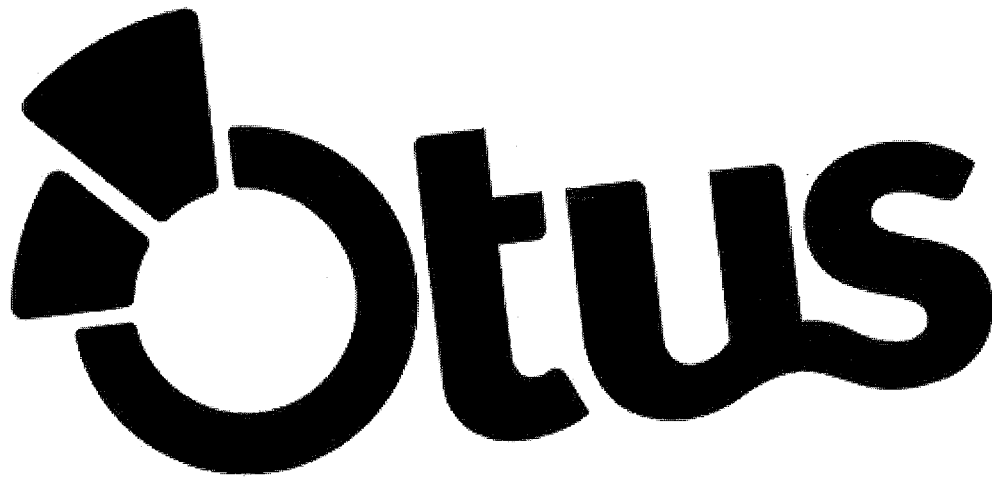


JESSE BACON, SUPERINTENDENT
ADRIENNE USHER, ASSISTANT SUPERINTENDENT
BRANDY HOWARD, CHIEF ACADEMIC OFFICER
TROY WOOD, CHIEF OPERATIONS OFFICER

TO: Dr. Jesse Bacon, Superintendent *JB*
FROM: Dr. Adrienne Usher, Assistant Superintendent *AU 3-7-24*
DATE: March 6, 2024
RE: Otus Service Agreement

Based on recent and continued legislative mandates related to purchasing of assessment platforms and high quality instructional resources, there is an abundance of student data across multiple programs and platforms. This is cumbersome for teachers, grade levels and departments, school leaders, and district leaders to assess the overall performance and growth of individual students, groups of students, grade levels, schools, etc. In addition, our current system of data communication from IC to these programs does not allow us to break down data by subgroups, gender, etc. Due to this, I am requesting approval of Otus which is a data dashboard that connects directly to Infinite Campus that will provide student specific data from any and all data sources. Utilizing Otus will allow school and district staff to spend more time on reviewing data for decision and action as compared to the time creating spreadsheets. In addition, this dashboard will also allow us to track more innovative assessment measures related to our Graduate Profile Performance Outcomes and aspects of community accountability. This has been reviewed by school and district leaders for input. The cost of the one year contract is \$86,400 and funding will come from the curriculum, instruction, and assessment budget. Approval is requested of the Otus Service Agreement.

BULLITT COUNTY PUBLIC SCHOOLS IS AN EQUAL EDUCATION AND EMPLOYMENT INSTITUTION



**Pricing Proposal for
Bullitt County Schools**

Prepared for:

Adrienne Usher

adrienne.usher@bullitt.kyschools.us

Prepared by:

Kevin Gallman

kevin.gallman@otus.com



Pricing Proposal for Bullitt County Schools

Description	Total fee for 26 Months
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<p>Otus Subscription Service (2024) Otus Data Package for 12,000 students 3/25/24-6/30/25 \$86,400 (14 month access for 12 month price) Billed 3/25/24: \$43,200 Billed 7/1/24: \$43,200</p> <p>7/1/25-6/30/26: \$90,720 (Billed 7/1/25)</p> <p>Implementation & Setup</p> <ul style="list-style-type: none">• Dedicated project manager• Rostering Otus with district systems• Configure permissions and security settings• Conduct training sessions (virtual) <p>Ongoing Technical Support</p> <ul style="list-style-type: none">• In-app chat Support for Teachers, Administrators, and Families• Weekly virtual Live Professional Development webinars• OnDemand Professional Development and Training Webinars• Otus Knowledgebase• Otus Online Communities• <p>For Standards-Based Grading and Assessment</p> <ul style="list-style-type: none">• Setup grading scales• Set up learning standards (CCSS, NGSS, etc.)• Setup & manage custom learning standards• Manage custom learning standards• Convert up to 10 existing assessments• Report Card Processing Consultation <p>For Data Management & Analytics</p> <ul style="list-style-type: none">• Verify 3rd Party data• Initial upload of 3rd Party data• Optimization of 3rd Party data• Ongoing Uploading of 3rd Party Data (Optional Add-On) <p>For Progress Monitoring</p>	<p>\$177,720.00</p>
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- | | |
|--|--|
| <ul style="list-style-type: none">• Creating and Converting Plans• Convert 5 existing plans into Otus Plans• Create custom scales for use within Plans | |
|--|--|

Total **\$177,720.00**

This proposal has been accepted by:

Name

Title

Please enter PO Number in box below and upload a copy of the PO. We prefer a copy of the PO at the time of signing this document. If you do not have a copy of the PO, please email it to kevin.gallman@otus.com once available.

PO Number:

Date of Acceptance:

Upload Copy of PO:

Payment Options

(Please Reference Invoice Number)

To pay by ACH/Wire:

CIBC Bank USA

Account Name: Otus LLC

Account Number: 2940388 Routing Number: 071006486

To pay by check, mail invoice and check to:

OTUS LLC

PO Box 779269

CHICAGO, IL 60677-9269

This proposal is valid for 30 days from 02-29-2024.

Terms

To view our Terms of Service, [click here](#).

To view our Privacy Policy, [click here](#).

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

See specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
OTUS LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC C Corporation S Corporation Partnership Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ **P**

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
900 N MICHIGAN AVE, SUITE 1600

6 City, state, and ZIP code
CHICAGO, IL 60611

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-			
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OR

Employer identification number

4	6	-	2	5	1	1	4	4	1
---	---	---	---	---	---	---	---	---	---

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶  Date ▶ **2/21/2024**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.