesson Inquiry Cycles	Teacher Prep, Reflection, Follow-Up	Reporting and Impact Evaluatio n	Total Hours per cycle
1-3	2 hours	8 hours	16 hours	12 hours	2 hours	40 hours
4-6	2 hours		16 hours	16 hours ⁴	2 hours	36 hours
Total Hours				228		

The above intensive investment for a specific campus incorporates the three days of professional learning as the first day of a three-day coaching cycle, enabling campuses to deeply engage teachers while minimizing the need for substitute teachers on consecutive days. This configuration allows for a lower total cost for six cycles of professional learning and coaching.

Service	Firm fixed price
Three-Day Institute for up to 30 participants	\$30,000
Individual Coaching Cycle	\$18,000
Collaborative Lesson Inquiry Cycle	\$16,000
Intensive Six-Cycle Package	\$99,000

Selecting and Implementing High-Quality Mathematics Tasks PD and coaching

The information below provides the pricing rationale for Selecting and Implementing High-Quality Mathematics Tasks PD and coaching.

Teacher/Admin PD per Day (1 facilitator, up to 30 teachers):

Facilitator Hours:			Contact Hours:	
Category	Labor hours	Fully loaded cost	Category	Hours
Prep time	16 hours	\$2000	Pre-work	4 hours
Service	8 hours	\$1000	Service	8 hours
Travel	8 hours	\$1000 time + \$1000 expenses	Follow-up work	4 hours
Canvas	8 hours	\$1000 time + \$600 license fees (\$20*30)		
508 compliance	4 hours	\$600		
Total:	24 hours	\$7200		16 hours
			→ \$7200/16 = \$450 per hour	

Teacher/Admin PD per Half-Day (1 facilitator, up to 30 teachers):

Facilitator Hours:			Contact Hours:	
Category	Labor hours	Fully loaded cost	Category	Hours
Prep time	8 hours	\$1000	Pre-work	4 hours
Service	4 hours	\$500	Service	4 hours
Travel	8 hours	\$1000 time + \$1000 expenses	Follow-up work	4 hours
Canvas	8 hours	\$700 time + \$600 license fees (\$20*30)		
508 compliance	4 hours	\$600		
Total:	24 hours	\$5400		12 hours
			→ \$5400/12 = \$450 per hour	

Coaching (3-day cycle, per classroom; minimum 3 classrooms per visit):

Facilitator Hours:			Contact Hours:	
Category	Labor hours	Fully loaded cost	Category	Hours
Prep time	2 hours	\$250	Prep & pre-visit discussion	2 hours
Service	4 hours	\$500	Classroom visit	1.5
Travel	8 hours	\$333.33 time + \$333.33 expenses	Post-visit debrief & reflection	2 hours
Follow-up	2 hours	\$250		
Total:	16 hours	\$1666.66		5.5 hours
		→ \$1800	→ \$1800/5.5 = \$327.27 per hour	

Implementation Monitoring (Per classroom; minimum 3 classrooms per visit):

Facilitator Hours:			Contact Hours:	
Category	Labor hours	Fully loaded cost	Category	Hours
Prep time	1 hour	\$125	Briefing	½ hour
Visit time	1 hour	\$250	Classroom visit	1.5 hours
Travel	8 hours	\$333.33 time + \$333.33 expenses	Debriefing	¾ hour
Follow-up	1 hour	\$125		
Total:	11 hours	\$1166.66		2.75 hours
		→ \$1200	→ \$1200/2.75 = \$436.36 per hour	

Zia Professional Learning

[Zia Professional Learning - Project Plan](#)

PRICE PROPOSAL FORM

LOS ANGELES UNIFIED SCHOOL DISTRICT

RFP NO.: 2000003785

UTK-12 Coaching in Mathematics

PRICE PROPOSAL

Provide information on the price categories shown below. Coaching and Implementation monitoring should be priced per classroom. Prices should be fully-burdened, including travel and other expenses.

Category	*Unit	Price
Professional Development, Teachers	Per day cost/half day costs for up to 30 teachers	3,900 full day 2,900 half day
Materials, license fees, digital resources, etc.	One time or annual costs	25 per teacher
Professional Development, Administrators	Per day/half day costs	3,900
Coaching	In person/on-line and frequency/duration	200 per hour F2F 95 per hour online
Implementation monitoring	Reviews/visits per year	3,900 per visit full day
Deliverables	Data analysis, summary reports and recommendations	200 per hour

*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.