KCSD

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

THE KENTON COUNTY BOARD OF EDUCATION
1055 EATON DRIVE, FORT WRIGHT, KENTUCKY 41017
TELEPHONE: (859) 344-8888 / FAX: (859) 344-1531
WEBSITE: www.kenton.kyschools.us
Dr. Henry Webb, **Superintendent of Schools**

KCSD ISSUE PAPER

DATE:
10/25/18

AGENDA ITEM (ACTION ITEM):
Consider/approve the purchase for the online platform Xello for students to create successful futures through exploration and planning for their Individual Learning Plan (ILP).

APPLICABLE BOARD POLICY:
01.1 Legal Status of the Board; 04.31 Authority to Encumber and Expend Funds

HISTORY/BACKGROUND:
The Kentucky Department of Education no longer provides Career Cruising, an online platform for students to create their ILP. Kenton County Schools researched and selected the online platform Xello to replace Career Cruising to meet the needs of students for their ILP.

FISCAL/BUDGETARY IMPACT:
The annual cost for middle and high school is $3.50 per student. In addition, onsite training cost is $3500. The request is for the school board to fund the onsite training and half of the per student cost. The middle schools and high schools will fund the other half of the per student cost. See attachment for details.

RECOMMENDATION:
Recommend the purchase for the online platform Xello for students to create successful futures through exploration and planning for their Individual Learning Plan (ILP). This purchase would be for one year 1/1/19 through 12/31/19 with the option for renewal.

CONTACT PERSON:
Francis O'Hara

Principal	*Director*	*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 Xello Cost 2019	Xello On-Site Training – January 2019	Xello Web Training – TBD	Middle School $3.50 Per Scholar 2019	High School $3.50 per Scholar 2019	Total for School Board & Schools
School Board	$3,500.00	$0	$5,789.00	$7,490.00	$16,779.00
Turkeyfoot M.S. (1089)			$1,905.75		$1,905.75
Twenhofel M.S. (842)			$1,473.50		$1,473.50
Summit View Academy (724)			$1,267.00		$1,267.00
Woodland M.S. (653)			$1,142.75		$1,142.75
Simon Kenton H.S. (1806)				$3,160.50	$3,160.50
Dixie Heights H.S. (1491)				$2,609.25	$2,609.25
Scott H.S. (983)				$1,720.25	$1,720.25
(3308 M.S. + 4280 H.S. = 7588 Scholars)	$3,500.00	$0	$11,578.00	$14,980	$30,058

Kenton County Estimated Xello Cost 2020 (Based on 2019 Enrollment)	Middle School $3.50 Per Scholar 2020	High School $3.50 per Scholar 2020	Total for School Board & Schools
Kenton County School Board	$5,789.00	$7,490.00	$13279.00
Turkeyfoot M.S. (1089)	$1,905.75		$1,905.75
Twenhofel M.S. (842)	$1,473.50		$1,473.50
Summit View Academy (724)	$1,267.00		$1,267.00
Woodland M.S. (653)	$1,142.75		$1,142.75
Simon Kenton H.S. (1806)		$3,160.50	$3,160.50
Dixie Heights H.S. (1491)		$2,609.25	$2,609.25
Scott H.S. (983)		$1,720.25	$1,720.25
(3308 M.S. + 4280 H.S. = 7588 Scholars)	$11,578.00	$14,980	If contract is renewed $26,558.00

Kenton County Estimated Xello Cost 2021 (Based on 2019 Enrollment)	Middle School $3.50 Per Scholar 2021	High School $3.50 per Scholar 2021	Total for School Board & Schools
Kenton County School Board	$5,789.00	$7,490.00	$13,279.00
Turkeyfoot M.S. (1089)	$1,905.75		$1,905.75
Twenhofel M.S. (842)	$1,473.50		$1,473.50
Summit View Academy (724)	$1,267.00		$1,267.00
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ORDER / QUOTE

xello

Ref #: Q6UJ9A0BI68W

QUOTE FOR:	REQUESTED BY:	SUBSCRIPTION PERIOD:
ATTN: **Accounts Payable**	Francis O'Hara	Start Date: **Jan 1, 2019**
Kenton County School District	Kenton County School District	End Date: **Dec 31, 2019**
1055 Eaton Dr		Duration: **12 months**
Ft Wright , KY 41017		

PRODUCT	QTY	ANNUAL RATE	PRICE	SUBTOTAL
Introductory Web Training (One time)	0	**$0.00** Per Session Reg $450.00	$0.00 100% one time adjustment	$0.00
On-Site Training (One time)	1	**$3,500.00** Per Day	$3,500.00	$3,500.00
Xello for Middle School	3,308	**$3.50** Per Student Reg $4.25	$3.50 18% adjustment	$11,578.00
Xello for High School	4,280	**$3.50** Per Student Reg $4.95	$3.50 29% adjustment	$14,980.00

NOTES:
An invoice will be sent after the quote is approved.

ANNUAL TOTAL:

$26,558

* Price subject to change

GRAND TOTAL:

$30,058.00

USD

Xello Terms of Use Agreement
W8 Form
Billing + Renewals FAQ's

ginnyw@careercruising.com

Phone: (800) 965-8541

Fax: 416.463.0938

1867 Yonge Street • Suite 700 • Toronto, ON M4S 1Y5 • Canada

xell⊖

Creating Successful Futures

Xello Quote

Proposal for **Kenton County School District**

Prepared By:
Ginny Weitner
Educational Sales Consultant
(800) 965-8541
ginnyw@careercruising.com
Ref: Q6UJ9A0BI68W
Wednesday, August 29, 2018

Key Priorities for Kenton County School District

I'm excited to present the following proposal for Xello, an online program that helps students create successful futures through self-knowledge, exploration, and planning.

3 Year Subscription (September 2018 to August August 2021) locks in preferred pricing at $3.50/year per student, grades 6-12.

Annual Investment for Kenton County:

Year 1: $30,058.00*

Year 2: $26,558.00

Year 3: $26,558.00

*To honor our long standing relationship with districts across the state of Kentucky, first year onboarding fees for Kenton County have been completely waived. This represents a savings of $4000 in Year 1 of implementation.

Your annual investment includes support from a dedicated Onboarding Manager (Technical contact) and Success Manager. Your dedicated Xello team is available for <u>unlimited support</u> to help ensure your district is meeting your defined measures of success. Customized training sessions (virtual or in-person) are available for purchase on as-needed basis.

Getting started with Xello is simple. When you're ready, click the Approve button in the top right of this screen to submit the order, and you'll be on your way to helping your students create successful futures.

Future Readiness

In today's changing world, students need the knowledge and skills to manage their futures for the long term. Xello is an online software program that simplifies this process by presenting information in a highly personal and contextual way, making it relevant to where students are today.

Our Experience, Your Success

More than 20 years ago, three friends sought to create a life-changing program to help people create successful futures, and Career Cruising was born. Today, our programs are used by more than five million students and 120,000 educators across 50 states and 10 provinces.

Our team has helped thousands of educators launch and run successful future readiness initiatives. Here's how we set you up for success:

Onboarding and Technical Setup

Our friendly experts schedule an onboarding call and work with your IT staff to create a seamless flow of data between Xello and your Student Information System (SIS). Data integration ensures all student and course information is secure, correct, and up-to-date. Xello's optional single sign-on (SSO) can link the program directly to your student portal or learning management system.
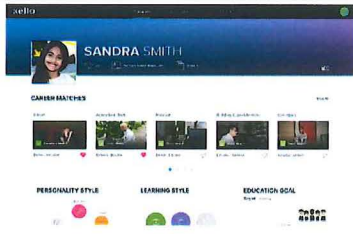
Program Success

A dedicated Success Manager works with you to define goals and make a plan to ensure you meet them, including regular check-in calls. They'll also provide a Welcome Toolkit to help you introduce the program to staff and parents, and share best practices based on working with hundreds of districts across North America.

Training, Development, and Support

You and your staff will have unlimited access to on-demand product training webinars, online help articles, and a client solutions team to address any technical or practical questions you may have.
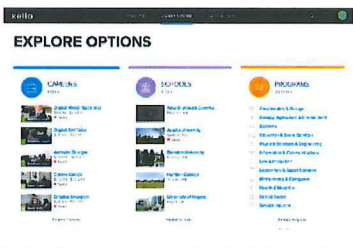
About Me

Students develop self-knowledge and a deeper understanding of who they are. They take assessments (career match, personality style, and learning style); reflect on their interests, skills, and experiences; and collect images, videos, and assignments that tell their story.
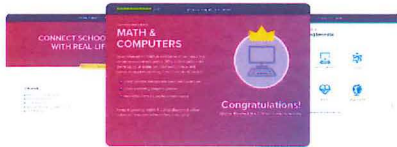
Explore Options

Students discover thousands of careers, schools, and programs. Profiles feature engaging original content and photos to provide strong sense of what these options entail. As they explore, students are prompted to reflect on their choices through a series of investigative steps.
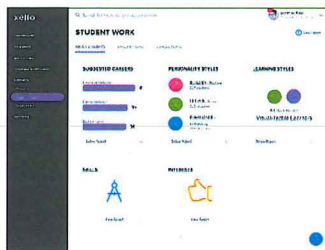
Goals & Plans

Students set goals, connect saved options, and create 4-year course plans, helping them take confident next steps forward. Plans are easy to update and share with teachers, counselors, and parents, and give students a clear roadmap to their future.

Interactive Lessons

Xello includes interactive lessons that educators can weave into their curriculum and use as milestones for program usage. Topics like school subjects at work, choosing a college and university, and personality styles deepen student learning and deliver fresh content in every grade. Lesson completion is easy for educators to track and review.

Educator Tools

Xello's robust educator tools let you track and manage program usage at the individual, school, and district level. Gain valuable insights about student interests and plan completion with detailed reports, and make data-driven decisions to improve readiness initiatives. Educators can also create and track assignments for students across grades and classes.