



FLOYD COUNTY BOARD OF EDUCATION
Danny Adkins, Superintendent
106 North Front Avenue
Prestonsburg, Kentucky 41653
Telephone (606) 886-2354 Fax (606) 886-4550
www.floyd.kyschools.us

Sherry Robinson- Chair - District 5
William Newsome, Jr., Vice-Chair - District 3
Linda C. Gearheart, Member - District 1
Dr. Chandra Varia, Member- District 2
Rhonda Meade, Member - District 4

July 3, 2019

ISSUE PAPER

AGENDA ITEM: Request approval of agreement for Apex Learning, a digital learning curriculum, to be utilized by students at various schools in Floyd County.

APPLICABLE STATUTE(S), REGULATIONS OR BOARD POLICY: 160.345

FISCAL/BUDGETARY IMPACT: The cost to the district for the 2019-2020 school year will be \$47,990.00. This cost includes High School Courses with unlimited enrollments for all students districtwide and a 12 month subscription to Apex Tutorials that can be utilized beginning with grade six. The contract is subject to yearly renewal as long as the schools continue to utilize the software programs.

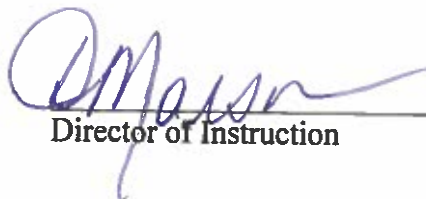
HISTORY/BACKGROUND: Floyd County schools are committed to providing individualized instruction to meet the needs of all students. Apex Learning has paid close attention to how students learn and how digital curriculum can personalize learning to better meet the needs of all students and to increase academic performance. Recent examples of their unwavering commitment to innovation include their new generation of courses, expanded offerings for middle school, and targeted focus on pathways of study to support CTE programming.

RECOMMENDATION AND RATIONALE: Approve contract agreement between Floyd County Public Schools and Apex Learning.

ALTERNATIVE ACTIONS: Request Information

CONTACT PERSON:

Davida Marson, Director of Instruction



Director of Instruction



Superintendent

Apex Learning Price Quote

Floyd County Schools
106 N Front Ave
Prestonsburg, KY 41653-7832



1215 4th Ave, Suite 1500
Seattle, WA 98161

Attention: Davida Marson

Floyd County Schools has requested a price quote from Apex Learning® for a digital learning solution. Apex Learning proposes the following digital curriculum and services to meet your goals and objectives.

Digital Curriculum	Extended Price
High School Courses: Unlimited enrollments for all students district wide	\$34,995.00
Courses Digital Curriculum Sub-Total	\$34,995.00

Courses Professional Services	Unit Price	Quantity	Extended Price
Professional Development - Onsite (1) Coaching and Mentoring (1) Implementation Strategy and Planning Professional Development - Online (1) Program Review and Optimization	\$5,000.00 for all sessions listed	1	\$5,000.00
Courses Professional Services Sub-Total			\$5,000.00

Courses Sub-Total	\$39,995.00
--------------------------	--------------------

Digital Curriculum	Unit	Unit Price	Volume Discount	Discounted Unit Price	Quantity	Extended Price
Tutorials	12-month Subscription	\$80.00		\$54.95	100	\$5,495.00
Tutorials Digital Curriculum Sub-Total						\$5,495.00

Professional Services	Unit Price	Quantity	Extended Price
Professional Development - Onsite (1) Coaching and Mentoring Professional Development - Online (1) Implementation Strategy and Planning (1) Program Review and Optimization	\$2,500.00 for all sessions listed	1	\$2,500.00
Tutorials Professional Services Sub-Total			\$2,500.00

Tutorials Sub-Total	\$7,995.00
----------------------------	-------------------

Total Price	\$47,990.00
--------------------	--------------------

Prices above do not include any applicable sales or other taxes. The above prices are valid for 60 days from 7/2/2019 unless stated otherwise.

If you choose to complete this purchase, Apex Learning requires a signed copy of this price quote and a purchase order for the total price, credit card payment, or an executed Apex Learning contract. Please fax or e-mail the signed quote and a valid purchase order to the attention of Matt Kirby at (206) 381-5601 or salesdocs@apexlearning.com.

Payment of all invoices is due within 30 days of the invoice date. Payments via credit card are subject to a processing fee, equal to 3% of the amount charged to such card.

Please see Attachment A for information regarding the purchase of Apex Learning digital curriculum and services.

Thank you for your consideration of an Apex Learning digital learning solution.

Signature

Date

Printed Name

Title

Attachment A
Purchasing Apex Learning Digital Curriculum and Services

1. Comprehensive Courses

Unlimited Enrollment Subscriptions: An Unlimited Enrollment Subscription provides access for a period of 12 months for one student enrolled in any number of Comprehensive Courses at one time. If a student completes or withdraws from all courses in which he or she is enrolled, the Unlimited Enrollment Subscription may be used to enroll another student. Apex Learning counts the number of enrolled students if Unlimited Enrollment Subscriptions are purchased. The number of students enrolled at one time may not exceed the number of Unlimited Enrollment Subscriptions purchased.

Additional Subscriptions: Additional subscriptions may be purchased for access through the same order end date as the original order.

There are no credits or refunds for purchases of subscriptions to Comprehensive Courses.

2. Tutorials

Tutorials Subscriptions: A Tutorials subscription provides access for 12 months for one student enrolled in any number of Tutorials (in any subject) at the same time. If a student completes or withdraws from all Tutorials in which he or she is enrolled, the Tutorials subscription may be used to enroll another student. The number of students enrolled at one time may not exceed the number of Tutorials subscriptions purchased.

Additional Subscriptions: Additional subscriptions may be purchased for access through the same order end date as the original order.

There are no credits or refunds for purchases of subscriptions to Tutorials subscriptions.

3. Course Materials

Certain Comprehensive Courses have course materials that may be required or are optional for the digital curriculum such as books for English courses, lab materials for science courses, or other ancillary items such as a calculator for math courses or a microphone for world languages courses. The price for Comprehensive Courses and ALVS enrollments does not include any such course materials. The course materials list can be found at http://www.apexlearning.com/documents/materials_list.pdf.

Required and optional books may be purchased from Apex Learning at either the per set or per book price at the time of purchase as stated on Apex Learning's course materials list. The price for books does not include applicable sales tax. If any such tax is due, it will be reflected on Apex Learning's invoice. There are no returns, credits, or refunds for books purchased from Apex Learning.

4. Parental Consent

The client is responsible for obtaining any necessary parental consent for each student to use Apex Learning digital curriculum.

5. Laboratory Activities

The client is responsible for the implementation of any hands-on laboratory activities, including ensuring that qualified personnel are available to supervise such hands-on laboratory activities.

6. Professional Development

Scheduling: Onsite professional development sessions cannot be scheduled until Apex Learning has received a valid purchase order or executed contract and must be scheduled at least 2 weeks in advance of the delivery date.

Cancellations: If a scheduled onsite professional development session is cancelled without at least 2 weeks prior written notice, the client will be required to pay Apex Learning for travel and related expenses at the time that onsite professional development session is delivered.

Expiration: Professional development must be delivered prior to the order end date. There are no credits or refunds for unused professional development sessions.

E-mail / Fax Back



To: Matt Kirby

Email: salesdocs@apexlearning.com

Fax: (206) 381-5601

Pages: _____ (including cover)

Subject: Price Quote Acceptance

Account: Floyd County Schools

From: Davida Marson

Phone: 6068862354

Date: 7/2/2019