

# Directory of Providers for Tutoring Services

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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 tutoring services to students grades K-12. Providers have expertise in tutoring diverse youth using structured resources and activities for academic skill development and homework assistance in-person and virtually. The firms are knowledgeable of the California Common Core State Standards focusing on developing critical thinking, problem solving, and analytical skills.

Schools identify students for vendor-provided services, based on assessment data and/or grades, and work collaboratively with the vendors to develop tutoring schedules. Students attending will receive academic progress reports monitoring and assessing their developments.

Thirty-Five (35) professional firms were selected to provide services in their areas of expertise.

## **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 Tutoring Services					
Firm Name	Contract Number	Vendor Number	Category	Phone Number	Contact Email
A Better Tomorrow Education (SBE)	C9176	1000027603	4, 5, 6	562-896-2204	<a href="mailto:hariov@abettertomorrowedu.com">hariov@abettertomorrowedu.com</a>
A Tree of Knowledge Educational Services, Inc	C2879	1000005169	2, 4, 5, 6, 9	818-256-1666	<a href="mailto:toheb@tree-of-knowledge.net">toheb@tree-of-knowledge.net</a>
Air Tutors	C2880	1000021637	1, 4, 5, 6, 7, 8	209-271-7957	<a href="mailto:hasanali@airtutors.org">hasanali@airtutors.org</a>
Amplify	C2881	1000002693	1, 4, 7	410-598-4641	<a href="mailto:jmylen@amplify.com">jmylen@amplify.com</a>
Axiom Learning	C9177	1000023370	3, 4, 5, 6, 7	408-343-9882	<a href="mailto:schools@axiomlearning.com">schools@axiomlearning.com</a>
BookNook, Inc.	C670	1000020430	4, 5, 7	310-780-2759	<a href="mailto:nadia@booknook.com">nadia@booknook.com</a>
Brainfuse, Inc.	C2882	1000004411	4, 5, 6, 7	917-338-3229	<a href="mailto:tweiman@brainfuse.com">tweiman@brainfuse.com</a>
Braintrust Tutors Inc	C3387	1000026634	1, 2, 4, 5, 6, 7, 8, 9	917-207-7673	<a href="mailto:mara@braintrusttutors.com">mara@braintrusttutors.com</a>
Carnegie Learning, Inc.	C2883	1000003049	4, 5, 6, 7	443-794-3216	<a href="mailto:clewis@carnegielearning.com">clewis@carnegielearning.com</a>
Cognition	C2162	1000021793	2, 4, 5, 6, 7, 9	510-999-6935	<a href="mailto:tonir@cognition.com">tonir@cognition.com</a>
Creative Brain Learning (SBE)	C512	1000008194	4, 5, 6, 7	951-780-5365	<a href="mailto:eseeber2@gmail.com">eseeber2@gmail.com</a>
Fuel Education, LLC dba Stride Tutoring	C3381	1000028453	4, 5, 6, 7	703-486-7300	<a href="mailto:tgoldthwaite@k12.com">tgoldthwaite@k12.com</a>
HeyTutor.com	C513	1000021136	3, 4, 5, 6, 7	855-458-1270	<a href="mailto:patrick@heyttutor.com">patrick@heyttutor.com</a> ; <a href="mailto:selin@heyttutor.com">selin@heyttutor.com</a>
Intervene K-12	C3371	1000023132	1, 4, 5, 6, 7	855-345-3276	<a href="mailto:proposals@intervene.io">proposals@intervene.io</a>
Learn-It Systems	C3572	1000007710	4, 5, 6, 7, 8, 9	773-671-9936	<a href="mailto:don.scheeler@learnbehavioral.com">don.scheeler@learnbehavioral.com</a>
Mainstream Development Educational Group	C3378	1000028454	1, 2, 4, 5, 6, 7	414-371-9724	<a href="mailto:susan@mdegedu.com">susan@mdegedu.com</a>
Mundo Academy (SBE)	C3373	1000018504	4, 5, 6	626-354-2032	<a href="mailto:marina@mundoacademy">marina@mundoacademy</a>
One on One Learning (SBE)	C514	1000012890	3, 4, 5, 6, 7, 8,	305-273-8999	<a href="mailto:mmonnar@oneononelearning.com">mmonnar@oneononelearning.com</a>
Paper Education Company Inc	C2884	1000016146	1, 4, 5, 7	514-797-8675	<a href="mailto:iacob@paper.co">iacob@paper.co</a>
Proximity Learning, Inc	C9178	1000021799	1, 4, 5, 6, 7	646-260-6931	<a href="mailto:eerdborg@proxlearn.com">eerdborg@proxlearn.com</a>
Reading Futures, Inc.	C3389	1000028457	1, 2, 4, 5, 6, 7	917-923-5379	<a href="mailto:dstevenson@readingfutures.com">dstevenson@readingfutures.com</a>
Scholars Collective (SBE)	C3375	1000021810	4, 5	909-663-8256	<a href="mailto:angela@scholarscollective.net">angela@scholarscollective.net</a>
Southeast Community Foundation	C3390	1000028705	4, 5, 6, 7, 9	323-230-0142	<a href="mailto:eddie@secfoundation.org">eddie@secfoundation.org</a>
Springboard Collaborative	C3376	1000019226	2, 4, 5, 6	317-413-9198	<a href="mailto:a.karas@springboardcollaborative.org">a.karas@springboardcollaborative.org</a>
StudentNest, Inc. (SBE)	C2885	1000017440	1, 2, 4, 5, 6, 7	916-505-3508	<a href="mailto:cjoshi@studentnest.com">cjoshi@studentnest.com</a>
Study Smart Tutors, Inc.	C515	1000006862	4, 5, 6, 7	213-257-5579	<a href="mailto:casey@studysmarttutors.com">casey@studysmarttutors.com</a>
Sylvan Learning Center	C2886	1000002376	4, 5, 6, 7	818-639-9692	<a href="mailto:toddcrabtree@sylvansocal.com">toddcrabtree@sylvansocal.com</a>
TPR Education, LLC	C2887	1000008518	1, 2, 4, 5, 6, 7, 8, 9	800-273-8439	<a href="mailto:eduardo.ceja@review.com">eduardo.ceja@review.com</a>
Thrive Academics, Inc.	C2888	1000010969	4, 5, 6, 7, 8	818-927-2703	<a href="mailto:bedwards@thriveacademics.com">bedwards@thriveacademics.com</a>
Total Education Solutions	C516	1000023458	4, 5, 6	323-240-3437	<a href="mailto:drivera@tesidea.com">drivera@tesidea.com</a>
Tutor Me LA, LLC	C1343	1000021796	2, 3, 4, 5, 6, 7, 8, 9	415-367-3853; 310-896-8625	<a href="mailto:daniel@tutormeeducation.com">daniel@tutormeeducation.com</a> ; <a href="mailto:elliott@tutormeeducation.com">elliott@tutormeeducation.com</a>
Tutored by Teachers (SBE)	C2889	1000020500	4, 5, 6, 7	609-240-9350	<a href="mailto:rahul@tutored.live">rahul@tutored.live</a>
Varsity Tutors	C3889	1000021737	1, 2, 4, 5, 6, 7	408-636-6514	<a href="mailto:rft@varsitytutors.com">rft@varsitytutors.com</a>
Woodcraft Rangers	C9179	1000005603	1, 4, 5, 6, 7, 8	213-249-9293	<a href="mailto:jbrooks@woodcrafrangers.org">jbrooks@woodcrafrangers.org</a>
Yancy Life Transition Center	C3890	1000007663	2, 3, 4, 5, 6, 7	281-815-4768	<a href="mailto:stiggs@yltc.org">stiggs@yltc.org</a>

Service Category Key: 1. Staff; 2. Parent/Family; 3. EEC/Pre-K; 4. Elementary; 5. Middle School; 6. High School; 7. Digital Tools/Resources; 8. Saturday/Weekend; 9. Summer



## **D. Overview**

The goal is to provide “just in time” tutoring services for grades K-12 to address the needs of students who need academic support. The tutoring services must be tailored to increase academic achievement in all academic subjects and enable students to attain proficiency in meeting California Common Core State Standards in reading and mathematics and/or successfully meet academic goals. Tutoring services offered must address deficiencies in understanding content concepts and skills while also emphasizing students’ existing academic assets and facilitating their completion of grade level coursework.

All tutors have met Live Scan background check requirements and the ability to offer tutoring in English and Spanish. Tutoring Services will take place from 8a-5:30p during non-instructional time. Services will be offered for single or multiple subjects such as: English Language Arts, Mathematics, Sciences; and high school courses such as: Algebra, Geometry, Calculus, Physics, History, Health Science, Geography, Human Anatomy, Biology, Chemistry, Social Studies, Foreign Languages, Reading, and Writing. The contractors have the capacity to offer virtual and/or in-person tutoring services on school campuses to students throughout the District in a variety of settings: on school campuses, in students’ homes, and/or online throughout the District schools.

## **E. Summary of Services and Rates**

### **A BETTER TOMORROW EDUCATION (SBE)**

#### **PROJECT APPROACH**

1. A Better Tomorrow Education instruction is provided in the following way:
  - In-Person Individual Tutoring: student works 1-on-1 with a tutor before, during or after school
  - In-Person Small Group Tutoring: up to 4 students work with 1 tutor before, during or after school
  - Online tutoring: Virtual Individual and Small Group Tutoring
  - "Push-In" Intervention: Tutor comes into the classroom to work individually and or with small groups (up to 4 students)

This method will be utilized for grades kindergarten through twelfth and will be the same method for students with disabilities along with English Learners.

2. The specific goal is to have students increase from pre to post exam by ten percent. Additionally, to master all goals that will be presented in the Student Learning Plan. All goals will be monitored via a monthly quiz and a final exam to measure the overall progress. Specific Goals will be based on the need of the student and aligned with State Standards.
3.
  - a. A Better Tomorrow Education will allow processing and practicing during all learning activities as it is critical that every student is able to master what is being

presented. With this, our groups are composed of no more than four students which allows for this practice to really take shape.

- b. All material is aligned with State Standards and appropriate per grade level.
- c. All material is reviewed until understood when working in a small group setting. If individual help is required, ABTE will reach out to the school district for approval of one-on-one tutoring sessions.
- d. Each student is administered a post-exam. On-going education could be provided if requested as all materials are online and could be downloaded if access is requested.
- e. Each student is provided a Student Learning Plan. This document is tailored to the student need which allows for goals to be set and reviewed at an individual level. All needs are addressed and curriculum is adjusted to meet the level the student is currently in.
- f. Students are able to use all materials that serve an educational purpose. During our sessions, we ask that only provided materials such as the following are used: Paper, pen, pencil, workbooks and any educational technology that will serve during the session.
- g. All Materials and Resources are aligned to State Standards. (Common Core).
- h. Currently we can service two hundred students with our current staff. If more students are available, we could make sure to bring additional tutors onto our team. We ask that we are given three weeks to properly train our tutors.
- i. All support being provided is specific to the grade level and content areas for which being served.

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students	See Below
Materials, license fees, digital resources, etc.	One time or annual costs	
Coaching	In person/on-line and frequency/duration	
Implementation monitoring	Reviews/visits per year	
Deliverables	Data analysis, summary reports and recommendations	

Type text here

One-on-One Tutoring: \$50 per hour  
 Groups 2-4 Students: \$64.50 per hour  
 Online: \$55 per hour

**\*\*Price will increase by 5% per year\*\***

## **A TREE OF KNOWLEDGE EDUCATIONAL SERVICES, INC.**

### **PROJECT APPROACH**

A Tree of Knowledge Educational Services, Inc. can offer a variety or combination of tutoring services.

1. Provide highly qualified tutors who are fluent in English and Spanish for Elementary, Middle and High School students specializing in supporting English Language Arts and Math Instruction skill attainment and concept development.
2. Provide diverse youth tutoring services with structured resources and activities for academic skill development and homework assistance (K-12th Grade and Special Education) in all content areas.
3. Provide virtual on-on-one tutoring services in all content areas based on California Content Standards, with pre and post assessments, and weekly progress reports for parents/teachers.

A Tree of Knowledge Educational Service's tutoring program employs highly qualified and experienced tutors who have taught in the community and are familiar with the demographic. They utilize high quality, research based instructional techniques such as explicit reading instruction, scaffolding, STAR math technique, and strategy instruction along with learning materials and curriculum fully aligned to CA state standards and Common Core Standards. In doing so, ATOK adheres strictly to the applicable state-adopted academic Common Core content standards and California K-12 curriculum frameworks specifically designed to increase academic achievement.

ATOK can offer tutoring services in multiple subject areas such as: English Language Arts, Mathematics, Sciences and high school courses such as: Algebra, Geometry, Calculus, Physics, History, Health Science, Geography, Human Anatomy, Biology, Chemistry, Social Studies, Foreign Languages, Reading and Writing.

In a one-on-one format, we consult with the student and parent, and seek guidance from the classroom teacher, where available, to identify areas of need and focus. In addition, to synchronize instruction with the student's specific achievement goals, ATOK is able to assess each student at the onset of tutoring. ATOK, in collaboration with the students' teachers and parents, can then organize and coordinate specifically designed instructional lesson plans specific to appropriate California K-12 curriculum frameworks and Common Core standards calculated to meet the specific achievement goals of the students. The vehicle for presentation of such instruction is one-on-one tutoring providing more individual attention to students than normally afforded during the regular class day, allowing them to maximize their time with the lesson plan, concept, and tutor. Tutors present materials in engaging formats, i.e. guided instruction, manipulatives, and learning activities, such as number and word tiles, that allow students more hands- on time to participate, employ, and achieve their learning goals.



English-Language Arts instruction is aligned to core curriculum, with tutors employing research-based English language arts strategies to build students' abilities in phonemic awareness, fluency, comprehension, sentence structure, vocabulary development, strategic writing, spelling, and punctuation, and spoken, written, and visual language development.

ATOK tutors use explicit reading instruction to help students understand how they think when they read, and the scaffolding approach which engages students at the beginning, during, and after the reading allowing them to develop stronger strategies for successful learning. ATOK instruction and materials utilized are secular, neutral, and non-ideological. All tutors are trained to be sensitive to these issues and maintain proper decorum.

Key instructional practices for language arts and reading include explicit reading instruction and scaffolding. Explicit reading instruction, which means that we show learners how we think when we read, is a research based instructional practice that involves seven characteristics: 1. Clear Instructional Targets, 2. Clear Purpose for Learning, 3. Clear and Understandable Direction and Explanations, 4. Adequate Modeling, 5. Guided and Independent Practice with Corrective Feedback, 6. Instructionally Embedded Assessments, and 7. Summative Assessments. Explicit reading instruction promotes reading achievement (Arrasmith, 2002).

A scaffolded reading experience refers to a plan of activities (before, during, and after reading) to engage readers in specific thinking strategies as they encounter texts. Research shows that low-achieving students benefit highly from scaffolded instruction (Douglas, 2005). To incorporate scaffolding throughout the lesson, tutors employ the framework outlined by Larkin & Ellis (2004) for small group or 1 on 1 sessions: 1. The tutor does it, 2. The small group does it, and 3. The individual does it.

Mathematics instruction is aligned to core curriculum, with tutors employing research-based Mathematics strategies. ATOK tutors emphasize the importance of understanding mathematical concepts along with skills. We not only explain the "how," but the "why" of math. Following math standards and expectations, our math program is designed to help students achieve grade level mastery and beyond in numbers and operations, algebra, geometry, measurement, data analysis and probability, problem solving, reasoning and proof, communication, connections, and representation. Tutors engage students in proper mathematical vocabulary, formulas, disciplines in solving equations in a step-by-step process, use of graphs, charts, and manipulatives.

Key instructional practices for math include strategy instruction and the STAR technique. Strategy instruction (Reid & Lienemann, 2006) is used to develop cognitive, metacognitive, memory related communication, and social strategies. Strategy instruction involves teaching strategies that are both effective (assisting students with acquiring and generalizing information) and efficient (helping students acquire the information in the least amount of time). STAR is an

example of an empirically validated (Gagnon, Joseph, and Paula Maccini, 2008) first-letter mnemonic that can help students recall the sequential steps from familiar words used to help solve problems. The steps for STAR include: Search the word problem; Translate the problem; Answer the problem; and Review the solution.

Where possible, instruction is continuously coordinated with parents and teachers using daily/bi-weekly progress reports, email/phone communication, and/or personal conferences. Accordingly, a record of progression is created, and synergy is achieved between what is being taught in the classroom, and subsequently reinforced by ATOK.

#### SCHEDULE OF SERVICES AND PRICES

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students	See below
Materials, license fees, digital resources, etc.	One time or annual costs	No charge
Coaching	In person/on-line and frequency/duration	Not applicable
Implementation Monitoring	Reviews/visits per year	No charge
Deliverables	Data analysis, summary reports and recommendations	No charge

As the period of performance is expected to be five (5) years, commencing January 19, 2022, the compensation scale shall be graduated over the years. Rates are contemplated equally whether services are virtual or in-person.

Group Services. Groups from 2-4 students (\$/hr/student):

	Group of 2	Group of 3	Group of 4 or 5
a. January 19, 2022 to the end of the Spring Semester 2022	\$32.50	\$22.50	\$17.50
b. Summer 2022 to the end of the Spring Semester 2023	\$35.00	\$25.00	\$20.00
c. Summer 2023 to the end of the Spring Semester 2024	\$37.50	\$27.50	\$22.50
d. Summer 2024 to the end of the Spring Semester 2025	\$40.00	\$30.00	\$25.00
e. Summer 2025 to the end of the Spring Semester 2026	\$42.50	\$32.50	\$27.50

## AIR TUTORS



**AirTutors**

### Project Approach

Air Tutors is uniquely positioned to provide students in Los Angeles Unified School District with high quality 1:1 and small group online academic tutoring across content areas and grade levels to help students achieve maximum academic success through extended learning time. We understand that LAUSD is seeking tutoring services that will be tailored to increase academic achievement and attain proficiency in meeting California Common Core State Standards in reading and mathematics, and that tutoring services should also be available in other subject areas with available support for Spanish speaking students. Air Tutors is highly capable and experienced in the scope of work requested.



#### An Air Tutors partnership will provide LAUSD with -

- High quality tutors with content area expertise and experience teaching grades K-12
- Bilingual tutors with ELL teaching experience
- Experienced educators with higher education degrees in the focus areas
- Scheduling flexibility with before, during and after school programming
- Alignment to district curriculum of choice
- Accountability reports and feedback for parents, teachers, and administrators
- A simple to launch 3-step process to implementing service on laptop or Chromebook
- Safe digital learning protocols

### AirTutors Pricing

Our cost structure is based on a flat rate of **\$110/hour** for tutoring sessions *with scale-based pricing available*. This hourly rate is calculated in increments of 15 minutes, as shorter (30-minute, 45-minute) sessions can be more conducive to the attention and retention for many students, especially in elementary grades.

Service	Description of Service	Cost	# of Sessions	Total Fee
<b>Tutoring Session 1 hour*</b>	1:1 tutoring	<b>\$110</b>	varies	<b>\$110 x # of sessions</b>
<b>Tutoring Session 1 hour*</b>	Small Group	<b>\$110</b>	varies	<b>\$110 x # of sessions</b>

\*Sessions can be scheduled in 15, 30, 45, and/or 60-minute intervals and are priced accordingly.

Typically, our agreements are written with a "do not exceed" amount, as the length of sessions and number of groups are subject to change. A

The following example scenario is included to illustrate cost calculations for each unique partnership.

*Scenario: 100 students are placed into tutoring groups based on shared availabilities and teacher for curriculum alignment. While groupings can range from 1:1 – 1:5 tutor to student ratio, this scenario replicates our successful afterschool programs that have groups of 5 students thus creating 20 student groups. Students receive 1 session per week for a 14-week academic semester*



*20 groups \* 14 sessions \* 30-minute sessions at (\$110 \* .5 each) = \$15,400*

*20 groups \* 14 sessions \* 60-minute sessions at \$110 each) = \$30,800*

Please note that scale-based pricing is available for large and long-term contracts. Please contact [hasan@airtutors.org](mailto:hasan@airtutors.org) to discuss pricing options for your unique partnership.

Beyond the tutoring session time, this summative session cost includes our registration implementation, engagement/attendance campaigns, technical support for families and administration, gathering necessary data on student achievement and academic needs, tutor preparation time to create lessons aligned with district approved curriculum and standards, and facilitating ongoing feedback and communication with all stakeholders (i.e., parent, teacher counselor, and/or administrator).

Additional fees associated with background checks and fingerprinting of tutors may range from \$20-\$100 per tutor. In an effort to be a fair partner to all districts, these costs are spread among our institutional partners and are categorized as startup fees on given invoices.

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students	\$110/hr with scaled base pricing and multi-year discounts available
Materials, license fees, digital resources, etc.	One time or annual costs	Included in hourly tutoring costs
Coaching	In person/on-line and frequency/duration	Included in hourly tutoring costs
Implementation monitoring	Reviews/visits per year	Included in hourly tutoring costs
Deliverables	Data analysis, summary reports and recommendations	Included in hourly tutoring costs

## AMPLIFY

### Scope of Work for Tutoring:

**Overview:** Outlined below are the specific steps that Amplify and LAUSD will take in order to launch and implement tutoring sessions. LAUSD will identify and secure commitments from schools on a rolling basis. After LAUSD has secured a school's commitment and the school's commitment is communicated to Amplify, Amplify will launch the tutoring implementation process, including processes to form tutoring groups, establish the tutoring schedule, assign tutors to groups, and other actions as detailed below. Initiating tutoring implementation will occur on a rolling basis, as frequently as weekly. The average period of time to launch a tutoring cohort (i.e., begin delivering tutoring sessions) is at least two weeks from the time a school's student roster for tutoring is finalized and submitted.

Category	Unit Description	Full price without mCLASS or mCLASS Intervention materials*	Effective price per student per hour**
Virtual Tutoring Services	Amplify will tutor up to 10 small groups of students with up to 5 groups per group up to 15 weeks; therefore, this package is for up to 50 students.	\$45,000	\$40.00
	Amplify will tutor up to 10 small groups of students with up to 5 groups per group up to 30 weeks; therefore, this package is for up to 50 students.	\$75,000	\$33.33
	Amplify will tutor up to 500 small groups of students with up to 5 groups per group up to 15 weeks; therefore, this package is for up to 2,500 students.	\$1,750,000	\$31.10

Amplify will tutor up to 500 small groups of students with up to 5 groups per group up to 30 weeks; therefore, this package is for up to 2,500 students.	\$3,000,000	\$26.70
Amplify will tutor up to 1,000 small groups of students with up to 5 groups per group up to 15 weeks; therefore, this package is for up to 5,000 students.	\$3,250,000	\$28.90
Amplify will tutor up to 1,000 small groups of students with up to 5 groups per group up to 30 weeks; therefore, this package is for up to 5,000 students.	\$5,750,000	\$25.60



Amplify will tutor up to 1,500 small groups of students with up to 5 groups per group up to 15 weeks; therefore, this package is for up to 7,500 students.	\$4,500,000	\$26.70
Amplify will tutor up to 1,500 small groups of students with up to 5 groups per group up to 30 weeks; therefore, this package is for up to 7,500 students.	\$8,250,000	\$24.40

## AXIOM LEARNING

### Overview

Axiom Learning offers both in-person and online virtual tutoring services and can bring them and our approach to the LAUSD. We are able to provide service within two (2) to four (4) weeks after the confirmed contract award.

After the contract is awarded, Axiom Learning would hold meetings with stakeholders and clients to ensure close collaboration for project specifications, including length of contract, number of students to enroll in the program and other specifics that would determine a great deal of the project approach.

However, Axiom Learning would offer the same high-quality level of tutoring services whether provided in-person or online, with the same curriculum, process and results.

### Delivering Results

The tutoring service plan Axiom Learning would propose to the LAUSD includes but is not limited to the following components:

- Initial assessments provided both to students and administrators
- Consistent progress monitoring established and implemented throughout the project, creating transparency between stakeholders and Axiom Learning
- Each stage in the tutoring process is then followed by post assessments
- Quarterly progress updates capturing all program data and shared with LAUSD stakeholders.
- Quarterly on site assessments also allow for Axiom Learning to adjust our strategies with tutors and students

Axiom Learning offers a combination of cutting-edge practices and years of experience to provide high-quality tutoring services to schools like the LAUSD. Our services cover a wide range of offerings including the list below and can be customized to fit the unique needs of your students.

## **SCHEDULE OF SERVICES AND PRICES**

<b>Category</b>	<b>Unit</b>	<b>Price</b>
Tutoring Services	In-Person (onsite) 1. 1-on-1 per hour 2. Small group (5 or fewer students) per hour 3. Large group workshops (6-20 students) per hour  Virtual 1. 1-on-1 per hour 2. Small group (5 or fewer students) per hour	In-Person (onsite) 1. \$99/hr 2. \$249/hr 3. \$399/hr  Virtual 1. \$79/hr 2. \$199/hr
Materials, license fees, digital resources, etc.	One time or annual costs	\$49 per student per year as a licensing and materials fee
Coaching	In person/on-line (minimum weekly, for 1.5 hours each session)	Priced as 1-on-1 and small group rates above.
Implementation monitoring	Reviews/visits per year	\$1,499 per visit each year (recommendation of quarterly visits)
Deliverables	Data analysis, summary reports and recommendations	Flat fee of \$199 per student

**BOOKNOOK, INC.**



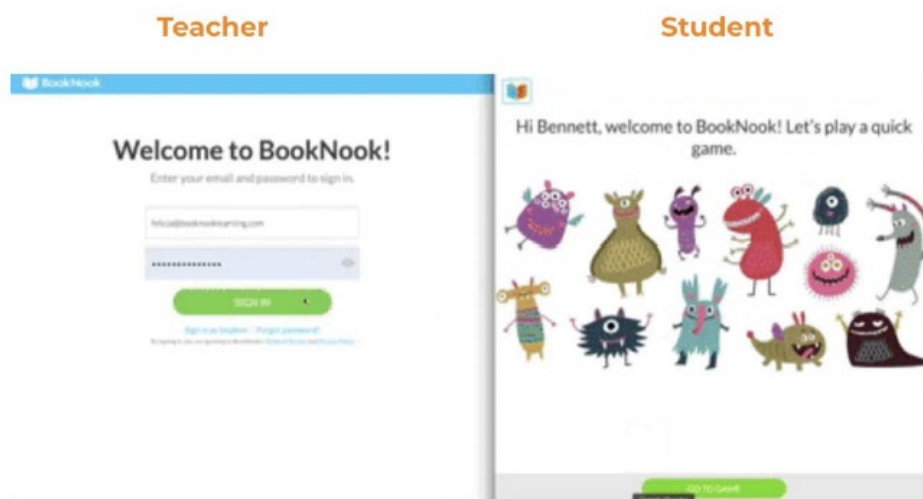
## **PROJECT APPROACH**

### **Description of BookNook's K-8 Reading Curriculum**

The BookNook curriculum consists of over 800 lesson plans for grades K-8 organized around the Common Core State Standards (CCSS) for English Language Arts. Every lesson plan is specifically tied to a CCSS standard, which is tracked for student mastery and reported to administrators.

BookNook curricular content is delivered live via their cloud-based platform, meaning that it can easily transition between school-based and at-home remote tutoring via video conference.

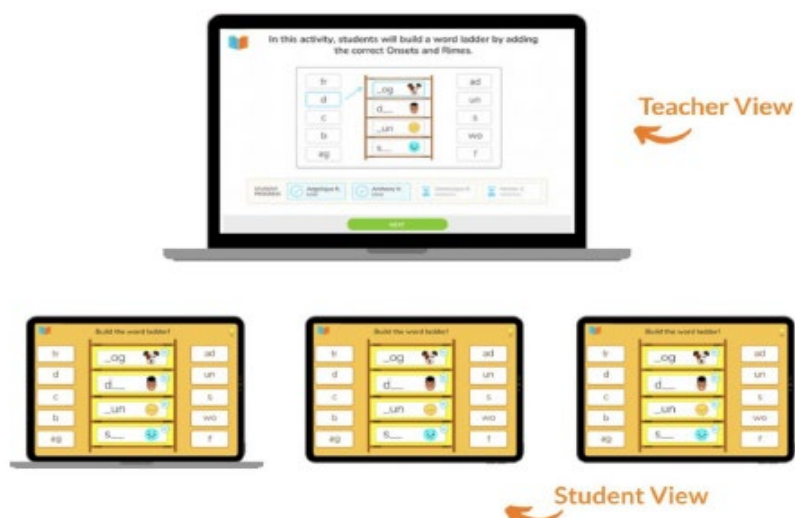
BookNook employs a dynamic scope and sequence that adapts to the unique needs of each student or group of students so that students are always challenged to work on standards and skills they have not yet mastered and serve text in the Zone of Proximal Development (ZPD). If students demonstrate mastery of a given CCSS standard, they will move on to a new standard content, whereas if students demonstrate they need more practice, they will be offered a new set of activities that touches the same CCSS standard with different content.



BookNook's Phonics and Oral Reading Fluency programs help readers at the earliest developmental stage master foundational reading skills by working together in small groups led by a caring adult. Our Comprehension and Vocabulary program supports students who have moved on to more advanced skills that help them understand and think critically about texts they are reading.

Every BookNook lesson centers around a text, drawing from a library of over both authentic and decodable texts that are sourced from over a dozen publishers of high quality and diverse children's literature. Texts are evenly divided between fiction and nonfiction and developmentally organized using Fountas & Pinnell levels.





BookNook lesson plans are structured in a way that allows learners the time and flexibility to focus on mastering a standard rather than achieving a certain number or letter grade. Lessons are individualized according to each student's needs. BookNook's patented AI platform will recommend content for students based on their algorithmically recommended reading levels to provide the best lessons for each student's individualized learning needs that enables teachers, parents, and tutors to adapt to students' changing needs on a daily basis.

BookNook is adaptive both at the standards/text selection level as well as within the specific activities' students engage in, constantly adjusting instruction to address mastery of specific state standards. The app also gathers socio-emotional feedback from students via periodic emoji scales that also results in further personalization based on how students express their feelings.

BookNook offers formative reading assessment, and BookNook offers features that can automatically import common reading assessments (e.g. i-Ready, MAP, STAR) into our system for the purpose of personalizing student instruction.

**BookNook (4400010483) Amended Pricing to Account for 1:3 Groupings and COLA Adjustment - Math & ELA**

Sessions	Ratio	Price per Student	Year
36**	1:3	\$434.50	2024/2025
36	1:4	\$340.50	2023/2024
36	1:4	\$351.50	2024/2025*
			Annual \$60,000 Launch Fee

## BRAINFUSE, INC.

For over two decades, Brainfuse has helped students build academic skills through live, online tutoring. While we regularly tailor our programs according to each school's preferences, our programs generally involve an initial assessment, an individualized tutoring plan, targeted tutoring, and progress tracking.

- I. **INITIAL EVALUATION:** In general, our program begins with students taking an online academic evaluation tailored to each student's grade-level and covering the range of subjects the results of which serve as the basis for creating an individualized tutoring plan.
  - Evaluations have been created by Brainfuse's Content Development Team, are aligned to California Content Standards, and are administered via our proprietary testing platform.
  - Schools/districts can decide which academic areas the evaluations should cover, including mathematics, English/Language Arts, and Science.
  - All evaluation questions have been field-tested with thousands of students and are regularly checked for psychometric validity and reliability. **NOTE:** Schools have the option to supply Brainfuse with district or third-party assessments results, in lieu of using Brainfuse evaluations. Schools can also opt to offer a tutoring program without an initial assessment, with tutors identifying academic needs through observations and insights gleaned during online sessions.
- II. **INDIVIDUALIZED LEARNING PLAN:** Upon completing the initial evaluation, students instantly receive results in the form of a learning plan that identifies areas requiring additional attention and serves as a roadmap for live tutoring sessions.
- III. **LIVE ONLINE TUTORING SESSIONS:**
  - **Tutoring via the Brainfuse Online Classroom:** Tutors and students communicate in real-time through our online classroom, which includes robust freehand drawing tools, text editing, instant messaging, a graphing calculator, file sharing, advanced math/science symbols, emojis, copy/paste, and screen sharing. In addition, students have the option of interacting with tutors through two-way audio (via internet or secure toll-free number) or video.
    - Using pencil and paper during a session: To facilitate more natural interactions, students can use our unique Snap-n-Send feature to work out problems with pencil and paper and scan their work (using our mobile app) to the online whiteboard during a session. Students can also use Snap-n-Send to scan worksheets and other classroom materials into a session.
  - **Each student is assigned their own tutor:** Our Tutor Management Team matches a tutor to each student based on the academic needs revealed in the learning plan or any additional information supplied by the school. Students meet with the same tutor throughout the program to provide instructional continuity and longitudinal progress tracking.
  - **Designed with student schedules in mind:** Students can use our intuitive scheduling interface to select convenient days and times to connect with their tutor. A typical session lasts one hour, and the number and frequency of sessions are customizable based on a school's preferences, a student's schedule, or the number of skills outlined in the learning plan. In addition to offering scheduled sessions, schools have the option of providing students who want additional assistance with on-demand access to tutors (without the need to schedule sessions).

- **Our tutors:** Brainfuse employs thousands of tutors in order to service millions of tutoring sessions per year. All Brainfuse K-12 tutors must be U.S. Citizens/Permanent Resident, at least 18 years of age, and possess a four-year college degree (preference is given to certified teachers and individuals with prior tutoring experience). Please see our “ABOUT OUR TUTORS” section for additional information regarding our tutors.
- **Subjects offered:** Brainfuse proposes to offer online tutoring to LAUSD students in the following K-12 subjects. Please note that additional subjects are available upon request:
  - **Math**, including Algebra I, Algebra II, Geometry, Trigonometry, Calculus, and Statistics (including AP Levels)
  - **Science**, including General Science, Biology, Chemistry, Physics, and Earth Science (including AP Levels)
  - **Social Studies**, including Political Science, World History, U.S. History, and Geography (Including AP Levels)
  - **English/Language Arts** (Vocabulary, Grammar, Literature, and Reading Comprehension that incorporate our library of reading passages and questions that have been field- tested for years in our school-based programs)
  - **Foreign Language Assistance:** Homework help for students taking a foreign language class (currently offered in Spanish; available in French, Italian, German, Cantonese, and Vietnamese upon request)
  - **Test Preparation**, including: PSAT, SAT, ACT
- **Customized instruction to each student’s needs:** Tutors are trained to modify their instructional approach based on a student’s academic level, learning style, and any other observations made during a session.
  - **Incorporating supplemental materials during a session:** In order to help students apply concepts and demonstrate proficiency, tutors incorporate content from our Lesson Library during a session. Our Lesson Library features thousands of exercises, worksheets, captioned video lessons, and practice quizzes prepared by the Brainfuse Academic Team and aligned to California Content Standards. In addition, teachers or administrators can further customize the student experience by uploading worksheets, URLs, resources, tips, or any other schoolspecific content.
  - **Accessibility:** We devote considerable resources to accommodate students with accessibility challenges. Our services conform to Section 508 Standards and adhere to Web Content Accessibility Guidelines developed by the Web Accessibility Initiative.
  - **Accommodating students with hearing or vision impairment:** Our tutors are trained to modify their instructional approaches (through specially trained tutors and judicious use of our audio and video features) with students who have hearing or visual impairments.
  - **Accommodating English Learners:** We have nearly two-decades of experience working with EL students. In addition to offering Spanish-speaking tutors, our online classroom contains a translation feature that allows students to communicate with tutors (via chat) In virtually any language.
  - **Available from any desktop, phone, or tablet:** Our Online Classroom is Mac & PC compatible, supports all standard web browsers, and is available from any desktop or mobile device.



- **Compatible with virtually all learning management systems:** Our scheduling platform, progress reports, and all other data collected from sessions integrates into virtually any LMS. More specifically, Brainfuse can provide online tutoring via single sign-on and can integrate with virtually all major learning management systems and institutional databases (including Schoology, Google Classroom, Alma, itslearning, Otus, Powerschool, Blackboard, Canvas, D2L, and Moodle). Our tech team is even able to integrate with district-created LMSs. Such integration enables customization on a student-by-student basis. Among other things, we can limit tutoring access to specific subjects or courses, provide designated students with access to specific elements of our service suite, such grade-appropriate items in our lesson library and other individualized academic content.

**IV. PROGRESS TRACKING REPORTING:** Our graphically rich dashboard sets forth in great detail the skills covered during tutoring sessions, post-session comments by the tutor, and an overall progress report. This granular, session-by-session approach provides a real-time snapshot of academic progress and offers valuable guidance for tutors when planning a student's future tutoring sessions. Progress reports are available online to authorized individuals (such as teachers, administrators, parents, and students). In addition, our session player allows all authorized individuals to play back and review sessions.

**POST-TRAINING EVALUATION:** Upon completion of their learning plan, students take an end-of-program assessment (which mirrors the initial assessment in terms of difficulty and skill distribution) to provide an additional measure of progress, and to determine if any additional sessions or other resources are required.

**ADDITIONAL RESOURCES/FOLLOW-UP SESSIONS:** Students who need additional assistance can access the following:

- **Additional Scheduled Sessions:** If approved by the school, designated students can receive additional scheduled tutoring sessions.
- **On-Demand Tutoring:** We offer schools the option of allowing students who require assistance in addition to their scheduled sessions to connect instantly with a live, online tutor. This option requires no scheduling in advance.
- **Access to our SkillSurfer Lesson Library:** When appropriate, tutors may refer students to our extensive lesson library that contains thousands of interactive video lessons, practice quizzes, and HTML content, all aligned to California Content Standards.

## **SCHEDULE OF SERVICES AND PRICES**

<b>CATEGORY</b>	<b>UNIT</b>	<b>PRICE</b>
One-to-One Online Tutoring Services	One Hour	\$28 *
Small Group Tutoring (3-5 students per tutor)	One Hour	\$12.50 per student *
<b>Additional Pricing Option:</b> Flat Annual Licensing Fee Per School	Per Student	\$25 *
Materials, License Fees, Digital Resources, etc.	One Time	\$0 * (included at no charge)
Implementation Monitoring, Support, Maintenance, etc.	Reviews/Visits Per Year	\$0 * (included at no charge)
Deliverables	Data Analysis, Summary Reports & Recommendations, etc.	\$0 * (included at no charge)

**\* NOTE:** Please see our following "ABOUT OUR PRICE PROPOSAL" section for details.

## **ABOUT OUR PRICE PROPOSAL** **FOR LOS ANGELES UNIFIED SCHOOL DISTRICT (LAUSD)**

Brainfuse will offer LAUSD its online tutoring services (as described in our proposal) at the following rates:

### **PRICING OPTION 1: PER HOUR TUTORING SERVICES:**

- One-to-One Tutoring: **\$28** per hour
- Small Group Tutoring (3-5 students per tutor): **\$12.50** per student, per hour.



## PRICING OPTION 2: FLAT, ANNUAL LICENSE FEE PER SCHOOL:

License fee for Option 2 is calculated at **\$25** per student. For example, if a school has 1,000 students, the annual licensing fee would be \$25,000. This option provides one-to-one and/or small-group tutoring for all students in the school for one, flat annual fee.

### PLEASE NOTE THE FOLLOWING REGARDING OUR PRICING:

- There are **no** additional fees associated with Brainfuse services.
- Brainfuse charges rates which are **all-inclusive** (includes taxes and any other associative costs).
- There are **no** administrative and startup/setup costs with Brainfuse.
- All upcoming services, upgrades and enhancements will be included **at no** charge.
- Brainfuse only charges for interactions involving a tutor. All other content and services described in our proposal are provided at **no** extra charge.
- For live sessions, we bill in one-minute increments.
- Unused hours **do not** expire, and they can be rolled-over to the subsequent academic year at **no** extra charge (applicable to pricing option 1).
- There are **no** charges for missed sessions.
- Bilingual tutoring is available at **no** additional cost.
- Additional subjects and pricing options are available upon request.

## BRAINTRUST TUTORS INC.



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### Project Approach

Braintrust's implementation approach aligns to its high-dosage principles:

**LOCATION** – Braintrust provides in-person and face-to-face online tutoring.

**GROUP SIZE** – Braintrust works with students either 1:1 or in small groups of up to four students.

**FREQUENCY** – Braintrust generally recommends between three and five sessions of tutoring per week, for a minimum of 12 weeks, with 30-60 minutes of tutoring per session. However, our Operations team can customize the program to meet the unique needs of every school and student we support.

**SCHEDULE** – Braintrust generally recommends tutoring before, during, or immediately after school, and has found that scheduling tutoring sessions during the school day – via push-in/pull-out sessions – is most effective, but our scheduling is customizable. Services can be provided on weekdays, weekends, and during the summer.

**CUSTOMER SERVICE MANAGER** – Our Operations team works closely with each of our school partners to build a plan for a high-dosage tutoring program that will fit their unique needs, and then our Customer Service Managers work closely with school site coordinators to ensure that we are able to implement that plan with fidelity. Please see below for more details.

## IMPLEMENTATION TIMELINE

### Full Implementation in 21 days

**1. KICKOFF MEETING** – Braintrust will schedule an initial kickoff meeting to learn more about our partner school's students, detail roles and responsibilities for a successful launch, and establish a timeline.

**2. TECHNICAL SETUP** – Braintrust will begin the process of rostering on our platform, IT checks, device planning, and a mock lesson with school staff to ensure all technical hurdles have been cleared prior to launch.

**3. STUDENT ONBOARDING** – Braintrust will work with our partners to (a) identify students for our programs and request any available school assessment data so that we can establish baseline skills, create homogenous groups (as applicable), and match each student (or group) with the best possible certified teacher; (b) establish tutoring days times, (c) confirm best practices for room set-up, and (d) ensure each student will have access to the proper devices.

**4. PRE-LAUNCH MEETING** – Braintrust will schedule a final pre-launch meeting to review assessment results, set site coordinator expectations, introduce Braintrust tutors (and proctors, as necessary), and perform any final troubleshooting to ensure a smooth first day.

braintrust Launch Guide					
Date	Topic	Documents	Follow Up Items	Checklist	Outcomes
Day 1	Kick Off Meeting (30 min)				
Day 2	Review about our students, process for tutoring launch, establish timeline	Braintrust Launch Guide	Site coordinator		
Day 3	IT & Device (45 min)	IT Support Guide			
Day 4	Device Planning	Identify all devices, device support guide			
Day 5	Location & Set-Up Planning				
Day 6	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 7	Pre-Assessment Options				
Day 8	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 9	Pre-Assessment Options				
Day 10	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 11	Pre-Assessment Options				
Day 12	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 13	Pre-Assessment Options				
Day 14	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 15	Pre-Assessment Options				
Day 16	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 17	Pre-Assessment Options				
Day 18	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 19	Pre-Assessment Options				
Day 20	Review of student location of spreadsheet, review of tutoring days & times, discuss all responsibilities				
Day 21	Pre-Assessment Options				

## Pricing

At Braintrust, we believe in a simple, straightforward pricing methodology. We also believe that our partner schools and districts should only be charged for actual utilization of our services.

We employ a flexible business model, with the ability to provide high dosage tutoring both in-person and online, in small groups of up to 4 students. We recommend that each child has access to a quiet space conducive to a productive learning environment, as well as a desk and chair, any required materials (textbooks, etc.), and a computer (e.g., iPad, Chromebook, etc.) with a high-speed internet connection for virtual lessons.

Our cost structure is as follows:

	Virtual	In-Person*
<b>Tutoring Services (2-5 Students)</b>	\$115.00 Per Hour	\$160.00 Per Hour
<b>Assessment Costs (as applicable)</b>	\$20.00 Per Student	\$20.00 Per Student
<b>Materials Costs (as applicable)</b>	Included	\$50.00 Per Student

\* 3 consecutive hour daily minimum

We anticipate providing support services described herein at no additional cost.

If of interest, Braintrust can also support additional school needs, including:

- › Full licensing of our [Braintrust Reading Program®](#)
- › Training and other professional development activities for school staff in Braintrust's programs directly and/or the Science of Reading and the Science of Learning more generally; and
- › Other customized requests

## CARNEIGE LEARNING, INC.

### Scope of Services

- PART A: PROJECT MANAGEMENT**  
 Our Directors of Professional Learning collaborate with district leaders to configure a tutoring offering that best fits their needs and their schedule. Our experts will take on all of the heavy lifting; owning the overall tutor management, establishing a weekly tutoring hours schedule, initiating an easy-to-use scheduling tool for students/parents, providing the live/video conferencing platform, managing the day-to-day support, and sharing the daily session data with key stakeholders.
- PART B: CERTIFIED TEACHERS AS TUTORS**  
 Carnegie Learning employees will serve as dedicated math & ELA tutors for the Los Angeles Unified School Districts Schools project, assuring consistent tutors over time to facilitate positive tutor-student relationships, aiding tutors' ability to tailor instruction for students.
- PART C: TUTOR TRAINING**  
 Carnegie Learning has a standardized tutor-training program that leverages our extensive professional learning and tutoring services experience. Carnegie Learning tutors that will be dedicated to Los Angeles Unified School Districts are certified math & ELA teachers, trained in high-impact tutoring techniques, possess strong content knowledge, and are deeply knowledgeable of the standards. Additionally, they will be thoroughly trained on the Los Angeles Unified School Districts math & ELA scope & sequence for each course they support.
- PART D: TUTORING PLATFORM**  
 Carnegie Learning will deliver and manage a secure, user-friendly online platform to support scheduling for individual and small group tutoring sessions and give clickable access to email and chat bot support. Students and tutors will also have access to the Carnegie Learning resources directly from our tutoring platform.



- **PART E: PROGRAM EVALUATION**

Evaluating the effectiveness of our programs is extremely important to our team. As part of our partnership, Carnegie Learning will work closely with school and district stakeholders to determine the appropriate metrics for measuring the success of the Virtual Mathematics & ELA Tutoring program. This may include:

- o Student Attendance
- o District Benchmark-assessments
- o Student course evaluations
- o Student growth mindset and/or math "attitude" pre- and post- surveys

- **PART F: PARTNERSHIP MEETINGS**

Partnership Meetings are the primary communication framework for data-driven decision making across key stakeholders. These stakeholders, including school, district, and Carnegie Learning team members make up the partnership team. During Status Meetings, the partnership team will review the implementation together, set goals, and steer future support based on agreed upon recommendations.

- **PART G: COMMUNICATION MANAGEMENT**

We will support the orientation to the Virtual Tutoring Program with a digital information piece for subject-area contacts and provide ongoing communication planning and execution as needed.

## VIRTUAL TUTORING Services Description

### Turnkey Virtual Tutoring Services (see page 4)

#### Small Group Virtual Mathematics and ELA Tutoring Support includes:

- Certified teachers facilitating tutoring sessions
- Small groups sessions, as small as 3:1 and as large as 8:1 ratio, 30-minutes per session, two to five times a week
- Sessions offered after school hours
- Delivered via live, video-based online tutoring sessions after school from 3-6pm
- A focus on specific, pre-identified mathematics/ ELA content sequence
- Optional: ~~MATHia/Fast Forward/Zobit's~~ content sequence for added instruction and practice
- Pre and Post assessments for ongoing progress monitoring
- Student incentive program
- Weekly reports and ongoing usage data
- On-demand or pre-scheduled formats
- Marketing and Promotion Kit
- Email and text messaging support for quick questions and homework help
- Weekly reports and ongoing usage data

### Pricing Proposal:

	November	December	January	February	March	April	May	June
# of Tutors	25	260	260	320	380	380	380	380
Hours/Tutor	15	15	15	15	15	15	15	15
Weeks in the Month	3	3	4	3	4	4	5	2
Rate	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Monthly Tutoring Hours	1,125	11,700	15,600	14,400	22,800	22,800	28,500	11,400
Monthly Cost	\$168,750	\$1,755,000	\$2,340,000	\$2,160,000	\$3,420,000	\$3,420,000	\$4,275,000	\$1,710,000



### CIGNITION

Once a program contract has been confirmed, Cognition’s managers devote their efforts primarily to identifying the specific needs of the district and schools, which can naturally vary between sites. Not only are these conversations between Cognition staff and school personnel around the curriculum, but also around the pedagogical and outcome goals of each site. It is important that Cognition managers understand the needs for each program and culture of each school before connecting tutors and curriculum to students. Especially as school culture is a qualitative and complex phenomenon, it means the collaboration must be purposeful and goal-oriented around student learning. One element of this process is establishing a common vision with each school around the instructional experiences for students.

## SCHEDULE OF SERVICES AND PRICES

The tables below outline the annual pricing through 2027.

Category	Unit	Price
Tutoring Services	1-4 group size, 60-minute session	Per student price: \$16.63
Materials, license fees, digital resources, etc.	Though not necessary, Cognition, at the request of the district, can further align our existing K-12 curriculum to meet the individual needs of each school.	\$50/hour
Implementation monitoring: Dedicated Program Management (launch planning, site monitoring, communications, scheduling, issue resolution, meetings, data analysis and reporting, etc.)	One FTE dedicated PM for every 1,000 students served	Up to 25% of the session costs.
Deliverables	Data analysis, summary reports and recommendations	Included in the PM fee.

Description	# of students	Program Price Per Student	Total (\$)
Cognition Math and ELA High Dosage virtual small group tutoring	900	\$931.92	\$838,728
Program Management (Implementation monitoring includes launch planning, site monitoring, communications, scheduling, materials, issue resolution, meetings, data analysis, and reporting)	900	\$232.97	\$209,673
<b>Subtotal</b>			<b>\$1,048,401</b>
Sales Tax			Exempt

## CREATIVE BRAIN LEARNING (SBE)



### Delivery Plan

Creative Brain Learning proposes small group and one-to-one tutoring sessions conducted in-person on campuses and at students' homes. These options would be presented to potential participants in collaboration with and under the guidance of district and school personnel.

### Goals and Outcomes

The academic needs of each individual student determine the specific goals for the tutoring sessions, including the customized curriculum, the specific learning activities, assignments and expected participant outcomes.

Initial pre-testing and input from teachers, students and parents identify areas of need and their respective priority and severity. An individual's *Student Learning Plan* (SLP) is designed based on these particular needs. Lesson plans are scheduled for each tutoring sessions with specific learning activities, homework and practice assignments, as well as quizzes or evaluations. Each tutoring session closes with a confirmation of participant comprehension and documentation of student understanding in the form of verbal or written quizzes. Goal achievement and success are measured at each tutoring session level and at the final post-test assessment. All assessments are documented and data-driven, allowing for objective evaluation of student comprehension and improvement.

### Tutoring Price Proposal

for Creative Brain® Learning

In Person Tutoring			
	On Campus		
		1:1 Tutoring	\$65.00 per tutoring hour, fully burdened*
		Small Group Tutoring (up to 4:1 ratio)	\$65.00 per tutoring hour, fully burdened*
		Large Group Tutoring (up to 20:1 ratio)	\$65.00 per tutoring hour, fully burdened*
		Half Day Rate (up to 20:1 ratio)	\$260.00, fully burdened*
		Full Day Rate (up to 20:1 ratio)	\$480.00, fully burdened*
	At Students' Homes		
		1:1 Tutoring	\$65.00 per tutoring hour, fully burdened*
Material Supply			Included
Data Analysis, Reports and Recommendations			Included

\*) Fully burdened rate includes the following: tutor hourly wage, travel expenses, payroll taxes, insurance and workers' compensation insurance and other benefits, plus materials, implementation monitoring, data analysis and reporting, schedule and student support, etc.



### *Project Approach*

**Describe your plan for delivering the tutoring services and how they will be presented.**

Tutors will communicate with classroom teachers and/or school administrators to determine the skills and concepts needed to develop a learning plan for students to increase proficiency on targeted skills related to course content and California Common Core State Standards. Tutors will develop content for each tutoring session that includes reviewing prior concepts, introducing new content, guided and independent practice, and exit tickets. Tutors have access to the Stride Learning Hub to select high quality, standards-aligned activities to use with students. Sessions will be presented in an online interactive platform where students interact with tutors using audio, video, and chat. The schedule of sessions, pre and post communication, and links to join sessions will all be accessible via the Stride Tutoring platform. A consistent and positive relationship between instructor and student is vital to the learning process. Our tutoring platform is designed particularly with this principle in mind. While there are sure to be instances when a given tutor cannot attend every single session as scheduled and occasional substitutes may be called upon, our model is such that students will work with the same tutor on an ongoing basis. This provides for the consistency needed to build the relationships necessary for authentic learning.

**Discuss the specific goals, and participant outcomes for the tutoring services in school and classroom. Discuss your plan to measure whether the goals were achieved. Proposer's programs that include a baseline and a summative assessment shall provide the percentage increase expected from one benchmark assessment to the next, supported by the research and/or study that supports effectiveness.**

Stride Tutoring will partner with local schools to determine specific goals and participant outcomes using outcome measurement tools preferred by the school or those selected by Stride Tutoring. It is recommended that outcomes be measured in regular intervals based on the district benchmark assessment schedule and/or interim assessments at intervals of 6-8 weeks. In addition, regular review of formative assessment data will support the adjustment of instruction plans for sessions. While Stride Tutoring does not administer baseline assessments, we will work with the schools to review data provided by the school to set expected goals and monitor progress. Growth measures are dependent on consistent attendance, implementation fidelity, and engagement during tutoring sessions and with related resources.



### Tiered Unit Prices Based on Volume of Tutoring Purchased

Unit Price per 60-Minute Session			
Bracket	Volume Purchased	Session Type	Unit Price per 60-Minute Session
1	\$0.00 to \$300,000.00	1 Hour Session/1 Student 1 Hour Session/2 Students 1 Hour Session/3 Students 1 Hour Session/4 Students 1 Hour Session/5 Students	\$65/hour \$80/hour \$90/hour \$120/hour \$150/hour
2	\$300,000.01 to \$1,000,000.00	1 Hour Session/1 Student 1 Hour Session/2 Students 1 Hour Session/3 Students 1 Hour Session/4 Students 1 Hour Session/5 Students	\$60/hour \$74/hour \$83/hour \$110/hour \$138/hour
3	\$1,000,000.01 to \$2,000,000.00	1 Hour Session/1 Student 1 Hour Session/2 Students 1 Hour Session/3 Students 1 Hour Session/4 Students 1 Hour Session/5 Students	\$55/hour \$67/hour \$76/hour \$101/hour \$126/hour
4	\$2,000,000.01+	1 Hour Session/1 Student 1 Hour Session/2 Students 1 Hour Session/3 Students 1 Hour Session/4 Students 1 Hour Session/5 Students	\$50/hour \$62/hour \$69/hour \$92/hour \$116/hour

LAUSD may purchase any combination of 30- or 60-minute sessions, priced according to the number of participating students. Each session will be provided by a tutor participating in the Stride Tutoring platform. Sessions can range from 1 student per session to up to 5 students per session. 30-minute sessions are prorated at 50% of the 60-minute session price listed.

The tiered unit prices above are based on actual volumes of tutoring purchased per fiscal year as invoiced by Contractor and paid for by LAUSD.

Example: If LAUSD spends a total volume of \$1,000,000 during a given fiscal year, Contractor's invoice(s) will reflect the first \$300,000 at the unit prices in bracket 1 and the remaining volume at the unit prices in bracket 2.

Pricing is firm for the life of the Agreement.

### **In-Person Tutoring Program.**

The Contractor (also referred to herein as the “Company”) will provide the District with up to five hundred (500) in-person Tutors deployed to the Superintendent's top 100 priority schools located throughout the City of Los Angeles. Additional tutors will be deployed as available to meet the District’s request for services. The Company may deploy up to one thousand (1000) additional tutors or more as requested by the District, but the Parties agree that the Company is under no obligation to provide a set number of tutors.

### **Online Tutoring.**

In addition, the Company has the option to fulfill up to five hundred (500) online tutors assigned to schools located throughout the City of Los Angeles. The Parties agree that the Company is under no contractual obligation to launch an Online Tutoring Program at any point during the duration of this Agreement. Additional online tutors will be assigned as available to meet the District’s request for services. The Company may deploy up to one thousand (1000) additional tutors or more as requested by the District, but the Parties agree that the Company is under no obligation to provide a set number of tutors.

### **General Pricing Information**

#### **In-Person Tutoring Program.**

##### **Current Launch/Cohort**

<b>Number of In-Person Tutors</b>	<b>Hourly Rate</b>	<b>Number of Hours Per Week</b>	<b>Number of Service Weeks</b>	<b>Training Fees</b>	<b>Program Managers  (9 total)  Fee  (\$40/hr)</b>	<b>Total Cost</b>
500	\$45/hr	17.5	26	\$67,500	\$374,400	<b>\$10,679,400.00</b>

Payment schedule for in-person tutoring will reflect the actual number of deployed tutors. In the current cohort the vendor may provide up to 500 tutors and may provide additional tutors if available to meet district requests for services. *See Supplemental Launch/Cohort payment schedule directly below.*

### Supplemental Launch/Cohort

Number of In-Person Tutors	Hourly Rate	Number of Hours Per Week	Number of Service Weeks	Training Fees	Program Managers (19 add'l)  Fee ((\$40/hr)	Total Cost
Up to 1000 (in addition to the 500 in the initial launch/ cohort)	\$45/hr	17.5	20	\$135,000	\$608,000	\$16,493,000.00

### Online Tutoring Program.

#### Initial Launch/Cohort

Number of Online Tutors	Hourly Rate Per Online Tutor	Number of Hours Per Week	Number of Service Weeks	Training Fees	Program Managers  (up to 9 full-time PMs at \$40/hour)	Total Cost
500	\$35/hr	8.5-10.5	20	\$52,500	\$288,000	\$3,315,500 - \$4,015,500

Payment schedule for online tutoring will reflect the actual number of deployed tutors. In the current cohort the vendor may provide up to 500 tutors and may provide additional tutors if available to meet district requests for services.

#### Supplemental Launch/Cohort

Number of Online Tutors	Hourly Rate Per Online Tutor	Number of Hours Per Week	Number of Service Weeks	Training Fees	Program Managers  (up to 19 full-time PMs at \$40/hour)	Total Cost
Up to 1000	\$35/hr	8.5-10.5	20	\$105,000	\$608,000	\$6,663,000 - \$8,063,000

## INTERVENE K-12



Students engage with their tutor during synchronous, live, and engaging tutorial video sessions with use of a virtual whiteboard. Students are actively interacting through the standards-aligned lesson with their instructor. Small group sessions allow students to learn alongside peers with similar skill needs. Our assessments test specific objectives, and students are moved in groups based on that data. For example, if a student struggles with a specific concept, they are moved to a group where additional scaffolded supports are offered to help with mastery. Our model also includes spiraling of objectives. Students are introduced to concepts, which are revisited and tested throughout the engagement to see what has been retained and mastered for better delivery.

**Our approach is rooted in learning engineering, which draws upon evidence-based research to create high-demand, effective interventions** while also centering on the whole student. By utilizing this methodology, we ensure that our tool is grounded in sound pedagogical principles and produces long-lasting results for students.

### Tutoring Highlights:

- Virtual, live instructor-led rigorous lessons for students in grades K-12
- Curriculum aligned to *California Common Core State Standards*
- Pre- and post-assessments, benchmarks, and progress monitoring
- Small group support during the school day or before/after school
- Embedded accommodations for specialized learners
- Full implementation of ELPAC English Language Development Standards (ELDs)
- Bilingual support in English and Spanish
- Support in English, Math, Science, and/or Social Studies
- Integrated Social Emotional Learning (SEL) and Career Exploration
- Consistent tutor/student pairings

### Dosage

According to the Annenberg Institute at Stanford University, high-impact tutoring is defined as any tutoring program that includes the following characteristics: substantial time each week of required tutoring, sustained and strong relationships between students and their tutors, close monitoring of student knowledge and skills, alignment with school curriculum, and oversight of tutors to assure quality interactions (National Student Support Accelerator, 2020).

As a founding member of the *National Student Support Accelerator Program* based out of the Annenberg Institute at Stanford University, we partnered with researchers, tutoring providers, and state education agencies to help set rigorous national standards for high-impact/ high-dosage tutoring. As such, for best results, we *recommend* the following dosage:

Frequency:	Minimum 3 days per week / Maximum 5 days per week
Session length:	30-minute / 45-minute / 60-minute sessions
Tutor/student ratio:	1:3 / 1:4 / 1:5



CATEGORY	UNIT	PRICE
<b>Comprehensive Small Group Virtual Tutoring Session</b>	Per Session (up to 60 minutes, 3-5 students)	\$65.00
<b>Data Reporting, Assessments, Analytics</b>	Per Student (One-Time Fee)	\$18.00
<b>ELPAC Pro Platform/ Universal Screener</b>	Per Student (One-Time Fee)	\$10.00
<b>Implementation/Training/ Tech integration</b>	Per Campus (One-Time Fee)	\$750.00

## LEARNING ALLY dba Learn-It Systems

### PROJECT APPROACH

The program for LAUSD will include a research-based, small-group differentiated instruction model designed to strengthen and supplement the Reading/Language Arts and/or Math skills for students in grades K-12. Learn It will provide 90-minutes of on-task instructional service through either two 45-minute or three 30-minute periods or using a schedule developed in consultation with each school. Learn It offers instruction before school, after school or during school, and on weekends and as requested by the school or district can expand or reduce service times as needed.

Learn It will provide in-person instruction based on each student's individual skill gaps and proficiency levels. Learn It can also provide online instruction and Learn It is prepared to implement a fully online or blended program to ensure students continue to receive services if schools close or on restricted schedules due to COVID-19.

A key piece of Learn It's approach to successful tutoring is the continuous monitoring of instruction and constant communication with the district and school administrators. Learn It will provide monthly reports to the district which will include a comprehensive overview of the supplemental instructional program status. The reports are month-to-month reference guides that track operations, offer structured analysis of issues, and present resolutions. The reports are an efficient way to communicate all projects, tasks and progress that occur throughout each month. Learn It's monthly report to LAUSD will include monthly timelines, tasks completed and in progress, problem and resolution descriptions, number of students served by school and in total, staff vacancies, monitoring reports, compliance summaries and resolutions, expenditure reports, administrative expenses, and updates to school schedules.

Learn It also ensures instructor effectiveness and program management effectiveness through the consistent monitoring of instruction, desktop audits, and compliance checks. Firstly, Learn It's local Program Supervisor (who will be a certified teacher) will conduct lesson observations of each Learn It instructor at least once per semester. The Program Supervisor will use monitoring and evaluation forms, which are based on the Danielson Framework. These forms include specific metrics within the categories of Planning and Preparation, Classroom Environment, Instruction, and Professionalism. Learn It instructors are then provided with feedback from these observations and are coached to help promote improvements where needed.

Secondly, Learn It's Education Quality Team will perform formal compliance and instructor effectiveness monitoring, as well as monitor the Program Supervisor, during the course of the program. These can include desktop audits, announced, and unannounced visits to ensure Learn It has a true understanding of the effectiveness of its instructors and program management. A Danielson Framework based evaluation tool will be used to monitor instructor and program management effectiveness, provide feedback on areas of improvement, and increase the effectiveness of the instruction being provided to students. Learn It's Educational Quality efforts also include ongoing monitoring to maintain teacher quality as well as staff development at all Learn It monthly teacher staff meetings, mentoring and support by the Program Supervisor or Lead Teachers, and opportunities throughout the year for teachers to collaborate and share best practices with one another.

Thirdly, the team will provide ongoing expertise, monitoring, and oversight of the program. They will review all evaluative tools throughout the program to ensure it is effective and that any concerns or issues are fully addressed. This can result in scheduling re-training opportunities, implementing corrective actions, providing individual professional counseling, or replacing ineffective personnel.

Finally, Learn It's corporate team, will conduct regular oversight of the tutoring program. Metrics for these reviews will include documentation audits, materials inventories, regular conferences to review ongoing program status and to address any issues or challenges that may arise, and announced and unannounced monitoring of program sites, program data, and program oversight. Their findings will be communicated back to the Vice President of Academic Services (Marybeth Jones) who will ensure any areas of improvement are addressed as discussed above.

## **TUTORING SERVICES FOR STUDENTS IN GRADES K-12**

### **SCHEDULE OF SERVICES AND PRICES**

<b>Category</b>	<b>Unit</b>	<b>Price</b>
Tutoring Services	Per day cost/half day costs for up to 20 students	Certified Teachers: \$256.67 half day; \$513.31 full day Uncertified Teachers: \$165.67 half day; \$331.32 full day
Materials, license fees, digital resources, etc.	One time or annual costs	Materials \$31,500 (assuming 1000 students in program)
Coaching	In person/on-line and frequency/duration	\$125 per hour for Coaching
Implementation monitoring	Reviews/visits per year	\$750 per visit; (assuming 45 visits per year -- \$33,750)
Deliverables	Data analysis, summary reports and recommendations	Deliverables 5% fee on top of all except materials.



## PROJECT APPROACH

Describe your plan for delivering the tutoring services and how they will be presented.

Mainstream implements a five-phase program management process for student instruction which includes: Integration; Mobilization; Implementation; Instruction; and Evaluation.



- The Integration Phase involves subtasks including gathering parent consent forms and obtaining student data via STAR or agreed-upon pre-assessments.
- The Mobilization Phase involves teacher training; STAR or other agreed-upon pre-testing; creating instructional groups; scheduling; and making class rosters.
- The Implementation Phase involves the creation of student learning pathways.
- The Instruction Phase begins in late August or early September for the majority of the schools. This phase includes small group accelerated instruction in reading and math; science and/or other identified subject areas; monthly Mainstream teacher training throughout the year; teacher observations; post-testing and student progress reports.
- The final phase, which runs throughout the year, is Evaluation. Mainstream's Management Team audits data trends and qualitative feedback in several key program areas using various monitoring tools and data measures.

Mainstream's SkillSet Instructional Framework is the overarching framework of the program. SkillSet emphasizes: pre- and post-assessment; accelerated high-dose instruction; gradual release; low student/teacher ratio; focus on grade level content; alignment with standards; ongoing professional development for teachers; and family engagement.

Mainstream will provide students who have been identified by the school for tutoring with small group instruction targeted to close identified learning gaps. The primary curriculum offered will be the Progress English Language Arts and Mathematics (Sadlier) curriculum. Tutors are trained to support student learning which begins by pinpointing learning gaps.

The curriculum unpacks the specific tasks within the Common Core State Standard mandates, which then develops targeted learning skills and strategy goals relevant to each grade level. The pre- and post-assessments align to the standards and provide timely data and analytics. Mainstream tutors receive extensive, ongoing training throughout the year to become adept at integration of purposeful and data driven instruction. Tutors will utilize academic manipulatives and pedagogical tools, such as graphic organizers, mind maps, anchor charts, scaffolded instruction methods, activities, and games. Similarly, the (Sadlier) Progress Mathematics curriculum provides accelerated instruction on the focus standards in each grade. Mainstream is also able to offer other curricular options and instructional materials customized to best meet school and student needs.

Each student is assigned a personalized learning path designed to close gaps and accelerate them to on-level mastery. All lessons are aligned to California Common Core State Standards and are built around the gradual-release instructional model of explicit instruction, supported and independent practice and assessment. Ongoing progress is monitored with real-time intervention reports that inform instruction. Site Managers and tutors will receive training to support students while working on prescribed learning paths.

## MUNDO ACADEMY (SBE)



### Program Plan

Mundo Academy offers a range of programming options to fit the budgets and particular demands of K-12 schools. Our services are personalized to each school. All services begin with a meeting with stakeholders that will allow us to learn more about the school community. Based on our conversations, we recommend services, and the school chooses a method of delivery and length of sessions for each group. Mundo Academy then takes charge of designing and implementing the program and administering progress checks to ensure our programs are delivering the intended results.

Mundo Academy employs a learning methodology that focuses on students' needs. Mundo uses a problem solving-based approach that builds conceptual understanding through reasoning, practice, and productive discussion around subjects in reading comprehension and mathematical problem solving.



Mundo prescribes differentiated instruction based on student achievement and test scores to allow access to the common core for students of all levels so that they can achieve success. School data from iReady and DIBELs assessments help us determine the best course of instruction in ELA and Mathematics. Our tutors use direct instruction in small group settings to help students gain the individualized instruction they need to succeed. Mundo uses mini-assessments that provide formative and benchmark information regarding student mastery of specific grade-level standards and then uses this information to modify and determine the next steps in the instructional process.

Mundo also helps student achieve higher performances on benchmark assessments such as ELPAC and SBAC by using research based instructional tools to teach students how to best respond and achieve better understanding of what is asked of them on these statewide assessments. Mundo uses test released questions, as well as instructional materials that help scaffold student understanding and student achievement.

Tutoring will be delivered in-person from 8am-5:30pm during non-instructional times. We prefer to offer tutoring on campus in-person. All groups will be at most 5 students with one tutor. Students will be grouped based on data provided by the school.

Mundo Academy has been expanding during the last 4 years to meet the needs of our partner schools. Through that expansion, we have ensured that we meet our contract requirements and maintain the quality of services and instruction.

CATEGORY	UNIT	PRICE
<b>Tutoring Services</b>	Hourly Rate	\$75 per group of up to 5 students per hour. Can be prorated. Sessions 2-5 times a week. Can be divided between subjects.
<b>Materials, License Fees, Digital Resources, etc.</b>	One Time or Annual Costs	\$100 per student annual fee for materials.
<b>Coaching</b>	In person/On-Line and Frequency/Duration	In-Person 2 to 5 times a week. \$100 per hour. Can be prorated.
<b>Implementation Monitoring</b>	Reviews/Visits per Year	Included. No additional cost. Site Supervisor will visit at least once a week. Formal reviews twice a year.
<b>Deliverables</b>	Data Analysis, Summary Reports and Recommendations	Included. No additional cost.

## ONE ON ONE LEARNING (SBE)



### Proposed Program of Instruction

The One on One Learning Tutoring Program applies a 3-phase approach to support students develop understanding and master grade-level content. This approach involves deep content knowledge, increased time, and strategic planning to meet students at their current instructional level and accelerate their academic paths forward.

- **Phase One: Understanding the Demands of Academic Standards** – Tutors anticipate areas of difficulty for students and identify the most critical prerequisite knowledge.
- **Phase Two: Diagnosing Student Understanding** – Tutors use current data to save time and avoid over-testing students. Tutors learn more about the students they teach through classroom discussion, one-on-one conversations, and written work students complete as part of everyday instruction.
- **Phase Three: Taking Appropriate Action Using Available Data** – Tutors use available data as a guide when determining appropriate intervention(s). They also ensure students understand how the extra support received through tutoring connects to their own grade-level content.

### **SCHEDULE OF SERVICES AND PRICES FOR STUDENTS IN GRADES K-12**

The tables below outline the annual pricing through 2027.

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students	See attached
Materials, license fees, digital resources, etc.	One time or annual costs	Included in price per hour
Coaching	In person/on-line and frequency/duration	Included in price per hour
Implementation monitoring	Reviews/visits per year	Included in price per hour
Deliverables	Data analysis, summary reports and recommendations	Included in price per hour

### **One on One Learning Pricing**

	Per hour	Half-day (4 hours)	Full-day (8 hours)
<b>1:1 Tutoring In-person</b>	\$ 71.75	\$287.00	\$558.00
<b>Small Group In-person</b>	\$ 71.75	\$287.00	\$558.00
<b>Large Group In-person</b>	\$ 76.75	\$307.00	\$ 598.00
<b>1:1 Tutoring Online</b>	\$ 71.75	\$287.00	\$558.00
<b>Small Group Online</b>	\$ 71.75	\$287.00	\$558.00
<b>Large Group Online</b>	\$ 76.75	\$307.00	\$ 598.00

One on One Learning offers 1:1 and/or small group direct instruction to students in groups not to exceed a 5:1 ratio (small group) or up to 20:1 (large group). The price per hour is inclusive of all costs associated with the services including tutor pay, curriculum, supplemental materials, manipulatives, staff training, technology, online licenses, and tutoring supplies.

## **PAPER EDUCATION COMPANY INC. dba Paper**

### **Implementation**

This statement of work (SOW) outlines the services that will be provided by Paper Education Company Inc. d/b/a Paper for Los Angeles Unified School District (LAUSD) schools serving grades K-6 and K-8. As outlined in RFP NO. 2000002320 Tutoring Services for Students in Grades K-12, Paper will provide “just-in-time”/on-demand online academic support tailored to help students increase academic achievement in all academic subjects.

PAPER services will help students attain proficiency in meeting California Common Core State Standards and successfully meet academic goals. PAPER academic support services will address deficiencies in understanding content concepts and skills while also emphasizing students’ existing academic assets, and help them complete grade level coursework.

### **Scope**

PAPER features unlimited 24x7 access to tutoring and homework help in multiple subjects in multiple languages on any device. Subjects include English Language Arts, mathematics, sciences, history, etc. PAPER will be available for all students during non-instructional hours.

Access will be provided through PAPER’s secure chat platform. Support through instant messaging, including audio notes, speech to text and text to speech, and live audio if provided, will be available.

Paper tutoring and homework help will be provided exclusively by Paper Educators. They will help students develop critical thinking, problem solving, and analytical skills.

All tutors are employees of PAPER, not freelancers or contract workers, and are all based in North America. Tutoring in other languages from tutors with full professional or bi/multilingual proficiency, not a translation service.

PAPER trains tutors in Paper’s inquiry-based approach to support students in developing critical thinking skills by eliciting prior knowledge, guiding discovery, and supporting metacognition. Training includes: Paper Teaching and Learning professional development course completion and certification; shadowing experience with experienced tutoring staff; and observation and feedback from the Paper Tutor Success team.

## **Rate Schedule and Payments**

### **Schedule**

Chargeable services provided in the scope span the Period of Agreement which is August 12, 2022 through August 11, 2027. Services may be extended over additional years upon mutual agreement, subject to rate adjustments as agreed between the parties.



## **Payment**

Paper will invoice LAUSD annually. PAPER will send an invoice to Carlen Powell and the LAUSD accounts team for payment. LAUSD will have NET 45 calendar days from the invoice date to remit payment.

## **Pricing: Pay As You Go Model**

In response to LAUSD's request to only pay for what its students use, this is a pricing option where Paper would give access to all LAUSD elementary students for whom data has been provided to Paper for free each year, for full five-year Period of Agreement set out above - but LAUSD would only pay for, in each year, those students that actually log on and have at least one learning Activity, (each, an "**Active Student User**"). To achieve this, Paper has rostered and will maintain accounts for all 200,919 students at LAUSD who currently have access to Paper's Educational Support System ("ESS").

LAUSD will pay the following price, to be fixed on a Per Student basis per year of the Period of Agreement, payable for **each year** of the Term:

Number of Students	Price Per Active Student User Per Year	Number of Active Student Users	Annual Cost
[200,919]	\$65.00	[To be determined by Paper at the end of each year]	[\$65.00 x number of Active Student Users]

For clarity, the fees payable for student who accesses the Paper ESS and thereby is an Active Student User will reset every year. Active Student Users will be defined as student users who have logged into the ESS and have completed at least one an Activity in that year will be invoiced to LAUSD for that year. "Activity" is defined as a completed tutoring session or Review Centre submission.

Counts for Active Student Users will reset on each anniversary of the commencement date of the Agreement, and will be invoiced promptly after the count of Active Student Users in that year is determined. Thus, Year 1 will be invoiced on August 12, 2023; Year 2, on August 12, 2024; Year 3, on August 12, 2025; Year 4, on August 12, 2026; and Year 5, on or after August 12, 2027.

LAUSD will have the option to increase the number of students/grades that will be given access to Paper in each year. Any new students/grades to be provided access to the Paper ESS will be subject to the same cost of \$65.00 per Active Student User who completes an Activity, per year.

## **Included Costs and Deliverables**

Paper will employ full-time customer success managers local to Los Angeles dedicated exclusively to implementing and marketing Paper across the community. Marketing and adoption plans will be built and adjusted using the guidance of LAUSD leadership to ensure the impact is aligned to the strategic priorities of the community. Paper will work with the LAUSD data teams to analyze the academic outcomes of the students using their services to help leadership evaluate the investment and gain a greater understanding of their academic community. All marketing, professional development, customer support, and data reporting costs are included.



**Other Included Costs:**

- Unlimited Activities for all students who are granted access to the ESS. The pricing proposal above is an “all in” proposal.
- All marketing and customer success support included
- No District Access Fee (\$0.00/year)
- Access is given to all K-6/8 students each year for five years. Access will be adjusted to account for students who have moved on from LAUSD’s jurisdiction and new students who join LAUSD.

**PROXIMITY LEARNING, INC.**

At PLI, we typically utilize a combination of student support materials based on identified student needs, including but not limited to:

- PLI teacher and interventionist created content aligning directly to students needs
- PLI Online course content and tools
- LinkIt!, MobyMax i-Ready, and Nearpod lessons and resources
- USA Test Prep

To maximize resources and help ensure student and educator success, we employ a proven tutoring program using a direct instructional model with one additional, significant advantage: individualized, online supports and content delivered through a live, synchronous online platform by highly qualified educators located across the United States. PLI is able to provide a highly experienced team of credentialed instructors, all of whom have extensive classroom experience, hold advanced degrees, and have undergone an intensive training process.

*Program Customization: Diagnostics, Goals, Assessment and Differentiation*

PLI will collaborate directly with LAUSD, identified individual schools, and teachers to deliver student diagnostics that will support in the selection and grouping of students to receive PLI’s tutoring support services. Administering the Diagnostic is the first step toward understanding and supporting student needs, but deep data analysis after the Diagnostic helps understanding of larger trends, identify support areas, and gauge overall progress toward class, small group or individual goals.

PLI works diligently to ensure all student needs are met. We leverage diagnostic assessments to inform a specialized work plan, which PLI develops in partnership with school personnel. This supports the identification of the unique needs of the school and each of its students, and defines a program centered on those needs, taking special consideration into those who may have educational disabilities that require or would benefit from supplemental aids and services as indicated on their individual education plans (IEPs). The service plan must ensure every identified student is part of a high-quality tutoring program, over and above the services and supports they already receive.

Leveraging ongoing formative and summative assessments, PLI's tutors and interventionists will remain responsive to student needs, differentiating and scaffolding instruction until all learning goals are met or exceeded

With live sessions and personal attention from highly qualified and effective interventionists, PLI offers a turnkey approach to ensure student success:

- Rigorous, engaging, differentiated instruction and curricula designed using proven, research-based methodologies and delivered by highly effective educators, interventionists, and tutors
- A cost-effective way to offer coursework in a variety of content areas based on school and student need
- Flexible learning that engages students and supports all types of learning needs—including English language learners and students with disabilities—so all students have the support they need to succeed academically and go on to productive and fulfilling college, career, and life experiences

The curricula and content PLI will leverage were all developed using evidence-based strategies proven to be effective. Content and learning objectives were designed to ensure higher-level learning, pushing students to not only comprehend learning objectives in oral and written form, but interpret, analyze, synthesize, and evaluate information, concepts, and ideas on a variety of topics. Students then apply what they have learned in both oral and written form.

LAUSD can further offer bilingual tutors to ensure students who may have limited English proficiency can still learn and benefit from tutoring regardless of their native language or level of comfort with speaking and working in English.

Because PLI works directly with students, educators, and schools based on their individualized needs, as well as our track record of success, we know our instruction, coaching, tutoring, and professional development opportunities are effective. We are dedicated to collaborating closely with identified LAUSD Schools to provide superior tutoring and supplemental services to students and to ensure every student across LAUSD has access to a high-quality education.

## TUTORING SERVICES FOR STUDENTS IN GRADES K-12

### SCHEDULE OF SERVICES AND PRICES

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students	\$377.79(Full)/\$188.90 (Half)
Materials, license fees, digital resources, etc.	One time or annual costs	\$3500 per school set up fee
Coaching	In person/on-line and frequency/duration	In Person - \$3500 per day Online - \$1,500 per half day
Implementation monitoring	Reviews/visits per year	Monthly
Deliverables	Data analysis, summary reports and recommendations	Monthly Reports

#### **Tutoring**

- Throughout the engagement, PLI virtual tutors will use detailed data to plan instruction, craft individualized feedback, and offer supplemental support tailored to each student's individual learning needs. This process is greatly facilitated with user-friendly data visualization tools within the i-Ready system.
- No two students learn or attain success in the same way. Understanding the path to individual achievement is accessed in different ways, PLI interventionists and tutors use creativity, flexibility, and empathy when assessing and employing research-based strategies to ensure the needs of every struggling student are identified, supported, and met.
- Tutoring sessions can be set up at a specific time each week during school hours, after school hours and on weekends
- Per student set up fee \$10

Tutoring	Time	Number of Students in Pod
<b>\$50</b>	Hour	Up to 3 Students
<b>\$100</b>	Hour	4 to 8 Students
<b>\$133</b>	Hour	9 to 12 Students
<b>\$160</b>	Hour	13 to 16 Students

#### **Sample Tutoring School Rollout:**

- 1.5 of tutoring a week for each student for 25 weeks
- Could be pulled out during the school day or after school

Pricing	Total Hours of instruction	# of students in a pod	# of pods	Total # of students serviced	Total Cost	Per Student Cost/ per hour breakdown
<b>\$50</b>	37.5	3	1	3	\$1,875.00	\$17
<b>\$50</b>	37.5	3	15	45	\$28,125	\$17
<b>\$100</b>	37.5	8	8	64	\$30,000	\$13
<b>\$133</b>	37.5	12	6	72	\$29,925	\$11
<b>\$160</b>	37.5	16	5	80	\$30,000	\$10.0





## Project Approach

### Planning and presenting tutoring services

Students who struggle with reading do best when they are supported by their entire community — their intervention teachers, their classroom teachers, their families, their friends. Our implementation model creates a canopy of support for each reader we serve. It includes:

- **Orientation** – for the leadership of the school building and/or community organization we will be supporting. Attendees typically include principals, MTSS coordinators, family engagement specialists, classroom teachers, and more. We present on the scientific background for struggles with reading, the specific methods and models we teach, and the evidence base for our approach. The outcome is a shared understanding of rationale, methods, and process among the adults who will be supporting each child on his or her journey to a reading future.
- **Parent and student communication** – before we select students for participation, the school will send information to parents and students informing them that they will receive some additional reading assessment. This communication can be supported by a webinar and/or in-person orientation sessions.
- **Assessment and reporting** – we will work with each participating school to review existing assessment data, and then conduct (virtually) additional screening and/or diagnostic measures as appropriate. We then provide parent-friendly reports on the results, including information on intervention methods to address identified needs.
- **Logistical planning** – in parallel with the assessment workstream, we will work with the school building and/or community organization staff on schedule, space, oversight, and related logistics to ensure an optimal learning environment for each group. We find that 8-12 students can effectively share a classroom, working with our teachers online.
- **Student selection and assignment** – once we have the assessment data in hand – district-conducted as well as additional screening or diagnostic measures as needed – and the outlines of the site or program’s logistics, we will collaboratively select students for intervention, assign instructional groups, and assign our teachers.
- **Intervention delivery** – our teaching is typically delivered 4 or 5 days per week, for 45 to 60 minutes of intervention per session, with the goal of delivering a minimum of 80 hours of intervention over the course of a school year. Students are overseen by specialists, teachers, administrators, or volunteers, in the school building or at home.
- **Regular reporting** – we provide weekly reports to both classroom teachers and to parents, including updates on each student’s progress and additional activities that can



support the student's growth. We provide additional reporting as described in the "Minimum Qualifications" section.

- **Administrative collaboration** – for each instructional site, we assign a "lead teacher" who is on point with the site staff, troubleshooting logistical, engagement, and instructional issues. We then meet every two weeks (in the fall) and monthly (in the spring) with site or building leadership to discuss student progress.
- **Community conversations and celebrations** – at LAUSD's direction, we can lead in-person or virtual community conversations on reading success, providing detailed information on reading difficulties and opportunities to improve outcomes. We also like to do one or two celebration sessions with students (and families as desired) at mid-year and at the end of the year.

## EXHIBIT B PAYMENT SCHEDULE

Category	Unit	Price
Tutoring Services	Hourly Rate	<p>Small-group virtual intervention sessions serve 3-4 students simultaneously:</p> <ul style="list-style-type: none"> <li>• \$108 for 45 minutes</li> <li>• \$120 for 50 minutes</li> <li>• \$144 for 60 minutes</li> </ul> <p>Our target dosage is 80 hours over the school year. In a group of four students, the cost would be \$2,880 per student.</p> <p>We propose to deliver services under a performance contracting model whereby 15% of the contract value would be contingent on implementation success and student growth.</p>
Materials, license fees, digital resources, etc.	One time or annual costs	<p>Per student:</p> <ul style="list-style-type: none"> <li>• \$125 for student materials</li> <li>• \$50 for diagnostic intake assessment</li> </ul>
Coaching	In person / on-line and frequency / duration	N/A
Implementation monitoring	Reviews / visits per year	N/A
Deliverables	Data analysis, summary reports, and recommendations	Supplemental account support, community engagement services, and family events are available to LAUSD depending on implementation scope.

## SERVICE AND PRICING NOTES

- All sessions are delivered by certified teachers with explicit training and mentoring in evidence-based intervention programs, working directly with the research teams.
- For the performance contracting component of our proposal, we would work with LAUSD to identify specific implementation and student growth measure targets and assign a percentage of the contract value to be held back contingent on each target being met.
- Tutoring Services includes all intake, weekly, quarterly, and annual reporting to teachers, parents, students, and administrators.
- We only bill for delivered sessions. With 24 hours advance notice, we will not bill for a canceled session.
- We invoice in arrears with auditable attendance reports.

## SCHOLARS COLLECTIVE (SBE)

### Project Approach

#### Plan for Delivering Tutoring Services

Scholars Collective is prepared to provide tutoring services in the areas of English Language Arts and Mathematics. We do this through a unique approach that is engaging for students and has proven successful at other urban school communities. We offer services to K-8th grade in the form of clubs. Although we utilize both staff expertise and student interest to develop each club, following are some examples of popular clubs we offer to provide tutoring in ELA and Math.

#### ELA

- Dungeons and Dragons Club
  - Students read short stories about fantasy characters and settings and complete short vocabulary and grammar lessons in context. Students collaboratively play sessions of Dungeons and Dragons or a similar role playing game and use this as a platform for reading, writing, and speaking. Students are asked to use new vocabulary aloud as they play the game while immediate feedback is provided for grammatical errors. Example short stories are shared and drafted as a group. Students use their own ideas to develop new characters and stories to apply their knowledge of the new vocabulary terms. At the end of each session, students provide a written or oral recap to demonstrate comprehension of events and practice new concepts.



- **Comic Book Club**
  - Students form book clubs to read popular comic books and graphic novels such as Spider Man. Before each reading session, the tutor provides a mini-vocabulary lesson. Students will read the new words in context of the story and engage in discussions and checking for understanding Q & A for comprehension. While engaged in discussion, students receive on immediate feedback on grammatical errors and practice making statements, critiques, and answering questions aloud about the story. Students then have the opportunity to engage in artistic creativity by designing their own characters and collaboratively writing their own original comic book. Students can use hand drawings, scanned images, and free programs such as canva to create digital comic books that demonstrate their understanding of literature concepts as well as grammar and syntax.

#### Mathematics

- **Need for Speed Club**
  - Students use physics to learn and practice math skills. Students create airplanes, cars, rockets, etc. and use mathematics to analyze their force and motion. Students will learn to record data and chart the effectiveness of their vehicle. Students will keep a journal of calculations and record notes on their projects as well as have time to get help from the tutor on their math homework.
- **Magic Potions Club**
  - Students use chemistry to learn and practice math skills. Students will engage in hands-on projects using chemical reactions. Students will record measurements and changes in their science journal where they can also practice math skills and calculations while engaging in experiments. Students will keep a journal of calculations and record notes on their projects as well as have time to get help from the tutor on their math homework.

#### Measuring Learning

Students will keep a journal with entries for each project and also produce a portfolio of learning as a qualitative representation of progress. Our tutors will also work collaboratively with each school site to coordinate pre and post assessments that are aligned with the school site curriculum and goals.

#### Materials and Resources

Our tutoring clubs utilize books and common materials that are included in the budget per child price. We utilize free online resources for projects such as Canva and Youtube and do not require additional licenses.

#### Capacity

Scholars Collective will provide tutoring services for up to 5 children per group for 12 week sessions in order to allow time to assess progress multiple times throughout the program. We can provide up to 5-7 groups at each school site with one tutor per group. We suggest grouping students by grade level.

CATEGORY	UNIT	PRICE
<b>Tutoring Services</b>	Hourly Rate	\$55 per Group
<b>Materials, License Fees, Digital Resources, etc.</b>	One Time or Annual Costs	\$5,000
<b>Coaching</b>	In person/On-Line and Frequency/Duration	Provided In-House Weekly
<b>Implementation Monitoring</b>	Reviews/Visits per Year	4 Reviews of Progress
<b>Deliverables</b>	Data Analysis, Summary Reports and Recommendations	Quarterly Reports



## SOUTHEAST COMMUNITY FONDATION



### PROJECT APPROACH

SCF's is proposing to deliver high-impact tutoring services to LAUSD students. SCF's high-impact tutoring program enriches student academic skills through partnerships between teachers, administrators, tutors, and parents. SCF's high-impact tutoring program is not an extension of the school day, but rather reinforcing the critical skills necessary to success during the school day.

Early on, SCF adopted the elements of high-impact tutoring programs while making adaptations to allow for after-school tutoring. SCF typically works with small clusters of students, groups of two to four students, three to four times per week for ten-week sessions (20 hours of tutoring per 10-week session, or 60 hours per academic school year). SCF believes modifications to the 10-week sessions may be appropriate to upper grade students who need assistance in multiple subjects. For example, a high school student may need a 3-week session in math, and an additional three weeks in science. Many of the program's details are outlined in the "Discuss" section just below.

SCF's history of high-impact tutoring deployment earned SCF an Innovation grant from [Accelerate](#) (a national tutoring research program).

### Volume III - SCF Price Proposal

In-Person Tutoring	Max # of Students	Total Program Cost	Cost/Student*
10 Week High-Impact Session	4	\$ 2,013.49	\$ 503.37
4 Week High-Impact Tutoring Session (Middle/High School Only)	4	\$ 957.75	\$ 239.44
Hourly Rate	4	\$123.09	

Virtual Tutoring	Max # of Students	Total Program Cost	Cost/Student*
10 Week High-Impact Session	4	\$ 2,470.54	\$ 617.64
4 Week High-Impact Tutoring Session (Middle/High School Only)	4	\$ 1,049.16	\$ 262.29
Hourly Rate	4	\$123.09	

In Home Tutoring	Max # of Students	Total Program Cost	Cost/Student*
10 Week High-Impact Session	4	\$ 3,536.99	\$ 884.25
4 Week High-Impact Tutoring Session (Middle/High School Only)	4	\$ 1,414.79	\$ 353.70
Hourly Rate	4	181.29	

\*Fee is fixed and does not change with the number of students in session



### PROJECT APPROACH

***Describe your plan for delivering tutoring services and how they'll be presented.***

Springboard Collaborative delivers 5-10-week after school and summer tutoring sessions that can begin at any point in the year that aligns with the District's needs. Students will receive at least 90 minutes of direct, small-group tutoring instruction each week with a tutor to student ratio of no more than 1:5.

The following are potential after school tutoring schedules:

1. Students receive after school tutoring 3 times per week for 90 minutes each day. Students are in groups of 5 receiving small-group instruction, supervised reading, and independent reading for 30 minutes each. Students will receive a literacy tutoring dosage of 90 minutes total each week.
2. Students receive after school tutoring 3 times per week for 1 hour each day. Students are in groups of 5 receiving small-group phonics instruction for 30 minutes, followed by 30 minutes of shared reading/fluency instruction. Students will receive a literacy tutoring dosage of 90 minutes total each week.

Springboard's proprietary curriculum aligns to the Science of Reading and best practices in early literacy. We know from scientifically-based reading research that an effective reading program addresses several major areas of reading as defined by the National Reading Panel (NRP). These areas include phonemic awareness, phonics, fluency, vocabulary, and comprehension. More specifically, we believe in instruction that promotes:

- Code-based aspects of reading - Phonemic awareness, alphabet knowledge, letter-sound association, fluency in word recognition; and
- Meaning-based aspects of reading - Vocabulary, background knowledge, comprehension

Children must develop mastery of the code to construct meaning from text; they also need academic language (vocabulary and syntax) and background knowledge to comprehend text. These aspects of reading, which are all intertwined, must be taught explicitly and systematically. A foundation of code-based and meaning-based skills along with opportunities to read engaging texts alone and with others are all essential to a child's reading success.

In addition to weekly high-dosage literacy tutoring, Springboard provides family engagement programming that includes five family workshops. In family workshops, family members learn and practice reading tips alongside their students. Each reading tip teaches adults how to read with their child purposefully and ask questions as they support their child to understand what they read, figure out new words, read more fluently, and engage with the reading process. Families leave workshops motivated to increase at-home reading time and confident they can effectively help their struggling readers. This at-home support magnifies the growth students gain from their small-group tutoring sessions. As mentioned above, Springboard provides all family-facing materials (including family workshop materials) in Spanish, Chinese, Haitian-Creole, Portuguese, Arabic, Vietnamese, and Amharic. A limited library of resources is also available in Urdu, Bengali and Somali. We will work with the District to ensure translation to other languages to ensure access for all families.



Family workshops are also a time for educators and families to easily check in about reading goals and student progress. LAUSD families who participated in Springboard's literacy programming during the 2022-2023 school year averaged 88% attendance at family workshops! Throughout the program, family workshops become a crucial touch point for adults to form a true literacy partnership. Educators need to know how students are using their reading skills at home, and families need to know the strategies (or reading tips) they can use to double the literacy tutoring efforts and catapult their child toward reading growth. These more formal "academic exchanges" have been shown to increase reading gains. Springboard family workshops benefit school communities in three ways:

1. Workshops increase reading time for students by training and equipping family members to be effective reading coaches, delivering one-on-one literacy support at home (where children spend 75% of their waking hours).
2. Workshops strengthen academic partnerships by giving educators and families a structure to check-in, one-on-one about each student's reading.
3. Workshops build a culture of family engagement by infusing your school community with an energetic, academic-focused activity that both educators and families love!

#### **Pricing narrative**

Springboard Collaborative is a 501c3 nonprofit and, as such, we know that district budgets are tight. We are committed to providing high-dosage tutoring programs to our partners at a competitive price. Our prices reflect that commitment and include all materials, supplies, and labor needed with the exception of compensation for seasonal staff and tutors. Historically in our partnerships with LAUSD, seasonal staff and tutors have been certified teachers identified and hired by the District to deliver Springboard tutoring after school and during the summer.

The attached Price Proposal form outlines our best estimate at an hourly rate per student for a 10-week session, along with per student rates for the other line items. However, Springboard typically prices based on a per student and per site fee. The Price Proposal also assumes that we are serving the District at scale, as we currently are, and is priced for the hourly rate to serve 1,800 students across 30 sites. We've included a table below offering additional context on our Price Proposal. Springboard can accommodate as many students and schools as desired by the district. Historically, Springboard has served the District at a much larger scale, and we are currently on track to serve over 10,000 students in the 2023-24 school year.

Springboard's model is shown to be much more cost-effective than other, similar tutoring providers. Based on a study for the Massachusetts Department of Elementary and Secondary Education (DESE) of high-impact tutoring providers, American Institutes for Research (AIR) found that "Considering that DIBELS score growth was similar across vendors, Springboard's lower per student expense to replicate makes it appear to be by far the most cost effective tutoring model to expand in the future."<sup>1</sup>

Category	Unit	Price at rate	Notes
<b>Tutoring Services</b>	Hourly rate per student per cycle	\$8.76	10-week cycle. Does not include tutor compensation per note above.
<b>Materials, license fees, digital resources, etc.</b>	Per student/per cycle	\$132.22	Includes incentives, library collections, and family workshop resources.
<b>Coaching</b>	Per student/per cycle	\$79.44	Tutor professional development.
<b>Implementation Monitoring</b>	Per student/per cycle	\$25	Includes implementation of family workshops, professional development, and 1 visit per site.
<b>Deliverables</b>	Per student/per cycle	\$12.78	Includes site level impact reports and assessments.

## STUDENT NEST, INC. (SBE)

### PROJECT APPROACH

StudentNest Tutors shall provide tutoring services aimed at helping students achieve academic excellence. To achieve this, the tutors are required to have a minimum of two years of higher education experience, an associate's degree or higher, or at least one year of education-related experience in English Language Arts, math, science, and social studies. In addition, the tutors must have at least two years of tutoring experience in the subject they will teach. StudentNest shall ensure that all tutors are fluent in Spanish and have special education expertise.

To ensure efficiency, StudentNest is responsible for coordinating the delivery of tutoring services with the district and/or campus staff. The Program Manager must have a college degree and experience in a professional education support role related to education and tutoring and will oversee the tutoring process. The contractor must also provide both in-person and virtual tutoring services in various subjects, including reading, writing, mathematics, algebra, geometry, calculus, physics, history, biology, and social studies. Services shall be available before, during, and after school, and during summer school, on an as-needed basis.

StudentNest tutors shall provide daily, weekly, and monthly written updates on student progress, and tailor tutoring programming and instruction to improve attendance, proficiency, and graduation rates by using school and student data. Instruction should be secular, neutral, and non-ideological, and facilitate online/distance learning instruction through the virtual classroom using Zoom.

The program content supplements regular classroom instruction and provides dedicated handouts, PowerPoint presentations, vocabulary definitions, student activities, and quizzes. StudentNest shall also provide materials and access to computers/tablets or other technology used in the classroom if needed or requested.



StudentNest shall provide tutoring services in groups of 2:1, 3:1, 4:1, or 5:1 small groups (2-5). The decision to provide services to a student either 2:1 or in a small group (5:1) will be determined by input from school representative.

StudentNest shall provide in-person, virtual tutoring, and utilize its mobile app LOTUS (Learning Online Through Universal System) in 2:1 and small groups of 5:1. Grouping will be done based on the subject of need as identified through Schools/State assessments and the areas of need as identified through pre-assessments conducted by StudentNest. StudentNest shall group students who share the same grade level and needs. Any other elements LAUSD would require will be incorporated into the grouping analysis. StudentNest shall provide over 200 students tutoring. Thus, either 200 individual sessions 2:1 or 200 students up to 5:1 or a combination of 2:1 and small groups of 2-5, depending on the needs of the district and students.

### Rate Schedule

TUTORING SERVICES FOR STUDENTS IN GRADES K-12		
Category	Unit	Price
Group Tutoring	Group Rate 2:1 up to 5:1	59.75/HR
The hourly costs listed above are all-inclusive. Below is a breakdown of all the elements that are covered by the rate(s) proposed:		
Tutor Cost	Admin Cost	Management/Liaison
Benefits	Platform	Server
Travel	Supplies	Insurance
Content	SLP	Pre/Mid/Post Assessments
Background Check	Lodging	Internet/Telephone
Training	Subscriptions	LOTUS App
PPE	Tablet/Chromebook	

## STUDY SMART TUTORS, INC.

### Tutoring Program Delivery Framework



Study Smart Tutors' delivery of tutoring services provides a holistic approach to student growth and learning. Our methodology utilizes the inclusion of Social Emotional Learning (SEL) best practices as developed by the Collaborative for Academic, Social, and Emotional Learning (CASEL) in tandem with our academic rigor and student success model so that our student's self-confidence and soft skills will flourish alongside their understanding of subject concepts.

#### **Initiation of Services via Work Orders**

Each implementation of a Study Smart Tutors program begins with communication between a partner school and a Study Smart Tutors' Program Manager, Project Director, or Founder. In this first stage, partners request a work order proposal for one or more of the services that Study Smart Tutors offers under this contract, based on academic goals, student needs, budget, and other administrative or structural factors.

The Study Smart Tutors team then sends an order for services (work order) using the Exhibit E work order form, which includes an outline of service dates, times, and the number of students slated to participate. Additionally, each proposal includes a sample outline of service content and a quote for the total cost, based on the Exhibit B Rate Schedule.

Once the work order is fully executed, the partner program is connected with Study Smart Tutors' Academic Services Coordinator, who schedules tutors, confirms location details, coordinates and sends all relevant student and program materials, and who serves as primary point-of-contact during the service period.

Once services are completed, students and/or partner program staff complete a survey (provided by Study Smart Tutors), and the results are tabulated and sent back to the partner program where a meeting is scheduled for review and feedback.

#### **Academic Goals and Participant Outcomes**

Using the framework (**ESSA-4**), Study Smart Tutors will be able to provide k-12 tutoring support for students throughout the **LAUSD** by establishing programming that addresses student needs based on qualitative and quantitative data. This data will serve as the basis for creating assessments, interventions, and academic support systems to support the growth of those students reading below grade level.

In addition to homework help, Study Smart Tutors can create CCSS-based ELA & math pre-assessments and use the data as a baseline for understanding students' highest needs and create various tutoring programs that best fit the needs of the district. The company integrates and evaluate an assessment system based on meeting and mastering the included specific ELA and math standards and skills. Based on the provided data, Study Smart Tutors then provides tutoring that supports English Language Development and mastery of CCSS math standards. Tutoring models include, but are not limited to: **In-person and virtual, as well as pull-in, push-out, and after-school sessions**. The success of this program also depends on the involvement of all stakeholders.

Therefore:

- Study Smart Tutors will collaborate with site EL/math coordinators & specialists to identify assessment accessibility, assessment cultural relevance, and overall alignment with any internal benchmarks already in place.
- Study Smart Tutors will provide assessment data reports to site EL/math teams and provide them time to analyze score reports. This data can be used to adjust pacing plans and lessons based on high need standards.
- Using assessment and site & teacher data, Study Smart Tutors will create materials that support and practice the ELA/math Common Core standards. These materials will be facilitated by trained tutors that implement instructional strategies and pedagogy to meet students where they are.

Creating regular cycles of the above allows Study Smart Tutors and site staff time to create future assessments & activities aligned with high need standards that were not met in the initial assessment (ESSA-3). Additionally, the assessments would reflect the tutoring support that students received by Study Smart Tutors and the ELA/math instructional support from their academic classes within the window following score reports.

To ensure that there is moderate evidence of impact (ESSA-2), Study Smart Tutors will:

- Regularly collect survey data from the following groups: students, tutors, and school staff. The data collected will help with adjustments and modifications made to the overall programming for the district.
- Actively track student attendance during sessions and the amount of support and type of support provided during each session.
- Create and maintain a record of school site averages within the district to track the progress of each group ensuring buy-in and accountability.

Finally, to evaluate the overall effectiveness and strong impact of our programming (ESSA-1), Study Smart Tutors will track the cumulative data across the district and within the appropriate grade levels. With district support, we will integrate 'checks for understanding' and 'benchmarks' throughout the academic year and programming.

### Rate Schedule

Category	Unit	Price
Tutoring Services (in-person), K-12, Any academic subject	Per-day, half-day or hourly	\$1,000/day, or \$500/half-day, or \$185/hour per tutor (working with up to 8-12 students at a time)
Tutoring Services (virtual), K-12, Any academic subject	Per-day, half-day or hourly	\$750/day, or \$350/half-day, or \$125/hour per tutor (working with up to 8-12 students at a time)
Materials, license fees, and digital resources	N/A	Rates above are inclusive of all materials



Coaching	As needed and regular coaching of tutors	Rates above are inclusive of all coaching provided to tutors
Implementation monitoring	As-needed and regular site visits by Study Smart Tutors staff (not including tutors)	Rates above are inclusive of site visits
Deliverables	Pre/post data analysis, mid-semester and end of semester summary reports	Rates above are inclusive of data analysis and summary reports
Youth Business Alliance Work-Based Learning Field Trips (WBLP)	Per field-trip, inclusive of 30 students	\$1,000/field trip
Youth Business Alliance Work-Based Learning Guest Speaker Program (WBPL)	Per semester, inclusive of 30 students	\$1,000/semester

## **SYLVAN LEARNING CENTER dba The South California Learning Corp**

### **PROJECT APPROACH**

Sylvan Learning utilizes the Star Renaissance to assess students reading and math competencies pre and post instruction. Each student's scaled score is used to place students in the Ace it! or SylvanSync program. The STAR Tests assist in identifying the educational needs of the student, making informed decisions about instructional level placement, creating instructional plans for students, and capturing baseline data for evaluating student progress.

**SylvanSync** is Sylvan Learning's proprietary reading and math intervention program that utilizes an integrated technology platform developed to provide digital resources to support teaching and learning in ways that are appropriate for students of today for grades K – 12. This platform delivered digitally helps teachers motivate, engage, and instruct students in a highly individualized manner. SylvanSync utilizes normative assessments, learning progressions, adaptive learning plans and formative assessments to deliver a completely personalized learning experience based on each student's individual needs. SylvanSync is delivered up to a 3:1 student to teacher ratio.

The SylvanSync program was specifically designed to help all children achieve academic success based on delivering a personal learning experience that focuses on meeting students' individual needs. It embraces the fact that to prepare children for learning and competing in the digital age, it must seek to transform teaching and learning. That's why Sylvan designed and built

SylvanSync™, a solution that gives students the support they need to succeed academically and uses the digital tools they love.

**SylvanSync includes:**

- State-of-the-art assessments of cognitive and non-cognitive factors.
- A personal learning plan specific to each child's needs.
- Digital lessons
- Highly trained Sylvan-certified teachers.
- Lessons that adapt to a child's skill level, and that pace and support the instruction being delivered by the teacher.
- Instant feedback and recognition

Category	Unit	Price
Tutoring Services (Ace it! Tutoring ratio of 5 students per every tutor)	Per day cost/half day costs for up to 20 students	<b>Base cost is \$45.00 per hour per student or \$1,350 per student for 30 hour program.</b> (per day cost of \$90 per student per two hour block or \$900 for 20 students per hour). Sessions are billed at a fully burdened group rate of \$225 an hour.
Tutoring Services (SylvanSync Tutoring ratio of 3 students per every tutor)	Per day cost/half day costs for up to 20 students	<b>Base cost is \$56 per hour per student or \$1,680 per student for 30 hour program.</b> (per day cost of \$112 per student per two hour block or \$1,120 for 20 students per hour). Sessions are billed at a fully burdened group rate of \$168 an hour.
		or \$1,120 for 20 students per hour) 56. Sessions are billed at a fully burdened group rate of \$168 an hour.
Materials, license fees, digital resources, etc.	One time or annual costs	Included
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Flat <b>one time fee of \$10,000</b> for districtwide implementation
Deliverables	Data analysis, summary reports and recommendations	Progress reporting included, additional/optional special reports available for <b>per semester cost of \$5,000</b> for districtwide reporting and data analysis

	Support for Middle and High School Classes	SylvanSync Personalized Tutoring Plan	Ace it! Tutoring (5:1)
<b>Cost</b>	Group rate of \$168 an hour (\$56 per hour per student)	Group rate of \$168 an hour (\$56 per hour per student)	Group rate of \$225 an hour (\$45 per hour per student)
<b>Short Description of Student Need</b>	Ideal for a student who is enrolled in Middle and High School classes that are required for graduation and needs help with assignments, projects preparing for exams	Ideal for a student who needs personal attention and an individualized learning plan in foundational subjects such as reading, math and writing	Ideal for a child who needs basic review of foundations in Reading and Math outside of the regular school classroom
<b>Grades / Subjects</b>	6-12 / All Core Subjects	K-12 / Reading, Math and Writing	K-8 + Algebra / Reading and Math
<b>Student to Teacher Ratio</b>	3:1	3:1	5:1

## TPR EDUCATION, LLC dba The Princeton Review Tutor.Com

### The One-to-One Learning Approach Delivered Online

We want all LAUSD students to succeed in school and beyond, but teachers cannot be available 24/7. On-demand tutoring from Tutor.com was designed to bridge this gap. We support a better student, teacher, and school experience. Tutor.com also provides teachers and schools with the data necessary to help teachers and students excel.



Our mission is to connect students to individualized learning one-to-one engagements with subject matter experts. This combination of personalized learning with diagnostic evaluations offers a powerful solution for your students. Through an intensive, virtual classroom, students have access to over 3,800 subject-matter experts who are available 24 hours a day, seven days a week, and 361 days a year in English and Spanish. Tutors provide homework help, AP support, and skill-building in more than 200+ subjects including math, reading, science, and social studies for grades 4 through 12.

Tutor.com is also available where students need it, whether at school, at home, or on a mobile device. Partnering with The Princeton Review ensures that your students have access to targeted learning and that teachers receive the data necessary to make informed decisions about instruction and student progress.



## SCHEDULE OF SERVICES AND PRICES

### ON DEMAND TUTORING

Tutor.com to provide LAUSD students with on-demand tutoring 24/7, 361 days per year in English or Spanish. Service includes tutoring support in over 200 K-12 subjects, drop-off essay review, access to online diagnostic quizzes, SAT & ACT Preparation Essentials Courses along with access to additional college readiness videos from The Princeton Review.

The table below outlines the annual pricing through 2027.

List Price	LAUSD Discounted Rate
\$40/hour	\$28/hour

- Minimum Purchase of 50,000 hours during 2023-24 school year.
- Additional hours can be purchased at \$28 per hour.
- All unused hours from LAUSD PO#4500601315 will be rolled over into this agreement at no additional cost.
- No additional set-up or implementation fees
- Price includes all necessary reporting, training and professional development.

### HIGH DOSAGE TUTORING

This program was purpose-built to meet the needs of LAUSD students requiring supplemental, targeted academic support to address skill gaps with close monitoring. This research-based service is designed to have the same tutor meet with the same small group of students (2-4 students), several times per week over the course of a semester. High Dosage Tutoring can be delivered via the below options:

#### Curriculum provided by The Princeton Review:

Algebra I  
Middle School Math (Available 2024)  
Additional Subjects TBD

#### Curriculum provided by LAUSD:

Algebra I  
Middle School Math (6 -8)  
Elementary Math (3 – 5)  
Elementary ELA

#### High Dosage Tutoring Pricing:

Service	Price
30-Minute Session	\$65 per Session
45-Minute Session	\$115 per Session
Implementation Fee	\$500/school

- Each Small Group Tutorial will consist of up to 12 weeks of sessions, 3-5 sessions per week (excluding shortened weeks), 30 minutes of instruction time per session for 2-4 students (subject to student withdrawals).
- Price listed is per session.
- Additional sessions may be added per for \$65 or \$115 per session rate.
- Price includes all reporting, training and professional development.

#### Minimum Commitments for HDT:

- Minimum purchase of 20 group tutorials per school
- Minimum commitment of 20 sessions per group
- 36 sessions per group recommended.

### **Additional Terms for High Dosage Tutoring Small Group Tutorials by Tutor.com**

**a. Fees:** The Implementation Fee will be invoiced upon execution of this SOW. TPR will invoice Customer separately for each Small Group Tutorial, including all planned sessions for that Small Group Tutorial, after the first week of sessions for the Small Group Tutorial has been completed.

**b. Service Terms:** TPR will set up the High Dosage Tutoring services for launch on a date mutually agreeable to the parties. Customer will provide TPR with all information and other cooperation needed to set up and launch the High Dosage Tutoring services.

Customer will provide TPR with a list of students enrolled for each High Dosage Tutoring Small Group Tutorial in an electronic format ("HDT List"), at least 14 days before the first session of the Small Group Tutorial. Customer may add students to the HDT List for a Small Group Tutorial for up to one week after the first tutoring session for the Small Group Tutorial so long as the maximum number of students in the Small Group Tutorial is 4. Customer may remove students from a Small Group Tutorial, but no refund will be issued (and Customer will be invoiced) for a Small Group Tutorial if no student remains in the Small Group Tutorial after the first week of the Small Group Tutorial.

TPR will conduct up to 2 make-up sessions for a Small Group Tutorial at the convenience of the Customer and based on the tutor's schedule if the Customer cancels session(s) due to circumstances beyond its reasonable control (e.g., snow day, fire drill, etc). TPR will conduct make-up sessions at the convenience of the Customer and based on the tutor's schedules if TPR cancels session(s) due to circumstances beyond its reasonable control (e.g. sick tutor and no substitute available for the day).

During the term of this Statement of Work, additional Small Group Tutorials or Tutorial Sessions in excess of those listed above and (subject to TPR's ability to staff additional sessions) additional sessions for Small Group Tutorials listed above may be purchased under this Statement of Work by Customer at the rates set forth above by an email from Customer's Authorized Representative to TPR's Primary Contact at [Eduardo.ceja@review.com](mailto:Eduardo.ceja@review.com) or by Purchase Order, setting forth the number of additional Small Group Tutorials or sessions being purchased. A purchase of additional Small Group Tutorials will be deemed accepted upon receipt of the order, and TPR will invoice Customer for additional Small Group Tutorials as set forth in the Fees section above. A purchase of additional sessions will be deemed accepted when TPR invoices Customer for the additional sessions. For purposes of this Statement of Work, Customer's Authorized Representative will be Caroline Walden. Customer may change Customer's Authorized Representative by providing notice to TPR in accordance with the Agreement.

The availability of the High Dosage Tutoring services is subject to reasonable downtime for maintenance and related activities and loss or interruption due to causes beyond TPR's reasonable control.

Customer represents and warrants that it has the right to provide to TPR (through its ownership, under a license, under the "fair use" doctrine of copyright law, or otherwise) any textbooks, workbooks, assignments prepared for or worked on by Users, syllabi, curricula, and any other materials that its personnel or Users provide to TPR in connection with the High Dosage Tutoring services.

## THRIVE ACADEMICS, INC.

### PROJECT APPROACH

Thrive Academics offers small group (2-10 students) and one-on-one individual tutoring. The groups will be formed based on pre-assessment scores, school grades, and parent/teacher input. The tutor/student ratio will be maintained at 1:10 or less, and by special request one-on-one tutor/student sessions can also be accommodated.

Students will receive at minimum one (1) hour of instruction per week consistently for the duration of the tutorial program. Scheduling will be organized with school staff and parents to ensure convenience for families and students. Services can be delivered throughout the week, weekends, day and/or evening hours as needed and approved.

### TUTORING SERVICES FOR STUDENTS IN GRADES K-12

#### SCHEDULE OF SERVICES AND PRICES

Category	Unit	Price
Tutoring Services One-On-One	One-On-One with student, includes students with disability	\$55.00/ hour
Tutoring Services Per Group Full Day	Group up to 10 students: \$85/hour \$85 x 8.5 hrs = \$722/full day/groups up to 10 students per group	\$722.00/ full day
Tutoring Services Total of 20 Groups Full Day	\$722/group X 20 groups (if 200 total students) = \$14,440 per day	\$14,440/ full day
Tutoring Services Per Group Half Day	\$85 x 4 hours = \$340/half day/groups up to 10 students per group	\$340.00/half day
Tutoring Services Total of 20 Groups Full Day	\$340/half day/groups up to 10 students x 20 groups = \$6,800.00/half day	\$6,800.00/half day
Voyage - Materials, license fees, digital resources, etc.	One time annual subscription and all course materials per participating student.	\$20.00/student
Facilitator optional for the Voyage course:  Voyage – College and Career Readiness Plus Life Skills Course	Same as tutoring.	• \$55.00/hr for all Voyage sessions up to 20 students per session

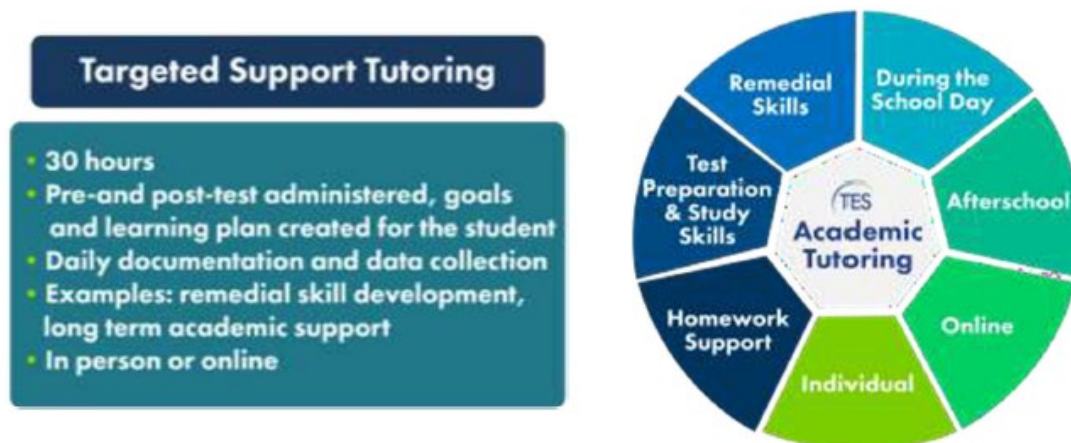
**Thrive Academics will provide instructional materials** and coordinate for the use of school or student personal computers where available. In the event computers or tablets are needed, and not available, Thrive Academics will offer the use and training for company equipment for each session. This equipment will remain the property of Thrive Academics, Inc.

WBLP Plan: Tutor mentoring may be facilitated with tutored groups.



## TOTAL EDUCATION SOLUTIONS

Our Targeted Support Tutoring Program provides academic support to all students including at-risk/promise/youth, foster youth, English language learners, and students with disabilities. Our model features small group instruction aimed at addressing learning, behavioral, developmental, language, and academic challenges that may be hindering students from making necessary academic growth at school.



### *In-Person or Online*

Our tutors are able to provide in person tutoring at the school. All providers are expected to follow COVID-specific guidelines and protocols to maintain a safe environment for tutoring to occur in person, including all LAUSD-assigned tutors being fully vaccinated at time of placement. Tutoring can also occur virtually using a secure portal and integration with Schoology.

## TUTORING SERVICES FOR STUDENTS IN GRADES K-12

### SCHEDULE OF SERVICES AND PRICES

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students	Per hour - \$60/per tutor Half day - \$180 (3 hours) Full day - \$360 (6 hours)
Materials, license fees, digital resources, etc.	One time or annual costs	Administrative Fees: 5% of Total Monthly Tutoring Services
Coaching	In person/on-line and frequency/duration	
Implementation monitoring	Reviews/visits per year	
Deliverables	Data analysis, summary reports and recommendations	

## **TUTOR ME LA, LLC dba Tutor Me Education**

Tutor Me Education's program is designed to consider a comprehensive approach to recruitment, communication, teaching methodology, overall welfare, measures, and student success. Once we identify the students to be served using teaching recommendations based on past academic performance, and at least 40% failure on the assessment instrument, a High-impact tutoring approach is to supplement students' classroom experiences in order to increase the academic achievement of identified students on assessments, and specifically, to attain proficiency in meeting grade requirements for level in California. We prefer to work with all age groups/levels including PreK-12, college, and graduate levels. Areas covered include but are not limited to General Skills Support, Organizational Skills, Test-Preparation, Subject-specific Course Preparation, and College and Postsecondary Exposure and Preparation. We provide tutoring for Reading, Writing, Math, Science, Social Studies, Government, Economics, and Test-Preparation for the SAT, ACT, CAHSEE and GED. All materials including assessment tools, supplemental curriculum, and test preparation booklets are provided as needed. This includes tools for 1-1 and group tutoring, ELL and ESL students, students with disabilities, prep for state/college entry exams, "Push In" Interventions, and much more. Instruction can be provided in both English and Spanish. Learning gains through our tutoring services are achieved by:

- Well-trained, consistent tutor who builds a strong relationship with students
- High quality instructional material aligned to standards and core classwork
- One-to-one or small group for individualized support
- Embedded in the school day or immediately before or after, or during an LEA-partnered summer program, to maximize student access and attendance
- Data-driven, utilizing aligned formative assessments, with tutors building sessions around student strengths and needs and adjusting approach based on data over time

## **Rate Schedule**

### **QUOTE - Rate sheet**

Pre & Post Assessments - \$29/student/year

Comprehensive Online Learning Platform License - \$39/student/year

Lesson Plans - Free with package

Progress Reports - Free with package

Test-Prep Diagnostics - Free with package

Data analysis, summary reports and recommendations - \$550/campus/year

Cost for curriculum license - Could range between \$0-\$32/student/year depending on schools requirement and preferred curriculum.

Travel Cost- Free with package

Hardware/software costs - N/A

Connecting devices costs - N/A

Software customization costs - N/A

\*Group tutoring sessions are billed at a minimum of 3 students per scheduled hour.

**Small & Large Group (3 to 20 students) Tutoring Rates - Virtual**

5,000+ hours - \$19.60/hr per student

10,000+ hours - \$18.33/hr per

student **30,000+ hours - \$16/hr per**

**student 45,000+ hours - \$14/hr per**

**student Pay-as-you-go - \$39/hr per**

**student**

**1-1 Tutoring Rates - Virtual**

2,000+ hours - \$59/hr per

student 5,000+ hours - \$55/hr

per student 10,000+ hours -

\$49/hr per student

**30,000+ hours - \$39/hr per student**

**Pay-as-you-go - \$69/hr per student**

**Small & Large Group (3 to 20 students) Tutoring Rates - In-Person**

5,000+ hours - \$29.60/hr per student

10,000+ hours - \$28.33/hr per

student **30,000+ hours - \$26/hr per**

**student 45,000+ hours - \$24/hr per**

**student Pay-as-you-go - \$49/hr per**

**student**

**1-1 Tutoring Rates - In-Person**

2,000+ hours - \$79/hr per student

5,000+ hours - \$75/hr per student

10,000+ hours - \$69/hr per student

**30,000+ hours - \$59/hr per student**

**Pay-as-you-go - \$89/hr per student**

## **TUTORED BY TEACHERS (SBE)**

### **Project Approach**

Before any session, TbT tutors will use pre-assessment data (using third-party assessments) to guide the skills that should be the focus of each tutoring session and overall tutoring program. Each tutor creates his or her own lesson plans and then adjusts those plans based on the needs of the students in their group. For a typical tutoring session, the teacher and students log on to the LAUSD-approved online platform (Zoom, Google Classroom, etc.), and the teacher tutors the students in the assigned subjects (e.g., math, reading, or both). Tutors work individually with students as well as the group and use online breakout rooms to differentiate instruction and provide focused instruction for areas in which a student may be struggling. Additionally, as required for this contact, all TbT tutors will be available to attend Professional Learning Communities (PLCs), teacher planning, or other meetings to inform instruction.



TbT provides tutoring in math, ELA, or both, and serves all grade levels (K–12). Our tutors reflect the students they serve and provide differentiated solutions for each student. Powered by a highly selective, diverse cohort of the best teachers in the U.S., TbT can provide tutoring for all instructional levels, English learners, special education students, and gifted students. Nearly 90% of our TbT tutors have more than three years of classroom experience, more than 80% have master's degrees, and 50% are certified in special education. The wide range of experience from TbT's teaching cohort also allows us to customize school programs and provide tutoring needed by students.

- *The plan to allow processing and practicing (modeling, processing, and practicing).*

Each tutor reviews the school's curriculum and creates a customized lesson plan for every student in their assigned tutoring group. Lesson plans outline specific exercises and timing for processing and practicing throughout each lesson.

- *The appropriateness for the designated grade span and content area*

TbT tutors are assigned to students based on the tutors' past experience with grade spans and content areas. This means tutors have experience building lesson plans and assignments that are age appropriate and align to the grade-level content. This enables TbT to provide tutoring that is aligned to the designated grade span and content area.

- *Incorporation of confirmation of participant comprehension and effectively responding where lack of understanding is indicated.*

The TbT tutoring program begins with a pretest (e.g., data use) that is used to inform instruction, identify the standards to be taught, and establish a student learning plan and baseline for instruction. Pre-assessment activities also include an evaluation of social-emotional learning (SEL) metrics to determine students' confidence levels. Once instruction begins, tutors

continually assess student progress and adjust the learning plan to ensure skill mastery before students advance to the next skill. TbT tutors use the school's curriculum to guide instruction, ensuring that material is aligned to standards and core classwork. All instruction is provided for skills gaps identified in the pre-assessment so that tutors focus on addressing missed concepts and skills that are most critical to accessing upcoming content in the classroom. If a tutor determines that a student is not effectively responding (or there is lack of understanding), new content or reteaching of the content is done so teachers are confident that the student has mastered the skill before moving on to more challenging content or new skills. At the end of a student's tutoring program, TbT tutors administer a post-assessment to measure academic growth throughout the program as well as improvements in SEL and student confidence levels.

- *Post-training evaluation, and follow-up sessions/resources for on-going learning.*

TbT has mentor teachers (who will be California certified teachers) who serve as observers for tutoring sessions, both through announced and unannounced visits to sessions. Mentor teachers spot-check weekly to look in on each teacher's lesson plans and teaching through live or recorded sessions, and provide detailed corrective action plans if needed, using an established protocol for tracking and monitoring any areas noted for improvement. As part of the onboarding process for TbT, all tutors are trained in trauma-informed and culturally responsive practices, as TbT recognizes that whether students are learning in school or remote learning environments, it has become more critical than ever to engage students, to listen to them, and to take the steps necessary to ensure that every student feels a strong sense of belonging to the school community. As such, we focus on how our tutors can ensure students' voices are heard and their cultural backgrounds are respected. We also provide Diversity, Equity, and Inclusion training through the Future Leaders Incubator (FLI), a nonprofit that promotes diversity and equity for a more inclusive future.

- *How the student needs are taken into account to meet the unique requirements of students with various ranges of skills.*

Students are matched to tutors based on the needs of each student, which can include matching tutors who are certified in special education, have experience with English learners, have experience in a specific level of intervention (e.g., Tier 1, 2, or 3), or additional criteria or needs outlined by the school or student's family. Since TbT has such a large cohort of teachers and services are virtual, we can easily match students with the teacher/tutor who meets their needs. TbT also recognized that our tutors must be successful at relationship building and responsive to local context and, as such, our tutors are coached on maintaining tutor-student relationships and the importance of a commitment for the entire school year to ensure continuity of services for students.

- *The instructional materials and other resources the students may use; such as informational guides, student resources or downloadable content including, but not limited to, royalty free materials and electronic media.*

All TbT materials are royalty free materials and electronic.

- *Materials and resources are aligned to Common Core State Standards*

To ensure that all instruction is aligned to state standards and customized for the district, each tutor reviews the school's curriculum to create a customized lesson plan for every student in his or her assigned tutoring group. The school's curriculum and the corresponding scope and sequence are used to design and implement tutoring content that is aligned to standards.

Additionally, TbT has mentor teachers who serve as observers for tutoring sessions, both through announced and unannounced visits to sessions. Mentor teachers spot-check weekly on each teacher's lesson plans and teaching through live or recorded sessions and provide detailed corrective action plans if needed, using an established protocol for tracking and monitoring any areas noted for improvement.

- *Indicate the approximate capacity of your firm to provide tutoring services (for example, maximum number of participants over a 90-day period). Describe your plan to meet increased demand while maintaining the quality of services. How your firm offers sufficient resources and staffing to provide tutoring services simultaneously to a substantial number of students of various grades in multiple schools.*



TbT has a teaching cohort of more than 400 staff and we are expanding every day. We can support up to 500 students over a 90-day period. Nearly 90% of our TbT tutors have more than three years of classroom experience, more than 80% have master's degrees, and 50% are certified in special education. The wide range of experience from TbT's teaching cohort also allows us to customize school programs and provide tutoring needed by students. Additionally, if requested, TbT will provide LAUSD with details regarding the individual experience of the relevant TbT tutors prior to the start of services.

- *Supports provided are specific to the grade levels and content areas for which services are being provided*

Thanks to our large teaching cohort of certified teachers, TbT is able to meet the needs of K-12 students in nearly every content area. All tutoring is tailored to each student's needs and aligns directly with the school curriculum so students are working on mastering the skills they need to do well in their classrooms.

### SCHEDULE OF SERVICES AND PRICES

Category	Unit	Price
Tutoring Services	Per day cost/half day costs for up to 20 students Hourly rate	\$2,400 full day \$1,200 half day \$85 per hour based on students entered in MiSiS
Materials, license fees, digital resources, etc.	One time or annual costs	\$15,000 per 100 students
Coaching	In person/on-line and frequency/duration	Included
Implementation monitoring	Reviews/visits per year	Included
Deliverables	Data analysis, summary reports and recommendations	Included

## VARSITY TUTORS

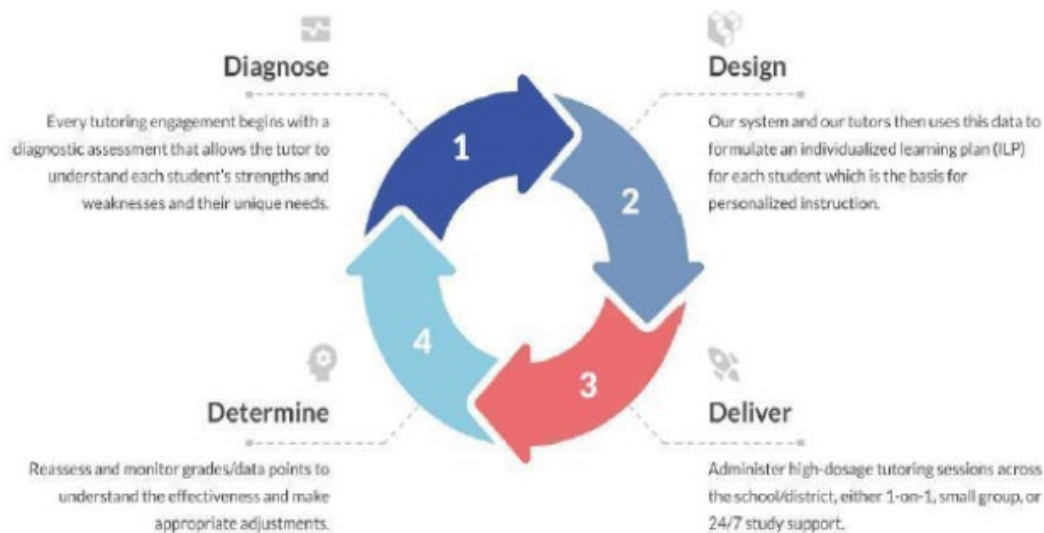


### Program Design

VTS recognizes that effective learning occurs when instruction aligns to the unique needs of each student. That is why we are committed to facilitating the delivery of high-quality, personalized instruction to every LAUSD student. Through our evidence-based approach, VTS aims to address individual student learning needs, accelerate achievement, and deliver personalized learning at scale. Our approach aligns with LAUSD's goal to offer its students tutoring that aligns to research-backed best practices, including the quality of standards as outlined in this RFP.

VTS uses our "4-D" approach, which provides a clear understanding of each learner's specific needs and leverages a personalized plan to address their skill gaps. Using this methodology, VTS ensures instructional fidelity from tutors and employs a data-driven instructional approach.





- **Diagnose.** We assess students to understand their unique skill gaps and areas of need. Diagnostic assessments identify each learner's specific needs and create a personalized learning plan (PLP). PLPs outline the specific skills and standards that a student has not yet mastered, and sequences them for optimal learning progression and scaffolded concept mastery.
- **Design.** PLPs are shared with the student's tutor, who uses the plan to inform the instructional scope and sequence for tutoring sessions. Tutors ensure session instruction targets foundational skills first, and scaffolds learning to more complex concepts as students achieve mastery.
- **Deliver.** We deliver high-dosage tutoring in 1-on-1 or small-group sessions for students, 24/7 on-demand study support, asynchronous instructional practice, teacher-assigned tutoring, and district-assigned tutoring using our proprietary platform. Throughout the tutoring program, we continuously evaluate students' progress, pinpoint areas of growth, and seamlessly adapt the learning plan.
- **Determine.** We analyze data and reports to understand summative student achievement and identify areas where further intervention is needed to improve student grade level proficiency.

In addition to our research-backed approach to high-dosage tutoring, VTS recognizes that learning is most effective when multimodal learning opportunities are provided to students both during and outside the school day. On the VTS platform, learners have access to supplemental instruction outside scheduled tutoring and classroom instruction, including live supplemental tutoring, recorded content, and independent practice. Students can utilize features like 24/7 On-Demand Tutoring, On-Demand Essay Review, and live classes to extend their understanding of concepts, seek additional support, or engage in collaborative problem-solving. This multimodal approach not only caters to diverse learning styles but also enhances student agency, creating an environment where learning is a continuous and interactive journey, ultimately contributing to more effective and comprehensive student learning experiences.

## Teacher Assigned™ Tutoring

CATEGORY	UNIT	TEACHER ASSIGNED TUTORING
<b>Tutoring Services</b>	Hourly Rate	\$49.00
<b>Materials, License Fees, Digital Resources, etc.</b>	One Time or Annual Costs	Included
<b>Coaching</b>	In person/On-Line and Frequency/Duration	Included
<b>Implementation Monitoring</b>	Reviews/Visits per Year	Included
<b>Deliverables</b>	Data Analysis, Summary Reports and Recommendations	Included

## Parent Assigned™ Tutoring

CATEGORY	UNIT	PARENT ASSIGNED TUTORING
<b>Tutoring Services</b>	Hourly Rate	\$44.00
<b>Materials, License Fees, Digital Resources, etc.</b>	One Time or Annual Costs	Included
<b>Coaching</b>	In person/On-Line and Frequency/Duration	Included
<b>Implementation Monitoring</b>	Reviews/Visits per Year	Included
<b>Deliverables</b>	Data Analysis, Summary Reports and Recommendations	Included

## WOODCRAFT RANGERS

**Plan for Delivery.** Woodcraft is prepared to provide tutoring support services one-on-one or in small groups (2-5 students with 1 tutor) and large groups (10-40 students with 1 tutor), for up to 200 students within the same or across multiple school sites during virtual or hybrid (in-person and virtual) tutoring sessions.

Our plan for delivering a tutoring session for up to 200 students involves a thoughtful and structured model. We provide instructional coaches with academic content and instructional methodology expertise, General and specialized tutors working directly with students to provide academic support, a site coordinator overseeing the program at a school site to manage scheduling and school communications, online moderators to support technology needs, as well as in-person support staff to assist with supervising students on-site, including providing general care for student needs and keeping students engaged and on task.

Tutoring sessions can be facilitated as virtual only or hybrid virtual and in-person:

- For virtual only tutoring sessions, students log-in to sessions from home or a non-school location. An online moderator will be available, but no in-person support will be provided.
- For hybrid virtual and in-person sessions, students log-in from a school site with additional school staff or Woodcraft in-person support staff providing student supervision and support as needed.

In all tutoring sessions, whether virtual or hybrid, all students log-in to the main Zoom room virtual portal where they are greeted by Woodcraft tutoring and support staff. Each session begins with a welcome, check-in and icebreaker or energizer to ground and center everyone in the virtual space and to set the tone for the duration of the session.

After check-in, students move into virtual breakout rooms of fluctuating subgroups based on subject or coursework topics where they need the most support. Specialized tutors review subject specific content and general tutors provide small group support. All subgroups will always maintain staff to student ratio, and will always be led and monitored by Woodcraft tutoring and program staff. Upon completion of work, students return to the main room with a celebration and incentive to return.

Tutoring sessions are typically one-hour in length, with the possibility of multiple consecutive sessions. Session length and frequency can be customized to the academic needs and goals of the student and school.

**Program Goals, Outcomes, and Methods for Measurement.** Woodcraft Ranger's tutoring services aim to provide support for the individual academic learning goals of all students with supports that strengthen and integrate classroom and school learning. Our personalized learning approach combines Common Core standard mastery to ensure that every student receives the skills they need to graduate High School and be successful in their academic and career pursuits.

Through strengthening Social-Emotional Learning (SEL) and Executive Functioning (EF) skills, Woodcraft recognizes that students may need support as attentive, active and participatory learners. Our tutoring sessions ensure that the best version of a student shows up, actively participates, engages and leaves each session fully equipped with the tools needed to personally succeed. Much like a domino effect, these skills transfer into the classroom and even onto the streets to develop lifelong, positive learners.

Individualized, small-group and custom-tailored tutoring sessions ensure that tutors are always fully present and able to provide laser-focused assistance to identify gaps in student comprehension of content knowledge and support needs, informing a personalized learning approach. Woodcraft uses standards-based lessons that support classroom instruction. In response to the personalized learning approach, Woodcraft uses vertically-aligned, standards-based, skills and concepts to equip students beyond just the classroom learning environment.

### **Explanation of Services:**

Woodcraft Rangers' academic and tutoring support services function as a full-service education concierge. We offer tutoring sessions for elementary, middle and high school students, in small groups (1:5) and large groups (1:10+) for up to 200 students within the same or across multiple schools sites during a 60 minute virtual only or 60 minute hybrid (in-person and virtual) tutoring session. One-on-one tutoring for 20-60 minute sessions is also available for students that require more individualized attention and support.



Our tutoring structure includes:

- **Instructional Coaches** that are CA Credentialed administrators and/or expert teachers that ensure overall program content quality, alignment with school day academic goals, and provide ongoing coaching, training and professional development for the tutoring staff.
- **General Tutors and Specialized Tutors** have academic content knowledge and work directly with students to provide customized and personalized academic support and homework help. Specialized tutors typically lead large groups through academic concepts and content before students break out into small groups to work directly with general tutors. All tutors meet minimum requirements with a HS diploma or GED equivalent. At the middle and high school level, specialized tutors have a minimum of a B.A./B.S. or M.A., and also provide college and career support. A majority of tutors are bilingual English/Spanish.
- A **Site Coordinator** oversees the program at a single or multiple school sites, liaises with school administrators, schedules tutoring sessions, tracks attendance and progress reports, as well as maintains student, parent and school communications.
- **Online Moderators** are paired with every tutor to provide tech support as needed, including monitoring and responding to student questions and comments in the chat.
- **In-Person Support** staff are available for hybrid tutoring sessions, assisting with supervising students on-site, providing general care for student needs (log-in assistance, restroom breaks, wellness check, etc.), and keeping students engaged and on task.
- **The Learning Department and Program Team** provide additional support and resources for all Woodcraft staff, ensuring overall program quality and successful implementation.

Tutoring sessions can be facilitated as virtual only or hybrid virtual and in-person:

- For **virtual only** tutoring sessions, students may log-in to tutoring sessions from home or any non-school supervised time and location. An online moderator will be available to support the tutor, but typically no in-person support is required.
- For **hybrid** virtual and in-person tutoring sessions, students log-in from a school site with additional school staff or Woodcraft in-person support staff providing student supervision and support as needed.

#### Pricing Chart:

TUTORING SERVICES	UNIT	PRICE*
<b>ELEMENTARY SCHOOLS</b>		
Small Groups	1 tutor for groups of 5 students, up to 200 students.	\$18-\$22/hr per student
Large Groups	1 tutor for groups of 10 or more students, up to 200 students.	\$15-\$20/hr per student
One-on-One	1 tutor for every 1 student.	Available upon request
<b>MIDDLE/HIGH SCHOOLS</b>		
Small Groups	1 tutor for groups of 5 students, up to 200 students.	\$28-\$32/hr per student
Large Groups	1 tutor for groups of 10 or more students, up to 200 students.	\$15-\$25/hr per student
One-on-One	1 tutor for every 1 student.	Available upon request
<b>ADDITIONAL</b>		
Materials/Subscriptions	Includes customized lesson plans, downloadable pdf's, and additional resources supporting classroom curriculum.	Included
Coaching	Includes office hours/follow up support sessions, observation and feedback, data analysis and student case study support, as well as planning support.	Included, with additional coaching hours available upon request.
Implementation Monitoring	Includes initial start-up, and reviews and visits throughout the contract service period.	Included
Deliverables	Data analysis, summary reports and recommendations.	Included

\*The pricing chart outlines the base hourly rate per student per tutoring hour for varying group sizes. Additional factors may impact total cost, including but not limited to: total number of students served, frequency and duration of tutoring sessions, requirements for additional or specialized supports, including online moderators and in-person supports, to name a few.

Woodcraft Rangers is committed to working with every interested program partner to determine a fair budget for a customized academic tutoring program to meet your school's academic goals and accommodate personalization while maintaining the highest quality of program delivery and service.

Below are examples of services that your school may be interested in:

**Elementary School** – An elementary school is interested in simultaneous hybrid tutoring sessions offered afterschool for two groups of 10 students, or 20 students total with a ratio of 1 tutor to 10 students. They've opted for a hybrid tutoring session where each student receives one hour of tutoring afterschool, 3 days a week, for 15 weeks (1 semester). This service will include: 1 instructional coach, 2 tutors, 2 online moderators, 1 in-person support, and a site coordinator. Also included are costs for materials/subscriptions, coaching/weekly office hours, implementation monitoring, and deliverables.

Total cost for this service ranges: \$13,500-\$18,000

**High School** – A high school is interested in a virtual-only 1 hour tutoring session for up to 200 students offered in the evenings, twice a week for 10 weeks. Every session will break into subgroups based on 4-5 subject specific topics with a maximum of 40 students in each subgroup. This service will include: 1-2 instructional coaches, 5 specialized subject-expert tutors, 5 online moderators, and a site coordinator. No in-person support is necessary as students will log-in from home. Also included are costs for materials/subscriptions, coaching/weekly office hours, implementation monitoring, and deliverables.

Total cost of this service ranges: \$60,000-\$100,000

## YANCY LIFE TRANSITION CENTER



*Building our Communities, One Life at a Time!*

### PROJECT APPROACH

Describe your plan for delivering the tutoring services and how they will be presented.

Yancy Life offers instructional delivery through experienced Instruction Specialists with content knowledge and pedagogical skills. The instructors provide continuous support to students, and administrators offer constructive evaluations. The instructional delivery is centered around positive relationships between instructors, students, and peers. It utilizes a curriculum that is content-rich and differentiated, designed to meet the unique needs of each student as identified in the SLP. The curriculum is also connected to regular school-day learning. To foster skill development, the instructional delivery is active, sequenced to achieve skill development objectives, and explicit in targeting specific skills.

Depending on the assessed needs of students and the school/community, the structure of instruction and tutoring can be chosen from the following: (1) Individual work, computer-aided instruction, 1:1, small grouping patterns up to 5:1, and/or large groups up to 8:1 when appropriate; and (2) varied content delivery such as structured and unstructured, independent and collective, discovery-oriented, etc.

Yancy Life adjusts its instruction to meet the needs of individual students, utilizing one or all the following instructional models based on a needs assessment:

- Our **pull-out** method pulls students out of class in small group tutorials with a teacher-to-student ratio of 1:1 or no more than 1:8. This method is beneficial to reach students easily distracted by the traditional school setting. All Yancy Life tutorials may be Common Core testing area-focused or general subject area-focused, depending on the needs of each student or campus. For



standardized test-focused students, the information will be delivered based on Common Core objective deficits displayed on the previous year's testing results and routine assessments.

- Our **push-in** method is like co-teaching. With this method, the Yancy tutor is pushed into to the classroom to reinforce the material delivered by the lead teacher. Our tutors will not only service all the students in the classroom but will have a caseload to monitor and develop students previously identified by the testing data, lead teacher, or campus administrator. This method also reduces the student-teacher ratio and gives troubled students the attention they need.
- Our **pull-out in the class** is a blend of push-in and pull-out. Instructional Specialists pull the students out of the leading group into a small group of 1:8, but the students never leave the class. This allows the teacher and the Instructional specialist to quickly change from the pull-out to the push-in method with very little time lost transitioning. Reduces class size and will enable students to benefit from pull-out and push-in.
- **Out-of-School Time** tutorials follow the same session structure and methods as our pull-outs. These sessions can be conducted before or after school, or at the student's home.

## Multi-Hour Rates:

**\$60,000. Provide 1 Academic Instructional Specialist (In Person) – 7.5 hours/day, 5 days/week x 32 weeks up to 90 students serviced per 4 weeks.**

Services Include:

- 1 Academic Instructional Specialist with a single subject area specialty (Math, Science, ELA, History, College & Career Studies)
- Direct instruction of Academic Core Subject areas, 3 sessions/week/student.
- Recommended Instructor to Student Ratio = 1:4. Max Instructor to Student Ratio = 1:8
- 1-to-1, small group, or whole class co-teaching environment.
- 30 min, 45 min, or 1-hour sessions depending on needs assessment.
- All materials, consumables, curriculum, and supplies are included.
- Campus can elect to provide additional curriculum or materials.
- Each student will receive an average of 96 hours of services.

A Yancy Life instructor delivers innovative, direct, high-impact tutoring. Our highly qualified instructional specialists (both English-only and bilingual Spanish speakers) use various tutoring models to increase academic achievement by an average of 15% across students served annually. Our highly engaging instructors use research-based educational software to develop and deliver quality standards-based instruction that aligns with each school or district's standards as outlined by their respective Board of Education.

Reflected is our base rate for 1 instructor. The # of instructors requested can be scaled to meet the needs of the campus and its student population.



## Multi-Hour Rates:

**\$35,200. Provide 1 Academic Instructional Specialist (In Person) – 4 hours/day, 5 days/week x 32 weeks up to 50 students serviced per 4 weeks.**

Services Include:

- 1 Academic Instructional Specialist with a single subject area specialty (Math, Science, ELA, History, College & Career Studies)
- Direct instruction of Academic Core Subject areas, 3 sessions/week/student.
- Recommended Instructor to Student Ratio = 1:4. Max Instructor to Student Ratio = 1:8
- 1-to-1, small group, or whole class co-teaching environment.
- 30 min, 45 min, or 1-hour sessions depending on needs assessment.
- All materials, consumables, curriculum, and supplies are included.
- Campus can elect to provide additional curriculum or materials.
- Each student will receive an average of 96 hours of services.

## Multi-Instructor Rates:

**\$115,000. Provide 2 Academic Instructional Specialists (In Person) – 7.5 hours/day, 5 days/week x 32 weeks, up to 180 students serviced per 4 weeks.**

Services Include:

- 1 Academic Instructional Specialist with a single subject area specialty (Math, Science, ELA, History, College & Career Studies)
- Direct instruction of Academic Core Subject areas, 3 sessions/week/student.
- Recommended Instructor to Student Ratio = 1:4. Max Instructor to Student Ratio = 1:8
- 1-to-1, small group, or whole class co-teaching environment.
- 30 min, 45 min, or 1-hour sessions depending on needs assessment.
- All materials, consumables, curriculum, and supplies are included.
- Campus can elect to provide additional curriculum or materials.
- Each student will receive an average of 96 hours of services.

**\$67,500. Provide 2 Academic Instructional Specialists (In Person) – 4 hours/day, 5 days/week x 32 weeks, up to 100 students serviced per 4 weeks.**

Services Include:

- 1 Academic Instructional Specialist with a single subject area specialty (Math, Science, ELA, History, College & Career Studies)
- Direct instruction of Academic Core Subject areas, 3 sessions/week/student.
- Recommended Instructor to Student Ratio = 1:4. Max Instructor to Student Ratio = 1:8
- 1-to-1, small group, or whole class co-teaching environment.
- 30 min, 45 min, or 1-hour sessions depending on needs assessment.
- All materials, consumables, curriculum, and supplies are included.
- Campus can elect to provide additional curriculum or materials.
- Each student will receive an average of 96 hours of services.

CATEGORY	UNIT	PRICE
<b>Tutoring Services</b>	Hourly Rate	\$60.00
<b>Materials, License Fees, Digital Resources, etc.</b>	One Time or Annual Costs	Included
<b>Coaching</b>	In person/On-Line and Frequency/Duration	Included
<b>Implementation Monitoring</b>	Reviews/Visits per Year	Included
<b>Deliverables</b>	Data Analysis, Summary Reports and Recommendations	Included