

Hallsville Independent School District

For the Consideration of the Board of Trustees

Date of Board Meeting: May 18, 2026

Agenda Item#: _____

Topic: Approval of over \$50000 Vendor - Summit K12

Background and Rationale:

This agenda item has been prepared for the consideration and approval of a vendor for services, as detailed below:

Summit K12's innovative online platform is designed to help students achieve at least one proficiency level each year through lessons, skills mastery, and assessments. It includes preparation programs for TELPAS and helps students master the English Language Proficiency Standards (ELPS). Summit K12 also offers personalized learning plans (PLPs) that focus on each student's specific needs.

Summit K12 offers a proven, cost-effective tool to support our students' in their mastery of the ELPS. By adopting this platform, we will not only empower students to succeed academically but also prepare them to improve their TELPAS performance.

Funding Source: Title 3

Relationship to Strategic Plan: Goal 1, Performance Objective 4

Personnel Affected: Instructional Personnel

Budget Implications:

Include in this year's budget

Recommendation: TVAHS recommends the approval of the purchase of Summit K12 at a total cost of \$133,662.00 TVAHS has used Summit K12 programming previously and would like to continue with this resource.



Signature
(Person Bringing Information to the Board)



Superintendent's Signature

AW- Also recommend \$12,553.85 for brick and mortar campuses for a total cost of \$146,215.85.



Hallsville Independent School District Determination of Cost or Price Analysis (Reasonableness)

Purpose: Federal regulations require documentation of cost analysis or price analysis for every procurement action at or above \$50,000 (*see* 2 C.F.R. § 200.323). The Determination of Cost or Price Reasonableness form is used to document the analysis showing that the offered price is fair and reasonable. The form is kept as part of the procurement file to demonstrate that the procurement process was conducted in an open and fair manner and that the District received the most advantageous price.

Instructions:

1. Complete a separate Determination of Cost or Price Reasonableness form for each vendor being recommended for contract award. Complete all applicable sections according to the instructions given. An Incomplete Determination of Cost or Price Reasonableness form cannot be approved.
 2. Provide a detailed discussion of your price analysis or cost analysis. A Determination of Cost or Price Reasonableness form that lacks sufficient detail cannot be approved.
 3. Sign in blue ink and date the form.
 4. Maintain a copy on the grant file subject to retention schedules.
 5. Submit completed form to the INSERT TITLE prior to contract award.
- An improperly completed and/or unsigned form will be returned.*

Prepared by: Stasha McKinney

Date: 04/28/2026

Email: smckinney1@hisd.com

Phone Number: 903-668-5990

Department: TVAH

Subject: Determination of Cost or Price Reasonableness

Good or service to be acquired:

Instructional Programming and Tutoring for English Learners through 5

[Procurement Type, e.g., RFP, RF Q]# Awarded Vendor, Buyboard Coop, Title III

Vendor: Summit K12

Amount: \$133,662.00

(Attach written quotation or other information that documents the estimate of cost or price reasonableness)

(As necessary include unit costs, rates, schedules, price estimates, and budgets, etc.)

I. Procurement Type

This expenditure of \$250,000 or more is being made under one or more of the following (check those that apply and attach supporting documentation):

For Items A – C, please complete Section II (Price Analysis)

- A. Interlocal agreement or purchasing cooperative (TEC 44.031(a)(4) / Tex. Gov't Code Ch. 791; 2 C.F.R. § 200.318(e)), including construction services
- B. Request for Proposals (or Competitive Sealed Proposals) for goods or services, including construction services
- C. Competitive Bidding for goods or services, including construction services

For Items D – K, please complete Sections III (Cost Analysis) and IV (Profit)

- D. Sole source (as defined under TEC 44.031(j))
- E. Emergency procurement (as defined under TEC 44.031(k))
- F. Competitive Bidding, Competitive Sealed Proposal, or Request for Proposals (where the solicitation is publically posted) where only one (1) bid/proposal is received
- G. Professional services (as defined under TEC 44.031(f) and/or Ch. 2254 of the Tex. Gov't Code) where no price competition exists prior to selection
- H. Design Build; Construction Manager-Agent
- I. Price adjustment to Purchase Order No. _____ or Contract No. _____ (and already procured under item A – I)
- J. Extension of an existing contract past its initial term. Contract extension is allowed under procurement method or contract, if allowed by Board policy.
- K. Cost-reimbursement contract.


Note: When using federal funds, Construction Manager-at-Risk or other Cost-Plus contracts are prohibited.

II. Price Analysis: If the expenditure is being made under items A, B, or C in Section I (Procurement Type) above, complete this Section only. You are not required to complete Sections III or IV.

Price offered is considered fair and reasonable for the following reason(s), and if applicable, is supported by attached documentation and/or a detailed discussion of the price analysis (select at least one applicable situation):


- Comparison of previous district purchase order and contract prices with current proposed price, for the same or similar items. Both the validity of the comparison and the reasonableness of the previous price(s) have been established. *Attach the referenced purchase orders/contracts, amounts, issuance dates, and how they are similar to the current purchase.*
- Comparison with Vendor's published price lists, market prices, pricing indexes, and discount or rebate arrangements. *Attach published price list or other published pricing information used (a vendor's quotation or correspondence does not qualify as a published price list).*
- Comparison of proposed price with independent estimates, which were determined to be allowable under 2 C.F.R. Part 200, Subpart E—Cost Principles. *Attach estimates used.*
- Comparison of proposed price with prices obtained through market research for the same or similar items. *Attach documentation of research conducted.*
- The order is priced in accordance with existing HISD Purchase Order No. _____ and/or HISD Contract No. _____, which was competitively established.

Other reason (specify and attach supporting documentation if applicable):

 **Cost Analysis:** If you selected D-K in Section I (Procurement Type), complete this Section and attach a detailed breakdown of the vendor's proposed costs (e.g., labor, materials, profit, reimbursable expenses).

For analyzing and verifying vendor's cost information, it is determined that each of the cost items listed by the vendor is allocable, reasonable, necessary, and therefore, allowable in accordance with 2 C.F.R. Part 200, Subpart E—Cost Principles for the following reason(s) (select at least one applicable situation and attach supporting documentation and/or a detailed discussion of the cost analysis):

- Comparison of costs proposed with actual costs previously incurred by the same vendor for the same or similar work.
 - Comparison of costs proposed with actual costs of previous same or similar work performed by other vendors.
 - Comparison of costs proposed with previous cost estimates from the vendor or other vendors for the same or similar items or work.
 - Comparison of costs proposed with the District's Independent estimate, which was determined to be allowable under 2 C.F.R. Part 200, Subpart E—Cost Principles. Attach independent estimate.
 - Comparison of costs proposed with the methods proposed by vendor with the requirements of the solicitation, i.e., do the costs reflect the technical approach proposed and the work required?
 - Verification that the costs proposed conforms to the appropriate set of cost principles.
 - Verification of the accuracy of the cost and pricing information submitted and evaluating the application of audited or pre-negotiated (e.g., by the Federal Government) indirect cost (e.g., overhead) rates, labor and fringe benefit rates, or other factors.
 - Verification of the accuracy of cost and pricing information proposed and evaluation of the effect of vendor's current practices on future costs.
 - Verification of the accuracy of the cost and pricing information submitted and evaluation of vendor's projected cost trends.
 - Other reason (specify and attach supporting documentation if applicable):
-
-

 **Profit:** If you selected D-K in Section I (Procurement Type), complete this Section.

Negotiated profit amount (attach supporting documentation): _____

Profit negotiated is considered fair and reasonable for the following reasons, and is supported by attached documentation and/or a detailed discussion of the cost or price analysis (you must complete each item below and explain reasoning; attach additional pages and/or supporting documents if necessary):

- Consideration of the complexity of the work to be performed.
-

- Consideration of the risk borne by the contractor.
- Consideration of the contractor's investment.
- Consideration of the amount of subcontracting.
- Consideration of the quality of contractor's record of past performance.
- Consideration of industry profit rates in the surrounding geographical area for similar work.

CERTIFICATION:

I certify that the information provided above is true and correct to the best of my knowledge and belief. I further certify that I have determined that the costs or price offered or the fee negotiated are necessary, fair, and reasonable.

Full Name of Individual Preparing Form

Signature

Stasha McKinney

Date 4/28/2026

APPROVED:

Level One: Printed Name and Title of End User

Signature of End User

Date

John Martin

Level Two: Superintendent

Signature of Superintendent

Date

Mary M. Brown

Level Three: CFO

Signature of CFO

Date

English Language Learners: 2025-2026

Bid	#1	#2	#3
Company	Summit K12	Rosetta Stone	Imagine Learning
Total	133,662.00	\$459,900.00	\$457,250.00
Notes	Provides a structured English language development solution focused on building academic English proficiency across reading, writing, listening, and speaking	Language learning platform. Best used as a supplemental tool for basic language acquisition rather than comprehensive academic English instruction.	Comprehensive instructional platform that integrates English language development with core content.
Price per Student	\$38.19 per student (training component included)	\$131.40 per student	\$130.64 per student (training component included)

TVAH recommends the approval of the purchase of Summit K12 courses at a total cost of \$133,662.00. TVAH has used Summit K12 programming for several years and it has met the needs of our EL students. It provides targeted English language development aligned to assessment expectations, with a strong focus on measurable student growth.



SUMMIT K12

Summit K12 Quotation Form

Quotes are valid 90 days from Creation Date

(If purchase request is dated on or before the above date, then quote price is valid and honored)

Created Date 4/27/2026

Quote Number 00021744

Subscription End Date (Quote) 6/30/2027

Account Name Texas Virtual Academy at Hallsville

Contact Name Julie Smith

Summit K12
PO Box 26841, Austin, TX 78755
P: 844-331-4737 | Fax: 866-490-8158 | orders@summitk12.com

Email jsmith@hisd.com

Prepared By Raquel Del Rio

Email raquel.delrio@summitk12.com

Product Code	Product	Line Item Description	Sales Price	Quantity	Total Price
9781433402715	TX Connect to Literacy ELD - 1,000-4,999		\$31.50	2,000	\$63,000.00
9781433402715	TX Connect to Literacy ELD - 1,000-4,999	Additional licenses	\$31.50	1,500	\$47,250.00
9781616188733	C2L-Classcade Student Engagement Module		\$5.00	3,500	\$17,500.00
9781433406157	TX Connect to Literacy ELD - Teacher		\$31.50	28	\$882.00
PD1320	PD - C2L TELPAS Custom PD - 3 Hours/Single Session - Online		\$1,140.00	1	\$1,140.00
PD1353	PD - C2L TELPAS District Leadership Check-Ins - Online		\$1,360.00	1	\$1,360.00
PD1013	PD - C2L TELPAS Intro - Online - Half-Day		\$1,140.00	1	\$1,140.00
PD1014	PD - C2L TELPAS Follow Up - Online- Half-Day		\$1,140.00	1	\$1,140.00
PD9000	Enhanced Set-up, Course Creation, Rostering, Single-Sign-on, & technical support - (1-5)		\$250.00	1	\$250.00

Total Price \$133,662.00

Professional Development

Up to 30 participants for online and 50 participants for on-site PD sessions.

Online PD - a minimum of 5 days in advance of PD date is required if you wish to reschedule, otherwise the full PD fee will be charged.

On-site PD - a minimum of 14 days in advance of PD date is required if you wish to reschedule, otherwise the full PD fee will be charged.

PD dates must be scheduled & delivered prior to the Subscription End Date. There will be no refunds for unused PD sessions.

How to Order

- Via email at orders@summitk12.com

Prices

- Prices applicable only within the US, its possessions, & its outlying areas.
- All prices are in US funds.
- Payment must be in US funds only.

Terms

- Net 30 days, subject to credit approval

[Privacy Policy](#)

<https://www.summitk12.com/privacy-policy>

[Guarantee Information](#)

Sam.Gov registration: DFQCGB4SNXK4 or Summit K12 Holdings



SUMMIT K12

Summit K12 Quotation Form

Quotes are valid 90 days from Creation Date

(If purchase request is dated on or before the above date, then quote price is valid and honored)

Created Date 5/11/2026

Quote Number 00022100

Subscription End Date (Quote) 6/30/2027

Account Name Hallsville Independent School District

Contact Name Diane Hicks

Summit K12
PO Box 26841, Austin, TX 78755
P: 844-331-4737 | Fax: 866-490-8158 | orders@summitk12.com

Email dhicks@hisd.com

Prepared By Raquel Del Rio

Email raquel.delrio@summitk12.com

Product Code	Product	Quantity	Line Item Description	Multi-Yr Price Per Year	Total Price
9781433402531	TX Connect to Literacy ELD - 150-499	257		\$35.95	\$9,239.15
9781616188733	C2L-Classcade Student Engagement Module	257		\$5.00	\$1,285.00
9781433407871	Accelerate to Literacy for EBs - Student License	16		\$9.95	\$159.20
9781433406157	TX Connect to Literacy ELD - Teacher	7		\$31.50	\$220.50
PD1335	PD - C2L TELPAS School-based Follow-up - Online	1	Beg. of Year Refresher	\$450.00	\$450.00
PD9001	Enhanced Set-up, Course Creation, Rostering, Single-Sign-on, & technical support - (6-10)	6		\$200.00	\$1,200.00

Total Price \$12,553.85

Professional Development

- Up to 30 participants for online and 50 participants for on-site PD sessions.
- Online PD - a minimum of 5 days in advance of PD date is required if you wish to reschedule, otherwise the full PD fee will be charged.
- On-site PD - a minimum of 14 days in advance of PD date is required if you wish to reschedule, otherwise the full PD fee will be charged.
- PD dates must be scheduled & delivered prior to the Subscription End Date. There will be no refunds for unused PD sessions.

Terms & Conditions

How to Order

- Via email at orders@summitk12.com

Prices

- Prices applicable only within the US, its possessions, & its outlying areas.
- All prices are in US funds.
- Payment must be in US funds only.

Terms

- Net 30 days, subject to credit approval
- Summit K12 Holdings, Inc: Federal Tax ID # 47-2584101.

Sam.Gov registration: DFQCGB4SNXK4 or Summit K12 Holdings

Privacy Policy

<https://www.summitk12.com/privacy-policy>

Guarantee Information

<https://www.summitk12.com/guarantee-information>

Shipping

Please include preferred shipping details, expected delivery dates, delivery contact names and phone numbers.

STAAR® is a federally registered mark owned by TEA. Summit K12 is not sponsored by, endorsed by, or affiliated with the Texas Education Agency.

April 28, 2026

Rosetta Stone

The screenshot displays the Rosetta Stone website's pricing section. At the top left is the Rosetta Stone logo. To the right are navigation links: "For Individuals", "For Enterprise", "For Schools", "Sign In", and a "JOIN NOW" button. The main content area features three white cards on a light blue background with a yellow header. The first card is for a "3 Months" plan, priced at \$14.95 per month (regularly \$19.95), with a total of \$44.85 billed as one payment. The second card is for a "Lifetime Subscription", priced at \$199 (regularly \$399), with a purple "BEST VALUE" banner. It includes "Unlimited Languages" and "Includes all 25 languages". The third card is for a "12 Months" plan, priced at \$10.95 per month (regularly \$19.95), with a total of \$131.40 billed as one payment. Each card includes a "Choose your language:" dropdown menu set to "English (American)", a "SELECT PLAN" button, and a "Give as a gift" link.

Total for 3,500 students: \$459, 900.00

Per student \$130.64



Price Quote

100 S. Mill Ave
Suite 1700
Tempe, AZ 85281
877-725-4257

Date 4/28/2026
Quote No. Q-251727
Acct. No. 12215122
Total 457,250.00
Pricing Expires 10/24/2026

Hallsville Independent School District
PO Box 810
Hallsville TX 75650
United States

Payment Term	Contract Start	Contract End
Net 30	8/1/2026	7/31/2027

Site	Description	End Date	Qty
Hallsville Independent School District	Imagine Language & Literacy Reusable License	07/31/2027	3,500
	PL - CW/Supp/SS Virtual Session	07/31/2027	3

Subtotal 457,250.00
Tax Total 0.00
Total 457,250.00

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

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

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

**Hallsville Independent
School District**

Signature: _____
Print Name: _____
Title: _____
Date: _____

Imagine Learning Representative

Alyssa Nicholls
Account Executive -
alyssa.nicholls@imaginelearning.com
imaginethefutureoflearning.com