SOLUTION OVERVIEW

&

COST PROPOSAL

Prepared for:

Hernando County School District

March 28, 2019

ACHIEVE3000

THE LEADER IN DIFFERENTIATED INSTRUCTION

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Your Partner for Literacy Success

Achieve3000 is the leading literacy platform in today's blended learning programs, with differentiated solutions that serve nearly three million students worldwide. Our patented and proven instruction and platform supports can reach all Hernando County School District students at their individual reading levels to accelerate learning, improve FSA performance, and increase college and career readiness. Only Achieve3000 prioritizes equity for all students through:

- **Forecasting and Goal Setting:** Based on results from the LevelSet™ assessment, a proprietary forecasting tool determines students' preparedness for college and career; this analysis identifies a differentiated success pathway for each student based on specific achievement goals, informing the required pace for instruction.

- **Differentiated Instruction:** Using a student's individual LevelSet results for precise matching to the appropriate level of informational text complexity, each student engages with the same grade-appropriate articles and instructional material at one of 12 levels in English or 8 in Spanish. Customizable tools and scaffolds support the needs of each student.

- **Embedded Assessments:** Built-in formative assessments identify gaps to inform instructional priorities. Multiple-choice activities occur in every lesson, and student scores provide data to determine when students are ready to engage with text that is more complex. Monthly automatic adjustments based on this formative assessment data ensure that students' progress when ready and are always at their just-right reading level.

- **Customization:** Achieve3000's literacy platform and comprehensive services are designed to fit into Hernando County School District's initiatives through custom content and alignments, focused and flexible professional learning, and data integrations for a seamless rostering and single-sign-on experience.

Using our platform to provide targeted solutions and our 17 years of experience to support you with best-in-class implementation planning and success services, we look forward to helping Hernando County School District students realize a new level of literacy success and college and career readiness in the coming year.

Solution Overview for Hernando County School District

With today's more rigorous standards and assessments and tomorrow's more competitive colleges and careers, students must achieve higher levels of literacy than ever before. The Achieve3000 platform includes effective solutions for every grade level (PreK-12 and adult education) and every instructional need (including general education, intervention, English language learning, and dual-language programs) to ensure *all* learners can master the literacy skills required for success in school and beyond.

Pro Solutions: Language Arts, Science, and Social Studies for Learners of Every Age and Ability Level

For your English language arts, science, and social studies classes with a mix of student abilities, *Pro* is the differentiated literacy solution that accelerates reading gains for all Hernando County School District students.

- All students read the same grade-appropriate nonfiction content tailored to their individual reading levels, as well as Florida's academic standards
- A customized strategic curriculum includes flexible modules of content that support mastery of Florida's grade-level standards for language arts, science, and social studies
- Lessons are differentiated at 12 Lexile levels in English and 8 in Spanish with linguistic supports and built-in learning scaffolds
- Built-in initial placement assessment, LevelSet™, quickly measures students' beginning reading levels and the system automatically tailors text accordingly
- As students' reading skills improve, the adaptive content system automatically increases the text complexity, steadily moving learners up, level by level
- FSA Readiness Courses provide targeted practice for the FSA with items that mirror those on the assessments
- Access to robust data and powerful reports includes the ability to forecast students' college and career readiness at the time of the FSA

Achieve3000 Services

To obtain maximum impact, Achieve3000 provides robust service offerings for your sites, as outlined below. From day one, Achieve3000 will select a group of highly experienced educational professionals to serve as your Achieve3000 Customer Success Team. This committed team will partner with you to support your implementation at every stage and ensure you benefit from the full range of Achieve3000 services.

Service Type	Details
Implementation Planning	From day one a Curriculum and Implementation Manager (CIM) will be assigned to your district or school to manage the services that you engage and to develop an implementation plan that addresses your needs and goals. • Determine the modules of content and scaffolding that will best support each student population. • Help select the professional learning topics and modalities that best match your educators' requirements.

	- Assist with setting implementation goals and expectations that align with school or district goals. - Help support district-led professional development events and conferences. - Provide ongoing customer support.
Professional Learning Services (PLS)	Blended PLS offerings provide differentiated professional development for teachers, leaders, and parents tailored to each site's and its participants' unique needs, selected modules of content, and scaffolding. - Menu of "Build-a-Day" modules for PLS based on key data and district initiatives and goals - Onsite and live online sessions - In-classroom, job-embedded support - Monthly thought leadership webinars - Podcasts and videos featuring industry experts 24/7 in-product access to resources, tools, and tutorials
Rostering and Data Integrations	Achieve3000's dedicated technology team will ensure you are set up for success. - Support for importing student rosters and integrating with your Student Information System (SIS) - Assistance with your overall technical implementation plan, such as devices, apps, and offline requirements - Liaison with the district technical contact and Achieve3000 CIM - Support your team with any changes to your technical environment from year to year
Data Analysis and Reporting	Achieve3000's research and analysis team is able to meet virtually any reporting and analysis need to help schools and district leaders gain valuable insights into their implementations. 24/7 access to real-time student usage and performance data through the Teacher Dashboard and Leadership Edition - Dedicated Achieve3000 expert to provide continual monitoring and analysis of your implementation data ensuring key usage and performance goals are being met - Weekly and/or monthly data calls - Custom data reports (such as the Implementation Highlights Report, monthly Achieve3000 Performance Report, bi-yearly Executive Summary Report with customized infographic) delivered directly to school and district leadership
Curriculum Customization	To guarantee that our lessons fit with what your teachers are covering in language arts, science, and social studies classrooms, our Curriculum Customization team can create customized alignments specifically for you: - Customized modules of content with tools to add, remove, or edit courses - Textbook courses aligned to your core basal curriculum that include paired readings and discussion questions - Lessons that map to novels your students are reading along with recommended discussion questions - Scope and Sequence Alignments mapped to your pacing plans

Contests and Incentives	Throughout the year, Achieve3000 runs contests to engage your students and teachers: • Ongoing motivational contests that increase student usage and promote implementation fidelity • Customized contests designed to motivate district-determined goals and objectives • Resources for recognizing student success and hosting celebrations

Community and Home Engagement

The Achieve3000 platform leverages blended learning to both accelerate growth in the classroom and engage the entire community in students' success. To maximize community engagement, Achieve3000 provides students with anytime, anywhere, any-device access, even without an Internet connection! This means students can engage in 24/7 learning across the entire community, and local organizations can become centers of achievement where students can study before school, after school, during breaks, and even over the summer. Plus, through the Home Edition, parents and guardians can use Achieve3000 to monitor their children's progress, access resources in 23 languages, and even build their own college and career literacy skills.
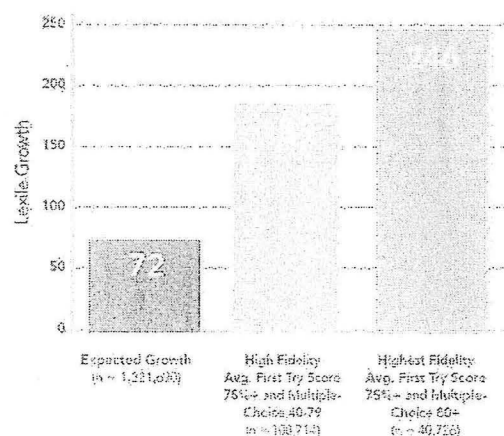
Milestones for Success

Achieve3000's Customer Success team will partner with Hernando County School District and school leaders to ensure a successful implementation. Your journey consists of the following phases:

- **Planning.** Achieve3000 works with you to plan the coming year's implementation and define goals, along with measurable outcomes and timetables.
- **Onboarding.** This is the stage during which your schools "go live" with Achieve3000. It includes rostering students, initial Professional Learning Services, and support with administering LevelSet to students.
- **Driving Success.** During this phase, we work with the district to ensure that your implementation is on track and goals are being met. This includes:
    - Ongoing Professional Learning—We train and coach your teachers and leaders to enrich and grow the implementation.
    - Data Reviews—We provide district and school administrators with ongoing communications and progress reports, as well as escalations and alerts when intervention is needed.
    - Engagement Programs—We organize engagement and incentive programs for administrators, teachers, and students to keep the implementation strong and positive.

Proven Results from the Leader in Differentiated Instruction

Only Achieve3000 has a 17-year record of significantly accelerating students' literacy gains and dramatically increasing college and career readiness. According to our most recent National Lexile Study, students who used Achieve3000 with highest fidelity during the 2016-17 realized over 3X times the expected reading growth of the sample. In fact, Achieve3000 *guarantees* that your students will exceed their expected reading gains when the program is implemented with fidelity; if a student does not exceed his or her expected Lexile gains when using Achieve with fidelity, Achieve3000 will refund the cost of that student's license.

LEXILE GROWTH FOR STUDENTS USING THE ACHIEVE3000 PLATFORM WITH HIGH FIDELITY

Over 3X the expected Lexile gains for students using the program with Highest Fidelity and over 2.5X the expected Lexile gains for students using the program with High Fidelity.

Students who completed two or more Multiple-Choice Activities per week and demonstrated an Average First Try Score of 75% or greater on the Multiple-Choice Activity questions (Highest Fidelity) exceeded the expected growth of the overall sample by an average of 174L.

Students who completed an average of at least one but fewer than two Multiple-Choice Activities per week and demonstrated an Average First Try Score of 75% or greater (High Fidelity) exceeded the expected growth of the overall sample by an average of 111L.

Other research demonstrates the impact of Achieve3000. According to an independent, gold-standard randomized controlled trial study published in September 2015, the learning gains of treatment students who used Achieve3000 were statistically significant and substantively important—based on the What Works Clearinghouse threshold of 0.25—for all areas assessed: the GMRT-4 Vocabulary, Reading Comprehension, and Total Reading tests, as well as the LevelSet™ Lexile reading assessment. This study also found Achieve3000 is significantly more effective at increasing student reading gains than standard English language arts programs. The Evidence for Every Student Succeeds Act (ESSA) web site (evidenceforessa.org) and the What Works Clearinghouse (WWC) have recently reviewed independent research about Achieve3000. Evidence for ESSA has rated Achieve3000 with strong evidence of efficacy for middle and high school students based on findings from a gold-standard independent study. Using different studies for their review under their Adolescent Literacy Review Protocol, the WWC found that Achieve3000 has potentially positive effects.

Please see the following page for pricing

Cost Proposal

There are 13 Professional Learning Service Days included in the Achieve3000 Pro Site Packages per year.

Products	Qty	Unit Cost	1 Year Cost August 2019 – June 2020	3 Year Cost August 2019 – June 2022
Achieve3000 Pro Florida Site375	2	$18,615.00	$37,230.00	$111,690.00
Achieve3000 Pro Florida Site500	3	$24,560.00	$73,680.00	$221,040.00
Subtotal			**$110,910.00**	**$332,730.00**
Achieve3000 Partnership Discount			*$0.00*	*($33,637.50)*
Total Cost			**$110,910.00**	**$299,092.50**
Payment Summary				
Payment Due July 2019			$110,910.00	$119,637.00
Payment Due July 2020				$89,727.75
Payment Due July 2021				$89,727.75

Please see the following page for selection and acceptance

Contact Information

The primary contacts for Achieve3000's proposal for Hernando County School District are:

Heath Hill
Regional Director of Sales
Phone:904-465-9882
Email: Heath.Hill@achieve3000.com

Ken Brown
Regional Vice President of Sales
Phone: 904-477-5931
Email: Kenneth.Brown@achieve3000.com

Acceptance

Hernando County School District accepts the terms and conditions listed within this proposal and will commit to the following option, including associated payment terms:

✓____ One Academic Year $110,910.00

____ Three Academic Years $299,092.50

Please send your completed, signed proposal and purchase order(s) to:

Achieve3000, Inc.
1985 Cedar Bridge Ave., Suite 3
Lakewood, NJ 08701
Fax: 316-221-0718; Email: orders@achieve3000.com

Approved as to Form

Nancy McClain Alfonso

General Counsel, HCSB

Hernando County School District

Account Name

Customer Signature

Susan D Duval, Chair
Name and Title

7/30/19
Date

Achieve3000

Achieve3000 Signature

Ken Brown   South RVP, Achieve3000
Name and Title

6/12/19
Date