

**DOE-PDO-2015-11-7**  
Attachment 1

The contract documents include the Contractor's proposal dated July 8, 2015 (other than D-I-7 "Job-Embedded Consultative Services"); and clarifications and negotiated modifications included in Attachment 1 and dated September 10, 2015, August 20, 2015, July 22, 2015, July 14, 2015, and July 13, 2015.

September 10, 2015

From:  Foss, Cari <cari.foss@pearson.com> Sent: Thu 9/10/2015 10:3  
To:  Williams, Marie (DOE)  
Cc:  Robeson, Matt;  Rowsey, Ann (DOE);  Katharine Driscoll  
Subject: Re: FW: Request for Improve Pricing RE: RFP DOE-PDO-2015-11

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  Attachment E - Revised Pricing Schedule\_Pearson\_9.10.15.pdf

Good morning Ms. Williams,  
We have increased the number of participants for SIOP Coaching & Modeling (D-I-8) from 20 to 25. Please see the attached revised Attachment E, which reflects this change.

Please let us know if you have any follow-up questions.

Thank you,

**Cari Foss**  
Proposal Manager, Proposal Services  
US Learning Services  
Pearson

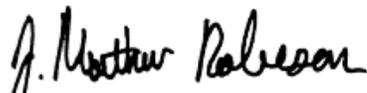
(See next page)

**Table I. Complete this Table for all professional development to be delivered face-to-face (in-person):**

Please note:

- The hourly cost is provided for comparison purposes based on your estimate of 25 participants. However, our workshops accommodate up to 30 participants at this price, unless otherwise specified.
- In SIOP Coaching & Modeling, 1 SIOP coach serves up to 25 participants over a 5-day period.
- Each workshop is a minimum of six hours per day.
- Each day of SIOP Coaching & Modeling is a total of six hours per day.
- Pearson prices and contracts its professional development offerings per day rather than per hour.
- Travel and materials costs are included in the quoted daily rates.

<b>Name of Professional Development Offering</b>	<b>Professional Development Category (categories) a – o as indicated on the applicable Attachment D</b>	<b>Total Cost for 25 participants</b>	<b>Length of Delivery (in Hours) as indicated on Attachment D, #4.</b>	<b>Per Hour Price</b>
Applying Effective Practices in Early Childhood Education	A, B, C, D, F, G, H, I, J, K	\$2,900	6 hours	\$483.33
Child-Centered Centers	B, E, F, G	\$5,800	12 hours	\$483.33
Developing Literacy in the Early Childhood Classroom	B, C	\$5,800	12 hours	\$483.33
Music, Movement and Learning in the Early Childhood Classroom	B, F, G	\$2,900	6 hours	\$483.33
Stimulating Conversations and Oral Language Development in Young Children	B, C, H	\$2,900	6 hours	\$483.33
SIOP® Training for PreK/Kindergarten Teachers	C, I	\$13,500	18 hours	\$750.00
SIOP Coaching & Modeling	C, I	\$22,500	30 hours	\$750.00



Matt Robeson, Account General Manager

09/10/2015

August 20, 2015

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**From:** Robeson, Matt [mailto:[matt.robeson@pearson.com](mailto:matt.robeson@pearson.com)]  
**Sent:** Thursday, August 20, 2015 2:06 PM  
**To:** Williams, Marie (DOE)  
**Cc:** Foss, Cari; Katharine Driscoll  
**Subject:** Re: RFP DOE-PDO-2015-11

Dear Marie,

Yes, we will be able to complete this request.

Best Regards,

Matt Robeson, M.A.Ed

On Thu, Aug 20, 2015 at 1:31 PM, Williams, Marie (DOE) <[Marie.Williams@doe.virginia.gov](mailto:Marie.Williams@doe.virginia.gov)> wrote:

Thank you - One more question:

Will you provide a certification of completion that includes the participant's name, title of the PDO, and the number of PD hours completed for each PDO participant?

July 22, 2015

From: Foss, Cari <cari.foss@pearson.com>  
To: Williams, Marie (DOE)  
Cc: Robeson, Matt; Katharine Driscoll  
Subject: Re: RFP DOE-PDO-2015-11

Sent: Wed 7/22/2015 4:55 PM

Message: NCS\_Pearson\_Certification\_07222015.pdf (8 KB)

Good afternoon Ms. Williams,  
Attached is a signed certification statement that confirms compliance with the requirement listed as #3 in Addendum 1 of RFP# DOE-PDO-2015-11.

Please contact Matt Robeson if you need additional information or have questions.

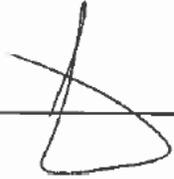
NCS Pearson, Inc. certifies that all employees and subcontractors who will provide services on school property have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child, and agrees to provide such certification on a form required by the local school division, if requested (see VA Code§ 22.1-296.1).

Company: NCS Pearson, Inc.

Name: Joseph Marinaro

Title: Vice President

Date: 07/22/2015

Signature: \_\_\_\_\_  


July 14, 2015

From:  Robeson, Matt <matt.robeson@pearson.com>  
To:  Williams, Marie (DOE)  
Cc:  Pat Whiteaker;  Cari Foss;  Katharine Driscoll  
Subject: Re: RFP DOE-PDO-2015-11

Sent: Tue 7/14/2015 11:31 AM

Dear Ms. Williams,

Yes. Pearson confirms that it accepts all of the RFP General and Special Terms and Condition in Section IX and X.

Best Regards,

Matt Robeson, M.A.Ed  
Account General Manager - Middle Accounts  
Delaware, Maryland, Virginia

July 13, 2015

From:  Robeson, Matt <matt.robeson@pearson.com>  
To:  Williams, Marie (DOE)  
Cc:  
Subject: Re: RFP DOE-PDO-2015-11

Sent: Mon 7/13/2015 4:49 PM

Message  06vi\_VA15\_VDOE\_PreKPD\_SIOP\_Revise\_071315.pdf (488 KB)  06viii\_VA15\_VDOE\_PreKPD\_SIOP\_CoachModel\_071315.pdf (483 KB)

Dear Ms. Williams,

Per our legal team, I am instructed to say: "Per your request, Pearson withdraws its objections to some of the Terms and Conditions and requests that the document in Tab 2 entitled "NCS Pearson, Inc.'s Conditions and Exceptions" be removed from our submission."

Additionally, per your request please find attached to this email the adjustment to Attachment D.

Original Attachment 6 and separated into revised Attachment 6 and new Attachment 8 to correspond with PDOs on Pricing Schedule (see following pages.)