



Kenton County School District | *It's about ALL kids.*

**THE KENTON COUNTY BOARD OF  
EDUCATION**

1055 EATON DRIVE, FORT WRIGHT, KENTUCKY  
41017

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WEBSITE: [www.kenton.kyschools.us](http://www.kenton.kyschools.us)

Dr. Henry Webb, Superintendent of Schools

**KCSD ISSUE PAPER**

**DATE:**

07/17/2018

**AGENDA ITEM (ACTION ITEM):**

Consider/Approve The Human Resources Department requests Board approval to renew the annual subscription to Frontline Education's Absence Management program for the 2018-19 school year.

**APPLICABLE BOARD POLICY:**

04.32 Purchasing

**HISTORY/BACKGROUND:**

The Kenton County School District has partnered with Frontline Education since 2011 for absence management software. The software, previously named "AESOP", manages the absences and work schedules of all 1,700+ employees and communicates with nearly 500 substitutes to ensure every position requiring a substitute is filled on a daily basis. This system is used by the vast majority of public school districts in Kentucky and is an important tool for our schools, Finance and Human Resources.

**FISCAL/BUDGETARY IMPACT:**

\$29,083.54 annual renewal for subscription to Absence & Substitute Management (formerly referred to as AESOP).

**RECOMMENDATION:**


It is recommended the Kenton County Board of Education approve the District's annual renewal of Frontline Education's Absence Management software for the 2018-19 school year.

**CONTACT PERSON:**

Matt Rigg, Executive Director of Human Resources

\_\_\_\_\_  
Principal

  
\_\_\_\_\_  
District Administrator

  
\_\_\_\_\_  
Superintendent

*Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda.*

*Principal –complete, print, sign and send to your Director. Director –if approved, sign and put in the Superintendent's mailbox.*

**Kenton County Board of Education**

Board Members: Carl Wicklund, Chairperson Karen L. Collins, Vice Chairperson Joshua Crabtree, Esq. Carla Egan Jessica Jehn  
"The Kenton County Board of Education provides *Equal Education & Employment Opportunities.*"

Dear Kenton County School District leader,

Thank you for your partnership with Frontline as we grow and continue our dedicated focus on serving K-12. More than 12,000 educational organizations representing over 80,000 schools now rely on Frontline solutions for everything from absence and attendance management, to professional learning, to special education and interventions, to employee records management.

As your partner, our focus continues to be on supporting K-12 leaders and educators. We're pleased to serve you through our 20+ years of experience, our employees' in-depth knowledge of education, and our commitment to continue to provide industry-leading solutions and technology for education.



SINGLE FRONTLINE  
APPLICATION ID



INTUITIVE  
MOBILE APP



SOC2 COMPLIANT  
SECURITY



INSIGHTS-DRIVEN  
DASHBOARDS

In 2017 we made significant strides in building the industry-leading Frontline Insights Platform. Many clients are now enjoying the benefits of a Single ID for your Frontline applications, an intuitive mobile app, SOC2 compliant security, insights-driven dashboards and more.

Our market leading Client Support & Success teams also put extensive time and focus on ensuring that we are easy to do business with and readily accessible to support clients in their journey of using Frontline solutions. Common processes and standard tools have led to a more unified client success experience for our users across all of our solutions. Additional solution area experts have been added and are available for best practice question and answers. These changes make your engagement and experience with Frontline easy, effective and productive.

We recognize you've put significant time into the decision to choose Frontline and worked hard to make it a success across your organization. By continuing our partnership, you'll maintain the momentum you've built in your organization.



## What Added Value Will You Get Upon Renewal?

We're excited to offer some significant new enhancements. You're already benefiting from the enhanced functionality of the Frontline Insights Platform (formerly called "foundation"). Upon your renewal, this enhanced functionality will begin to extend across other Frontline solutions. We're laying the groundwork for a completely connected set of solutions for K-12, one of the most popular requests in our client surveys.

As you know, some of our solutions already include:

- A single ID for your Frontline applications
- SOC2 compliant security
- Market-leading dashboards
- A mobile app
- A common user experience and navigation
- Benchmarking your district performance against the largest nationally-validated employee data set in K-12 education

As a result of your renewal, you will also be eligible to receive course libraries – these are specific courses for compliance and professional growth related to the solutions you already have from Frontline. The courses provide crucial learning for employees and are fully-SCORM compliant.

All clients will receive one free subscription to *The Line*, an award-winning publication focused on civil discourse in K-12. Your subscription includes two print editions and unlimited access to articles online.

## What's Changing With Your Renewal?

We are seeking to provide equitable pricing across our client base in line with the value you receive and the pricing paid by clients of comparable size with the same solutions. Your renewal amount reflects this adjustment.

In addition, we have simplified your invoice by using the same pricing methodology across all of your Frontline solutions. You will no longer see variations to pricing based on different employee types, as you may have in the past. The new pricing method also allows you to have an unlimited number of employees within your

organization use our solutions, providing predictability for your budget even as you increase your usage of the solutions.

## What's Your Next Step?

Your organization's specific pricing information is included in this document.

**To acknowledge your renewal, please go to the  
Renewal Form here.**

If you've been previously contacted by a Frontline Client Success Manager or renewal team member, please reach out directly to them with any questions. Otherwise, feel free to contact us at [renewals@frontlineed.com](mailto:renewals@frontlineed.com).

## How Can You Learn More?

If you have additional questions, we invite you to read our [FAQs](#).

We've made significant investments in our industry-leading platform, and we can't wait to help your district tap into the enhanced capabilities we are rolling out.

Sincerely,

Jim Catalino, Client Success Officer



# Renewal Notice

Acct #: 13151  
CDUS9567

## HOW SHOULD I READ MY INVOICE:

Our new pricing method allows you to have an unlimited number of employees within your organization use our solutions, providing predictability for your budget even as you increase usage of the solutions. Because of this unlimited usage, product quantities are not listed on the invoice.

You'll see just one simple line item per product, and you will no longer see multiple line items per solution with variations to pricing based on different employee types. We trust this simplifies the reading of your invoice and makes it easier to do business with Frontline.

Kenton County School District  
Accounts Payable  
1055 Eaton Dr  
Ft Wright KY 41017

**Subscription Start Date:** 7/1/2018

| Description  | Start    | End       | End User                               | Amount      |
|--|----------|-----------|--|-------------|
| Absence & Substitute Management,<br>unlimited usage for internal employees | 7/1/2018 | 6/30/2019 | 13151 Kenton County<br>School District | \$29,083.54 |

**TOTAL RENEWAL** \$29,083.54