



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

Issue Paper

DATE:

08/18/21

AGENDA ITEM (ACTION ITEM):

Consider/Approve to contract with eLuma Therapy to provide psychological services up to 125 hours per week or as needed when required to comply with state and/or federal guidelines in regards to evaluating students with disabilities..

APPLICABLE BOARD POLICY:

01.1 Legal Status of the Board

HISTORY/BACKGROUND:

KCSD has 6 School Psychologist positions posted, at this time no qualified candidates have applied. KCSD had 2 School Psychologist positions posted for the entire 2020/2021 school year and no qualified candidates applied. Due to the a continued shortage across the NKY region, KCSD has contracted for multiple years to assist with psychological services such as psychological testing, scoring and interpreting assessment results, report writing, and attend ARCs to review psychological reports and consultation. Five School Psychologist postings will be closed with the approval of this contract.

FISCAL/BUDGETARY IMPACT:


The cost will vary depending on the number of initial evaluations and reevaluations that an ARC determines necessary. If 5 salaried positions had been filled, the estimated cost would be \$315,000. The estimated cost for contracting through eLuma is \$389,970.00, an increase of 74,970. The increase in cost will be supplemented through ARP-IDEA funds


RECOMMENDATION:


Approval to Approve contract with eLuma Therapy to provide psychological services up to 125 hours per week or as needed when required to comply with state and/or federal guidelines in regards to evaluating students with disabilities

CONTACT PERSON:

Danielle Rice


Principal/Administrator


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.

Live, Online Therapy is Making a Big Difference

Services Guarantee

We believe in building partnerships because a win for you, for the students, for the clinicians, and for eLuma creates more commitment and better student outcomes. At eLuma our commitment to excellence in process and software has enabled us to fill all job openings we contract to fill. This means your students get reliable and consistent services. And in a majority of cases we are able to get services up and running in less than 4 weeks. For this reason we guarantee that eLuma will be ready to start services in no more than 6 weeks from the date this Quote/ESA is signed or the first day of the School Year, whichever comes last. Otherwise, we'll give your money back (see ESA Exhibit A, Section 19 for details).

Opportunity

As a school administrator, you know firsthand that partnering with a dependable provider makes a world of difference. We truly care about making a difference for you, for the district, and especially for the students. Dependable tools for monitoring, transparency, and accountability bring you the greatest peace of mind. eLuma's track record fulfilling 100% of the job opens we contract to fill is only one piece of the puzzle that will create more value for your district. Many students with special education needs experience great challenges academically, mentally, and socially. With the rising number of students needing services under the Individuals with Disabilities Education Act (IDEA), there is a higher demand for therapy services, Individualized Education Program (IEP) support staff, and specialized personnel. We have to think differently if we're going to meet every child's needs. Blending online and onsite therapy can tremendously increase the quality of therapy in your special education program - even to the tune of increasing productivity by 10-15%, connecting your students with specialized and credentialed therapists, and staffing with great precision.

What schools are saying...

1. "eLuma is awesome to work with as they leave us worry-free, and we know that all will be taken care of. Communication in a virtual world is key, and they have this mastered." Shelley, Director of Special Education
2. "My speech and OT teachers are great and they help me every week and they are so nice, kind and funny. I don't feel dumb or wrong with them. I am getting better at speech and am gaining better use of my hands!" Student
3. "I love eLuma!" Karen, Director of Special Education

Facts

- 40+ years of research supporting online therapy
- Approval from all the major national therapy associations, including ATA, ASHA, APA, AOTA, APTA
- Three-fourths of U.S. consumers say they would use telemedicine services (source: <http://www.healthdatamanagement.com/news/telemedicine-38701-1.html>)
- 47% of school-based therapists responded that job openings were more numerous than job seekers (source: <http://www.asha.org/uploadedFiles/2014-SLP-Supply-Demand.pdf>)
- More than 7 million children are served under the Individuals with Disabilities Act every year (source: http://nces.ed.gov/programs/digest/d13/tables/dt13_204.70.asp)

eLuma Solutions

- Effective online therapy services for Speech Therapy, Occupational Therapy, Mental Health Services, and Physical Therapy (select states)
- Thousands of sessions every month
- Thousands of games and resources for fun and engaging sessions
- Group and individual therapy
- Assessment, IEP management, progress reporting, meeting attendance, scheduling
- eLuma has experience with hundreds of successful implementations
- Software solutions for school staff
- Value added services to make teletherapy an easy-to-manage district program

School Savings

- Many districts report thousands in savings

- No Travel
- No employee benefits, worker's comp, insurance
- More scheduling flexibility
- No recruiting and retention costs
- Advertising savings
- Little to no material or professional training costs
- Peace of mind

General Information

Created Date	7/30/2021	Contract	00001899
Expiration Date	8/16/2021	Contract Start Date	7/1/2021
Quote Name	Kenton County School District - 5 School Psychs 2021/22	Contract End Date	6/30/2022
Quote Number	00002889	Model	Flat Fee

Contact Information

Prepared By	John Higbee	Contact Name	Danielle Rice
Phone	(877) 496-3332	Phone	8593448888
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Fax	(877) 469-3332		

Company Address	2801 N. Thanksgiving Way Suite 170 Lehi, UT 84043 US	Bill To Name	Kenton County School District
		Bill To	1055 EATON DR FORT WRIGHT, Kentucky 41017 USA

Order Details

Product	Sales Price	Discounted Price	Quantity	Total Price
Online School Psychology License (Per Diem)	\$86.66	\$86.66	4,500.00	\$389,970.00
Subtotal		\$389,970.00		
Discount		0.00%		
Total Price		\$389,970.00		
Grand Total		\$389,970.00		

*Note: This Order Form is good through the Expiration Date listed above, and eLuma reserves the right to change the price and proposal at any time until signed.

Modified Terms

The first sentence of the paragraph in Exhibit A section 1. TERM. Term is modified so that "The Term of this Agreement shall commence and continue until the end of the term set forth in the ORDER FORM (hereinafter referred to as the "Term"). **Partner may elect to pay the total minimum fees as listed in the Order Form within thirty (30) days of signing this Agreement, and eLuma will provide a three percent (3%) discount on the minimum fees due.**



Service Agreement

The Parties agree to the terms found in the eLuma Services Agreement ("ESA"), and this Order Form is incorporated herein by reference as Addendum 1. The ESA is provided in conjunction with this Order Form or upon request. This Order Form and the ESA constitute the entire agreement between eLuma and Partner governing the services and products referenced above (the "Agreement"). To the extent there is any conflict between the Order Form and the ESA, this Order Form shall govern. The signatory below represents that he or she has the authority to bind Partner to the terms of this Agreement. The terms of this Order Form are eLuma confidential information.

ESA Link <https://eluma.secure.force.com/apex/termsPage?id=8004w000001BUXvAAO>

IN WITNESS WHEREOF, the undersigned have executed this Agreement as of the date first written above.

- ☐ Pay annually up front and receive a 3% discount.
(More than 40% of district administrators choose this option)
- ☐ Monthly subscription paid throughout the contract term.

Billing Contact Name

Billing Contact Email

Billing Contact Phone

eLuma, Inc

Partner

Account Name Kenton County School District

Signature: *JEREMY GLAUSER*

Email: jglauser@elumatherapy.com

Signature:

Email: danielle.rice@kenton.kyschools.us