



# COMMONWEALTH of VIRGINIA

## DEPARTMENT OF EDUCATION

P.O. BOX 2120

RICHMOND, VA 23218-2120

### NOTICE OF AWARD

Contract No. **DOE-CFA-2015-9**

Date: June 26, 2015

Name: **Teaching Strategies, LLC**  
Address: **7101 Wisconsin Avenue, Suite 700, Bethesda, MD 20814**  
Offer Dated: **May 4, 2015**  
In Response To: **RFP#: DOE-CFA-2015-9**  
To Furnish: **Preschool Curriculum and Formative Assessment System and Services**  
During the Period: **June 24, 2015 through June 30, 2018, renewable**

Contract Officer

A handwritten signature in cursive script that reads "Marie Williams".

Marie Williams, CPA, VCO

Commonwealth OF Virginia  
STANDARD CONTRACT



CONTRACT NO. DOE-CFA-2015-9

This contract entered into this 22nd day of June, 2015 by Teaching Strategies, LLC, hereinafter called the "Contractor" and the Commonwealth of Virginia, Department of Education, hereinafter called the "Purchasing Agency."

**WITNESSTH** that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises, and agreements herein contained, agree as follows:

**SCOPE OF SERVICES:** the Contractor shall provide preschool curriculum and formative assessment system and services to the Purchasing Agency of the Commonwealth of Virginia as set forth in the Contract Documents.

**PERIOD OF PERFORMANCE:** From June 24, 2015 through June 30, 2018. (Renewable for two (2) successive one-year periods.)

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal #DOE-CFA-2015-9, dated April 10, 2015:
  - a) Section III, Definitions, Section IV, Statement of Needs, Section VIII, Reporting and Delivery Instructions, Section IX, General Terms and Conditions, Section X, Special Terms and Conditions and Section XI, Method of Payment; and
  - c) The Contractor's proposal dated May 4, 2015 and negotiated modifications to the proposal included as Attachment 2, signed May 28, 2015, and Attachment 1, dated June 22, 2015. Attachment 1 supersedes any conflicts with other documents. The final agreed upon price per classroom is \$2,227.95 per classroom (one time cost) for non-consumable materials, \$625.95 for initial implementation support (one time cost), and \$769.10 annual maintenance and support (total of \$3,700 per classroom for the first year and \$769.10 per classroom each subsequent year); inclusive of professional development; all of which documents are incorporated herein.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Contractor

Purchasing Agency

By: Edward Blake  
Signature

By: Marie Williams  
Signature

Edward Blake  
Printed Name

MARIE WILLIAMS  
Printed Name

Title: Chief Financial Officer

Title: DIRECTOR

Note: The Virginia Department of Education does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

## I. DEFINITIONS

The following definitions apply to this procurement:

### 1. **Comprehensive curriculum and formative assessment system**

For the purpose of Virginia's preschool expansion grant, a comprehensive curriculum and formative assessment system means a single set of unified materials, tools, and resources that cover all Essential Domains of School Readiness. This set of unified materials must include accompanying formative assessments with all materials intentionally designed or developed for simultaneous use providing teachers and administrators with a common organizational system, language, and approach to preschool teaching and learning.

### 2. **Comprehensive curriculum**

For purposes of Virginia's preschool expansion grant, a comprehensive curriculum:

- Has a written plan that includes<sup>1</sup>:
  - The goals for children's development and learning;
  - The experiences through which they will achieve these goals;
  - What staff and parents do to help children achieve these goals; and
  - The materials needed to support the implementation of the curriculum.
- The written plan and associated materials, tools, and resources cover the content from all Essential Domains of School Readiness as defined in this notice.

### 3. **Formative assessment**

For purposes of Virginia's preschool expansion grant, formative assessment is defined as a process in which teachers use various tools and strategies to determine what students know and are able to do, identify gaps in understanding, and plan future instruction to improve learning.<sup>2</sup> In the context of Virginia's VPI+ program, the formative assessment process is also:<sup>3</sup>

- Specifically designed to monitor children's progress in meeting the Early Learning and Development Standards as defined in the *Foundation Blocks for Early Learning*;
- Valid and reliable for its intended purposes and target populations; and
- Linked directly to the comprehensive curriculum.

### 4. **Essential Domains of School Readiness**

For purposes of Virginia's preschool expansion grant, Essential Domains of School Readiness means the domains of:

- language and literacy development,

<sup>1</sup> From *Code of Federal Regulations, Head Start Program Performance Standards and Other Regulations*, 45 CFR 1304.

<sup>2</sup> Pinchok, N. & Brandt, W.C. (2009). *Connecting formative assessment research to practice: An introductory guide for educators*. Naperville, IL: Learning Point Associates.

<sup>3</sup> Adapted from, *Preschool Development Grants –Expansion Grants, Application for Initial Funding, CFDA Number 84.419b*.

- cognition and general knowledge (including early mathematics and early scientific development),
- approaches toward learning (including the utilization of the arts),
- physical well-being and motor development (including adaptive skills), and
- social and emotional development.<sup>4</sup>

**5. Kindergarten Standards of Learning**

Standards of Learning (SOL) for Virginia public schools that establish minimum expectations for what Kindergarten students should know and be able to do at the end of each grade or course. For purposes of this procurement, SOL include Kindergarten standards in English, mathematics, science, history and social science, fine arts, health, and physical education. Virginia's SOL are available online by visiting <http://www.doe.virginia.gov/testing/index.shtml>.

**6. Foundation Blocks for Early Learning**

*Virginia's Foundation Blocks for Early Learning: Comprehensive Standards for Four-Year-Olds* provides a measurable range of skills and knowledge essential for four-year-olds to be successful in kindergarten. The *Foundation Blocks for Early Learning* is available online by visiting

[http://www.doe.virginia.gov/instruction/early\\_childhood/preschool\\_initiative/foundationblocks.pdf](http://www.doe.virginia.gov/instruction/early_childhood/preschool_initiative/foundationblocks.pdf). The document was developed to provide early childhood educators a set of minimum standards in literacy, mathematics, science, history and social science, health and physical development, personal and social development, music, and the visual arts, with indicators of success for entering kindergarten that are derived from scientifically-based research. The standards reflect a consensus of children's conceptual learning, acquisition of basic knowledge, and participation in meaningful and relevant learning experiences.

**7. Milestones of Child Development**

Virginia's Milestones of Child Development articulate a set of milestones for parents, grandparents, child care providers, educators and other involved adults that focus on children's observable behaviors and interactions during the period from birth to kindergarten, as well as a set of recommended strategies for adults to provide optimal learning environments and experiences for young children. Virginia's Milestones of Child Development are available online, by visiting <http://www.earlychildhood.virginia.gov/documents/milestones.pdf>.

**8. Virginia's Star Quality Initiative**

Virginia's Star Quality Initiative (VSQI) is Virginia's implementation of a tiered quality rating and improvement system. VSQI was created to offer a market-based solution to facilitate quality consistency among early childhood programs, support continuous quality improvement in partnership with public and private early education providers, and encourage a continuum of care and education throughout various provider settings, so that all children arrive in kindergarten ready to succeed. Virginia's Star Quality Initiative is administered in partnership between the Virginia Department of Social

<sup>4</sup> From, Preschool Development Grants –Expansion Grants, Application for Initial Funding, CFDA Number 84.419b.

Services' Office of Early Childhood Development and the Virginia Early Childhood Foundation. More information is available by visiting the Virginia's Office of Early Childhood Development, <http://www.earlychildhood.virginia.gov/quality.shtml>.

## II. STATEMENT OF NEEDS

- A. The Contractor shall provide an evidence-based preschool curriculum and formative assessment system (the system) as outlined in the Definitions section of this RFP, including implementation and training services, that includes the following to support diverse teachers in diverse communities:
1. A high-quality, evidence-based preschool curriculum and formative assessment system that:
    - a. aligns with:
      - i. Virginia's Foundation Blocks for Early Learning: Comprehensive Standards for Four-Year-Olds,
      - ii. Virginia's Preschool Curriculum Review Rubric and Planning Tool,
      - iii. the Essential Domains of School Readiness, and
      - iv. selected components of the effective preschool curriculum as defined by the National Center on Quality Teaching and Learning (2014),
    - b. has individualized accommodations and supports available to facilitate all children's ability to access and fully participate in the preschool curriculum and formative assessment system, including children with disabilities, and
    - c. ensures security of formative assessment data collected, stored, and returned to authorized users.
  2. Initial and on-going training and technical support for teachers, VPI+ coaches, and administrators on understanding and use of the preschool curriculum and formative assessment system for the term of the contract, coordinated with local school divisions and the Center for Advanced Study of Teaching and Learning (CASTL). Training must be available upon the date of contract award and throughout the contract period.
  3. Preschool curriculum and formative assessment system available for purchase upon the date of contract award, with implementation between August 1, 2015, and September 8, 2015, for those VPI+ school divisions that have purchased the system.
  4. Access to the data from formative assessments to authorized VDOE staff, and teachers, administrators, and coaches in public schools and in private preschool providers subcontracted by public schools, no later than 10 business days after the date on which the data were entered.

(See Attachments A, B, C, and D.)

- B. The curriculum and formative assessment system should be, but is not required to be:

1. Appropriate for use in classrooms serving children ages birth to five years;
2. Appropriate for use in Kindergarten through first grade; and/or
3. Appropriate for use in Kindergarten through third grade.

## VII. REPORTING AND DELIVERY INSTRUCTIONS

Contractor shall report accomplishment of milestones detailed in Attachment C to the VDOE Preschool Expansion Grant Coordinator on a monthly basis from August 1, 2015, through December 1, 2015, and quarterly thereafter.

## VIII. GENERAL TERMS AND CONDITIONS

- A. **VENDORS MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at [www.eva.virginia.gov](http://www.eva.virginia.gov) under "Vendors Manual" on the vendors tab.
- B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (*Code of Virginia*, § 2.2-4366). ADR procedures are described in Chapter 9 of the *Vendors Manual*. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the *Virginia Public Procurement Act (VPPA)*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1E).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:

- a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. **ETHICS IN PUBLIC CONTRACTING:** By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. **DEBARMENT STATUS:** By participating in this procurement, the vendor certifies that they are not currently debarred by the Commonwealth of Virginia from submitting a response for the type of goods and/or services covered by this solicitation. Vendor further certifies that they are not debarred from filling any order or accepting any resulting order, or that they are an agent of any person or entity that is currently debarred by the Commonwealth of Virginia.
- G. **ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

- H. **MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFBs AND RFPs:** Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. **CLARIFICATION OF TERMS:** If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. **PAYMENT:**
1. **To Prime Contractor:**
    - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
    - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
    - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
    - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
    - e. **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment



obligations with respect to those charges which are not in dispute (*Code of Virginia*, § 2.2-4363).

2. To Subcontractors:

a. A contractor awarded a contract under this solicitation is hereby obligated:

(1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or

(2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.

b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

K. **PRECEDENCE OF TERMS:** The following General Terms and Conditions *VENDORS MANUAL*, *APPLICABLE LAWS AND COURTS*, *ANTI-DISCRIMINATION*, *ETHICS IN PUBLIC CONTRACTING*, *IMMIGRATION REFORM AND CONTROL ACT OF 1986*, *DEBARMENT STATUS*, *ANTITRUST*, *MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS*, *CLARIFICATION OF TERMS*, *PAYMENT* shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

L. **QUALIFICATIONS OF OFFERORS:** The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth

all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect the offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

- M. **TESTING AND INSPECTION**: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. **ASSIGNMENT OF CONTRACT**: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. **CHANGES TO THE CONTRACT**: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the terms, conditions, or scope of the contract. Any additional goods or services to be provided shall be of a sort that is ancillary to the contract goods or services, or within the same broad product or service categories as were included in the contract award. Any increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt, unless the contractor intends to claim an adjustment to compensation, schedule, or other contractual impact that would be caused by complying with such notice, in which case the contractor shall, in writing, promptly notify the Purchasing Agency of the adjustment to be sought, and before proceeding to comply with the notice, shall await the Purchasing Agency's written decision affirming, modifying, or revoking the prior written notice. If the Purchasing Agency decides to issue a notice that requires an adjustment to compensation, the contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or

- c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Vendors Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA VBO ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- R. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

S. **NONDISCRIMINATION OF CONTRACTORS:** An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

T. **eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS:** The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected.

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
  - (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.
- b. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

U. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

V. **PROPOSAL PRICE CURRENCY:** Unless stated otherwise in the solicitation, offerors shall state offer prices in US dollars.

W. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or non-stock corporation, limited liability company, business

trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body pursuant to the *Virginia Public Procurement Act* shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.

## X. SPECIAL TERMS AND CONDITIONS:

1. **CANCELLATION OF CONTRACT:** The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
2. **eVA BUSINESS-TO-GOVERNMENT CONTRACTS AND ORDERS:** The solicitation/contract will result in one purchase order(s) with the eVA transaction fee specified below assessed for each order.
  - a. For orders issued July 1, 2011 thru December 31, 2013, the Vendor Transaction Fee is:
    - (i) DSBSD-certified Small Businesses: 0.75%, capped at \$500 per order.
    - (ii) Businesses that are not DSBSD-certified Small Businesses: 0.75%, capped at \$1,500 per order.
  - b. For orders issued January 1, 2014, and after, the Vendor Transaction Fee is:
    - (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
    - (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

The eVA Internet electronic procurement solution, website portal [www.eva.virginia.gov](http://www.eva.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following: If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog

shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from [www.eVA.virginia.gov](http://www.eVA.virginia.gov). Contractors should email Catalog or Index Page information to [eVA-catalog-manager@dgs.virginia.gov](mailto:eVA-catalog-manager@dgs.virginia.gov).

3. **AUDIT:** The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.
4. **AWARD:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Code of Virginia, § 2.2-4359D*). Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.
5. **eVA BUSINESS-TO-GOVERNMENT CONTRACTS AND ORDERS:** The solicitation/contract will result in one or more purchase order(s) with the eVA transaction fee specified below assessed for each order.
  - a. For orders issued July 1, 2011 thru December 31, 2013, the Vendor Transaction Fee is:
    - i. DSBSD-certified Small Businesses: 0.75%, capped at \$500 per order.
    - ii. Businesses that are not DSBSD-certified Small Businesses: 0.75%, capped at \$1,500 per order.
  - b. For orders issued January 1, 2014, and after, the Vendor Transaction Fee is:
    - i. DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
    - ii. Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

The eVA Internet electronic procurement solution, website portal [www.eva.virginia.gov](http://www.eva.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following: If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from [www.eVA.virginia.gov](http://www.eVA.virginia.gov). Contractors should email Catalog or Index Page information to [eVA-catalog-manager@dgs.virginia.gov](mailto:eVA-catalog-manager@dgs.virginia.gov).

6. **RENEWAL OF CONTRACT:** This contract may be renewed by the Commonwealth for 2 successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
  1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the "Other Services" category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the "Other Services" category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
7. **SUBCONTRACTS:** No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
8. **CONFIDENTIALITY OF PERSONALLY IDENTIFIABLE INFORMATION:** The contractor assures that information and data obtained as to personal facts and circumstances related to patients or clients will be collected and held confidential, during and following the term of this agreement, and unless disclosure is required pursuant to court order, subpoena or other regulatory authority, will not be divulged without the individual's and the agency's written consent and only in accordance with federal law or the Code of Virginia. Contractors who utilize, access, or store personally identifiable information as part of the performance of a contract are required to safeguard this information and immediately notify the agency of any breach or suspected breach in the security of such information. Contractors shall allow the agency to both participate in the investigation of incidents and exercise control over decisions regarding external reporting. Contractors and their

employees working on this project may be required to sign a confidentiality statement.

9. **CONTINUITY OF SERVICES:**

- a) The Contractor recognizes that the services under this contract are vital to the Agency and must be continued without interruption and that, upon contract expiration, a successor, either the Agency or another contractor, may continue them. The Contractor agrees:
  - i. To exercise its best efforts and cooperation to effect an orderly and efficient transition to a successor;
  - ii. To make all Agency owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the contract to facilitate transition to successor; and
  - iii. That the Agency Contracting Officer shall have final authority to resolve disputes related to the transition of the contract from the Contractor to its successor.
- b) The Contractor shall, upon written notice from the Contract Officer, furnish phase-in/phase-out services for up to ninety (90) days after this contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Contract Officer's approval.
- c) The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations) and a fee (profit) not to exceed a pro rata portion of the fee (profit) under this contract. All phase-in/phase-out work fees must be approved by the Contract Officer in writing prior to commencement of said work.

12. **STATE CORPORATION COMMISSION IDENTIFICATION NUMBER:** Pursuant to Code of Virginia, §2.2-4311.2 subsection B, a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its bid or proposal the identification number issued to it by the State Corporation Commission (SCC). Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized. Indicate the above information on the SCC Form provided. Contractor agrees that the process by which compliance with Titles 13.1 and 50 is checked during the solicitation stage (including without limitation the SCC Form provided) is streamlined and not definitive, and the Commonwealth's use and acceptance of such form, or its acceptance of Contractor's statement describing why the bidder or offeror was not legally required to be authorized to transact business in the Commonwealth, shall not be conclusive of the issue and shall not be relied upon by the Contractor as demonstrating compliance.

13. **E-VERIFY PROGRAM:** EFFECTIVE 12/1/13. Pursuant to *Code of Virginia*, §2.2-4308.2., any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with any agency of the



Commonwealth to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to such public contract. Any such employer who fails to comply with these provisions shall be debarred from contracting with any agency of the Commonwealth for a period up to one year. Such debarment shall cease upon the employer's registration and participation in the E-Verify program. If requested, the employer shall present a copy of their Maintain Company page from E-Verify to prove that they are enrolled in E-Verify.

**XI. METHOD OF PAYMENT:**

Contractor shall submit the first invoice to the ordering school division after the school division's acceptance and approval of the requested implementation. Subsequent invoices shall be submitted after completion, acceptance, and approval of requested deliverables. Amounts invoiced shall not exceed final negotiated contract prices. The ordering school division shall make payments within 45 days of receipt of a valid invoice.

Attachment 1  
June 22, 2015

- A. Teaching Strategies, LLC (“Teaching Strategies”) certifies that all Teaching Strategies employees and Teaching Strategies subcontractors who provide services on school property have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child. Teaching Strategies agrees to provide such certification on a form required by the local school division, if requested (see VA Code§ 22.1-296.1).
- B. Teaching Strategies, LLC agrees to submit invoices no later than June 1 of each year during the contract period, and to submit invoices for services not included in the June 1 invoice, but delivered through June 30, no later than the following August 1.
- C. Teaching Strategies, LLC, agrees to provide a bi-annual (twice yearly) progress report in January and June to the VDOE VPI+ coordinator detailing the school divisions who purchased any of the products or services included in the pricing sheet attached to your May 28, 2015 4:00 PM email, and the amount paid.
- D. Teaching Strategies, LLC., agrees to have the following insurance coverage at the time the contract is awarded, and will maintain this insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers’ Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers’ compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
  2. Employer’s Liability - \$100,000.
  3. Commercial General Liability - \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
- E. Teaching Strategies agrees to the prices listed in Attachment 2, as modified 6/4/15, and noted below:

\$2,277.95 per classroom one time price for non-consumable materials  
\$ 625.95 one time price for initial implementation support\*  
\$ 769.10 annual maintenance and support  
\$3,700.00 total per classroom

*\*Initial implementation support* refers to the introductory and in-depth guidance that Teaching Strategies will provide in order to meet the professional development needs associated with the

initial roll-out of the proposed curriculum and assessment system. We anticipate delivery of hands-on, face-to-face support for VPI+ educators; site visits and customized webinars as Teaching Strategies recommends; and coaching of coaches during the first year of implementation. We also expect to conduct regular calls with project managers so that support can be monitored and adjusted; “ask-the-expert” Q&A sessions; online surveys collecting teachers’, administrators’, and coaches’ feedback; and analysis and follow-up of the survey data. This line item also includes minor customization of *Teaching Strategies GOLD*®, e.g., customizing checkpoint dates and adding fields to capture particular demographic information.

- F. Teaching Strategies provided the following supplemental information 5-28-15 in response to DOE questions:

Does the formative assessment system closely follow the pacing and instructional progression of the curriculum?

Integrating curriculum and assessment is essential to effective programs that support positive outcomes for all children. *The Creative Curriculum*® and *Teaching Strategies GOLD*® therefore share the same 38 objectives for children’s development and learning. The integrated system addresses the essential knowledge, skills, and behaviors that children need in order to succeed in school.

In *The Creative Curriculum*®, the pacing and instructional progression of learning activities are highly individualized. Assessment with *Teaching Strategies GOLD*® supports that individualization by helping teachers identify each child’s current developmental levels and likely next steps. *The Creative Curriculum*® offers daily opportunities for observation, helping teachers collect evidence of children’s development and learning so that they can evaluate and track children’s progress. The progressions of development and learning enable teachers to understand how children’s observable behaviors relate to the objectives, help teachers identify areas of strength and need, and assist teachers in predicting children’s likely next steps. Ranges of widely held expectations included in the progressions help teachers know exactly where to begin and continue tracking each child’s progress. The color coding used in the progressions is also used in the teaching sequences found on *Intentional Teaching Cards*, so teachers have starting points for individualizing learning experiences according to each child’s developmental levels.

*GOLDplus*™ strengthens the link between curriculum and assessment. Teachers use assessment data to inform instruction, and they collect new assessment data during the learning experiences they offer to children. Teachers have electronic access to more than 200 *Intentional Teaching* experiences (for preschool) that link directly to the latest assessment data, along with more than 200 experiences (for kindergarten). The objectives addressed by the activities are aligned to state and national early learning standards.

If units of study are taught in a different order and/or at a different pace will it become problematic for effective formative assessments?

*The Creative Curriculum*® *Teaching Guides* offer great flexibility. Teachers may choose the order in which they use the *Guides*, change the order of children’s investigations, extend or shorten an investigation, repeat activities, and incorporate their own activities. If children are

particularly interested in one aspect of a study, the teacher may start there, and entire studies may be extended as long as the children remain engaged.

*Teaching Strategies GOLD*<sup>®</sup> is an authentic, observation-based, criterion-referenced system for measuring the knowledge, skills, and behaviors of children from birth through kindergarten. It does not entail direct student testing, right–wrong questions, or yes–no answers, and it accounts for the fact that children show what they know and can do in various ways. Incremental rates of progress are documented within a broad range of development and learning tasks, and teachers can anticipate children’s likely next steps. The instrument takes into account the fact that development and learning in each area influences and is influenced by development and learning in other areas. It also helps teachers understand that there is significant variation in the pace of progress in different domains and among individuals, and that expectations for an age-group or class/grade are not the same for every objective and dimension. It recognizes the context of children’s early learning and development, including differences in children’s cultural and family backgrounds, linguistic diversity, and special learning needs.

The order of units of study and of particular learning experiences does not affect the validity and reliability of *Teaching Strategies GOLD*<sup>®</sup>, and the system supports effective instruction that matches the strengths, needs, and interest of each child. In very practical ways, the design of many *Teaching Strategies* products assists teachers in individualizing learning experiences. For example, the color coding of the developmental progressions is also used in the teaching sequences shown on the *Intentional Teaching* cards of the curriculum and on the electronic versions of the cards available through *GOLDplus*<sup>™</sup>.

*GOLDplus*<sup>™</sup> strengthens practical links between assessment and instruction. Flexible new planning tools are linked directly with assessment data and with instructions for intentional teaching experiences. For example, when preliminary levels or finalized checkpoint levels are entered in *Teaching Strategies GOLD*<sup>®</sup>, the teaching sequences on the instructional pages for intentional teaching experiences automatically populate with children’s names. These sequences give teachers starting points for individualizing instructional activities to match each child’s level with regard to targeted developmental objectives. As they plan, teachers can select learning experiences on the basis of an objective and on the basis of assessment data for individuals and small groups of children.

Furthermore, teachers can toggle easily from an *Intentional Teaching Experience* screen to assessment screens where they can enter preliminary levels while interacting with children. Entering preliminary levels during an intentional teaching experience automatically generates documentation in the children’s digital portfolios. This streamlines documentation and updates names in the teaching sequences, so teachers have updated assessment information for planning and individualizing additional activities.

Could the formative assessment system be implemented effectively to inform instruction as a stand-alone product without implementation of the curriculum? Please explain.

*Teaching Strategies GOLD*<sup>®</sup> is an authentic, observation-based, criterion-referenced system that does not entail direct student testing, right–wrong questions, or yes–no answers. It accounts for the fact that children demonstrate their competencies in various ways and emphasizes what each child can do. Incremental rates of progress are documented within a broad range of development and learning tasks, and teachers can anticipate children’s likely next steps.

With *Teaching Strategies GOLD*<sup>®</sup> teachers collect evidence of children's development and learning during everyday classroom activities that can be structured by any developmentally appropriate curriculum. Teachers observe intentionally throughout the day; consult with family members and specialists who work with individual children; and build online portfolios with observation notes, photographs, video clips, audio clips, and samples of children's work. This process is part of their daily routine. During the assessment process, children use ordinary classroom resources and are not aware that they are being assessed. When particular kinds of information about literacy and numeracy are difficult to collect during everyday classroom activities, teachers conduct focused observations during *Assessment Opportunity Card* experiences that are easy to integrate with any developmentally appropriate curriculum. Family members who choose to register are able to view and contribute documentation to their children's portfolios.

The *Teaching Strategies GOLD*<sup>®</sup> objectives for development and learning enable teachers to focus on the knowledge, skills, and development that are essential for children to acquire in order to succeed in school. Based on thorough reviews of child development research literature and on state and national early learning standards, the objectives include the predictors of school success that should be addressed by any developmentally appropriate curriculum. The progressions of development and learning outline predictable sequences of development and learning from birth through kindergarten, describing what children should know and be able to do at various ages and grades. Research summaries explain both what is being measured and why, and teachers can look back- and forward along developmental progressions when children's knowledge, skills, and behaviors do not fall within the range of widely held expectations for particular objectives or dimensions. The progressions help teachers fully understand each child's current levels of development, likely next steps, and progress over time. They also enable teachers to focus on learning processes, not just on outcomes. The information helps teachers understand the significance of what children say and do, set appropriate expectations, choose appropriate teaching strategies, and share information with family members. *Teaching Strategies GOLD*<sup>®</sup> assessment data can be used to inform planning and individualized instruction, no matter which developmentally appropriate curriculum the teacher is implementing.

In addition to providing data that informs planning and individualized instruction, *Teaching Strategies GOLD*<sup>®</sup> can be used to

- identify children who might benefit from special help, screening, or further evaluation;
- communicate information about children's learning and developmental gains to family members and other stakeholders;
- collect child outcome information as one part of a larger accountability system; and
- provide reports to help inform policy and program improvement decisions.

These purposes can be fulfilled when the system is used in conjunction with any developmentally appropriate curriculum.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

**Contractor**

**Purchasing Agency**

By: Edward Blake  
*Signature*

By: Maria Williams  
*Signature*

Edward Blake  
*Printed Name*

MARIA WILLIAMS  
*Printed Name*

Title: Chief Financial Officer

Title: DIRECTOR

- I. Price per classroom for Lines A – D on page 2 of the original pricing schedule includes both curriculum (including components damaged beyond use within the first two years) and formative assessments, but it has been updated below to include printed copies of *Intentional Teaching Cards™*, and as further indicated below (including the cross-references to our proposal and detailed components as necessary):

Price per classroom (18 or fewer students) for implementation of the offeror's proposed preschool curriculum and formative assessment system as defined in RFP Section I, Definitions (the system), including professional development for teachers and administrators as indicated in Part II below at no charge:	Price
<b>A. Costs for non-consumable materials (if any)</b> <ul style="list-style-type: none"> <li>• <i>The Creative Curriculum® for Preschool</i> (English edition; includes print copies of <i>Intentional Teaching Cards</i>) (proposal, p. 11, 2<sup>nd</sup> &amp; 3<sup>rd</sup> paragraphs and p. 12, 1<sup>st</sup> &amp; 2<sup>nd</sup> paragraphs)</li> <li>• <i>Teaching Guide: Getting Ready for Kindergarten</i>; one free copy** for each VPI+ teacher (proposal, p. 26, 4<sup>th</sup> paragraph)</li> </ul>	\$2,277.95 (including discounted shipping*)
<b>B. Annual cost for consumable materials (if any)</b> <ul style="list-style-type: none"> <li>• Free: Teachers in programs that purchase <i>The Creative Curriculum</i> have permission to reproduce the documents on the classroom and family resources CD-ROM (proposal, p. 23, 4<sup>th</sup> paragraph and p. 24, 1<sup>st</sup> paragraph)</li> <li>• Free: Subscribing teachers and administrators may also print the data collection tools embedded in <i>Teaching Strategies GOLD®</i>, the "Family Conference Form," the "Home Language Survey," activity instructions, and various reports (proposal, p. 19, 1<sup>st</sup> paragraph and p. 25, 1<sup>st</sup> &amp; 2<sup>nd</sup> paragraphs)</li> </ul>	\$0.00
<b>C. One-time costs unique to initial implementation (if any)</b> <ul style="list-style-type: none"> <li>• Initial implementation support</li> </ul>	\$850.00
<b>D. Annual Maintenance and Support (if any)</b> <ul style="list-style-type: none"> <li>• <i>Teaching Strategies GOLD®</i> portfolio fee: \$9.95 per child (\$9.95 X 18 = \$179.10) (proposal, p. 18, 2<sup>nd</sup> paragraph through p. 21, 3<sup>rd</sup> paragraph)</li> <li>• New, state-of-the-art online courses on <i>The Creative Curriculum for Preschool</i>, the objectives for development and learning, <i>Teaching Strategies GOLD</i>, and <i>GOLDplus</i>: \$250.00 per teacher</li> <li>• Technical assistance and ongoing implementation support: \$90.00 per classroom (proposal, p. 22, 4<sup>th</sup> paragraph and p. 94, 1<sup>st</sup> &amp; 2<sup>nd</sup> paragraphs)</li> <li>• <i>GOLDplus™</i> subscription fee: \$250.00 per classroom (proposal, p. 20, 5<sup>th</sup> paragraph and p. 21, 1<sup>st</sup> paragraph)</li> </ul>	\$769.10 (per classroom of 18 children)
Training Provided at No charge as indicated in Part II below	\$0.00
<b>Total</b>	<b>\$3,897.05</b>

\* This price reflects a 50 percent discount of the shipping fee but does not include sales tax.

\*\*This is a cost savings of \$99.00.

**Offeror Name: Teaching Strategies, LLC**

If available separately:

Price per classroom (18 or fewer students) for implementation of the offeror's proposed preschool curriculum only, including professional development for teachers and administrators as indicated in Part II below at no charge:	Price
<b>A. Costs for non-consumable materials (if any)</b> <ul style="list-style-type: none"> <li>• <i>The Creative Curriculum<sup>®</sup> for Preschool</i> (English edition; includes print copies of <i>Intentional Teaching Cards</i>) (proposal, p. 11, 2<sup>nd</sup> &amp; 3<sup>rd</sup> paragraphs and p. 12, 1<sup>st</sup> &amp; 2<sup>nd</sup> paragraphs)</li> <li>• <i>Teaching Guide: Getting Ready for Kindergarten</i>; one free copy** for each VPI+ teacher (proposal, p. 25, 4<sup>th</sup> paragraph)</li> </ul>	\$2,277.95 (Including discounted shipping)
<b>B. Annual cost for consumable materials (if any)</b> <ul style="list-style-type: none"> <li>• Free: Teachers in programs that purchase <i>The Creative Curriculum</i> have permission to reproduce the documents on the classroom and family resources CD-ROM (proposal, p. 23, 4<sup>th</sup> paragraph and p. 24, 1<sup>st</sup> paragraph)</li> <li>• Free: Subscribing teachers and administrators may also print the data collection tools embedded in <i>Teaching Strategies GOLD<sup>®</sup></i>, the "Family Conference Form," the "Home Language Survey," activity instructions, and various reports (proposal, p. 19, 1<sup>st</sup> paragraph and p. 25, 1<sup>st</sup> &amp; 2<sup>nd</sup> paragraphs)</li> </ul>	\$0.00
<b>C. One-time costs unique to initial implementation (if any)</b> <ul style="list-style-type: none"> <li>• Initial Implementation support</li> </ul>	\$850.00
<b>D. Annual Maintenance and Support (if any)</b> <ul style="list-style-type: none"> <li>• New, state-of-the-art online courses on <i>The Creative Curriculum for Preschool</i> and the objectives for development and learning: \$150.00 per teacher</li> <li>• Ongoing Implementation support: \$75.00 per classroom (proposal, p. 22, 4<sup>th</sup> paragraph and p. 94, 1<sup>st</sup> &amp; 2<sup>nd</sup> paragraphs)</li> </ul>	\$225.00
<b>Training Provided at No charge as indicated in Part II below</b>	\$0.00
<b>Total</b>	<b>\$3,352.95</b>
Price per classroom (18 or fewer students) for implementation of the offeror's proposed formative assessment only, including professional development for teachers and administrators as indicated in Part II below at no charge*:	Price
<b>A. Costs for non-consumable materials (if any)</b>	\$0.00
<b>B. Annual cost for consumable materials (if any)</b>	\$0.00
<b>C. One-time costs unique to initial implementation (if any)</b>	\$0.00
<b>D. Annual Maintenance and Support (if any)</b> <ul style="list-style-type: none"> <li>• <i>Teaching Strategies GOLD<sup>®</sup></i> portfolio fee: \$9.95 per child (\$9.95 X 18 = \$179.10) (proposal, p. 18, 2<sup>nd</sup> paragraph through p. 21, 3<sup>rd</sup> paragraph)</li> </ul>	\$654.10



**Offeror Name: Teaching Strategies, LLC**

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- b. Five sessions (or less, if indicated by the VPI+ Implementation Team) shall be provided in the first year and two sessions (or less, if indicated by the VPI+ Implementation Team) shall be provided in each of the subsequent years.
  - c. Dates, times, and locations shall be determined by the VPI+ Implementation team. Each training session should include 15-35 participants.
4. No later than 6-10 weeks after the beginning of the school year during the first year of the contract, and throughout the contract term, including any renewal periods: a series of at least 10 online training sessions for school division staff, 1 - 2 hours each, specific to the curriculum and formative assessments, shall be available. Topics shall include how to pull formative assessment data to inform whole group, small group, and individualized instruction; how to maximize use of formative assessment tools and reporting for instruction and for communication with parents/families; how to maximize curriculum tools to provide adapted instruction to meet the needs of a diverse student population including English language learners and students with disabilities; how to use a tool to support that curriculum and assessment systems are being implemented and utilized as intended, and, subject to approval by CASTL:

Teaching Strategies proposes providing hands-on, Web-based professional development courses in core areas related to curriculum and assessment. The courses make high-quality professional development available to users of *The Creative Curriculum® for Preschool*, *Teaching Strategies® GOLD™*, and *Teaching Strategies® GOLDplus™*.

The courses are immersive, interactive, and practice-based, connecting learning to individual learners' real-world experiences. Teachers can complete the courses independently or in facilitated groups, and they will earn CEUs by completing assessments within each course.

Having access to a wide variety of courses enables teachers to build foundational knowledge, address gaps in their knowledge, improve their practice in targeted areas, and follow their interests.

Courses address the following topics:

- Objectives for Development and Learning
  - Social–Emotional
  - Physical
  - Language
  - Cognitive
  - Literacy
  - Mathematics
  - Science and Technology, Social Studies, and the Arts
  - English Language Acquisition

**Offeror Name: Teaching Strategies, LLC**

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- ***The Creative Curriculum® for Preschool: Foundation***
  - Theory and Research
  - How Children Develop and Learn
  - The Learning Environment
  - ~~Daily and Weekly Planning~~
  - What Children Learn
  - Teaching Intentionally and Responsively
  - Caring and Teaching
  
- ***The Creative Curriculum® for Preschool: Physical Environment (Interest Areas)***
  - Blocks
  - Dramatic Play
  - Toys and Games
  - Art
  - Library
  - Discovery
  - Sand and Water
  - Music and Movement
  - Cooking
  - Computers
  - Outdoors
  
- ***The Creative Curriculum® for Preschool: Literacy***
  - Components of Literacy
  - Planning Your Literacy Program
  - Supporting Children's Literacy Learning Throughout the Day
  
- ***The Creative Curriculum® for Preschool: Mathematics***
  - Components of Mathematics
  - Mathematical Process Skills
  - Planning Your Mathematics Program
  - Supporting Children's Mathematical Learning Throughout the Day
  
- ***The Creative Curriculum® for Preschool: Studies***
  - Preparing for Studies
  - Beginning the Study
  - Investigating the Topic
  - Celebrating Learning
  - Using *GOLDplus™* to Implement Studies

Offeror Name: Teaching Strategies, LLC

Date: May 28, 2015

Signature: Edward Blake

Printed Name: Edward Blake

Title: Chief Financial Officer