

**COMMONWEALTH of VIRGINIA**  
**STANDARD CONTRACT**



**CONTRACT NUMBER: N130308-300-140**

This contract entered into this **19th** day of **March 2013**, by **Scholastic, Inc.**, hereinafter called the "Contractor" and Commonwealth of Virginia, **Department of Education**, called the "Purchasing Agency."

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

**SCOPE OF CONTRACT:** the Contractor shall provide the services to the Purchasing Agency of the Commonwealth of Virginia as set forth in the Contract Documents.

**PERIOD OF PERFORMANCE:** From **March 19, 2013**, through **November 15, 2014**; renewable annually through **November 15, 2017**.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal DOE-SGA-2012-15 dated September 25, 2012:
  - a) The Statement of Needs,
  - b) The General Terms and Conditions,
  - c) The Special Terms and Conditions, except for #1 "Advertising," and
  - d) Section VI, except for the monthly reporting requirement;
- (3) The Addendum to DOE-SGA-2012-15 dated October 17, 2012; and
- (4) The Contractor's Proposal, dated October 24, 2012; with the negotiated modifications to the Proposal listed on page 2 of this contract form;

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.

**Scholastic, Inc.**

**Department of Education**

By: Beth Polcari  
Signature  
Beth Polcari  
Printed Name

By: Kent C. Dickey  
Signature  
Kent C. Dickey  
Printed Name

Title: SVP Business Finance

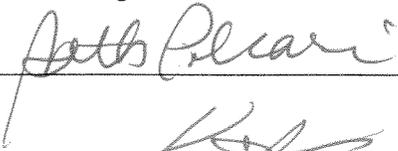
Title: Deputy Superintendent for Finance and Operations

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.

Negotiated modifications to the Contractor's Proposal dated October 24, 2012:

- (1) Delete information on Tab 3, page 2 of Small Business Subcontracting Plan;
- (2) Replace Pricing Schedule with information included in "Scholastic Pricing for Virginia RFP for SRI/SMI.pdf;" and the Final Negotiated Prices table (both attached);
- (3) Add "A purchasing LEA is required to sign a user agreement;"
- (4) Delete Exceptions requested in Tab 1 for page 4 and for page 12; and
- (5) Add information included in "SRI VA Best Choice.pdf;" "Scholastic VA RFP SGA SMI Committee Questions FINAL;" "Scholastic VA RFP SGA SRI Committee Questions FINAL;" "SMI Supports the VA Mathematics SOL 2010.pdf;" and "SRI Supports the VA SOL 2012.pdf"

Contract #N130308-300-140, Page 2 of 2

Contractor Signature 

Date 3/28/13

Purchasing Agency Signature 

Date 3/18/13

Final Negotiated Prices (Apply to school divisions of any size)

| Offeror          | Assessment Name(s)  | Cost per student, per year, if 1 subject purchased (online) | Cost per student, per year, if 2 subjects purchased (online) | Cost per student, per year, if 3 subjects purchased (online) | Cost per student, per year, if 4 subjects purchased (online) | Discounts Available? | Additional options and costs for paper-based testing provided? | Professional Development/ Training Options  | Additional Costs   |
|------------------|---|---|--|--|--|----------------------|--|---|--|
| Scholastic, Inc. | Scholastic - Web Subscription Option - Reading <u>or</u> Math | \$ 6.00   | NA   | NA   | NA   | NA                   | NA   | Additional Fixed Price per division per year includes 3 visits to the school division per year, combination of product training/coaching. | One time only set up fee \$1,500.<br>Additional Fixed Price per division per year (regardless of number of students) \$7,497.  |
| Scholastic, Inc. | Scholastic - Locally Hosted Option - Reading <u>or</u> Math   | \$ 10.00  | NA   | NA   | NA   | NA                   | NA   | Additional Fixed Price per division per year includes 3 visits to the school division per year, combination of product training/coaching. | Additional cost per student, per year, per subject (online), for 200 students or less - \$4.75. \$7,497 professional development + \$250 per site per year (product support plan). |



## Pricing for Virginia RFP for SRI/SMI

### Web Subscription Option

| DESCRIPTION                            | PRICE       | COMMENTS   |
|--|-------------|--|
| <i>Fixed Costs per School Division</i> |             |  |
| SET UP FEE                             | \$ 1,500.00 | One time only per division   |
| TRAINING and DATA COACHING             | \$ 7,497.00 | 3 visits to the school division per year, combination of product training/coaching |
| <i>Recurring Costs</i>                 |             |  |
| STUDENT LICENCES                       | \$ 6.00     | Annual fee per student; school division should renew at one time                   |

### Locally Hosted Option

| DESCRIPTION                            | PRICE       | COMMENTS   |
|--|-------------|--|
| <i>Fixed Costs per School Division</i> |             |  |
| TRAINING and DATA COACHING             | \$ 7,497.00 | 3 visits to the school division per year, combination of product training/coaching |
| <i>Student Licenses</i>                |             |  |
| 200 students or less                   | \$ 14.75    | Per student, perpetual license, reusable with new student each year                |
| Additional students                    | \$ 10.00    | Per student, perpetual license, reusable with new student each year                |
| 2,500 students or more                 | \$ 10.00    | Per student, perpetual license, reusable with new student each year                |
| <i>Recurring Costs</i>                 |             |  |
| Product support plan                   | \$ 250.00   | Per site per year for each school division   |