Program Elements

1. ONLINE COURSES
https://schools.shmoop.com/courses/

Shmoop is offering a suite of hundreds of online courses including the following:

- Core courses in math, science, social studies, and ELA for high school
- Core courses in math, social studies, and ELA for middle school
- Elective courses for middle school and high school
- Short courses for middle school and high school
- Dual enrollment college-level courses (ACE CREDIT® recommended)
- A-g approved coursework
- Courses formatted for credit recovery

The courses cover the following disciplines:

- Business and Career Preparation
- English & Literature
- Foreign Language
- Health, Physical Education, and Counseling
- History and Social Science
- Humanities
- Life Skills
- Math
- Positive Behavioral Interventions and Supports
- Science
- Technology and Computer Science
- Test Prep
- Writing

Our online courses are complete curriculum that engages and excites:

- **All subjects and ten grade levels**: We believe every student should have a broad selection of courses so they can begin to hone in on and develop their interests in middle and high school. (Our elementary school curriculum is teacher-facing and intended to be used in a live classroom.)
- **Lesson Intros and Readings:** Each course is broken down into units, with introductions and study tools. Each unit is then broken down further into lessons, which begin with an introduction and reading to familiarize students with the content. Think of it as an online textbook.
- **Activities:** Each lesson includes at least one activity for students to complete. Our activities are engaging, rigorous, and directly relate to the lesson's concepts.
- **Videos**: Our courses are rich with videos to help solidify knowledge, extend understanding, and remediate for visual learners.
- **Formative and Summative Assessments:** Pre-assessments, quizzes, unit tests, and cumulative projects allow teachers to be sure each student's progress is accounted for.
- **Credit Recovery:** We offer a credit recovery options for struggling students (see more here: http://schools.shmoop.com/credit-recovery/).

Shmoop's courses support every type of classroom:

- **The Flipped Classroom:** Teachers can have their students read the lesson intros and readings at home—at their own pace—and then come together as a class to complete the activities and/or assessments for each lesson. We also provide suggestions for differentiation and extension, which can be completed in class. And with just two clicks, teachers can access Shmoop's virtual classrooms to review student data and gauge student understanding before beginning in-class work.
- **The Blended Classroom:** Shmoop provides comprehensive curriculum, and teachers can choose which aspects to employ in their blended classroom. By introducing the lesson and then allowing students to work with Shmoop independently or in groups, teachers will have flexibility and time to differentiate their instruction.
- **The Standard Classroom:** Shmoop's lessons and activities tech-based, and uniquely engage students by relating the material to their lives. Teachers can use our online courses for inspiration or as a twist on a regular lesson plan.

Shmoop's courses have received approval from various third-party reviewers:

- Shmoop offers a collection of over 50 courses that are **a-g approved** and can be used for UC credit.
- The College Board has authorized 13 of our courses to use the official AP® designation (more in progress).
- Third-party reviewer, Quality Matters, has approved our 14 core high school courses, which means they align with the iNACOL National Standards for Quality Online Courses.
- Forty-five Shmoop courses are ACE CREDIT® recommended by the American Council on Education, which means they're considered for credit at over 2,000 colleges and universities across the country.

See the full course list here: https://schools.shmoop.com/courses/

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2. TEST PREP
https://schools.shmoop.com/test-prep/

All of Shmoop's Test Prep guides include comprehensive resources to help students get ready for test day. Students start by setting goals for their scores and the time they want to spend prepping for their exam. Once entering their test date, Shmoop will use their goal stats, score data, and time line, to create the perfect to-do list for students. By starting with our diagnostic exam we evaluate students' strengths and weaknesses so they can monitor their growth... and sometimes regression. Next, they can spend as much or as little time as they want on topic review, brushing up on the spots that gave them trouble. Once they feel ready, it's off to hundreds (sometimes thousands) of drill questions to help them get a feel for the types of questions on the test; with engaging answer explanations and accompanying videos, they'll hone their skills step by step. Students can take multiple full-length practice exams to get the real feel for each exam. Shmoop's projected scores, answer explanations, video content, and data analysis give students everything they need to feel ready to tackle the real thing. Engage the whole classroom or school by allowing students can use Shmoop's progress over time metrics, and Shmoints leaderboard to show off their test-preparation glory.

Teachers can use the classroom feature to monitor progress, assign activities, and start a Shmoint contest! Our comprehensive reporting and item analysis allow teachers to dive deep into the skills and problem types that their students are struggling with.

Features

- Diagnostic exam
- Topic review
- Drills
- Practice exams

- Answer explanations
- Math Shack (infinite math drills)
- Flashcards
- Videos

California- Specific Exams

Smarter Balanced 6th grade
Smarter Balanced 7th grade

Smarter Balanced 8th grade
Smarter Balanced 11th grade

College Entrance Exam Preps

PSAT®
SAT®
ACT®
ACT®Aspire Early High School
ACT® Aspire 8th grade
SAT in Arabic
SAT in Chinese
SAT in Korean

SAT in Spanish
ACT in Arabic
ACT in Chinese
ACT in Korean
ACT in Spanish
SAT Subject Tests™ Prep
US History
English Literature
Biology

Chemistry
Chinese with Listening
Spanish
Spanish with Listening
Italian
Korean with Listening
World History
Math
Japanese with Listening

Physics
German
German with Listening
Latin
French and French with Listening
AP® Exam Prep
AP Art History
AP Biology
AP Calculus AB
AP Calculus BC
AP Capstone
AP Chemistry
AP Chinese Language and Culture
AP Comparative Government & Politics
AP Computer Science A
AP Computer Science Principles

AP English Language and Composition
AP English Literature and Composition
AP Environmental Science
AP European History
AP French Language and Culture
AP German Language and Culture
AP Human Geography
AP Italian Language and Culture
AP Japanese Language and Culture
AP Latin
AP Macroeconomics
AP Microeconomics
AP Music Theory
AP Physics 1

AP Physics 2
AP Physics C
AP Psychology
AP Spanish Language
AP Spanish Literature and Culture
AP Statistics
AP Studio Art
AP U.S. Government & Politics
AP U.S. History
AP World History
High School Exit Exam Prep
ASVAB
GED®
Other Test Prep
TOEFL®
U.S. Civics Test

3. RESPONSE TO INTERVENTION
https://schools.shmoop.com/response-to-intervention/

Response to Intervention is all about assessing each student individually and providing targeted intervention at their level—whatever it may be. Students take diagnostic exams and then complete leveled instruction to help them master each and every concept. Consistent progress monitoring allows teachers and parents to monitor student work and provide extra resources as needed.

With our RTI tools, you can assess students' mastery of third- through eighth-grade concepts and provide individualized, direct, and engaging intervention to support growth and mastery. Each question includes a detailed, engaging answer explanation. Within the student's practice and assessment, the questions adjust adaptively as they progress through multiple choice, true/false, and drag and drop questions covering various concepts:

Let's Conquer Math
schools.shmoop.com/math-rti/

- Operations and Algebraic Thinking
- Numbers and Operations
- Measurement and Data
- Ratios and Proportional Relationships
- The Number Sense
- Expression and Equations
- Geometry
- Statistics and Probability
- Textual Analysis

Let's Conquer ELA
schools.shmoop.com/ela-rti/

- Punctuation and Capitalization
- Spelling
- Parts of Speech
- Word Meanings
- Main Ideas
- Points of View
- Comparing and Contrasting

Teachers can quickly and easily assess students' skills and competencies, view individual progress reports on students' mastery levels in each standard as well as their estimated grade levels, and receive classroom reports on the mastery levels over time of all students in one quick, easy-to-scan view. Administrators get a bird's-eye view of school and district performance, as well as classroom growth over time.

4. TEACHER MATERIALS
https://schools.shmoop.com/teachers/

Our motto may be "we speak student," but guess what? We talk teacher, too. Our goal is to give teachers the tools they need to make the most of their time so they can focus on doing what they do best: teaching. Here are just some the resources and features we have just for teachers (schools.shmoop.com/teachers/).

- Subject Area Teaching Guides
- Test Prep Teaching Guides
- Elementary School Curriculum
- Virtual Classrooms, Gradebook, and Assignments
- Course Customization
- Credit Recovery

To access the materials:

1. Go to schools.shmoop.com.
2. Click "Log in" in the upper right hand corner of the screen.
3. Enter username and password (see below for details).
4. Once logged in, click the username on the right-hand side to visit the Shmoop Dashboard and explore Shmoop. Alternatively, navigate to the following URLs:

- For Online Courses: https://schools.shmoop.com/my/passes/courses/
- For Test Prep https://schools.shmoop.com/my/passes/testprep/
- Response to Intervention (RTI): https://schools.shmoop.com/response-to-intervention/
- Video Library: https://schools.shmoop.com/video/
- For Teaching Materials: https://schools.shmoop.com/my/passes/teacher/

Administrator Login
Username: RFPAdmin1
Password: Shmoop2018-19

Teacher Login
Username: RFPTeacher1

Password: Shmoop2018-19

Student Login
Username: RFPStudent1
Password: Shmoop2018-19

The Shmoop Heartbeat™

OVERVIEW

We are proud to offer The Shmoop Heartbeat™, a simple, non-intrusive student engagement solution that addresses the mental health, social emotional learning (SEL), and cognitive insights of students at scale. This research-based classroom technology is designed to tie a student's emotional health, cognitive position, and background to their ability to achieve academically. The technology was built in conjunction with teachers, counselors, education technology experts, child psychologists, child psychometric experts, technology developers, and Digital Promise (a nonprofit national center for research in advanced information and digital technologies originated by the U.S. Congress as part of the 2008 reauthorization of the Higher Education Opportunity Act).

HOW DOES IT WORK?

While implementation can look different at every campus, the functionality of the Shmoop Heartbeat™ is simplistic and non-intrusive to the school day.

● Students spend 5-10 minutes, 2-3 times a week engaging on the Heartbeat board.
● Insights across 2,000 factors are securely collected
● Teachers and students use actionable recommendations to improve individualized learning.
● (Optional) Students and teachers leverage the "Handraise" feature to close the feedback loop and drive conversation around a students' individual recommendations.
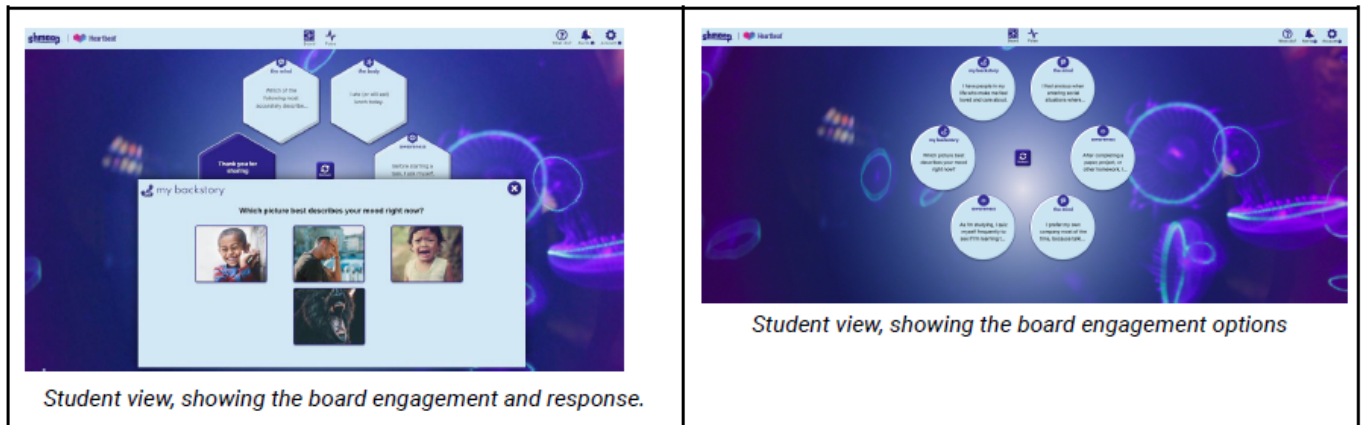
FEATURES

The Board:

Heartbeat™ is designed to be a familiar and comfortable environment that students will be willing to engage with in order to provide important responses at scale. The experience is completely customizable by students. They can adjust the background, colors, animation, shapes, and contrast.

Students engage in questions and interactions designed by child psychologists and psychometric experts around their academic, emotional, cognitive, and personal background. The amount of time students & teachers spend in the platform is completely flexible. Shmoop recommends students spend 5-10 minutes, 2-3 times/week & teacher/counselor time dependent on advisory periods and available time dedicated to support SEL & whole-child programs. The responses are analyzed real time in the tool. On average, a student who completes 50+ interactions in a week results in hundreds of counseling & teacher cognitive processing hours saved on a monthly basis.

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Example interactions:

Student view, showing the board engagement and response.

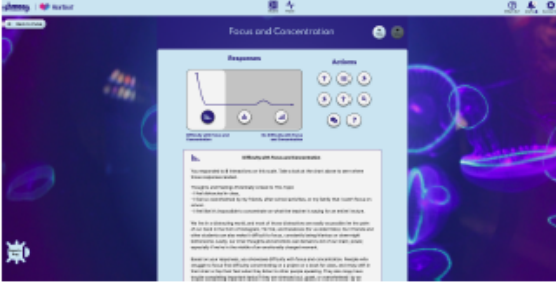Student view, showing the board engagement options

The Pulse:

Heartbeat™ evaluates over 50 factors to provide insights into capability, mental health, social skills, emotional skills, literacy skills, cognitive skills, and student backgrounds that produce over 120 unique student dimensions inside their "Pulse".

Student responses are assembled into a graphical environment tailored to either students or teachers, which makes results easy to digest and take action on. Students are driven to explore the "Pulse" as it's applicable to their individual growth while teachers can view the "Pulses" that are having the most impact on their groups of students.

Within each "Pulse" are specific Actions and Insights. Teachers can customize their "Pulse" dashboard to view specific groups of students, filter by specific competencies and trends, or hone in on individual students.

These Insights are provided directly to the students in the form of "I feel" statements, recommendations on what behaviors to stop/start, and relational commentary expertly designed to create "lightbulb moments".

Actions are also provided in a personalized format, so that students, teachers, and counselors can have guidance on how to react and most effectively help a student gain progress. Teachers are given conversation starters, pedagogical strategies, and ways to support students in that competency through relationships and classroom management.

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Student "Pulse"	Teacher "Pulse"
Student "Pulses" showing student peaks	Graphical teacher/counselor dashboard of Heartbeat™ Insights.
Individual "Pulse" showing Actions and Insights	Individual "Pulse" showing Actions, Insights, and student alignment

The power of Heartbeat™ resides in the fact that student agency sits at the center of the tool. No matter the time or availability of teachers and counselors, Heartbeat™ can be deployed and students are able to create their progress with or without additional instruction/interaction.

HOW DOES HEARTBEAT SUPPORT MY STUDENTS?

Psychological Safety and Labeling:

Heartbeat is "non-normative": it does not judge students in negative ways according to external standards or norms. Heartbeat does not use clinical terminology and prevents the student from labeling themselves by offering "I feel" statements and the ability to toggle between content on the spectrum of each dimension. Insights present both the challenges and superpowers indicated in student responses. If a student reports a tendency to feel anxious, Heartbeat provides insight into the difficulties of anxiety as well as the many strengths that come with this tendency.

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Student Privacy:

Shmoop's security & compliance program is aligned to the most rigorous standards. Using the foundations and control areas of ISO 27001 & HIPAA, Shmoop has created an extremely detailed program and practices to ensure that student data is managed at the highest levels of security. Data collected from Heartbeat does not classify as PHI (Personal Health Information). Heartbeat does not ask questions outside the scope of other tools used at the district or from the state around the public school climate and student health surveys which currently do not require a parent waiver.

Student Confidentiality:

Students should feel confident that their answers will remain confidential. Students choose what they want to share, and the answers will not be used against them. *Important note:* Teachers will not have direct access to student answers, but instead, have visibility only into insights appropriate for supporting a student in a classroom environment based on the research findings from the Digital Promise Group's Learner Variability Project.

HOW DOES HEARTBEAT SUPPORT MY TEACHERS?

Relevancy for the classroom:

Shmoop Heartbeat was built upon the +30 years of research and studies that make up the Learner Variability Project by Digital Promise Group. At its core, this framework proves that teachers who are able to support students from a personal, cognitive, and emotional perspective are able to drive better academic outcomes. Shmoop Heartbeat is designed to support a teacher in understanding the context of this research through a tool that provides direct insights and actions to better inform their teaching across these factors. See these other research studies and articles that support the need for teachers to include this context in their classroom:

      Why Student/Teacher Relationships Matter
      We Feel, Therefore We Learn

Data combined with Action:

While other screening programs for mental health or SEL will provide teachers with analytics dashboards and color-coded graphs and charts, Shmoop Heartbeat provides students and teachers with appropriate content, insights, and actions based on where students fall on the spectrum of the dimensions provided in the program. Since the product is used on a regular -basis the content and displays for students will modify and adapt. This allows teachers to have relevant and tangible ways to update or change their pedagogical practices, and students to be active participants in their personal growth.

EXHIBIT B-1 PRICE SCHEDULE

Shmoop University Pricing _ LAUSD PFSS

Product	Product Description	Campus Size		
		up to 500	up to 1500	1500+
The Shmoop Heartbeat®	Social/Emotional/Mental Health Tool	$5,000.00	$12,500.00	$15,000.00
Test Readiness Package	SAT, PSAT, Subordinate preps, Advanced Placement, Smarter Balanced, and more	$4,000.00	$10,500.00	$13,750.00
Intervention Package	RTI & PBIS Programs	$4,000.00	$10,500.00	$13,750.00
Courses Package	400+ Online Course Library	$4,000.00	$10,500.00	$13,750.00
Full Access Package (All Four Products)	Heartbeat®, Test Readiness, Intervention, and Course Library	$15,000.00	$26,000.00	$32,000.00

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Vendor Virtual Services Plan

Due to school closures, approved vendors on the Partners for Student Success bench that have a signed contract will need to submit their *Vendor Virtual Services Plan* to D'Sonya Oakley at dsonya.oakley@lausd.net from the Office of Partnerships and Grants. The plans will be vetted and shared with eligible schools to select the services they are interested in and follow up with vendors. Any new approved vendors that are in the process of signing their contract will also need to fill out the below form.

Things to Consider:
- Currently, certificated staff are required to supervise any services rendered to students by a third party.
- Recording and pictures of students is prohibited.
- District's Code of Conduct is expected when interacting with students

Vendor's Name:	Submittal Date:
Shmoop University, Inc.	08/27/2020
Schools Planning to Serve:	
Academies of Education and Empowerment at Carson Complex	
List the services in your agreement that can be provided virtually:	All - we provide online content, test prep programs, intervention resources and teaching guides to be used in the classroom. Our services do not require contact with students or in person meetings.
List the services in your agreement that cannot be provided virtually:	None.
List the platforms you plan to use for delivery of virtual services:	Schoology
Provide a brief description of how you plan to deliver each of your services virtually (i.e. coordinate with school to schedule 30 minute session once a week, etc.):	Schools who partner with us have access to our platform (schools.shmoop.com) via Schoology. Our services are SaaS and do not require regular coordination with the school; however, each account is provided with a Customer Success Manager who will communicate with the site coordinator about implementation, best practices, analytics, and more.