Order Form

Odysseyware
PREPARING STUDENTS FOR COLLEGE, CAREER, & life.
300 N. McKemy Avenue, Chandler, AZ 85226

Account Number:	30002156
Quote Number:	QUO-06504-M9W3M0
Date:	5/17/2019
Order Form Expiration Date:	7/1/2019

Education Consultant	Email	Phone	Fax
Laura McGee	laura.mcgee@edgenuity.com		

Contact and Billing Information

School:	Bishop Unified School District	**Contact:**	Patrick Twomey
Address:	301 N. Fowler St.	**Phone:**	7608721381
Address:	Bishop, CA 93514	**Email:**	ptwomey@bishopschools.org

Training Contact: Patrick Twomey **Email:** ptwomey@bishopschools.org **Phone:** 7608721381

Term Start Date	Term End Date
6/1/2019	5/30/2020

Qty	Products/Services	Description	Discounted Unit Price	Total Discount	Line Total
18	Full Odysseyware Library (Renewal) - Concurrent	A concurrent license is based on the number of simultaneous users accessing the program at one time. Per license price includes full Odysseyware library for grades 3-12, LMS, online/phone support, and updates during 12-month period.	$550.00	$2,700.00	$9,900.00

Grand Total

	$9,900.00
Sales Tax	%
Total	**$9,900.00**

Notes

You're renewal date is June 1, 2019.
For formal invoicing, please sign and return to Laura McGee at laura.mcgee@edgenuity.com 559.578.7744
Checks payable to Glynlyon, Inc.

(TERMS AND CONDITIONS)

This License Agreement ("Agreement") is entered into between the Customer named above and Glynlyon, Inc. for the provision of the Service described above and is effective as of the date first stated above. This Agreement is subject to and governed by the Standard Terms and Conditions available at https://www.odysseyware.com/terms-and-conditions ("Terms"). The Terms are hereby incorporated and made a part of this Agreement by reference. By its signature below the Customer accepts all terms and conditions of this Agreement and all contents of the Terms and intends to be bound thereby.

By signing and returning the document, the Customer authorizes and acknowledges that Odysseyware will invoice their account the amount identified on the quote, plus any applicable sales tax, in lieu of a purchase order. This Agreement may be signed in digital format which shall be considered an original.

Signature: _____ **Date:** _____

Title: _____

Edgenuity

Edgenuity Inc.
8860 E. Chaparral Road
Suite 100
Scottsdale AZ 85250
877-725-4257

Price Quote for Services
BISHOP UNIFIED SCHOOL DISTRICT
BISHOP CA
Quote Number 63715
Total $9,700.00
Date 10/4/2019

Payment Schedule	Contract Start	Contract End
	06/1/2019	05/30/2020

Site	Description	Comment	End Date	Qty
	Digital Libraries 6-8 and CA-Contempory Health Comprehensive Concurrent User (all MS math, ELA, science, social studies, MS electives, and MS World Languages; excludes Sophia, eDynamic Learning and Purpose Prep)		05/31/2020	18
	Professional Development Onsite Day		05/30/2020	1
1. HOME STREET MIDDLE SCHOOL				

Subtotal	$9,700.00
Total	$9,700.00

Edgenuity will audit enrollment count throughout the year. If more enrollments are found to be in use than purchased, Edgenuity will invoice the customer for the additional usage.

This quote is subject to Edgenuity Inc. Standard Terms and Conditions ("Terms and Conditions"). These Terms and Conditions are available at http://www.edgenuity.com/edgenuity-standard-terms-and-conditions-of-sale.pdf, may change without notice and are incorporated by this reference. By signing this quote or by submitting a purchase order or form purchasing document, Customer explicitly agrees to these Terms and Conditions resulting in a legally binding agreement. To the fullest extent permitted under applicable law, all pricing information contained in this quote is confidential, and may not be shared with third parties without Edgenuity's written consent.

If this Quote includes any Sophia® Learning Inc. courses for purchase, the following language applies to any such purchase (and this language is also found in the above linked Terms and Conditions): "Use of any Sophia course is prohibited for all students under the age of 13 years."

BISHOP UNIFIED SCHOOL DISTRICT

Signature: _____

Print Name: _____

Title: _____

Date: _____

Thank you for your partnership!

Edgenuity Inc. Representative

Laura McGee
Account Executive
laura.mcgee@edgenuity.com
(559)578-7744

Not valid unless accompanied by a purchase order. Please specify a shipping address if applicable. Please e-mail this quote, the purchase order and order documentation to AR@edgenuity.com or fax to 480-423-0213.

October 7, 2019

Dear BUSD School Board,

BUSD Alternative Education programs have utilized the Odysseyware (OW) learning platform for years to help meet the needs of students outside of the general education classroom. All 4 teachers who regularly use(d) the program, and their respective principals are in support of renewing our subscription to OW. Provided below is a list of relevant information for you to review in consideration of supporting this request:

- Last year, BUSD had 18 OW licenses, which seemed to meet our needs. BUSD can have more than 18 students with OW accounts as long as no more than 18 students log in at the same time. We can look into this number later on in the year (if enrollments increase and there is a need for more). The annual cost of 18 OW licenses is estimated to be $9,900.
- OW allows teachers to provide appropriate curriculum to students in different grade levels, with different subject needs, and different ability levels. These diverse demographics are true for all sites that use OW.
- OW offers A-G classes as well as remedial classes, AND a wide variety of electives for all grade levels
- A lockdown option is available on OW - once logged in, there is an option to ensure students cannot access other websites (essential at KBS), which cuts down on opportunities to cheat.
- Teachers' general policy is that students don't "test out" of units to get the credit, they must do the work.
- OW is not a good fit for a regular classroom - a small student:teacher ratio is required to monitor progress, provide support, give individualized instruction, and ensure students are on task.
- We value curriculum that allows for individualized instruction and student interaction - relationships are our #1 priority.
- Hard copy is an option for students that prefer pencil/paper or need a break from the screen. This is also helpful for any homework or independent study needs - teachers can print out curriculum/resources for students.
- OW provides timely / immediate feedback to students on their progress / achievement. Students who have formerly met with failure are met with success on OW, resulting in an increase in their academic self-esteem. This in turn inspires them to achieve even more. There is light at the end of the tunnel. Frequent opportunities to celebrate success help with motivation.

- CDS students are often both distractible and distracting - a smaller classroom environment with individualized instruction / learning allows students to focus on what they need to learn.
- Students have flexibility / choice in what they learn. (i.e. If a student wants to work on math all day one day and then focus on English the next, they have that option.) We have observed that completion of a body of work gives students a stronger sense of accomplishment and increases motivation.
- With hard work through OW, students can actually earn MORE credits than their general ed peer group. For our population of students, this opportunity for acceleration creates hope and esteem for students who are credit deficient and often far behind.
- IEP / 504 accommodations are integrated - the OW program reads to them when it is not possible for the teacher to read aloud in another setting. This allows them to remain in the classroom without disturbing other students. In addition, notes can be printed out for students to follow along.
- Edgenuity acquired the OW platform in April 2019 (6 months ago). To date, there have been no changes to the OW program as a result of this merger.
- PGHS/BIS currently uses APEX (a different and less expensive online platform that focuses on rigorous A-G coursework) for supplemental math curriculum but is interested in looking further into OW given the positive feedback from teachers who are using it. If PGHS/BIS were to also use OW, it is likely that we'd need to request the purchase of more OW licenses to accomodate a larger number of students using the platform at the same time.

Respectfully,

Mr. Maloney - CDS Teacher, HSMS
Ms. Matteson - CDS Teacher, BUHS
Ms. Scott - KBS Teacher
Ms. Cunningham - KBS Teacher

Ms. Kolker - KBS/BIS/PGHS Principal
Mr. Kalk - BUHS Principal
Mr. Twomey - HSMS Principal