

**Official Agenda and Meeting Notice
of the Board of the
Beaumont Independent School District
in the May 21, 2020 Regular Meeting**

Thursday, May 21, 2020

Regular Meeting

5:15 PM

The items on this agenda may be taken in any order.

As directed under the Texas Open Meetings Act, Texas Government Code, Chapter 551 (the "Act"), if during the course of the meeting covered by this Notice, the Board should determine that a closed session of the Board is required, then such closed session will be held by the Board at the date, hour, and place given in this Notice or as soon after the commencement of the meeting covered by this Notice as the Board may conveniently meet in closed session concerning any and all purposes permitted by the Act.

5:15 PM - (CALL TO ORDER)

- I. OPEN SESSION TO TAKE ACTION, IF ANY, ON ITEMS DISCUSSED IN CLOSED SESSION
 - A. 5:15 PM - (CALL TO ORDER)
 - 1. INTRODUCTION
 - 2. ROLL CALL
 - 3. CLOSED SESSION (CLOSED TO PUBLIC) - BOARD WILL CONVENE IN CLOSED SESSION UNDER CHAPTER 551 OF THE TEXAS GOVERNMENT CODE, SECTIONS 551.071, 551.072, 551.073, 551.074, 551.076, 551.082, 551.0821, 551.083, 551.084 AND/OR 551.087, TO DELIBERATE ON THE FOLLOWING:
 - a. LEGAL
 - b. PERSONNEL
 - 1. Consider Recommendation for Designation of Hearing Officer in Level 3 Parent Complaint: M.M.
 - c. REAL ESTATE
 - d. ECONOMIC DEVELOPMENT
- II. **5:30 P.M. 2020-2021 BUDGET MEETING**
- III. **6:00 P.M. - REGULAR MEETING (OPEN)**
 - A. INTRODUCTION OF REGULAR MEETING
 - 1. United States and Texas Flags Pledges of Allegiance
 - 2. Recognitions
 - B. STUDENT OUTCOMES
 - 1. Superintendent's Report
 - C. INFORMATION ITEMS
 - 1. Update on Personnel Activities
 - 2. Report for April 2020 Tax Collections
 - 3. Report for General Fund Revenue and Expenditures
 - 4. Report - Campus Activities Funds and Donations
 - 5. Quarterly Investment Report
 - D. PUBLIC COMMENTS
 - E. CONSENT AGENDA
 - 1. Minutes of April 16, 2020, Regular Board Meeting, and April 30, 2020, Budget Meeting.
 - 2. Approve Employment Actions related to Contract Employees
 - a. **Consider approval of additional positions for the Career and Technical Education Program (CTE) for the 2020/2021 school year.**
 - F. ACTION ITEMS
 - 1. Action, If Any, on Items Discussed in Closed Session
 - 2. Approve Budget Amendments
 - 3. Approve Purchases of \$50K or More



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.C.2.**

Agenda Item Title: Report – Tax Collections

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s):

Executive Summary: N/A

Recommendation: N/A

Budget Impact* (if applicable): N/A

Funding Source (if applicable): N/A

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements):

Policy Reference (if applicable, list policy/regulation):

Legal Review (if necessary, list attorney and firm):

Cheryl Hernandez
Cabinet Level Presenter's Signature

5/12/2020
Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

Tax Collection Report
April 30, 2020

	Taxes Collected			
	4/30/20		4/30/19	
	M & O	I & S	M & O	I & S
Current	309,247.52	80,994.43	606,309.64	148,108.57
Delinquent	54,931.17	13,214.06	73,625.77	18,478.80
Penalties & Interest	75,422.21	17,656.89	90,564.78	22,127.61
Totals	439,600.90	111,865.38	770,500.19	188,714.98

	Current Taxes			Collected Percentage
	Tax Levy	Collections for 04/30/2020	YTD Current Collections	
	136,686,092.46	390,241.95	132,272,731.28	96.77%

Two Year Comparison	
Current Year as of 04/30/2020	Prior Year as of 04/30/2019
96.77%	96.69%

AGENDA:
May 21, 2020



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.C.3.**

Agenda Item Title: Report – General Fund Summary

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s):

Executive Summary: N/A

Recommendation: N/A

Budget Impact* (if applicable): N/A

Funding Source (if applicable): N/A

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements):

Policy Reference (if applicable, list policy/regulation):

Legal Review (if necessary, list attorney and firm):

Cheryl Hernandez
Cabinet Level Presenter's Signature

5/12/2020
Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

BEAUMONT INDEPENDENT SCHOOL DISTRICT
GENERAL FUND
 Budget vs. Expenditures
 April 30, 2020

	Amended Budget	Month To Date	Year to Date Transactions	Outstanding Encumbrances	Balances
REVENUES					
Property Tax Collection (including delinquencies)	105,133,145	439,601	103,559,155	-	1,573,990
Sources of Misc Income (Foreign Trade Zone, Athletics...)	22,134,571	97,965	23,530,519	-	-1,395,948
State Program Revenues	53,186,373	569,803	46,952,131	-	6,234,242
Federal Program Revenues	3,655,285	115,772	2,957,111	-	698,174
Other Financing Sources	2,369,308	-	2,408,775	-	(39,467)
Total Revenues	186,478,682	1,223,141	179,407,691	-	7,110,459
EXPENDITURES					
11 Classroom	91,597,312	8,110,829	72,048,196	2,642,825	16,906,291
12 Library	1,542,345	115,382	1,121,987	391,241	29,117
13 Staff Development	633,158	1,942	267,915	49,676	315,567
21 Asst Sups, Directors, Supervisors, Curriculum Coordinato	3,773,443	310,731	2,929,775	44,197	799,471
23 Principal, Asst. Principals, Office Clerical	11,170,437	897,948	8,019,270	23,917	3,127,250
31 Counselors	5,682,158	515,258	4,513,808	24,822	1,143,528
32 Social Workers	394,368	23,536	207,638	-	186,730
33 Nurses	2,072,602	198,653	1,766,071	8,220	298,311
34 Transportation	6,165,673	463,583	5,004,382	795,729	365,562
36 After School Activites	5,709,351	311,487	4,043,766	535,781	1,129,804
41 Administration	7,611,223	465,427	5,091,941	207,064	2,312,218
51 Maintenance and Utilites	42,069,381	1,095,502	32,112,391	3,853,615	6,103,375
52 Police and Monitoring Services	3,409,062	211,143	2,567,448	265,653	575,961
53 Data Processing Personnel	3,380,479	118,717	2,139,447	244,130	996,902
61 Parent involmment Liaisons, Day Car Workers	160,581	6,908	63,443	212	96,926
71 Debt Service	1,114,965	-	1,114,964	-	1
81 Facilities Acquisition & Construction	3,826,301	274,392	2,153,432	1,646,254	26,615
93 Fiscal Agent - Shared Service for Deaf Program	339,300	-	173,494	-	165,806
95 Juvenile Justice Alternative Ed Program	150,000	-	150,000	-	0
99 Tax Appraisal & Collections	1,500,000	339,920	1,013,543	-	486,457
Total Expenditures	192,302,139	13,461,358	146,502,911	10,733,336	35,065,892
Net increase (decrease)	(5,823,457)		32,904,780		



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.C.4.**

Agenda Item Title: Report – Campus Activity Funds and Donations

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s):

Executive Summary: N/A

Recommendation: N/A

Budget Impact* (if applicable): N/A

Funding Source (if applicable): N/A

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements):

Policy Reference (if applicable, list policy/regulation):

Legal Review (if necessary, list attorney and firm):



Cabinet Level Presenter's Signature



Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

**CAMPUS ACTIVITY FUND
EXPLANATION OF AMENDMENTS
APRIL 2020**

West Brook High School	\$ 68,343.00
Explanation: Car Registrations, Lost Books, Commissions/Vending Machines, Program Ads, Yearbooks, Donation	
Beaumont United High School	\$ 19,741.00
Explanation: Football Ads, Commissions/Vending Machines, Donation	
Smith Middle School	\$ 3,260.00
Explanation: Commissions/Vending Machines, Donation	
King Middle School	\$ 6,091.00
Explanation: Fundraiser, Donation	
South Park Middle School	\$ 833.00
Explanation: Fundraiser, Cell Phone Fines, Donation	
Marshall Middle School	\$ 21,075.00
Explanation: Gym Suits, Gym Locks, LED Sign Sales, Commissions/Vending Machines, Donation	
Odom Academy	\$ 19,221.00
Explanation: Dormant Account Transfers, Donation	
Vincent Middle School	\$ 17,524.00
Explanation: Gym Suits, Student IDs, Agenda Books, Cell Phone Fines, Donation	
Amelia Elementary	\$ 5,582.00
Explanation: Library Fines/Lost Books, Donation	
Caldwood Elementary	\$ 6,575.00
Explanation: Library Fines/Lost Books, Donation	
Curtis Elementary	\$ 12,753.00
Explanation: Library Fines/Lost Books, Fundraiser, Donation	
Fletcher Elementary	\$ 15,865.00
Explanation: Commissions/Vending Machines, Library Fines/Lost Book, Donation	
Guess Elementary	\$ 8,988.00
Explanation: Book Fair, Donation	
Regina Howell Elementary	\$ 6,947.00
Explanation: Commissions/Vending Machines, Donation	
Homer Drive Elementary	\$ 1,892.00
Explanation: Commissions/Vending Machines, Library Fines/Lost books, Donation	
Pietzsch Elementary	\$ 10,926.00
Explanation: Fundraiser, Book Fair	
Dishman Elementary	\$ 7,495.00
Explanation: Commissions/Vending Machines, Book Fair	
Blanchette Elementary	\$ 4,704.00
Explanation: Library Fines/Lost Books, Commissions/Vending Machines	
Martin Elementary	\$ 1,577.00
Explanation: Fundraiser	

**CAMPUS ACTIVITY FUND
EXPLANATION OF AMENDMENTS, CONTINUED
APRIL 2020**

Jones-Clark Elementary	\$ 1,399.00
Explanation: Basketball Game, Donation	
Charlton-Pollard Elementary	\$ 1,405.00
Explanation: Library Fines/Lost Books, Basketball Game, Donation	
Fehl Price Elementary	\$ -
Explanation:	
Bingman Pre-K Center	\$ -
Explanation:	
Lucas Pre-K Center	\$ 430.00
Explanation: Donation	
Pathways Learning Center	\$ 570.00
Explanation: Cell Phones Fines	
Taylor Career Center	\$ 3,053.00
Explanation: Commissions/Vending Machines	
Brown Center	\$ 176.00
Explanation: Donation	
Transportation Dept	\$ 573.00
Explanation: Commissions/Vending Machines	
Maintenance Dept	\$ -
Explanation:	
Administration/Annex Building	\$ 315.00
Explanation: Commissions/Vending Machines	
Police Dept.	\$ -
Explanation:	
Early College H.S.	\$ 4,750.00
Explanation: Car Registrations, Textbooks, Donation	

**CAMPUS ACTIVITY FUNDS
BUDGET CHANGE REPORT - APRIL 2020**

		<u>Original Budget</u>	<u>Change</u>	<u>Amended Budget</u>
<u>Revenues</u>				
Local Revenue - Other Sources	461.00.5749.00	436,894	252,063	688,957
<u>Expenditures</u>				
<u>School Leadership</u>				
West Brook High School	461.XX.6499.00.008.00.000	176,691	68,343	245,034
Beaumont United High School	461.XX.6499.00.014.00.000	17,496	19,741	37,237
Smith Middle School	461.XX.6499.00.042.00.000	6,143	3,260	9,403
King Middle School	461.XX.6499.00.043.00.000	8,679	6,091	14,770
South Park Middle School	461.XX.6499.00.045.00.000	27,270	833	28,103
Marshall Middle School	461.XX.6499.00.046.00.000	48,315	21,075	69,390
Odom Academy	461.XX.6499.00.047.00.000	33,409	19,221	52,630
Vincent Middle School	461.XX.6499.00.048.00.000	14,440	17,524	31,964
Amelia Elementary	461.XX.6499.00.101.00.000	4,918	5,582	10,500
Caldwood Elementary	461.XX.6499.00.104.00.000	9,539	6,575	16,114
Curtis Elementary	461.XX.6499.00.105.00.000	11,393	12,753	24,146
Fletcher Elementary	461.XX.6499.00.110.00.000	8,091	15,865	23,956
Guess Elementary	461.XX.6499.00.112.00.000	7,683	8,988	16,671
Regina Howell Elementary	461.XX.6499.00.118.00.000	21,588	6,947	28,535
Homer Drive Elementary	461.XX.6499.00.123.00.000	5,577	1,892	7,469
Pietzsch Elementary	461.XX.6499.00.125.00.000	648	10,926	11,574
Dishman Elementary	461.XX.6499.00.126.00.000	3,004	7,495	10,499
Blanchette Elementary	461.XX.6499.00.127.00.000	1,129	4,704	5,833
Martin Elementary	461.XX.6499.00.128.00.000	4,213	1,577	5,790
Jones-Clark Elementary	461.XX.6499.00.129.00.000	6,556	1,399	7,955
Chariton-Pollard Elementary	461.XX.6499.00.130.00.000	1,805	1,405	3,210
Fehl Price Elementary	461.XX.6499.00.131.00.000	2,853	-	2,853
Bingman Pre-K Center	461.XX.6499.00.132.00.000	1,378	-	1,378
Lucas Pre-K Center	461.XX.6499.00.133.00.000	1,621	430	2,051
Other Locations		16	-	16
Pathways Learning Center	461.XX.6499.00.006.00.000	-	570	570
Taylor Career Center	461.XX.6499.00.009.00.000	4,443	3,053	7,496
Brown Center	461.XX.6499.00.012.00.000	325	176	501
Transportation Dept	461.XX.6499.00.811.00.000	144	573	717
Maintenance Dept	461.XX.6499.00.819.00.000	713	-	713
Administration/Annex Building	461.XX.6499.00.842.00.000	2,405	315	2,720
Police Dept.	461.XX.6499.00.850.00.000	-	-	-
Early College H.S.	461.XX.6499.00.013.00.000	4,409	4,750	9,159
Total Expenditures		436,894	252,063	688,957
BUDGET CHANGE				
Total Revenues		436,894	252,063	688,957
Total Expenditures		(436,894)	(252,063)	(688,957)
Adjusted Surplus		-	-	-

DONATION REPORT - APRIL 2020

MONETARY DONATIONS

Donor Name/Organization

Recipient

Account Number

Amount Given

No activity for the month.

Total Amount Donated

-

DONATION REPORT - APRIL 2020

RECORD OF DONATED ITEMS

Donor Name/Organization

SAF Club

Description of Items

Estimated Value

No activity for the month.



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.C.5.**

Agenda Item Title: Report – Quarterly Investment Report

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s):

Executive Summary: Section 2256.023 of the Public Funds Investment Act requires the investment officer to prepare and submit to the governing body of the entity, not less than quarterly, a written report of investment transactions for all funds covered by the Act for the preceding quarter.

Recommendation: N/A

Budget Impact* (if applicable): N/A

Funding Source (if applicable): N/A

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements):

Policy Reference (if applicable, list policy/regulation):

Legal Review (if necessary, list attorney and firm):



Cabinet Level Presenter's Signature



Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

**QUARTERLY INVESTMENT REPORT
FOR THE QUARTER ENDED FEBRUARY 29, 2020**

Investment Program

The legal requirements and local authority for investment of District funds are detailed in Board Policy CDA (Legal) and CDA (Local) as adopted by the Board of Managers. The investments utilized by Beaumont ISD for the Quarter Ended February 29, 2020 included TexPool and Lone Star and Investment Pools.

Investment Position at February 29, 2020

<u>Investment</u>	<u>Book Value</u>	<u>Market Value</u>
Lone Star Investment Pool	\$ 135,101,250.01	\$ 135,101,250.01
TexPool	4,068,983.45	4,068,983.45
Total	<u>\$ 139,170,233.46</u>	<u>\$ 139,170,233.46</u>

Investment Activity

A summary of activity is listed below:

**Schedule of Transactions by Fund Group
Investments in Lone Star Investment Pool
Quarter Ended February 29, 2020**

<u>Investment</u>	<u>Carrying Amount 12/01/2019</u>	<u>Additions 12/01/2019- 02/29/2020</u>	<u>Deductions 12/01/2019- 02/29/2020</u>	<u>Carrying Amount 02/29/2020</u>
General Fund - Corporate Overnight Plus Fund	\$ 51,712,428.94	16,721,427.50	8,049,700.00	\$ 60,384,156.44
General Fund - Corporate Overnight Fund	260,577.34	4,007,012.32	-	4,267,589.66
General Fund - Government Overnight Fund	6,061,348.50	95,121,460.87	42,183,789.75	58,999,019.62
Total General Fund	<u>\$ 58,034,354.78</u>	<u>\$ 115,849,900.69</u>	<u>\$ 50,233,489.75</u>	<u>\$ 123,650,765.72</u>
Debt Service - Corporate Overnight Plus Fund	\$ 4,119,112.69	2,990,091.25	4,590,000.00	\$ 2,519,203.94
Debt Service - Corporate Overnight Fund	1,943,975.36	3,686.58	1,356,516.00	591,145.94
Debt Service - Government Overnight Fund	2,157,982.78	29,213,451.30	23,031,299.67	8,340,134.41
Total Debt Service Fund	<u>\$ 8,221,070.83</u>	<u>\$ 32,207,229.13</u>	<u>28,977,815.67</u>	<u>\$ 11,450,484.29</u>
Total Lone Star Investments	<u>\$ 66,255,425.61</u>	<u>\$ 148,057,129.82</u>	<u>\$ 79,211,305.42</u>	<u>\$ 135,101,250.01</u>

**Schedule of Transactions by Fund Group
Investments in Texpool
Quarter Ended February 29, 2020**

<u>Type</u>	<u>Carrying Amount 12/01/2019</u>	<u>Additions 12/01/2019- 02/29/2020</u>	<u>Deductions 12/01/2019- 02/29/2020</u>	<u>Carrying Amount 02/29/2020</u>
General Fund	\$ 3,908,236.61	\$ 15,632.16	\$ -	\$ 3,923,868.77
Debt Service Fund	144,536.54	578.14	-	145,114.68
Total Investments	<u>\$ 4,052,773.15</u>	<u>\$ 16,210.30</u>	<u>\$ -</u>	<u>\$ 4,068,983.45</u>

Cheryl Hernandez, CFO


Stacey Fitch, Comptroller



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.F.2.**

Agenda Item Title: Approve Budget Amendments

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s):

Executive Summary:

Recommendation: Approve budget amendment GF-13 and accept amendment SR-15, SR-16 and SR-17.

Budget Impact* (if applicable):

Funding Source (if applicable):

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements):

Policy Reference (if applicable, list policy/regulation):

Legal Review (if necessary, list attorney and firm):

Cheryl Hernandez

Cabinet Level Presenter's Signature

5/12/2020

Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

Explanations May Budget Amendments

General Fund GF-13

- Record an increase in revenue from insurance recovery.
- Increase budgets for Tropical Storm Imelda recovery expenses.
- Transfer a total of \$600,000 from instructional payroll to instructional leadership payroll, pupil transportation payroll, maintenance & operations payroll and security & monitoring services payroll.
- Transfer a total of \$20,516 from instructional fixed assets, general supplies, employee travel, student travel and membership dues, staff development employee travel, school leadership employee travel, guidance & counseling general supplies & co-curricular student travel to library fixed assets to purchase a new library desk. – Odom Academy (047).
- Transfer a total of \$29,087 from instructional misc operating costs, instructional leadership fixed assets & employee travel, school leadership travel & guidance & counseling testing materials to staff development bilingual curriculum writing. – Bilingual ESL (809).

Special Revenue SR-15

- Fund 211 - Title1 Part A Grant: Moving funds to purchase chrome books and supplies for manipulative for students.

Special Revenue SR-16

- Fund 244 - Carl Perkins Grant: Moving funds to purchase chrome books for students.

Special Revenue SR -17

- Fund 205 – Head Start : Moving Funds to purchase playground equipment for safety of students

2019-2020 BUDGET AMENDMENT NUMBER GF- 13

	<u>Current Budget</u>	<u>Change</u>	<u>Amended Budget</u>
<u>Revenues</u>			
199.00.5745.00.000.00.000	11,870,043	<u>830,056</u>	12,700,099
Total Revenues		830,056	
<u>Expenditures</u>			
199.11.6XXX.XX.XXX.XX.IMD	702,964	668,315	1,371,279
199.12.6XXX.XX.XXX.XX.IMD	129,569	282,666	412,235
199.33.6XXX.XX.XXX.XX.IMD	-	3,158	3,158
199.51.6XXX.XX.XXX.XX.IMD	12,700,836	1,679,588	14,380,424
199.11.6119.87.999.99.000	1,394,782	(600,000)	794,782
199.21.61XX.XX.XXX.XX.XXX	3,363,610	150,000	3,513,610
199.34.61XX.XX.XXX.XX.XXX	4,922,931	350,000	5,272,931
199.51.61XX.XX.XXX.XX.XXX	7,532,444	50,000	7,582,444
199.52.61XX.XX.XXX.XX.XXX	2,579,331	50,000	2,629,331
199.11.6395.04.047.30.000	11,922	(2,970)	8,952
199.11.6399.04.047.30.000	63,178	(8,000)	55,178
199.11.6411.01.047.11.000	1,000	(1,000)	-
199.11.6412.01.047.11.000	2,000	(441)	1,559
199.11.6495.01.047.11.000	1,335	(1,112)	223
199.13.6411.04.047.30.000	15,000	(5,737)	9,263
199.23.6411.01.047.99.000	1,113	(155)	958
199.31.6399.01.047.99.000	777	(101)	676
199.36.6412.01.047.99.000	1,000	(1,000)	-
199.12.6395.04.047.30.000	7,823	20,516	28,339
199.11.6499.58.809.25.000	11,359	(10,170)	1,189
199.21.6395.58.809.25.000	3,000	(2,530)	470
199.21.6411.58.809.25.000	2,651	(1,596)	1,055
199.23.6411.58.809.99.000	1,500	(1,500)	-
199.31.6339.58.809.11.000	17,500	(13,291)	4,209
199.13.6117.58.809.25.232	-	29,087	29,087
Total Expenditures		<u>2,623,557</u>	
Net Change in the General Fund Budget		<u>(1,793,501)</u>	

2019-2020 BUDGET CHANGE

Total Revenues/Other Sources	186,478,682	830,056	187,308,738
Total Expenditures	<u>192,302,139</u>	<u>2,623,557</u>	<u>194,925,696</u>
2019-2020 Adjusted	(5,823,457)	(1,793,501)	(7,616,958)

2019-2020 BUDGET AMENDMENT NUMBER SR - 15

	<u>Current Budget</u>	<u>Change</u>	<u>Amended Budget</u>
<u>Revenues</u>			
<u>Expenditures</u>			
<u>Instructional</u>			
211.11.6399.00.133.30.000	-	6,000	6,000
211.11.6395.00.047.30.000	72,528	5,064	77,592
211.11.6399.00.043.30.000	18,952	(5,647)	13,305
			-
<u>Curriculum Dev & Instruct</u>			
211.13.6117.00.133.30.000	6,000	(6,000)	
<u>Instructional Administration</u>			
211.21.6117.00.043.30.301	-	5,000	5,000
211.21.6141.00.043.30.301	-	73	73
211.21.6143.00.043.30.301	-	74	74
211.21.6146.00.043.30.301	-	500	500
<u>Campus Leadership</u>			
211.23.6411.00.047.30.000	5,420	(5,064)	356
Net (Increase) Title 1 Part A		<u>-</u>	
2019-2020 BUDGET CHANGE			
Total Revenues/Other Sources	8,676,801	-	8,676,801
Total Expenditures	8,676,801	<u>-</u>	<u>8,676,801</u>
2019-2020 Adjusted	-	-	-

2019-2020 BUDGET AMENDMENT NUMBER SR - 16

	<u>Current Budget</u>	<u>Change</u>	<u>Amended Budget</u>
<u>Expenditures</u>			
244.11.6299.00.009.22.000	3,936	(3,936)	-
244.11.6329.00.009.22.000	2,915	(115)	2,800
244.11.6639.00.009.22.000	20,331	(2,399)	17,932
244.11.6399.00.009.22.000	108,389	(50,000)	58,389
244.11.6395.00.009.22.000	42,000	65,948	107,948
			-
244.13.6411.00.009.22.000	3,490	(2,425)	1,065
			-
			-
244.21.6399.00.807.22.000	1,598	(1,448)	150
244.21.6411.00.807.22.000	2,070	(1,250)	820
244.21.6495.00.807.22.000	1,225	(875)	350
			-
244.31.6395.00.014.22.000	1,000	(1,000)	-
244.31.6399.00.009.22.000	2,500	(2,500)	-
			-
Total Expenditures		<u>-</u>	
Net (Increase) Carl Perkins Grant		<u>-</u>	
<hr/> <hr/>			
2019-2020 BUDGET CHANGE			
Total Revenues/Other Sources	294,521	-	294,521
Total Expenditures	<u>294,521</u>	<u>-</u>	<u>294,521</u>
2019-2020 Adjusted	-	-	-

2019-2020 BUDGET AMENDMENT NUMBER SR - 17

		<u>Current Budget</u>	<u>Change</u>	<u>Amended Budget</u>
Expenditures	Instruction			
	205.11.6399.00.132.32.000	60,850	(25,000)	35,850
				-
	Plant Maintenance& Operations			-
	205.51.6639.00.132.32.000	51,000	30,500	81,500
				-
				-
	Community Services			-
	205.61.6399.00.132.32.000	2,000	(2,000)	-
	205.61.6419.00.132.32.000	1,500	(1,500)	-
	205.61.6499.00.132.32.000	2,000	(2,000)	-
				-
				-
				-
	Total Expenditures		<u>-</u>	
	Net (Increase) Head Start		<u>-</u>	
<hr/> <hr/>				
2019-2020 BUDGET CHANGE				
	Total Revenues/Other Sources	3,292,567	-	3,292,567
	Total Expenditures	<u>3,292,567</u>	<u>-</u>	<u>3,292,567</u>
	2019-2020 Adjusted	-	-	-



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.F.3.**

Agenda Item Title: Approve Purchases over \$50,000

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s): Tony Aguilar, Anita Frank, Jody Slaughter, Toni McPherson, and Clifton English

Executive Summary: The attached list reflects the purchases over \$50,000.

Recommendation: Approve purchases in the amounts shown on attached list.

Budget Impact* (if applicable): General Fund - \$ 933,555.37
Federal Fund - \$ 761,333.00
TIMA Fund - \$ 1,485,584.38

Funding Source (if applicable): General Fund, Federal Fund, and TIMA Fund

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements): Ch. 44.031

Policy Reference (if applicable, list policy/regulation): CH (LOCAL)

Legal Review (if necessary, list attorney and firm):



Cabinet Level Presenter's Signature



Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date



General Fund

Vendor	Department	Description/Justification of Purchase	Contract #	Cost
Associated Mechanical	Maintenance	This purchase is to replace (1) one chiller and (2) two pumps at Fletcher Elementary.	Region V #20190504	\$ 80,000.00
Meteor Education	Business Office	This purchase is for casework and furniture replacements at Beaumont United E-Hall due to Tropical Storm Imelda.	Region V #20191009	\$ 76,064.20
LEAF Financial	Business Office	This purchase is for a new fleet of 128 Kyocera copiers. This payment is the first year of a four-year lease agreement.	DIR-CPO-4428	\$ 204,025.44
Hernandez Office Solutions	Business Office	This purchase is for the service agreement to support the fleet of 128 Kyocera copiers from LEAF Financial.	DIR-CPO-4428	\$ 166,710.84
CDW-G	Technology	This purchase is for the upgrade of the district's network infrastructure. Current equipment met it's lifecycle in 2016 and is no longer supported by Microsoft.	TIPS #180503	\$ 406,754.89
Total Cost				\$933,555.37

Federal Fund

Vendor	Department	Description/Justification of Purchase	Contract #	Cost
Region V	Curriculum	This is payment for Beaumont ISD's Grow Our Own Program	N/A	\$ 129,735.00
Apple Inc, Education	Innovation	This purchase is for 600 iPad going to Jones-Clark Elementary.	DIR-TSO-3789	\$ 289,298.00
CDW-G	Innovation	This purchase is for 1,200 Chromebooks. Jones-Clark Elementary will receive 600 and Smith MS will receive 600.	DIR-TSO-3763	\$ 342,300.00
Total Cost				\$761,333.00

Technology & Instructional Materials Fund

Vendor	Department	Description/Justification of Purchase	Contract #	Cost
Bedford	Curriculum	Digital textbooks for AP English III and IV servicing grades 9 – 12. Includes a classroom set of physical textbooks.	N/A	\$76,918.63
Cengage Learning	Curriculum	Digital textbooks for ELL grades 6 – 12 and digital textbooks for CTE courses grades 9 – 12. Includes a classroom set of physical textbooks.	N/A	\$588,999.25
Houghton Mifflin Harcourt	Curriculum	Digital textbooks for ELA-R English I – IV servicing grades 9 – 12. Includes a classroom set of physical textbooks.	N/A	\$741,480.00
Vista Learning	Curriculum	Digital textbooks for ELDA 1 – 3 (grades 6 – 8) and ELDA 1 – 2 (grades 9 – 12). Includes a classroom set of physical textbooks.	N/A	\$78,186.50
Total Cost				\$1,485,584.38

QUOTE ANALYSIS FORM

Form version 7.23.2019



INSTRUCTIONS FOR COMPLETION:

- 1) Vendor quotes must be in writing (i.e. Vendor Quotation form; Vendor email; Internet Quote, etc.).
- 2) All awards should be made to the vendor whose proposal offers the "best value" to Beaumont ISD.
- 3) Awards based on "best value" may consider various factors, including but not limited to:
 - (a) Price / Total Cost of Ownership, (b) Quality, (c) Availability, (d) Vendor/Product Reputation, (e) Vendor's Ability to Meet District Needs, (f) Client References, (g) Past Experience with Beaumont ISD, and/or (h) any other relevant factor that ensures best value to the District.
- 4) Upon consideration of all factors, if all quotes meet District needs, the award should be made to the lowest bidder.

Quote Analysis Summary	
All awards should be made based on "Best Value" to the District. Please write a short summary below of why the vendor was chosen or denied.	
Vendor Name:	Associated Mechanical Quote Total: \$ 80,000.00
Summary:	Replacement of (1) one chiller and (2) pumps at Fletcher Elementary
Vendor Name:	MSS Quote Total: \$ 125,000.00
Summary:	Replacement of (1) one chiller and (2) pumps at Fletcher Elementary
Vendor Name:	Hunton Services Quote Total: \$ 129,522.00
Summary:	Replacement of (1) one chiller and (2) pumps at Fletcher Elementary

Vendor Selected: Associated Mechanical

Selection Justification: Associated Mechanical provided the most competitive price and has provided excellent service to the district in on previous projects.

Name of Person Completing this Form: Tony Aguilar, Jr

Signature: 

NOTE: THE COMPLETED & SIGNED TABULATION FORM AND COPIES OF ALL QUOTES MUST BE ATTACHED TO THE REQUISITION.



March 24, 2020

Beaumont ISD
3395 Harrison
Beaumont, Texas 77706

Region 5# 20190504

Attn: Mark McClelland

Re: Fletcher Elementary – Chiller Replacement

Dear Mark,
Associated Mechanical Services, Inc. is pleased to quote the following,

- A. Provide labor and materials to replace (1) existing Trane 100Ton chiller with new chiller. Replace (2) existing pumps with new pumps. Remove (1) abandoned chiller and cap off utilities.

\$80,000.00

Thanks for the opportunity to work with you on this project. If you should have any questions please feel free to contact me at any time.

Sincerely,

John P. Weber
President
Operations Manager

Houston • Austin • Nederland

P.O. Box 1818 • NEDERLAND, TEXAS 77627-1818 • OFFICE: (409) 721-5050 • FAX: (409) 721-5055
Regulated by the Texas Department of Licensing and Regulation • P.O. Box 12157 • Austin, TX 78711 • (800) 803-9202



QUOTE ANALYSIS FORM

Form version 7.23.2019

INSTRUCTIONS FOR COMPLETION:

- 1) Vendor quotes must be in writing (i.e. Vendor Quotation form; Vendor email; Internet Quote, etc.).
- 2) All awards should be made to the vendor whose proposal offers the "best value" to Beaumont ISD.
- 3) Awards based on "best value" may consider various factors, including but not limited to:
 - (a) Price / Total Cost of Ownership, (b) Quality, (c) Availability, (d) Vendor/Product Reputation, (e) Vendor's Ability to Meet District Needs, (f) Client References, (g) Past Experience with Beaumont ISD, and/or (h) any other relevant factor that ensures best value to the District.
- 4) Upon consideration of all factors, if all quotes meet District needs, the award should be made to the lowest bidder.

Quote Analysis Summary			
All awards should be made based on "Best Value" to the District. Please write a short summary below of each the vendor was chosen or denied.			
Vendor Name:	Meteor Education	Quote Total:	\$76,064.20
Summary:	Quote includes casework, chairs, furniture, and appliances		
Vendor Name:	Hertz Furniture	Quote Total:	\$ 78,987.28
Summary:	Quote includes casework, chairs, and furniture. Does not include necessary appliances.		
Vendor Name:	Manning's	Quote Total:	No Bid
Summary:			

Vendor Selected: Meteor Education

Selection Justification: Meteor Education was able to provide all needed items and at the most competitive pricing.

Name of Person Completing this Form: Clifton English

Signature: *Clifton English*

NOTE: THE COMPLETED & SIGNED TABULATION FORM AND COPIES OF ALL QUOTES MUST BE ATTACHED TO THE REQUISITION.



CONNECTING THE DOTS

MeTEOR Education, LLC
690 NE 23rd Avenue
Gainesville, FL 32609
www.meteoreducation.com

Prepared For:

Beaumont ISD
PO Box 672
Beaumont, TX 77704

Site:

United High School
3443 Fannett Rd
Beaumont, TX 77705

Quote ID	Terms	Quote Contact	Site Contact
69539-04 05/11/2020	Net 30 Days Prices Good Through 06/10/2020	Liz Bolton / cell: 409-332-0552 / lbolton@meteoreducation.com	Wendy Carbone / 4098667196 / wcarbone@architect-aia.com

Essendant	Region 5 - Zone 1 Installed #20191009	Discount: Net%	Install: 30%	Freight: NET
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No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
1	7	BSXVL531MM10 TASK CHAIR, MESH HIGH-BACK ADJUSTABLE ARMS * Hon Series * 36"D x 29"W x 38-1/2-42-1/2" Adj. Ht. * Upholstered Black Seat * Mesh Black Back * Pneumatic Seat Height Adjustable * Tilt Tension/Tilt Lock * Arm Height Adjustable * Star Base Plastic Black Base * (5) 50mm Hooded Casters	\$377.23	\$219.99	\$1,539.93

Essendant Subtotal: \$1,539.93

FLAGHOUSE	CP Quote #2015	Discount: Net%	Install: 25%	Freight: NET
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No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
1	1	41480 SWNG SET * Over the Moon Series	\$804.54	\$697.55	\$697.55

FLAGHOUSE Subtotal: \$697.55

GLOBAL INDUSTRIES, INC.	Region 5 - Zone 1 Installed #20191009	Discount: Net%	Install: 30%	Freight: NET
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No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
1	7	1930P-4F12,BLK,WSTD 4 DRAWER LATERAL FILE * 1900 Plus Series * 19-1/4"D x 30"W x 51-9/10"H * Metal finish * Central core removable cam locks * Includes side-to-side hanging file bars Metal Filing+St: BLK - Black (qty 1 each) (srp \$.00) Option: Key - Random (qty 1 each) (srp \$.00)	\$969.00	\$584.00	\$4,088.00

GLOBAL INDUSTRIES, INC. Subtotal: \$4,088.00

MOORECO-BALT/BEST-RITE	Region 5 - Marker and Bulletin Zone 1 Installed #20191009	Discount: Net%	Install: NET	Freight: 0%
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No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
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Beaumont, TX 77705

Quote ID	Terms	Quote Contact	Site Contact
69539-04 05/11/2020	Net 30 Days Prices Good Through 06/10/2020	Liz Bolton / cell: 409-332-0552 / lbolton@meteoreducation.com	Wendy Carbone / 4098667196 / wcarbone@architect-aia.com

No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
1	1	8511G REVERSIBLE BOARD * Inmotion Series * 24"D x 80"W x 80"H * 6'W x 4'H Panel * Porcelain Steel	\$1,314.00	\$854.10	\$854.10

MOORECO-BALT/BEST-RITE Subtotal: \$854.10

**NATIONAL OFFICE
FURNITURE**

**Region 5 - Zone 1 Installed
#20191009**

**Discount:
Net%**

**Install:
17%**

**Freight:
0%**

No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
1	1	N32HMM-4-41307-X-X-501 2-1/2 SEAT LOUNGE WITH METAL LEGS * Reno Series * 34-1/2"D x 67-1/2"W x 33"H * 19" Seat Ht. * Fully upholstered * Metal legs * Glides FabricGR4: 41307 - Silvertex Carbon (qty 1 each) (srp \$.00) Option: X - No Cupholder (qty 1 each) (srp \$.00) Option: X - No Grommet (qty 1 each) (srp \$.00) Paint: 501 - Platinum Metallic (qty 1 each) (srp \$.00)	\$2,842.00	\$1,705.20	\$1,705.20

NATIONAL OFFICE FURNITURE Subtotal: \$1,705.20

**SMITH SYSTEM
MANUFACTURING**

**Region 5 - Cascade Zone 1 Installed
#20191009**

**Discount:
Net%**

**Install:
30%**

**Freight:
NET**

No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
1	7	26161 CASCADE TEACHER DESK SINGLE BULLET, B/B/F RIGHT * Cascade Series * 24"D x 60"W x 30-1/4"H * 1-1/4" thick laminate top * T-mold edge * Frame finish * Steel construction * Casters included Cascade Edge: P - Platinum (qty 1 each) (srp \$.00) CascadeLaminate: WA High Rise 4996-60 (qty 1 each) (srp \$.00) FrameColor: Platinum (qty 1 each) (srp \$.00)	\$932.00	\$599.10	\$4,193.70

SMITH SYSTEM MANUFACTURING Subtotal: \$4,193.70

USA Capitol Region 5 - Zone 1 Installed #20191009

Discount: Net%

Install: 12%

Freight: 15%



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Beaumont, TX 77704

Site:

United High School
3443 Fannett Rd
Beaumont, TX 77705

Table with 4 columns: Quote ID, Terms, Quote Contact, Site Contact. Row 1: 69539-04, Net 30 Days, Liz Bolton / cell: 409-332-0552 / lbolton@meteoreducation.com, Wendy Carbone / 4098667196 / wcarbone@architect-aia.com

Table with 5 columns: No., Qty., Model No. / Description, List Price, Your Price, Ext. Price. Row 1: 1, 96, 3508 18" EUROFLEX CHAIR, \$122.00, \$58.10, \$5,577.60

USA Capitol Subtotal: \$5,577.60

WB Region 5 - Zone 1 Installed
Manufacturing #20191009

Discount: Net% Install: 12% Freight: 15%

Table with 5 columns: No., Qty., Model No. / Description, List Price, Your Price, Ext. Price. Row 1: 1, 1, 286316-2 CASEWORK, \$70,772.85, \$28,309.14, \$28,309.14



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Prepared For:

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PO Box 672
Beaumont, TX 77704

Site:

United High School
3443 Fannett Rd
Beaumont, TX 77705

Quote ID	Terms	Quote Contact	Site Contact
69539-04 05/11/2020	Net 30 Days Prices Good Through 06/10/2020	Liz Bolton / cell: 409-332-0552 / lbolton@meteoreducation.com	Wendy Carbone / 4098667196 / wcarbone@architect-aia.com

No.	Qty.	Model No. / Description	List Price	Your Price	Ext. Price
2	20	ELO7600-ADJ ELO COLLABORATIVE DESK, ADAPT * ELO Series * 30"D x 22-1/2"W x 26"-31"Adj. Ht. * Laminate top * Lotz armor edge * MDF core * Smooth silver legs * Non-marring glides Edge: Lotz Armor - Slate Grey (qty 1 each) (srp \$.00) Laminate: WA High Rise 4996-60 (qty 1 each) (srp \$.00)	\$465.00	\$186.00	\$3,720.00
3	3	ELS7088-FX ELO ACTIVITY TABLE * ELO Series * 36"D x 36"W x 29"H * Laminate top * Lotz armor edge * MDF core * Leg finish * Non-marring glides Edge: Lotz Armor - Slate Grey (qty 1 each) (srp \$.00) Frame: SS - Smooth Silver (qty 1 each) (srp \$.00) Laminate: WA High Rise 4996-60 (qty 1 each) (srp \$.00)	\$606.00	\$242.40	\$727.20
4	9	ELS7092-FX ELO ACTIVITY TABLE * ELO Series * 36"D x 60"W x 21"-26"Adj. Ht. * Laminate top * Lotz armor edge * MDF core * Leg finish * Non-marring glides Edge: Lotz Armor - Slate Grey (qty 1 each) (srp \$.00) Laminate: WA High Rise 4996-60 (qty 1 each) (srp \$.00) LegFinish: Smooth Silver (qty 1 each) (srp \$.00)	\$717.00	\$286.80	\$2,581.20
5	5	ELS7095-FX ELO ACTIVITY TABLE * ELO Series * 36"D x 96"W x 29"H * Laminate top * Lotz armor edge * MDF core * Smooth silver legs * Non-marring glides Edge: Lotz Armor - Slate Grey (qty 1 each) (srp \$.00) Laminate: WA High Rise 4996-60 (qty 1 each) (srp \$.00)	\$998.00	\$399.20	\$1,996.00
6	4	LRS1000-AL-307212/P MODULAR SINGLE SIDED, OPEN BOOKCASE * Book Nook * 12"D x 30"W x 72"H * HPL Top * HPL Casebody Casebody: Studio Teak 7960K-18 (qty 1 each) (srp \$.00) PVCEdge: Studio Teak 7960K-18 (qty 1 each) (srp \$.00)	\$2,046.00	\$818.40	\$3,273.60

WB Manufacturing Subtotal: \$40,607.14



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Site:

United High School
3443 Fannett Rd
Beaumont, TX 77705

Quote ID	Terms	Quote Contact	Site Contact
69539-04 05/11/2020	Net 30 Days Prices Good Through 06/10/2020	Liz Bolton / cell: 409-332-0552 / lbolton@meteoreducation.com	Wendy Carbone / 4098667196 / wcarbone@architect-aia.com

	Quote Totals:
Product:	\$59,263.22
Install:	\$8,952.79
Freight:	\$7,848.19
[---] Sales Tax at 8.250%:	\$0.00
Total:	\$76,064.20

All pricing and lead times are based on the information (color options, finishes, etc.) supplied to MeTEOR at the time a purchase order is received. Changes could result in a possible delay of order and/or additional costs.

By submitting a purchase order to MeTEOR, Customer accepts our offer and agrees to be bound by the attached terms and conditions. Prices are good for 30 days from date of quote. Prices good through 06/10/2020.

I have verified that all products, quantities, specifications and colors on this quote are correct.

Signature

Date



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Quote ID	Terms	Quote Contact	Site Contact
69539-04 05/11/2020	Net 30 Days Prices Good Through 06/10/2020	Liz Bolton / cell: 409-332-0552 / lbolton@meteoreducation.com	Wendy Carbone / 4098667196 / wcarbone@architect-aia.com

TERMS AND CONDITIONS OF SALE

Within these Terms and Conditions of Sale the “Company” shall be deemed to mean MeTEOR Education, LLC. Should any product be purchased under a bid or contract with terms and conditions different from those contained herein, the terms of said bid or contract shall supersede or augment the following. If customer purchase order includes terms different than the terms listed below, terms will be reviewed for acceptance by the Company.

GENERAL SALES POLICY: No order in process of production, or product other than standard, is subject to cancellation, delivery deferment, or specification change without the written acceptance of the Company.

The Company must be in receipt of an authorized written purchase order prior to an order being processed. MeTEOR Education reserves the right to refuse purchase orders if the terms and conditions of such orders are contrary to these Terms and Conditions of Sale. Purchase Orders should be emailed to orders@meteoreducation.com or mailed to MeTEOR Education, LLC at 690 NE 23rd Avenue, Gainesville, FL, 32609. All orders are subject to the approval of the Company’s credit control department and the terms and conditions relating to the granting of such credit facilities.

First-time orders from non-publicly funded entities must be paid in full at the time of order unless prior arrangements have been agreed with the Company’s credit control department. Preferred payment options are check for EFT. Credit terms may be granted by the Company and will apply to subsequent orders. All credit terms granted by the Company are subject to the Company’s terms and conditions for the granting of such facilities and may be reviewed and changed from time to time solely at the Company’s discretion.

Any order over \$5,000 for a prepay vendor, will require prepayment from customer. A list of prepay vendors is available upon request.

RETURNED GOODS: Returned goods will only be accepted under a Return Authorization number (RA) issued by the Company. Accepted Returns may be subject to re-stocking and handling fees and any additional freight costs. Special order or custom made products may not be returned.

CANCELLED ORDERS: Cancelled orders may be subject to fees associated with completed work including, but not limited to, design, order processing, and manufacturing.

ORDER CHANGES: Any change to your order must be in a written change order.

TAXES: Excise, sales, occupation, use, or other tax imposed upon the distributor will be additional to the sales price unless otherwise noted on the purchase order. For tax exempt entities, tax exempt form must be on file with the Company before purchase order is processed or the Company must, by law, charge appropriate sales tax.. If applicable, please submit your sales tax exemption ID on the purchase order to ensure proper billing.

TERMS: MeTEOR Education will invoice customer upon delivery. Terms are net 30 days unless otherwise agreed prior to the acceptance of the order. Customer agrees to pay 18% annual interest, or \$50 per month, whichever is greater, on the balance of any late payment.

DROP-SHIP OR INSIDE DELIVERY ONLY:

- Freight damage must be reported to the Company within 48 hours of delivery. It is important to note any crushed or damaged packaging, discolored packaging (indicating water damage), or anything that looks as if it has been reopened or repackaged. All packages should be opened and products inspected within 48 hours of receipt. Upon discovery of any damage or shortage, the Company’s Service Department must be notified at 1-800-699-7516.
- The Carrier will produce a Bill of Lading for signature acknowledging receipt. Please ensure the number of cartons/items received match the bill of lading as well as the work order. Any shortages should be annotated on THE BILL OF LADING NEXT TO YOUR SIGNATURE and immediately reported to the Company’s Traffic Office on 1-800-699-7516. The acknowledged Bill of Lading is deemed to be proof of delivery and the Company will issue its invoice(s) for payment. Any unauthorized assessorial charges will not be paid for.

INSTALLED PRODUCT: Product to be installed will be delivered and installed at the address notified in the purchase order unless previous arrangements have been agreed. Upon the delivery of product to the specified location MeTEOR Education will invoice the customer in the amount of product delivered with the appropriate proof of delivery (bill of lading, manufacturer packing list, or work order). All placement and assembly will be verified by signature confirmation that items have been assembled, set in place, and are in good condition. All installation and delivery charges (above product invoices) will be billed upon receipt of final verification by customer signature on completed work orders. MeTEOR Education will also provide a complete Master Invoice summarizing all invoices at that time at the customer’s request. Any damage must be noted on the separate service request form provided by the installer, a copy of which will be made available for customer records.

WARRANTY: All products carry their manufacturer’s standard warranty. Please contact your local representative for details.

Multi-function Copier Analysis

	Hernandez/Kyocera	Function4/Sharp	Mannings/Toshiba
Monthly Maintenance Service Cost	\$13,892.57	\$12,833.33	\$12,050.00
48mo Term - Monthly Lease Payment	\$17,002.12	\$13,359.39	\$13,106.21
Monthly Total - less overages	\$30,894.69	\$26,192.72	\$25,156.21
Annual Total - less overages	\$370,736.28	\$314,312.64	\$301,874.52
Cost per B/W overage	\$0.0038	\$0.0035	\$0.0039
Cost per Color overage	.022/.0385/.05	\$0.0350	\$0.0390
	\$370,736.28	\$314,312.64	\$301,874.52
Pricing (annual) 50pts	40.71	48.02	50.00
	Response time less than 2 hours	Response time 2-10 hours	Response time
Service References (25pts)	25	20	15
Meets Technology Needs (15pts)	15	10	10
Service Technicians (10pts)	10	8	8
Total	90.71	86.02	83.00
Recommendation:	1) Hernandez Office Solutions has a proven history of providing superior service to Beaumont ISD.		
	2) Hernandez has provided the same superior service to larger local districts with their copier fleets through consecutive lease agreements. Technicians service only local accounts.		
	3) Color copies are at tiered rate which reduces to cost per color copy based on the amount of color actually used per page. Adding color copiers to every campus makes this a more important feature that isn't offered by the other vendors.		
	4) The ability for Hernandez to implement Active Directory on their copiers is a great benefit in regards to making sure only current district employees can use the copiers through an automated process. This is an important control to keep the number of copies down at no additional cost.		

QUOTE ANALYSIS FORM



INSTRUCTIONS FOR COMPLETION:

- 1) Vendor quotes must be in writing (i.e. Vendor Quotation form; Vendor email; Internet Quote, etc.).
- 2) All awards should be made to the vendor whose proposal offers the "best value" to Beaumont ISD.
- 3) Awards based on "best value" may consider various factors, including but not limited to:
 - (a) Price / Total Cost of Ownership, (b) Quality, (c) Availability, (d) Vendor/Product Reputation, (e) Vendor's Ability to Meet District Needs, (f) Client References, (g) Past Experience with Beaumont ISD, and/or (h) any other relevant factor that ensures best value to the District.
- 4) Upon consideration of all factors, if all quotes meet District needs, the award should be made to the lowest bidder.

Quote Analysis Summary	
All awards should be made based on "Best Value" to the District. Please write a short summary below of each the vendor was chosen or denied.	
Vendor Name: Pure Storage	Quote Total:
Summary: Pure was not an option as it was not going to be a total solution for our needs. After several initial meetings, we were in agreement that they could not provide the solution that was needed.	
Vendor Name: AWS	Quote Total: \$ 323,000.00
Summary: The Amazon team came through and analyzed our current environment and estimated our growth over a 5- and 10-year time. AWS presented to us and gave us a cost estimation that began at \$323,000. This was before any infrastructure or user licensing was added.	
Vendor Name: CDW-G/Dell	Quote Total: \$ 365,724.89
Summary: Eight months was spent sizing up our environment. This will upgrade our existing Dell infrastructure with new hardware and upgrade our existing licensing. The district is also out of compliance based on historical license purchases. This solution will fix all compliance issues as well as closing a security vulnerability gap that is presented by out of date Server licensing.	

Vendor Selected: CDW-G/Dell

Selection Justification: Our existing infrastructure is comprised of Dell hardware, VMWare licensing and out of date Windows licensing. By choosing this option it avoids a complete "lift and shift" of our environment and configuration. Additionally, it will integrate seamlessly with the offsite backup system that was purchased in early Spring. From a management perspective, we strive for a single pane of glass. By purchasing systems that are like manufacturer, this allows us to work most efficiently. We also reached out to ~~Meyerware~~ and ~~Nutanix~~ in our discovery. They were not able to provide a complete solution.

Name of Person Completing this Form: Toni McPherson

Signature:



Prepared For: Beaumont Independent School District
Customer #: 792983
Attention: Ronnie Hamilton
Project: VDI
Date: March 4, 2020

Payment Type: NET30
Contract: Open Market

Submitted By: Mike LaRocco
Executive Account Manager
Phone: 312-705-8715
E-Mail: miclaro@cdwg.com
Quote #: 6003501585 V03

Remit To: CDW Government
75 Remittance Dr.
Suite 1515
Chicago, IL 60675

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Pricing Summary

Date: 3/4/2020

Quote #: 6003501585 V03

Qty.		Description
1		Dell-EMC Infrastructure
		Extended Sell
		Total: \$365,724.89
		Extended Sell
		Solution Total: \$365,724.89

Prepared By: Marion Massey (Solution Architect Support Specialist)

Prices are contingent on final pricing approval from Manufacturer

Quote provided based on specification provided by customer. No workload validation has been done.

The terms and conditions provided on this link apply: <https://www.cdwg.com/content/cdwg/en/terms-conditions.html>

Applicable Taxes and Shipping not shown.



Dell-EMC Infrastructure Detail



Date: 3/4/2020

Quote #: 6003501585 V03

Qty.	Part Numbers	Description	Unit Sell	Extended Sell	
1	VXR-14G-MGR-DE-4.7	VXRAIL SOFTWARE IMAGE V4.7=MA	\$0.00	\$0.00	
1	TPM2.0MODULEAF	VXRAIL-500 TPM 2.0 MODULE AF	\$49.62	\$49.62	
1	INSTLCTRYUSA640F	VXRAIL-500 USA SHIPMOD F	\$38.65	\$38.65	
1	SYSE5602SVADVF	VXRAIL 14G E560 1U1N 2S NVME VSAN ADV AF	\$6,890.57	\$6,890.57	
2	PWR200VRACK	C13-C14 PDU RACK PWR CRD 2M N. AM	\$0.00	\$0.00	
1	RRAILKIT1U1NNOCMAF	VXRAIL-500 A7 RRAILS II W/O CMA 1U1N AF	\$74.90	\$74.90	
1	2S8HPFANE560165GR	VXRAIL-500 2S 8 HIGH PERF FAN 165W/GRT	\$111.17	\$111.17	
1	2SE560HSKDM165OL	VXRAIL-500 2S E560 165WL HTK DIMM BLNK	\$12.89	\$12.89	
1	PROGD52181SF	VXR INTEL CPU GD 5218 2.3G,16C/32T 1S F	\$944.10	\$944.10	
1	PROGD52182SF	VXR INTEL CPU GD 5218 2.3G,16C/32T 2S F	\$944.10	\$944.10	
1	RISER640CNFG2DUAL	VXRAIL-500 RISER R640 CONFIG2 LP	\$9.08	\$9.08	
12	MEM16GB2933MTF	VXRAIL MEMORY 16GB 2933MT RDIMM F	\$228.51	\$2,742.12	
1	RDIMM2933INFO	VXRAIL FACTORYORD RQ 2933MHZ RDIMM	\$0.00	\$0.00	
1	NDCX710QP10GBSFPAP	VXRAIL-500 NDC INTELX710 QP 10GB SFP+ AF	\$425.55	\$425.55	
4	CAPSSDSAS1.92TBF	VXR 1.92TB CAPACITY SAS 2.5IN SSD F	\$810.52	\$3,242.08	
1	DSKLESSNVMECONFIGF	VXRAIL-500 DISKLESS NVME CONFIGURATION F	\$0.00	\$0.00	
1	CACHEMUDRV800GBF	VXR MIXED USE 800GB 2.5 CACHE F	\$572.00	\$572.00	
1	458-002-517	VXRAIL VMWARE VSAN ADVANCED	\$0.00	\$0.00	
2	456-113-799	VXRAIL VMWARE VSAN ADVANCED 3Y MAINT=IG	\$0.00	\$0.00	
4	VXROS1.92SASF	VXR HCI SYSTEM SOFTWARE(CAP 1.92 SAS)=CF	\$631.63	\$2,526.52	
2	VXROSGDPROCFSF	VXR HCI SYSTEM SOFTWARE(G F)=IG	\$2,103.35	\$4,206.70	
6	VXR-14G-MGR-DE-4.7	VXRAIL SOFTWARE IMAGE V4.7=MA	\$0.00	\$0.00	
6	TPM2.0MODULEAF	VXRAIL-500 TPM 2.0 MODULE AF	\$49.63	\$297.78	
6	INSTLCTRYUSA640F	VXRAIL-500 USA SHIPMOD F	\$38.65	\$231.90	
6	SYSE5602SVADVF	VXRAIL 14G E560 1U1N 2S NVME VSAN ADV AF	\$6,890.57	\$41,343.42	
12	PWR200VRACK	C13-C14 PDU RACK PWR CRD 2M N. AM	\$0.00	\$0.00	
6	RRAILKIT1U1NNOCMAF	VXRAIL-500 A7 RRAILS II W/O CMA 1U1N AF	\$74.91	\$449.46	
6	RISER640CNFG2DUAL	VXRAIL-500 RISER R640 CONFIG2 LP	\$9.08	\$54.48	
6	PROGD52182SF	VXR INTEL CPU GD 5218 2.3G,16C/32T 2S F	\$944.10	\$5,664.60	
6	PROGD52181SF	VXR INTEL CPU GD 5218 2.3G,16C/32T 1S F	\$944.10	\$5,664.60	
6	2SE560HSKDM165OL	VXRAIL-500 2S E560 165WL HTK DIMM BLNK	\$12.89	\$77.34	
6	2S8HPFANE560165GR	VXRAIL-500 2S 8 HIGH PERF FAN 165W/GRT	\$111.17	\$667.02	
6	RDIMM2933INFO	VXRAIL FACTORYORD RQ 2933MHZ RDIMM	\$0.00	\$0.00	
72	MEM16GB2933MTF	VXRAIL MEMORY 16GB 2933MT RDIMM F	\$228.51	\$16,452.72	
6	NDCX710QP10GBSFPAP	VXRAIL-500 NDC INTELX710 QP 10GB SFP+ AF	\$425.55	\$2,553.30	
24	CAPSSDSAS1.92TBF	VXR 1.92TB CAPACITY SAS 2.5IN SSD F	\$810.52	\$19,452.48	
6	DSKLESSNVMECONFIGF	VXRAIL-500 DISKLESS NVME CONFIGURATION F	\$0.00	\$0.00	
6	CACHEMUDRV800GBF	VXR MIXED USE 800GB 2.5 CACHE F	\$572.00	\$3,432.00	
6	458-002-517	VXRAIL VMWARE VSAN ADVANCED	\$0.00	\$0.00	
12	456-113-799	VXRAIL VMWARE VSAN ADVANCED 3Y MAINT=IG	\$0.00	\$0.00	
24	VXROS1.92SASF	VXR HCI SYSTEM SOFTWARE(CAP 1.92 SAS)=CF	\$631.63	\$15,159.12	
12	VXROSGDPROCFSF	VXR HCI SYSTEM SOFTWARE(G F)=IG	\$2,103.33	\$25,239.96	
4	407-BBBY	SEL - QSFP+ - 40G SR4 ATTACH	\$447.86	\$1,791.44	
4	470-ABPN	SEL MPO CROSSOVER FIBER CABLE 3M CUSKIT	\$76.12	\$304.48	
28	470-AAGN	SEL - SFP/SFP+ DAC 1M ATTACH	\$26.57	\$743.96	
			Hardware Total:	\$162,370.11	
Software	1	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	\$0.00
	1	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	\$0.00
	6	458-001-937	RECOVERPOINT FOR VM FOR 1-NODE HCIA	\$0.00	\$0.00
	6	456-111-959	RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB	\$0.00	\$0.00
	2	210-APFC	SEL S5248F-ON, PSU TO IO 2 PSU OS10 TAA	\$10,244.38	\$20,488.76
			Software Total:	\$20,488.76	
1	M-PSM-HW-J-002-3Y	PROSUPPORT 4HR/MC VSAN ADV HW-3 YR	\$4,951.59	\$4,951.59	
1	M-PSM-SW-D3-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	\$0.00	\$0.00	
1	M-PSM-SW-J-006	PROSUPPORT 4HR/MC VSAN ADV SW SUPPORT	\$0.00	\$0.00	
1	M-PSM-SW-J-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	\$757.73	\$757.73	
1	M-PSM-SW-J-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	\$1,261.89	\$1,261.89	

	Qty.	Part Numbers	Description	Unit Sell	Extended Sell
Support	6	M-PSM-HW-J-002-3Y	PROSUPPORT 4HR/MC VSAN ADV HW-3 YR	\$4,951.59	\$29,709.54
	6	M-PSM-SW-D3-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	\$0.00	\$0.00
	6	M-PSM-SW-J-006	PROSUPPORT 4HR/MC VSAN ADV SW SUPPORT	\$0.00	\$0.00
	6	M-PSM-SW-J-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	\$758.17	\$4,549.02
	6	M-PSM-SW-J-001	PROSUPPORT 4HR/MC SOFTWARE SUPPORT	\$1,261.89	\$7,571.34
	2	5248AMER3PSNBD	SEL S5248F-ON 3 YR PROSUPPORT NBD	\$1,436.69	\$2,873.38
				Support Total:	\$51,674.49
Services	600	CE-PDPHCITC0001	1 TRAINING CREDIT VALID 1YR (PDP HCI)	\$1.03	\$618.00
	1	PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	\$0.00	\$0.00
	1	PS1100WPSF	VXRAIL-500 DUAL HOTPLG 1100W PS F	\$792.00	\$792.00
	1	INSTKITSFPAF	HCIA INSTALL KIT 10GBE SFP+ AF	\$28.63	\$28.63
	6	PS1100WPSF	VXRAIL-500 DUAL HOTPLG 1100W PS F	\$792.00	\$4,752.00
	6	INSTKITSFPAF	HCIA INSTALL KIT 10GBE SFP+ AF	\$28.63	\$171.78
	400	CE-PDPSTRTC0001	1 TRAINING CREDIT VALID 1YR (PDP STR)	\$1.03	\$412.00
	2	5248AMER1RTD	SEL S5248F-ON 1 YR RETURN TO DEPOT	\$35.06	\$70.12
	1	CE-SUBCUS01	CUSTOMER SUB EXPIRE 1YR FROM INV DATE	\$12,750.00	\$12,750.00
	1	CE-VALPAKVXRAIL	VXRAIL ADMIN VALUEPAK	\$3,162.00	\$3,162.00
	1	CDW/Dell Services	Deployment, configuration, migration & project management for VxRail & Switches	\$68,685.00	\$68,685.00
	1	CDW/Dell Services	One Month on site transitional residency for VxRail & project management	\$39,750.00	\$39,750.00
				Services Total:	\$131,191.53
				Extended Sell	
				Solution Total:	\$365,724.89

Pricing expires 30 calendar days from date on Proposal

Prepared By: Marion Massey (Solution Architect Support Specialist)

Prices are contingent on final pricing approval from Manufacturer

Quote provided based on specification provided by customer. No workload validation has been done.

The terms and conditions provided on this link apply: <https://www.cdwg.com/content/cdwg/en/terms-conditions.html>

Applicable Taxes and Shipping not shown.



Quote #: 1752216-0003

Date Prepared: 2.27.20

Revision: -

Quote Expires on: 4.26.20

CDW AM: Mike LaRocco

Approx Lead Time to Ship: 4-5 Weeks

CDW ISA: Matt Giersch

Client Information	Purchasing Contract:
Beaumont ISD CDW Customer # 792983	-
Ship To Address	
TBD	

Thank you for choosing CDW and our partner, APC, for your Network Critical Physical Infrastructure (NCPI) needs.

CDW is pleased to provide you with a quote for the following solution.

Applicable Taxes and Freight Charges are NOT included in this quotation.

Please let us know if you have any questions, comments or concerns.

APC UPS and Rack Solution

Qty	MFR Part #	Description
1	ISX-20KF	208V 20kW UPS w/ Bypass and Distribution
27	0M-0218	--S/A BLANK PNL 1P CKTBRK NAM PSX-PDU
4	0M-5366	--S/A TESTED BRKR 3P 30A PNL
4	0M-815482-005	--ASSY WHIP 5WIRE 10AWG L21-30 5FT
2	SYPM10KF2	Symmetra PX 10kW Power Module, 208V, High Efficiency
2	SYBT4	Battery Module for Symmetra PX, Smart-UPS VT or Galaxy 3500
2	AR3100	APC NetShelter SX 42U Server Rack Enclosure 600mm x 1070mm w/ Sides Black
4	AP8865	Rack PDU 2G, Metered, ZeroU, 8.6kW, 208V, (36) C13 & (6) C19 & (2) 5-20
1	AR8560	Cable Trough, Open Bottom, 600mm
2	AR8561	Cable Trough, 600mm
2	AP9335TH	APC Temperature & Humidity Sensor

APC UPS Services (Electrical Installation is NOT Included)

10	WUPGEAA-UG-01	1 Yr EAA Upgrade to FW or Existing Srvc Plan for (1) 3P UPS 10 to 40kVA, Batt Frame, PDU or Acces.
1	WSTRTUP-PX-21	Start-Up Service 5X8 for (1) Symmetra 40kW UPS and/or (1) PDU
1	WUPGSTRTUP7-UG-01	Scheduling Upgrade to 7X24 for Existing Startup Service for up to 40 kVA UPS or Battery Frame
1	WASSEMUPS5X8-PX-21	Scheduled 5X8 Assembly Service for Symmetra PX 40 kW UPS and/or PDU
1	WASSEM5X8-5R-PX-20	5X8 Scheduled Assembly Service for 1-5 Racks
2	WUPGASSEM7-UG-01	Scheduling Upgrade to 7X24 for Existing Assembly Service for up to 40 kVA UPS or Battery Frame
1	WOE1YR-PX-21	(1) Year On-Site Warranty Extension for (1) Symmetra PX UPS 10kVA 40 and/or PDU

APC Assembly and Start-Up Service Notification

If APC Assembly and/or Start-Up Service is purchased or included with the APC solution please ensure to complete the Start-Up Checklist included with the shipment and contact APC Services Scheduling at (800)890-4272 x6 to schedule the Assmebly/Start-Up Date. Please provide APC 1-2 weeks notice prior to the planned Start-Up date for scheduling.

Delivery Notes

Freight needs are TBD

UPS and Rack Solution Subtotal: \$41,030.00

Tax: -

Freight Estimate: **TBD**
(Dock to Dock Freight)

Discounted Solution Total: \$41,030.00

****Please Note this solution is NON-RETURNABLE****

Please verify that all spec's meet project requirements prior to purchasing the solution

CDW Corporation Standard Terms and Conditions Apply

<http://www.cdw.com/content/terms-conditions/default.asp>

QUOTE CONFIRMATION



DEAR TONI MCPHERSON,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LKKR245	5/4/2020	AD- MIGRATION LICENSES	0792983	\$22,337.90

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Microsoft Windows Server Datacenter Edition - license & software assurance Mfg. Part#: 9EA-00271-3 UNSPSC: 43233004 Electronic distribution - NO MEDIA Contract: TIPS Software Agreement (180503)	5	4668451	\$2,163.58	\$10,817.90
ACAD MS SEL+ WIN SRV UCAL LIC/SA Mfg. Part#: R18-00096-3 UNSPSC: 43233004 Electronic distribution - NO MEDIA Contract: TIPS Software Agreement (180503)	1000	1581233	\$11.52	\$11,520.00

PURCHASER BILLING INFO	SUBTOTAL	\$22,337.90
Billing Address: BEAUMONT INDEPENDENT SCHOOL DIST ACCOUNT PAYABLE PO BOX 672 BEAUMONT, TX 77704-0672 Phone: (409) 617-5072 Payment Terms: NET 30 Days-Govt/Ed	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$22,337.90
	DELIVER TO	
Shipping Address: BEAUMONT ISD 3395 HARRISON AVE ADMIN BUILDING BEAUMONT, TX 77706-5009 Shipping Method: ELECTRONIC DISTRIBUTION	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

Need Assistance? CDW•G SALES CONTACT INFORMATION



Mike LaRocco

(866) 229-6142

miclaro@cdwg.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
For more information, contact a CDW account manager

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STATEMENT OF WORK

Project Name:	Beaumont ISD Active Directory Assessment	Seller Representative:
Customer Name:	BEAUMONT INDEPENDENT SCHOOL DIST	Aaron Scott (281) 832-9251 aarscot@cdw.com
CDW Affiliate:	CDW Government, LLC.	
Date Requested:	December 6, 2019	Solution Architect:
Seller Services Manager:	Robert Lamb	Chris Dodds _____
Version:	1	

This statement of work (“**Statement of Work**” or “**SOW**”) is made and entered into on the date this SOW is signed by both parties (the “**SOW Effective Date**”) by and between the undersigned, CDW Government, LLC. (“**Provider**”, “**Seller**” and “**we**”) and BEAUMONT INDEPENDENT SCHOOL DIST (“**Customer**” and “**you**”).

PROJECT DESCRIPTION

PROJECT SCOPE

Customer is currently running 3 Active Directory Domain Controller VMs (Windows 2012 R2) on-prem between Hyper-V and VMware infrastructure. Customer is unsure what the forest functional level is currently and mentions that the AD configuration is somewhat messy due to having originally been upgraded from NT 4 many years ago. The ultimate goal is to build new VMs running Windows Server 2019 to act as the Active Directory Domain Controllers with a forest functional level of 2019 for their organization. Customer is also looking to implement a new VDI infrastructure to be handled in a separate statement of work

- DHCP and DNS are running on the current DC VMs.
- Customer has 35 different sites supported by this AD environment.
- New DCs will use same names and IP addresses (if possible).
- Approx. domain objects: 32,000 (11,000 computer objects and 21,000 user objects).
- Windows Clients computers:
 - Win 7 - 3,000
 - Win 10 - 4,000-5,000
- File servers and fileshares will stay in place for now as they are independent of current AD DC VMs.
- All printers run off a separate server (to be addressed at a later time).

During the engagement we will utilize our experience with Microsoft Active Directory Domain Services (AD DS) to make recommendations on how to best utilize the technology to meet your objectives. In addition, we will leverage the knowledge gained through previous deployments to avoid potential issues.

This engagement will:

- Develop a clear vision of the high-level solution goals and constraints.
- Unify the project team behind a common vision.
- Investigate the Active Directory Domain Services (AD DS) deployment for gaps and issues
- Provide a detailed recommendations document created specifically for Customer.

APPROACH

Seller will utilize a phased approach to achieving the goals outlined above.

PROJECT KICK-OFF

Seller will begin with a brief project kick-off meeting with the core Customer project team. The agenda topics will include:

- Customer and Seller team introductions
- Review of company and project vision
- Review of health check goals and approach
- Establishment of roles and project activities

AD DS HEALTH ASSESSMENT

The assessment consists of a number of activities, all of which contribute to a systematic evaluation of your AD DS environment.

ENVIRONMENT EXAMINATION

The Seller consultant will first become acquainted with the existing AD DS architecture and any auxiliary environments or applications that rely on or affect AD DS.

DESIGN ASSESSMENT

The Seller consultant will analyze the current AD design and looks for gaps or deficiencies in the following areas:

- Forest and Domain Architecture
- Domain Controllers
- DNS and Namespace design
- NetBIOS Name Resolution
- Flexible Single Master Operation (FSMO) Placement
- Replication topology and Site Design
- Group Policy Objects (GPO)
- AD DS Monitoring & Backup Processes
- AD DS Disaster Recovery
- AD DS Antivirus; Patch Management Processes
- Audit Policies
- Security Policies
- Account Lockout Policies

HEALTH ASSESSMENT

The health assessment evaluates whether the following areas are working properly and identifies any gaps indicating that they are not. The health assessment will:

Page 2

Proprietary and Confidential

Version: 1

Contract Number: 58443

Drafted by:

CDW, LLC.

- Verify the health of each Domain Controller that holds a FSMO role (i.e. PDC Emulator, RID Master, Schema Master, etc.)
- Verify FSMO ownership propagates properly throughout the Forest
- Verify Site & Subnet topology
- Investigate replication convergence
- Identify users with Enterprise Admin, Schema Admin and Domain Admin rights

These activities provide the basis for, and typically contribute to, the Gap Identification and Best Practices Analysis component.

PROBLEM INVESTIGATION

Seller will investigate known anomalies presented by Customer and problems revealed during the assessment. Potential solutions are then identified and can be mitigated through the Change Request process, which is above and beyond hours covered in the Statement of Work. This Change Request process will ensure that the appropriate staff will be dispatched for particular problems identified during the assessment.

REPORT AND PRESENTATION

Seller will formally present the Health Check findings during a review session with system administrators and leads. The Findings and Recommendations document and presentation also provide a high-level road map of next steps and an outline of potential issues.

PROJECT CLOSURE AND NEXT STEPS

At the project's conclusion, a closure meeting will be held with Customer and Seller (Delivery and preSales resources) to verify that all business and technical requirements have been satisfied. If, during the engagement, next steps or recommendations have been discovered by Seller those options will be presented to Customer for future action.

PROJECT MANAGEMENT

- **Kickoff Meeting.** Review SOW including project objectives and schedule, logistics, identify and confirm project participants and discuss project prerequisites.
- **Project Schedule or Plan.** A project schedule that details the schedule and resources assigned to the project.
- **Weekly Status Meetings and Reports.** Status meetings will be conducted on a weekly basis. During these meetings, the Seller and you will discuss action items, tasks completed, tasks outstanding, issues and conduct a budget review.
- **Change Management.** When a change to a project occurs, the Seller's project change control process will be utilized.
- **Project Closure Meeting.** The project team will meet to recap the project activities, provide required documentation, discuss any next steps, and formally close the project.

PROJECT ASSUMPTIONS

1. This project is limited to the investigation or enumeration of a single Active Directory forest comprised of one (1) domain.
2. Seller will only be assessing 3 domain controllers which currently hold the FSMO roles
3. All domain controllers enumerated will reside in the United States.
4. During the actual AD DS Assessment Enterprise Admin rights will be granted to the Seller's engineer who is performing the testing. Several tools used require Enterprise Admin rights.

5. All tools the Seller installs or runs will be done so on Customer's hardware. Seller retains all rights to the Seller-developed tools.
6. You will allow Seller to perform several interviews of stakeholders, sponsors, team members, technical staff and managers, who will be reasonably available for the time it takes to gather information.
7. In addition, your personnel will be available on a timely basis, and when reasonably requested by Seller, your personnel will provide input, review the services being performed and the items provided by Seller, answer questions, provide signoff, and allow Seller to gather and validate information, perform reviews and obtain other input.
8. Your personnel will be committed to the degree necessary to successfully complete this project.
9. The scope and objectives of this project will be jointly managed by you and Seller to better ensure completion of the project within the anticipated schedule.
10. You and Seller will follow or coordinate with Seller's Project Management Methodology for this project.
11. Customer acknowledges that Seller may earn a Microsoft incentive payment if Customer purchases Microsoft products from Seller. Furthermore, Customer hereby consents to Seller receiving any such payment from Microsoft, and has no objections in relation thereto.

CUSTOMER RESPONSIBILITIES

1. Communicate all material project matters to Seller's contact person.
2. Provide at least one qualified technical person with system administration responsibilities for the duration of the project.
3. Provide qualified personnel at your location (or any other location designated by you where services are to be provided) to support your existing equipment for the duration of the project.
4. Provide other qualified, knowledgeable personnel who will perform your obligations under this SOW, make timely decisions necessary to move performance of the services forward, participate in this project to the extent reasonably requested by Seller and reasonably assist Seller with its performance of the services.
5. Provide Seller's personnel with appropriate levels of access and privilege to systems and information necessary for Seller's performance of the services.

OUT OF SCOPE

Specific tasks outside this SOW include, but are not limited to:

1. Remediation of any issues or problems is out of scope for this engagement.
2. Investigation or enumeration of applications and application dependencies is out of scope.
3. Upgrading to a new forest functional level/domain functional level.
4. Migrating or consolidating to AD DS objects to another forest/domain and/or new forest/domain.

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

ITEM(S) PROVIDED TO CUSTOMER

The following will be provided to Customer by the completion of this project.

Table 1 – Item(s) Provided to Customer

Item	Description	Format
AD DS Assessment Findings and Recommendations	<p>This is a document that contains a summary of the information discussed and decisions made during the session. Items within the document are:</p> <ul style="list-style-type: none"> • Evaluation of overall architecture • Analysis of specific server configurations • Identification of problem remediation opportunities • Opportunities for improvement and increased return on investment • Recommendations for changes to address gaps or new business requirements 	PDF
Next Steps/Recommendation follow-up preSOW	Preliminary Statement of Work written by pre-Sales (non-billable) for the recommended next steps.	PDF

PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Service Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”). Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein.

Seller will invoice for the Total Fees.

SERVICES FEES

Services Fees will be calculated on a TIME AND MATERIALS basis.

The invoiced amount of Services Fees will equal the rate applicable for a unit of a service or resource (“**Unit Rate**”) multiplied by the number of units being provided (“**Billable Units**”) for each unit type provided by Seller (see Table 2).

The Total Estimated Services Fees of \$9,340.00 is merely an *estimate* and does not represent a *fixed fee*. Neither the Total Estimated Billable Units of 44 nor the Total Estimated Services Fees are intended to limit the bounds of what may be requested or required for performance of the Services.

Table 2 – Services Fees

Unit Type	Unit Rate	Billable Units	Subtotal
Senior Engineer – Per Hour	\$215.00	36	\$7,740.00
Project Manager – Per Hour	\$200.00	8	\$1,600.00
Estimated Totals		44	\$9,340.00

The rates presented in Table 2 apply to *scheduled* Services that are performed during Standard Business Hours (meaning 8:00 a.m. to 5:00 p.m. local time, Monday through Friday, excluding holidays). When Seller invoices for scheduled Services that are not performed during Standard Business Hours, Services Fees will be calculated at 150% of the Unit Rates. For any unscheduled (i.e., emergency) Services performed at any time of the day, Services Fees will be calculated at 200% of the Unit Rates.

Any non-Hourly Units will be measured in one (1) unit increments when Services are performed remotely or at any Customer-Designated Location(s) (as defined below).

EXPENSES

When Seller’s personnel are located more than 60 miles from the Customer-Designated location, travel charges will apply. Seller will invoice Customer for the time Seller’s personnel spend traveling to and/or from the Customer-Designated Location(s) (or otherwise, as necessary) at a rate of \$85/hour. Seller will make efforts to schedule appropriate personnel from Seller’s offices located nearest to the Customer-Designated Location(s) in order to minimize such expenses. Seller’s ability to do so may depend on various factors (e.g., specialized project skills needed, personnel availability, and changes to, or challenges inherent in, the Anticipated Schedule).

Seller will invoice Customer for Seller’s reasonable, direct costs incurred in performance of the Services. Direct expenses include, but may not be limited to: airfare, lodging, mileage, meals, shipping, lift rentals, photo copies, tolls and parking. Seller will charge actual costs for these expenses. Any projected expenses set forth in this SOW are estimates only.

Two (2) weeks’ advance notice from Customer is required for any necessary travel by Seller personnel.

CUSTOMER-DESIGNATED LOCATIONS

Seller will provide Services benefiting the locations specified on the attached Exhibit (“**Customer-Designated Locations**”).

NOT FOR SIGNATURE

THIS DOCUMENT IS A DRAFT INTENDED ONLY FOR USE IN THE REVIEW OF TEXT APPLICABLE TO A POSSIBLE SERVICES ENGAGEMENT. IT DOES NOT CONSTITUTE A CONTRACT OR A PROPOSAL FOR A CONTRACT. THE CONTENT OF THIS DOCUMENT, AS IT MAY BE NEGOTIATED BY THE PARTIES, IS INTENDED TO BE INCORPORATED INTO A STATEMENT OF WORK, WHICH WILL INCLUDE OTHER PROVISIONS AND WHICH WILL BE GOVERNED BY ADDITIONAL TERMS AND CONDITIONS. A PARTY’S SIGNATURE OR OTHER INDICATION OF APPROVAL ON OR RELATED TO THIS DOCUMENT SHALL HAVE NO BINDING OR CONTRACTUAL EFFECT.

EXHIBIT A.

CUSTOMER-DESIGNATED LOCATIONS

Seller will provide Services benefiting the following locations (“Customer-Designated Locations”).

Table 2 – Customer-Designated Locations

Location(s)	Service(s)		
Beaumont ISD 3395 Harrison Avenue Beaumont, TX, 77706	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design	<input type="checkbox"/> Implementation <input checked="" type="checkbox"/> Project Management <input type="checkbox"/> Staff Augmentation	<input type="checkbox"/> Support <input type="checkbox"/> Training <input checked="" type="checkbox"/> Custom Work

REGION 5 EDUCATION SERVICE CEN

350 PINE STREET STE 500 BEAUMONT, TX 77701-0000
 PHONE: (409) 951-1881 FAX: (409) 951-1802

Invoice
079856

Customer Number: 000007
 Customer P.O. Nbr: Tracy Armstrong
 Requested By: Tracy Armstrong
 Reference: BISD Grow Our Own

Invoice Date: 03-05-2020
 Requested Date: 02-28-2020
 Terms: NET 30 DAYS
 Note:

Bill To:

Beaumont ISD 3395 Harrison Avenue Beaumont, TX 77706-5009

Remittance Address:

REGION 5 EDUCATION SERVICE CEN ATT: Accounts Receivable Business Office 350 PINE STREET STE 500 BEAUMONT, TX 77701-0000
--

Page: 1 of 1

Quantity	Description	Unit Price	Amount
43.00	TCP Application Fee	\$80.00	\$3,440.00
43.00	Pre-Service Fee	\$1,950.00	\$83,850.00
1.00	Internship Fee (\$45,525 - \$3,080 Fees personally paid)	\$42,445.00	\$42,445.00
		Balance Due:	\$129,735.00

Account Code	Description	Amount
199-00-5729.01-980-099000	TCP PRE-SERVICE FEE	\$83,850.00
199-00-5729.02-980-099000	TCP INTERNSHIP FEE	\$42,445.00
199-00-5729.03-980-099000	TESTING / APPLICATION REVENUE	\$3,440.00
	Total for all Accounts:	\$129,735.00

RECEIVED
 MAR 09 2020
 Accounts Payable

CUSTOMER

Region 5 TCP Invoice 079856 Backup

Please contact Ramona, 951-1826, with any questions.

Last Name	First Name	Application Fee \$80	PreService Fee \$1,950	Internship Fee \$3,035	Fees Paid by Intern	Total Due
Allen	Jazmine	\$80.00	\$1,950.00			\$2,030.00
Ashabrunner	Hannah	\$80.00	\$1,950.00			\$2,030.00
Avella Yanez	Sandra	\$80.00	\$1,950.00			\$2,030.00
Bell	Kellen	\$80.00	\$1,950.00			\$2,030.00
Bradford	Pamela			\$3,035.00		\$3,035.00
Brown	Robynn	\$80.00	\$1,950.00			\$2,030.00
Buganski	Sarah	\$80.00	\$1,950.00		\$80.00	\$1,950.00
Campbell	Caroline	\$80.00	\$1,950.00			\$2,030.00
Cashman	John	\$80.00	\$1,950.00			\$2,030.00
Ceaser	Letha	\$80.00	\$1,950.00			\$2,030.00
Chavis	Pamela	\$80.00	\$1,950.00			\$2,030.00
Daniels	Reba	\$80.00	\$1,950.00			\$2,030.00
DeVault	Paris	\$80.00	\$1,950.00			\$2,030.00
Domingue	Michelle	\$80.00	\$1,950.00			\$2,030.00
Drake	Melissa	\$80.00	\$1,950.00	\$3,035.00		\$5,065.00
Durio	Ebony	\$80.00	\$1,950.00			\$2,030.00
Fontenot	Kiana	\$80.00	\$1,950.00			\$2,030.00
Gage	Brittany	\$80.00	\$1,950.00			\$2,030.00
Gallier	Alina	\$80.00	\$1,950.00			\$2,030.00
Gibson	Morgan	\$80.00	\$1,950.00			\$2,030.00
Gradozzi	Megan	\$80.00	\$1,950.00	\$3,035.00	\$80.00	\$4,985.00
Greer	David	\$80.00	\$1,950.00			\$2,030.00
Gunther	Rachel	\$80.00	\$1,950.00	\$3,035.00		\$5,065.00
Harris	Alexis	\$80.00	\$1,950.00			\$2,030.00
Jernigan	Kristie			\$3,035.00	RECEIVED	\$3,035.00
Jones	Dilya	\$80.00	\$1,950.00	\$3,035.00		\$5,065.00
Keil	Bobi	\$80.00	\$1,950.00		MAR 09 2009	\$2,030.00
Levine	Alesia	\$80.00	\$1,950.00			\$2,030.00
Londo	Shamekka	\$80.00	\$1,950.00		Accounts Payable	\$2,030.00

Region 5 TCP Invoice 079856 Backup

Please contact Ramona, 951-1826, with any questions.

Last Name	First Name	Application Fee \$80	PreService Fee \$1,950	Internship Fee \$3,035	Fees Paid by Intern	Total Due
Loza	Colleen			\$3,035.00		\$3,035.00
Mapstone	Doreen			\$3,035.00		\$3,035.00
Mickens	Queamani	\$80.00	\$1,950.00	\$3,035.00		\$5,065.00
Moore	Danny	\$80.00	\$1,950.00			\$2,030.00
Morris	Cayla			\$3,035.00		\$3,035.00
Moyer	Ashley	\$80.00	\$1,950.00			\$2,030.00
Neville	Debra			\$3,035.00		\$3,035.00
Penner	Valerie	\$80.00	\$1,950.00		\$80.00	\$1,950.00
Price	Jolinda	\$80.00	\$1,950.00			\$2,030.00
Roberts	Jarrod	\$80.00	\$1,950.00		\$80.00	\$1,950.00
Rutledge	Morgan	\$80.00	\$1,950.00			\$2,030.00
Savoy	Deloris	\$80.00	\$1,950.00			\$2,030.00
Scott	Katalina			\$3,035.00		\$3,035.00
Sheppard	Haley	\$80.00	\$1,950.00			\$2,030.00
Smith	Jeremy	\$80.00	\$1,950.00			\$2,030.00
Spivey	Lucy	\$80.00	\$1,950.00			\$2,030.00
Stewart	Daquan	\$80.00	\$1,950.00			\$2,030.00
Thomas	Kenneth	\$80.00	\$1,950.00	\$3,035.00		\$5,065.00
Trahan	Arelon	\$80.00	\$1,950.00			\$2,030.00
Turner	Keava			\$3,035.00		\$3,035.00
White	Sarina	\$80.00	\$1,950.00	\$3,035.00	\$650.00	\$4,415.00
Woodle	Veronica	\$80.00	\$1,950.00		\$80.00	\$1,950.00
Matone	Christine				\$2,030.00	\$2,030.00
		\$3,440.00	\$83,850.00	\$45,525.00	\$3,080.00	
					Invoice Amount	\$129,735.00

PreService fee is paid when they join program or grant.

Internship fee is paid when they start teaching.

QUOTES TABULATION FORM



INSTRUCTIONS FOR COMPLETION:

- 1) Purchases between \$10,000 and \$49,999.99 require at least three (3) vendor quotes.
- 2) Vendor quotes must be in writing (i.e. Vendor Quotation form; Vendor email; Internet Quote, etc.).
- 3) All awards should be made to the vendor whose proposal offers the "best value" to Beaumont ISD.
- 4) Awards based on "best value" may consider various factors, including but not limited to:
 - (a) Price / Total Cost of Ownership, (b) Quality, (c) Availability, (d) Vendor/Product Reputation, (e) Vendor's Ability to Meet District Needs, (f) Client References, (g) Past Experience with Beaumont ISD, and/or (h) any other relevant factor that ensures best value to the District.
- 5) Upon consideration of all factors, if all quotes meet District needs, the award should be made to the lowest bidder.

Quote Tabulation Summary	
All awards should be made based on "Best Value" to the District. Please write a short summary below of why the vendor was chosen or denied.	
Vendor Name: Apple Inc. Education	Quote Total: \$ 289,298.00
Summary: Purchase of 600 iPads for Jones-Clark. Includes cases, licenses, professional learning with virtual support.	
Vendor Name: Amazon	Quote Total: \$ 231,060.00
Summary: Includes iPads with AppleCare bundle only at \$385.10 per unit. Required licensing not included.	
Vendor Name: Newegg	Quote Total: \$ 142,455.00
Summary: Purchase of 300 iPads for Jones-Clark including care plans and cases. Required licensing not included.	

Vendor Selected: Apple Inc. Education

Selection Justification Apple Inc. Education will provide iPads in correct quantities with care plans, licensing, professional learning, and virtual support for professional learning.

Name of Person Completing this Form: Jody Slaughter

Signature:

NOTE: THE COMPLETED & SIGNED TABULATION FORM AND COPIES OF ALL QUOTES MUST BE ATTACHED TO THE REQUISITION.

Apple Inc. Education Price Quote

Customer:	Denise Shaffer BEAUMONT INDEPENDENT SCHOOL DISTRICT Phone: 14096175217 email: dshaff1@bmtisd.com	Apple Inc:	Lisa Atwan One Apple Park Way Cupertino, CA 95014 email: lisaatwan@apple.com
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Apple Quote: 2206232944

Quote Date: Friday, May 01, 2020

Quote Valid Until: Friday, May 22, 2020

Quote Comments:

Please reference Apple Quote number on your Purchase Order.

Row #	Details & Comments	Qty	Unit List Price	Extended List Price
1	<p>10.2" iPad WiFi 32GB-Silver, Brenthaven case, w/ 3YR AppleCare+ for Schools (no service fee) (10-pack) Part Number: BPUQ2LL/A</p> <p>10.2-inch iPad Wi-Fi 32GB - Silver (10-pack) Part Number: MW7M2LL/A Quantity: 600</p> <p>3-Year AppleCare+ for Schools - iPad 7th Gen. no service fee Part Number: S7831LL/A Quantity: 600</p> <p>Brenthaven Edge 360 Case for 10.2-inch iPad (7th generation) - Gray Part Number: HNWZ2ZM/A Quantity: 600</p>	60	\$3,779.50	\$226,770.00
2	<p>Jamf Pro iOS/tvOS (EDU) Subscription License (3 Year) (100-9,999 licenses) Part Number: HLWZ2LL/A</p>	600	\$27.00	\$16,200.00
3	<p>APS CUSTOM IPAD DEPLOY OFFSITE SVCS-USA Part Number: D6160LL/A</p>	600	\$19.50	\$11,700.00
4	<p>Apple Professional Learning Two Day Prepaid Offering</p>	2	\$4,275.00	\$8,550.00

Part Number: D2460LL/B

5	Apple Professional Learning Three Day Prepaid Offering Part Number: D4527LL/A	4	\$6,175.00	\$24,700.00
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6	Apple Professional Learning Virtual Support Part Number: D7862LL/A	1	\$1,378.00	\$1,378.00
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Edu List Price Total	\$289,298.00
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- Additional Tax	\$0.00
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- Estimated Tax	\$0.00
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Extended Total Price*	\$289,298.00
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*In most cases Extended Total Price does not include Sales Tax
 *If applicable, eWaste/Recycling Fees are included. Standard shipping is complimentary

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID 2206232944. Please contact your institution's Authorized Purchaser to submit the above quote online. For account access or new account registration, go to <https://ecommerce.apple.com>. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.
 - For registration assistance, call 1.800.800.2775
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. **Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.**
 - For more information, go to provision C below, for details.

THIS IS A QUOTE FOR THE SALE OF PRODUCTS OR SERVICES. YOUR USE OF THIS QUOTE IS SUBJECT TO THE FOLLOWING PROVISIONS WHICH CAN CHANGE ON SUBSEQUENT QUOTES:

- A. ANY ORDER THAT YOU PLACE IN RESPONSE TO THIS QUOTE WILL BE GOVERNED BY (1) ANY CONTRACT IN EFFECT BETWEEN APPLE INC. ("APPLE") AND YOU AT THE TIME YOU PLACE THE ORDER OR (2), IF YOU DO NOT HAVE A CONTRACT IN EFFECT WITH APPLE, CONTACT contracts@apple.com.
- B. ALL SALES ARE FINAL. PLEASE REVIEW RETURN POLICY BELOW IF YOU HAVE ANY QUESTIONS. IF YOU USE YOUR INSTITUTION'S PURCHASE ORDER FORM TO PLACE AN ORDER IN RESPONSE TO THIS QUOTE, APPLE REJECTS ANY TERMS SET OUT ON THE PURCHASE ORDER THAT ARE INCONSISTENT WITH OR IN ADDITION TO THE TERMS OF YOUR AGREEMENT WITH APPLE.
- C. YOUR ORDER MUST REFER SPECIFICALLY TO THIS QUOTE AND IS SUBJECT TO APPLE'S ACCEPTANCE. ALL FORMAL PURCHASE ORDERS SUBMITTED BY EMAIL MUST SHOW THE INFORMATION BELOW:
 - APPLE INC. AS THE VENDOR
 - BILL-TO NAME AND ADDRESS FOR YOUR APPLE ACCOUNT
 - PHYSICAL SHIP-TO NAME AND ADDRESS (NO PO BOXES)
 - PURCHASE ORDER NUMBER
 - VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL

- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL Friday, May 22, 2020 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE.
 - APPLE MAY MODIFY OR CANCEL ANY PROVISION OF THIS QUOTE, OR CANCEL ANY ORDER YOU PLACE PURSUANT TO THIS QUOTE, IF IT CONTAINS A TYPOGRAPHIC OR OTHER ERROR.
- E. THE AMOUNT OF THE VOLUME PURCHASE PROGRAM (VPP) CREDIT SHOWN ON THIS QUOTE WILL ALWAYS BE AT UNIT LIST PRICE VALUE DURING REDEMPTION ON THE VPP STORE.
- F. UNLESS SPECIFIED ABOVE, APPLE'S STANDARD SHIPPING IS INCLUDED IN THE TOTAL PRICE.

Opportunity ID: 18000003867079

<https://ecommerce.apple.com>

Fax:

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Copyright © 2018 Apple Inc. All rights reserved.

Document rev 10.6.1

Date of last revision – June 20th, 2016

QUOTES TABULATION FORM



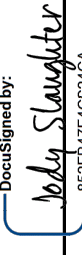
INSTRUCTIONS FOR COMPLETION:

- 1) Purchases between \$10,000 and \$49,999.99 require at least three (3) vendor quotes.
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- 5) Upon consideration of all factors, if all quotes meet District needs, the award should be made to the lowest bidder.

Quote Tabulation Summary	
All awards should be made based on "Best Value" to the District. Please write a short summary below of why the vendor was chosen or denied.	
Vendor Name: Newegg	Quote Total: Not Quoted
Summary: Newegg was unable to provide quotes for these as inventory is not sufficient to fill orders.	
Vendor Name: DELL, EMC	Quote Total: \$ 191,251.27
Summary: Smith MS Chromebooks with licenses	
Vendor Name: CDW-G	Quote Total: \$ 171,150.00
Summary: Smith MS Chromebooks with licenses, etching and cases	

Vendor Selected: CDW-G

Selection Justification The vendor is able to provide chromebooks in the correct quantity with services and supplies, including licensing, cases, and marking at the most efficient cost.

Name of Person Completing this Form: Jody Slaughter **Signature:** 
DocuSigned by: 852FB47F4CC24CA...

NOTE: THE COMPLETED & SIGNED TABULATION FORM AND COPIES OF ALL QUOTES MUST BE ATTACHED TO THE REQUISITION.

QUOTE CONFIRMATION



DEAR ALAIN FRANKIEWICZ,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
LKHJ392	4/30/2020	CHROMEBOOKS	0792983	\$171,150.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
DELL CTO 3100 N4000 16/4 CHR Mfg. Part#: 3000054525916 Contract: Dell Held Texas DIR Agreement DIR-TSO-3763 (DIR-TSO-3763)	600	5926377	\$209.40	\$125,640.00
Google Chrome Management Console License - Education Mfg. Part#: CROSSWDISEDU UNSPSC: 43232804 Electronic distribution - NO MEDIA Contract: Texas Google DIR TSO 4180 (DIR-TSO-4180)	600	3577022	\$24.68	\$14,808.00
BEAUMONTISD-CHROMEBOOK-ETCHING Mfg. Part#: T4G-49988-03 Electronic distribution - NO MEDIA Contract: MARKET	600	5847917	\$15.75	\$9,450.00
BEAUMONTISD-CHROMEBOOK-ETCHING Mfg. Part#: T4G-49988-04 Electronic distribution - NO MEDIA Contract: MARKET	600	5847919	\$11.00	\$6,600.00
InfoCase Snap-On Rugged Case for Dell 3100,5190 Chromebook Mfg. Part#: AO-SNP-D5190 Contract: TIPS Computers, Equipment, Components (180306)	600	5536666	\$24.42	\$14,652.00

PURCHASER BILLING INFO	SUBTOTAL	\$171,150.00
Billing Address: BEAUMONT INDEPENDENT SCHOOL DIST ACCOUNT PAYABLE PO BOX 672 BEAUMONT, TX 77704-0672 Phone: (409) 617-5072 Payment Terms: NET 30 Days-Govt/Ed	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$171,150.00
	DELIVER TO Shipping Address: BEAUMONT ISD 1650 CALDWELL AVE BEAUMONT, TX 77703-5111 Shipping Method: UPS Ground	
Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515		



Mike LaRocco

(866) 229-6142

miclaro@cdwg.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
For more information, contact a CDW account manager

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QUOTES TABULATION FORM



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Vendor Name:	DELL, EMC	Quote Total:	\$ 191,251.27
Summary:	Jones-Clark ES chromebooks with licenses.		
Vendor Name:	CDW-G	Quote Total:	\$ 171,150.00
Summary:	Jones-Clark ES chromebooks with licenses, etching and cases.		
Vendor Name:	Newegg	Quote Total:	Not Quoted
Summary:	Newegg was unable to provide quotes for these as inventory is not sufficient to fill orders.		

Vendor Selected: CDW-G

Selection Justification The vendor is able to provide chromebooks in the correct quantity with services and supplies, including licensing, cases, and marking, at the most efficient cost.

Name of Person Completing this Form: Jody Slaughter

Signature:

DocuSigned by:

 852FB47F4CC24CA...

QUOTE CONFIRMATION



DEAR ALAIN FRANKIEWICZ,

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Google Chrome Management Console License - Education Mfg. Part#: CROSSWDISEDU UNSPSC: 43232804 Electronic distribution - NO MEDIA Contract: Texas Google DIR TSO 4180 (DIR-TSO-4180)	600	3577022	\$24.68	\$14,808.00
BEAUMONTISD-CHROMEBOOK-ETCHING Mfg. Part#: T4G-49988-03 Electronic distribution - NO MEDIA Contract: MARKET	600	5847917	\$15.75	\$9,450.00
BEAUMONTISD-CHROMEBOOK-ETCHING Mfg. Part#: T4G-49988-04 Electronic distribution - NO MEDIA Contract: MARKET	600	5847919	\$11.00	\$6,600.00
InfoCase Snap-On Rugged Case for Dell 3100,5190 Chromebook Mfg. Part#: AO-SNP-D5190 Contract: TIPS Computers, Equipment, Components (180306)	600	5536666	\$24.42	\$14,652.00

PURCHASER BILLING INFO	SUBTOTAL	\$171,150.00
Billing Address: BEAUMONT INDEPENDENT SCHOOL DIST ACCOUNT PAYABLE PO BOX 672 BEAUMONT, TX 77704-0672 Phone: (409) 617-5072 Payment Terms: NET 30 Days-Govt/Ed	SHIPPING	\$0.00
	SALES TAX	\$0.00
	GRAND TOTAL	\$171,150.00
	DELIVER TO Shipping Address: BEAUMONT ISD 1650 CALDWELL AVE BEAUMONT, TX 77703-5111 Shipping Method: UPS Ground	



Mike LaRocco

(866) 229-6142

miclaro@cdwg.com

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Technology and Instructional Materials

Purchases Over \$50,000

Exhibit 2

Board Meeting

May 21,2020

Report by:

Dannette M. Menendez

Exhibit 2: Amounts Exceeding \$50,000

The following table represents the amount projected for the 2020 adoption for an eight year commitment for ELA-R exceeding \$50,000.00. It also includes CTE material for various programs at Taylor Career Center, West Brook, and Beaumont United High School for the next school year.

Publisher	Material	Approximate Number of Students Affected	Grades Affected	Projected Amount for Eight Years
Bedford	AP English III and IV	530	9 th -12 th	\$ 76,918.63
Cengage	*ELL Middle School Total: \$300,278.50	500	6 th to 8 th	
Cengage	*ELL High School Total: \$220,842.00	400	9 th -12 th	
Cengage	CTE Material for 2020-2021 Total: \$ 67,878.75	500	9 th -12 th	
Cengage	Total Amount for all Cengage Material			\$ 588,999.25
Houghton Mifflin Harcourt	ELA-R English I-IV	4,500	9 th -12 th	\$ 741,480.00
Vista	*ELDA 1-3(Middle School) and *ELDA 1-2 (High School)	135 95	6 th -12 th	\$ 78,186.50

*The number of teachers and variety of levels greatly affects the cost of the material.

- All quotes include classroom sets and digital licenses to support district's 1:1 Chromebook initiative.
- Digital licenses are ordered according to next year's projections.
- Homebound, Special Ed., Minnie Rogers, and ESL teachers are counts for the ELA-R material. Warehouse will keep a surplus of 4 teacher's resources per grade for the English I-IV courses and two teacher resources for other courses.
- Pietzsch MacArthur 6th Grade campus is considered in the Proclamation 2020 ELL counts and teacher material. Future ELL for 7th and 8th grade will be considered for purchasing next year as the new campus grows.
- An eight year commitment represents significant saving on licenses and printed material compared to renewing commitment through the eight year adoption period.
- A balance of \$2,204,556 is currently available in the IM allotment for Proclamation 2020 purchases and other recurrent needs for next year, such as new courses for CTE and Early College growth.



PRICE QUOTE

Price Quote good for 90 days. Please attach a copy of this price quote to your purchase order. Price increases occur each November

CUSTOMER CONTACT:		SALES REPRESENTATIVE:		WAREHOUSE CONTACT:		Email your PO and quote to:	
Danette Menendez Beaumont ISD 3395 Harrison Ave. Beaumont, TX 77706 Phone: 409-617-5243 Email: dmenend@bmtisd.com		Mari Negrete Bedford, Freeman & Worth 100 American Metro Blvd. Ste. 109 Hamilton, NJ 08619 Phone: 603-557-1796 Email: mnegrete@bfwpub.com		MPS 16365 James Madison Highway Gordonsville, VA 22942 Toll Free: 540-672-7744 Fax: 540-672-7542 Email: highschool@mpsvirginia.com		highschool@mpsvirginia.com	
Date: 3.10.2020							
ISBN	Author	Title/Description	Price	Qty	Total		
AP® Language							
131920502X	Shea	The Language of Composition 3e & LaunchPad for The Language of Composition 3e (Six-Use Online)	\$122.81	326	\$40,036.06		
AP® Literature							
1319221998	Jago	Literature & Composition 2e & LaunchPad for Literature and Composition (Six-Use Online)	\$122.81	302	\$37,088.62		
FREE: Per Mari Negrete							
PLEASE INCLUDE ALL ITEMS ON PO TO RECEIVE FREE TEACHER MATERIALS							
AP® Language							
1319069185	Shea	Annotated Teacher's Edition for The Language of Composition, 3e	\$450.00	8	Not included in total		
1319069177	Shea	Teacher's Resource Flash Drive for The Language of Composition, 3e	\$450.00	8	Not included in total		
ISBN Pending	Shea	ExamView Assessment Suite for for The Language of Composition, 3e	\$450.00	8	Not included in total		
AP® Literature							
1319071317	Jago	Annotated Teacher's Edition for Literature and Composition, 2e	\$450.00	9	Not included in total		
1319071333	Jago	Teacher's Resources Flash Drive for Literature and Composition, 2e	\$450.00	9	Not included in total		
ISBN Pending	Jago	Examview Assessment Suite for Literature & Composition, 2e	\$450.00	9	Not included in total		
Subtotal					\$77,124.68		
Shipping:			Continental US & Puerto Rico	2%	\$1,542.49		
					AP Language 3% multi-title discount (on hard copies)		
					\$907.68		
					AP Literature 3% multi-title discount (on hard copies)		
					\$840.86		
Total Discount:					\$1,748.54		
TOTAL					\$76,918.63		

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Prepared By: Mari Negrete



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Quoted Products: ESL Reading Quote - Pathways R&W

Foundations Print student book & 8 years online workbook

Qty	Update Qty	Product	Price	Quoted Price	Total
80	<input type="text"/>	Bundle: Pathways: Reading, Writing, and Critical Thinking Foundations, 2nd Student Edition + Online Workbook (6-year access) <small>Blass 2nd Edition [CENGAGE ELT, 2018] 9780357082164 / 0357082168</small>	\$62.00	\$62.00	\$4,960.00

Foundations Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="text"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Assessment CD-ROM with ExamView® <small>Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625272 / 1337625272</small>	\$49.00	\$49.00	\$49.00
3	<input type="text"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Assessment CD-ROM with ExamView® <small>Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625272 / 1337625272</small>	\$49.00	\$0.00	FREE
1	<input type="text"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Teacher's Guide <small>Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337624824 / 1337624829</small>	\$55.25	\$55.25	\$55.25
3	<input type="text"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Teacher's Guide <small>Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337624824 / 1337624829</small>	\$55.25	\$0.00	FREE
1	<input type="text"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Classroom DVD/Audio	\$83.25	\$83.25	\$83.25

		CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626651 / 1337626651			
3	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Classroom DVD/Audio CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626651 / 1337626651	\$83.25	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625418 / 1337625418	\$99.00	\$99.00	\$99.00
3	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking Foundations: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625418 / 1337625418	\$99.00	\$0.00	FREE

Level 1 student print book & online workbook 8 years

Qty	Update Qty	Product	Price	Quoted Price	Total
80	<input type="checkbox"/>	Bundle: Pathways: Reading, Writing, and Critical Thinking 1, 2nd Student Edition + Online Workbook (6-year access) Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357082171 / 0357082176	\$62.00	\$62.00	\$4,960.00

Level 1 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Assessment CD-ROM with ExamView® Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625289 / 1337625280	\$49.00	\$49.00	\$49.00
3	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Assessment CD-ROM with ExamView® Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625289 / 1337625280	\$49.00	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625425 / 1337625426	\$99.00	\$99.00	\$99.00
3	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625425 / 1337625426	\$99.00	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Teacher's Guide Blass 2nd Edition [CENGAGE ELT, 2018] 9781337624831 / 1337624837	\$55.25	\$55.25	\$55.25
3	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Teacher's Guide Blass 2nd Edition [CENGAGE ELT, 2018] 9781337624831 / 1337624837	\$55.25	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Classroom DVD/Audio CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626668 / 133762666X	\$83.25	\$83.25	\$83.25
3	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 1: Classroom DVD/Audio CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626668 / 133762666X	\$83.25	\$0.00	FREE

Level 2 student print book & online workbook 8 years

Qty	Update	Product	Price	Quoted Price	Total
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Qty	Update Qty	Product	Price	Quoted Price	Total
120		Bundle: Pathways: Reading, Writing, and Critical Thinking 2, 2nd Student Edition + Online Workbook (6-year access) Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357082188 / 0357082184	\$62.00	\$62.00	\$7,440.00

Level 2 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
4		Pathways: Reading, Writing, and Critical Thinking 2: Assessment CD-ROM with ExamView® Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625296 / 1337625299	\$49.00	\$0.00	FREE
4		Pathways: Reading, Writing, and Critical Thinking 2: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625456 / 1337625450	\$99.00	\$0.00	FREE
4		Pathways: Reading, Writing, and Critical Thinking 2: Teacher's Guide Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337624848 / 1337624845	\$55.25	\$0.00	FREE
4		Pathways: Reading, Writing, and Critical Thinking 2: Classroom DVD/Audio CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626675 / 1337626678	\$83.25	\$0.00	FREE

Level 3 student print book and online workbook 8 years

Qty	Update Qty	Product	Price	Quoted Price	Total
120		Bundle: Pathways: Reading, Writing, and Critical Thinking 3, 2nd Student Edition + Online Workbook (6-year access) Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357082195 / 0357082192	\$62.00	\$62.00	\$7,440.00

Level 3 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
4		PATHWAYS RW 3 CLASSROOM PRESENTATION TOOL REVISED Blass Laurie 2nd Edition [CENGAGE ELT, 2018] 9780357460986 / 0357460987	\$99.00	\$0.00	FREE
4		Pathways: Reading, Writing, and Critical Thinking 3: Assessment CD-ROM with ExamView® Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625302 / 1337625302	\$49.00	\$0.00	FREE
4		Pathways: Reading, Writing, and Critical Thinking 3: Teacher's Guide Blass 2nd Edition [CENGAGE ELT, 2018] 9781337624855 / 1337624853	\$55.25	\$0.00	FREE
4		PATHWAYS 2E RW 3 VIDEO DVD AND AUDIO REVISED Vargo Marya 2nd Edition [CENGAGE ELT, 2018] 9780357502792 / 0357502795	\$83.25	\$0.00	FREE

Level 4 student print book and online workbook 8 years

Qty	Update Qty	Product	Price	Quoted Price	Total
80		Bundle: Pathways: Reading, Writing, and Critical Thinking 4, 2nd Student Edition + Online Workbook (6-year access) Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357082201 / 0357082206	\$62.00	\$62.00	\$4,960.00

Level 4 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Classroom DVD/Audio CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626699 / 1337626694	\$83.25	\$83.25	\$83.25
3	<input checked="" type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Classroom DVD/Audio CD Package Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9781337626699 / 1337626694	\$83.25	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Teacher's Guide Blass 2nd Edition [CENGAGE ELT, 2018] 9781337624862 / 1337624861	\$55.25	\$55.25	\$55.25
3	<input checked="" type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Teacher's Guide Blass 2nd Edition [CENGAGE ELT, 2018] 9781337624862 / 1337624861	\$55.25	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Assessment CD-ROM with ExamView® Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625319 / 1337625310	\$49.00	\$49.00	\$49.00
3	<input checked="" type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Assessment CD-ROM with ExamView® Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625319 / 1337625310	\$49.00	\$0.00	FREE
1	<input type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625487 / 1337625485	\$99.00	\$99.00	\$99.00
3	<input checked="" type="checkbox"/>	Pathways: Reading, Writing, and Critical Thinking 4: Classroom Presentation Tool Blass 2nd Edition [CENGAGE ELT, 2018] 9781337625487 / 1337625485	\$99.00	\$0.00	FREE

Also Recommended

Qty	Update Qty	Product	Price	Quoted Price	Total
80	<input type="checkbox"/>	Pathways: Reading, Writing and Critical Thinking 4: eBook, Instant Access Code Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357103852 / 0357103858	\$42.00	\$42.00	\$3,360.00
80	<input type="checkbox"/>	Pathways: Reading, Writing and Critical Thinking 1: eBook, Instant Access Code Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357103821 / 0357103823	\$42.00	\$42.00	\$3,360.00
120	<input type="checkbox"/>	Pathways: Reading, Writing and Critical Thinking 3: eBook, Instant Access Code Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357103845 / 035710384X	\$42.00	\$42.00	\$5,040.00
120	<input type="checkbox"/>	Pathways: Reading, Writing and Critical Thinking 2: eBook, Instant Access Code Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357103838 / 0357103831	\$42.00	\$42.00	\$5,040.00
80	<input type="checkbox"/>	Pathways: Reading, Writing and Critical Thinking Foundations: eBook, Instant Access Code Blass/Vargo 2nd Edition [CENGAGE ELT, 2018] 9780357103814 / 0357103815	\$55.95	\$55.95	\$4,476.00

Sub-Total: \$51,895.50
+ Estimated Shipping and/or Process Fee: \$0.00

TOTAL: \$51,895.50
Total Savings: \$4,870.50

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Quoted Products: Adoption 2020 CTE

Qty	Update Qty	Product	Price	Quoted Price	Total
70	<input type="checkbox"/>	<u>Bundle: CompTIA A+ Core 1 Exam : Guide to Computing Infrastructure, 10th Student Edition + MindTap™ (6-year access)</u> Andrews/Dark/West 10th Edition [Skills, 2020] 9780357245033 / 0357245032	\$142.50	\$142.50	\$9,975.00
2	<input type="checkbox"/>	<u>Bundle: CompTIA A+ Core 1 Exam : Guide to Computing Infrastructure, 10th Student Edition + MindTap™ (6-year access)</u> Andrews/Dark/West 10th Edition [Skills, 2020] 9780357245033 / 0357245032	\$142.50	\$0.00	FREE
70	<input type="checkbox"/>	<u>Bundle: CompTIA A+ Guide to IT Technical Support, 10th Student Edition + MindTap™ (6-year access)</u> Andrews/Dark/West 10th Edition [Skills, 2020] 9780357245019 / 0357245016	\$142.50	\$142.50	\$9,975.00
2	<input type="checkbox"/>	<u>Bundle: CompTIA A+ Guide to IT Technical Support, 10th Student Edition + MindTap™ (6-year access)</u> Andrews/Dark/West 10th Edition [Skills, 2020] 9780357245019 / 0357245016	\$142.50	\$0.00	FREE
25	<input type="checkbox"/>	<u>The Graphic Designer's Digital Toolkit : A Project-Based Introduction to Adobe® Photoshop® Creative Cloud, Illustrator Creative Cloud & InDesign Creative Cloud</u> Wood 7th Edition [Skills, 2015] 9781305263659 / 1305263650	\$75.00	\$75.00	\$1,875.00
1	<input type="checkbox"/>	<u>The Graphic Designer's Digital Toolkit : A Project-Based Introduction to Adobe® Photoshop® Creative Cloud, Illustrator Creative Cloud & InDesign Creative Cloud</u> Wood 7th Edition [Skills, 2015] 9781305263659 / 1305263650	\$75.00	\$0.00	FREE
60	<input type="checkbox"/>	<u>Entrepreneurship : Theory, Process, and Practice</u> Kuratko 10th Edition [SSBH, 2017] 9781305576247 / 1305576241	\$187.50	\$187.50	\$11,250.00
2	<input type="checkbox"/>	<u>Instructor's Edition for Kuratko's</u>	\$210.00	\$0.00	FREE

		Entrepreneurship: Theory, Process, and Practice, 10th Kuratko 10th Edition [SSBH, 2017] 9781305576254 / 130557625X			
25		Drafting and Design for Architecture & Construction Hepler/Wallach/Hepler 9th Edition [Skills, 2013] 978111128135 / 111128138	\$187.50	\$187.50	\$4,687.50
1		Student Solutions Manual for Hepler/Wallach/Hepler's Drafting and Design for Architecture, 2nd Hepler/Wallach/Hepler 9th Edition [Skills, 2013] 978111128166 / 111128162	\$70.00	\$0.00	FREE
1		Instructor's Resource for Hepler/Wallach/Hepler's Drafting and Design for Architecture, 2nd HEPLER WALLACH HEPLER 9th Edition [Skills, 2013] 978111128142 / 111128146	\$212.00	\$0.00	FREE
25		Workbook for Hepler/Wallach/Hepler's Drafting and Design for Architecture, 2nd Hepler/Wallach/Hepler 9th Edition [Skills, 2013] 978111128159 / 111128154	\$47.25	\$15.00	\$375.00
60		The Commercial Greenhouse Boodley/Newman 3rd Edition [K12, 2009] 9781418030797 / 1418030791	\$191.25	\$191.25	\$11,475.00
2		The Commercial Greenhouse Boodley/Newman 3rd Edition [K12, 2009] 9781418030797 / 1418030791	\$191.25	\$0.00	FREE
60		Lab Manual for Boodley/Newman's The Commercial Greenhouse, 3rd Boodley/Newman 3rd Edition [K12, 2009] 9781418030834 / 141803083X	\$105.75	\$20.00	\$1,200.00
2		Instructor's Lab Manual for Boodley/Newman's The Commercial Greenhouse, 3rd Newman 3rd Edition [K12, 2009] 9781418030841 / 1418030848	\$20.75	\$0.00	FREE
2		Instructor's Manual for Boodley/Newman's The Commercial Greenhouse, 3rd Newman 3rd Edition [K12, 2009] 9781418030827 / 1418030821	\$20.00	\$0.00	FREE
2		Classmaster CD-ROM for Boodley/Newman's The Commercial Greenhouse, 3rd Newman 3rd Edition [K12, 2009] 9781418030865 / 1418030864	\$478.25	\$0.00	FREE
60		The Design Collection Revealed Creative Cloud Botello/Reding 1st Edition [K12, 2015] 9781305263611 / 1305263618	\$73.50	\$73.50	\$4,410.00
2		The Design Collection Revealed Creative Cloud Botello/Reding 1st Edition [K12, 2015] 9781305263611 / 1305263618	\$73.50	\$0.00	FREE
60		Legal Research, Analysis, and Writing Putman/Albright 4th Edition [Skills, 2018] 9781305948372 / 1305948378	\$135.00	\$135.00	\$8,100.00
2		Legal Research, Analysis, and Writing Putman/Albright 4th Edition [Skills, 2018] 9781305948372 / 1305948378	\$135.00	\$0.00	FREE
30		Introduction to Medical Terminology Ehrlich/Schroeder 3rd Edition [Skills, 2015] 9781133951742 / 1133951740	\$75.00	\$75.00	\$2,250.00
1		Instructor's Resource CD-ROM for Ehrlich/Schroeder's Introduction to Medical Terminology, 3rd Ehrlich/Schroeder 3rd Edition [Skills, 2015] 9781133951728 / 1133951724	\$90.00	\$0.00	FREE
25		Hands on Virtual Computing Simpson/Novak 2nd Edition [Skills, 2018] 9781337101936 / 1337101931	\$92.25	\$92.25	\$2,306.25
1		Hands on Virtual Computing Simpson/Novak 2nd Edition [Skills, 2018] 9781337101936 / 1337101931	\$92.25	\$0.00	FREE

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Total Savings: \$9,318.00

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Prepared By: Jennifer Choiniere, (281) 415-5994, jennifer.choiniere@cengage.com

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Quoted Products: Proc 2020 - ESOL - Edge Level C

Level C: Student print edition and 8 years digital including Comprehension Coach

Qty	Update Qty	Product	Price	Quoted Price	Total
70	<input type="checkbox"/>	Edge 2014 C: Student Edition + myNGconnect (6-year access) Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285807003 / 1285807006		\$135.00	\$9,450.00

Comprehension Coach - per student per year if digital is not purchased.

Qty	Update Qty	Product	Price	Quoted Price	Total
70	<input type="checkbox"/>	Edge 2014: Comprehension Coach Individual Subscription Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767284 / 1285767284		\$0.00	FREE

Print student workbooks

Qty	Update Qty	Product	Price	Quoted Price	Total
560	<input type="checkbox"/>	Edge 2014 C: Interactive Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443454 / 1285443454		\$10.00	\$5,600.00
560	<input type="checkbox"/>	Edge 2014 C: Grammar & Writing Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734866 / 1285734866		\$10.00	\$5,600.00

Print workbook Teacher's edition

Qty	Update Qty	Product	Price	Quoted Price	Total
3	<input type="checkbox"/>	Edge 2014 C: Interactive Practice Book Teacher's		\$40.50	\$121.50

	<input type="checkbox"/>	Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443492 / 1285443497			
3	<input type="checkbox"/>	Edge 2014 C: Interactive Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443492 / 1285443497		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 C: Grammar & Writing Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734897 / 1285734890		\$35.25	\$105.75
3	<input type="checkbox"/>	Edge 2014 C: Grammar & Writing Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734897 / 1285734890		\$0.00	FREE

Edge Level C Teacher Material


Qty	Update Qty	Product	Price	Quoted Price	Total
3	<input type="checkbox"/>	Edge 2014 C: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285807034 / 1285807030		\$366.50	\$1,099.50
3	<input type="checkbox"/>	Edge 2014 C: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285807034 / 1285807030		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 C: Language & Grammar Lab Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465494 / 1285465490		\$112.25	\$336.75
3	<input type="checkbox"/>	Edge 2014 C: Language & Grammar Lab Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465494 / 1285465490		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 C: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767840 / 1285767845		\$149.50	\$448.50
3	<input type="checkbox"/>	Edge 2014 C: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767840 / 1285767845		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 C: Assessment Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443782 / 1285443780		\$149.50	\$448.50
3	<input type="checkbox"/>	Edge 2014 C: Assessment Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443782 / 1285443780		\$0.00	FREE

Edge Level C optional reading libraries

Qty	Update Qty	Product	Price	Quoted Price	Total
4	<input type="checkbox"/>	Edge 2014 C: Leveled Library Single-Copy Set National Geographic Learning 1st Edition [K12, 2009] 9780736239714 / 0736239715		\$367.75	\$1,471.00

Also Recommended

Qty	Update Qty	Product	Price	Quoted Price	Total
3	<input type="checkbox"/>	Edge 2014 C: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465449 / 128546544X		\$112.25	\$336.75
3	<input type="checkbox"/>	Edge 2014 C: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465449 / 128546544X		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 C Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767444 / 1285767446		\$18.00	\$54.00

3		Edge 2014 C Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767444 / 1285767446	\$0.00	FREE
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Sub-Total: \$25,072.25
+ Estimated Shipping and/or Process Fee: \$0.00

TOTAL: \$25,072.25
Total Savings: \$2,951.25

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Prepared By: Jennifer Choiniere, (281) 415-5994, jennifer.choiniere@cengage.com

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Quoted Products: Proc 2020 - ESOL - Edge Level A

Level A: Print & 8 years digital access including Comprehension Coach

Qty	Update Qty	Product	Price	Quoted Price	Total
120	<input type="checkbox"/>	Edge 2014 A: Student Edition + myNGconnect (6-year access) Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806921 / 1285806921		\$135.00	\$16,200.00

Level B: 8 years digital access including Comprehension Coach

Qty	Update Qty	Product	Price	Quoted Price	Total
20	<input type="checkbox"/>	MYNGCONNECT NONCCSS EDGE A 6YR Moore 2nd Edition [K12, 2014] 9781305505155 / 1305505158		\$125.00	\$2,500.00

Teacher's edition - 1 set provided at no charge with every 25 student editions purchased.

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="checkbox"/>	Edge 2014 A: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806952 / 1285806956		\$366.50	\$366.50
5	<input type="checkbox"/>	Edge 2014 A: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806952 / 1285806956		\$0.00	FREE
1	<input type="checkbox"/>	Edge 2014 A: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465388 / 1285465385		\$112.25	\$112.25
5	<input type="checkbox"/>	Edge 2014 A: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465388 / 1285465385		\$0.00	FREE
1	<input type="checkbox"/>	Edge 2014 A Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760520 / 1285760522		\$18.00	\$18.00

5	<input type="checkbox"/>	Edge 2014 A Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760520 / 1285760522		\$0.00	FREE
1	<input type="checkbox"/>	Edge 2014 A: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760605 / 1285760603		\$149.50	\$149.50
5	<input type="checkbox"/>	Edge 2014 A: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760605 / 1285760603		\$0.00	FREE

Print student workbooks

Qty	Update Qty	Product	Price	Quoted Price	Total
1120	<input type="checkbox"/>	Edge 2014 A: Grammar & Writing Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734835 / 1285734831		\$10.00	\$11,200.00
1120	<input type="checkbox"/>	Edge 2014 A: Interactive Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285440064 / 1285440064		\$10.00	\$11,200.00

Print student workbooks - Teachers edition - one free for every 25 student editions

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="checkbox"/>	Edge 2014 A: Grammar & Writing Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734873 / 1285734874		\$35.25	\$35.25
5	<input type="checkbox"/>	Edge 2014 A: Grammar & Writing Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734873 / 1285734874		\$0.00	FREE
1	<input type="checkbox"/>	Edge 2014 A: Interactive Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443478 / 1285443470		\$40.50	\$40.50
5	<input type="checkbox"/>	Edge 2014 A: Interactive Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443478 / 1285443470		\$0.00	FREE

Optional print reading library

Qty	Update Qty	Product	Price	Quoted Price	Total
4	<input type="checkbox"/>	Edge 2014 A: Leveled Library Single Copy Set National Geographic Learning 1st Edition [K12, 2009] 9780736239516 / 0736239510		\$345.00	\$1,380.00

Also Recommended

Qty	Update Qty	Product	Price	Quoted Price	Total
140	<input type="checkbox"/>	Edge 2014: Comprehension Coach Individual Subscription Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767284 / 1285767284		\$0.00	FREE
1	<input type="checkbox"/>	Edge 2014 A: Assessment Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443768 / 1285443764		\$149.50	\$149.50
5	<input type="checkbox"/>	Edge 2014 A: Assessment Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443768 / 1285443764		\$0.00	FREE
1	<input type="checkbox"/>	Edge 2014 A: Language & Grammar Lab: Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12,		\$112.25	\$112.25

	2014] 9781285465470 / 1285465474			
5	Edge 2014 A: Language & Grammar Lab: Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465470 / 1285465474		\$0.00	FREE

Sub-Total: \$43,463.75
+ Estimated Shipping and/or Process Fee: \$0.00

TOTAL: \$43,463.75
Total Savings: \$4,918.75

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Prepared By: Jennifer Choiniere, (281) 415-5994, jennifer.choiniere@cengage.com

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Quoted Products: Proc 2020 ESOL - Edge Level B

Level B: Print & 8 years digital access including Comprehension Coach

Qty	Update Qty	Product	Price	Quoted Price	Total
90		Edge 2014 B: Student Edition + myNGconnect (6-year access) Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806969 / 1285806964		\$135.00	\$12,150.00

Comprehension Coach - included with digital purchase

Qty	Update Qty	Product	Price	Quoted Price	Total
90		Edge 2014: Comprehension Coach Individual Subscription Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767284 / 1285767284		\$0.00	FREE

Print student workbooks - Teachers edition - one free for every 25 student editions

Qty	Update Qty	Product	Price	Quoted Price	Total
6		Edge 2014 B: Grammar & Writing Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734880 / 1285734882		\$0.00	FREE
6		Edge 2014 B: Interactive Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443485 / 1285443489		\$0.00	FREE

Print student workbooks

Qty	Update Qty	Product	Price	Quoted Price	Total

720	<input type="checkbox"/>	Edge 2014 B: Grammar & Writing Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285734859 / 1285734858	\$10.00	\$7,200.00
720	<input type="checkbox"/>	Edge 2014 B: Interactive Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443423 / 128544342X	\$10.00	\$7,200.00

Teacher's edition - 1 set provided at no charge with every 25 student editions purchased.

Qty	Update Qty	Product	Price	Quoted Price	Total
3	<input type="checkbox"/>	Edge 2014 B: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806990 / 1285806999		\$366.50	\$1,099.50
3	<input type="checkbox"/>	Edge 2014 B: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806990 / 1285806999		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 B: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767833 / 1285767837		\$149.50	\$448.50
3	<input type="checkbox"/>	Edge 2014 B: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767833 / 1285767837		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 B Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767437 / 1285767438		\$18.00	\$54.00
3	<input type="checkbox"/>	Edge 2014 B Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767437 / 1285767438		\$0.00	FREE

Optional print reading library

Qty	Update Qty	Product	Price	Quoted Price	Total
4	<input type="checkbox"/>	Edge 2014 B: Leveled Library Single Copy Set National Geographic Learning 1st Edition [K12, 2009] 9780736239615 / 0736239618		\$349.00	\$1,396.00

Also Recommended

Qty	Update Qty	Product	Price	Quoted Price	Total
3	<input type="checkbox"/>	Edge 2014 B: Assessment Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443775 / 1285443772		\$149.50	\$448.50
3	<input type="checkbox"/>	Edge 2014 B: Assessment Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285443775 / 1285443772		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 B: Language & Grammar Lab Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465487 / 1285465482		\$112.25	\$336.75
3	<input type="checkbox"/>	Edge 2014 B: Language & Grammar Lab Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465487 / 1285465482		\$0.00	FREE
3	<input type="checkbox"/>	Edge 2014 B: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465395 / 1285465393		\$112.25	\$336.75
3	<input type="checkbox"/>	Edge 2014 B: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465395 / 1285465393		\$0.00	FREE

Sub-Total: \$30,670.00

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+ Estimated Shipping and/or Process Fee: \$0.00

TOTAL: \$30,670.00
Total Savings: \$3,178.50

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Quoted Products: Proc 2020 - ESOL - Edge Fundamentals

Level Fundamentals: Print & 8 years digital access

Qty	Update Qty	Product	Price	Quoted Price	Total
100	<input type="checkbox"/>	Edge 2014 Fundamentals: Student Edition + myNGconnect (6-year access) Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806884 / 1285806883		\$135.00	\$13,500.00

Level Fundamentals: 8 years digital access

Qty	Update Qty	Product	Price	Quoted Price	Total
30	<input type="checkbox"/>	MYNGCONNECT NONCCSS EDGE FUNDAMENTALS 6YR Moore 2nd Edition [K12, 2014] 9781305505186 / 1305505182		\$125.00	\$3,750.00

Print student workbook

Qty	Update Qty	Product	Price	Quoted Price	Total
1040	<input type="checkbox"/>	Edge 2014 Fundamentals: Grammar & Writing Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285735696 / 1285735692		\$10.00	\$10,400.00
1040	<input type="checkbox"/>	Edge 2014 Fundamentals: Interactive Practice Book Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760476 / 1285760476		\$10.00	\$10,400.00

Print student workbooks - teachers edition - one free for every 25 student editions

Qty	Update Qty	Product	Price	Quoted Price	Total

5		Edge 2014 Fundamentals: Grammar & Writing Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285735702 / 1285735706		\$0.00	FREE
5		Edge 2014 Fundamentals: Interactive Practice Book Teacher's Annotated Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760483 / 1285760484		\$0.00	FREE

Teacher's edition - 1 set provided at no charge with every 25 student editions purchased

Qty	Update Qty	Product	Price	Quoted Price	Total
5		Edge 2014 Fundamentals Teacher's Manual: Unit Tests Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285767420 / 128576742X		\$0.00	FREE
5		Edge 2014 Fundamentals: Teacher's Edition Set Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285806914 / 1285806913		\$0.00	FREE
5		Edge 2014 Fundamentals: ExamView® CD-ROM Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285772943 / 1285772946		\$0.00	FREE
5		Edge 2014 Fundamentals: Assessments Handbook Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760636 / 1285760638		\$0.00	FREE

Optional print reading library

Qty	Update Qty	Product	Price	Quoted Price	Total
3		Edge 2014 Fundamentals: Leveled Library Single-Copy Set National Geographic Learning 1st Edition [K12, 2009] 9780736261715 / 0736261710		\$163.50	\$490.50

Edge implementation training - 1st year free

Qty	Update Qty	Product	Price	Quoted Price	Total
1		Edge Implementation NGSL Marketing 1st Edition [K12, 2012] 9781285021355 / 1285021355		\$0.00	FREE

Also Recommended

Qty	Update Qty	Product	Price	Quoted Price	Total
5		Edge 2014 Fundamentals: Language & Grammar Lab Teacher's Edition Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285760612 / 1285760611		\$0.00	FREE
5		Edge 2014 Fundamentals: Tests Masters Moore/Short/Smith/Tatum 2nd Edition [K12, 2014] 9781285465456 / 1285465458		\$0.00	FREE

Sub-Total: \$38,540.50
 + Estimated Shipping and/or Process Fee: \$0.00

TOTAL: \$38,540.50
Total Savings: \$7,918.75

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Quoted Products: ESL Practical Writing

Foundations Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
2		Great Writing Foundations: ExamView Folse 5th Edition [CENGAGE ELT, 2020] 9780357021194 / 0357021193		\$0.00	FREE
2		Great Writing Foundations: Audio CDs Folse 5th Edition [CENGAGE ELT, 2020] 9780357044742 / 0357044746		\$0.00	FREE
2		Great Writing Foundations: Classroom Presentation Tool Folse 5th Edition [CENGAGE ELT, 2020] 9780357021163 / 0357021169		\$0.00	FREE

Level 1 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
2		Great Writing 1: Classroom Presentation Tool Folse 5th Edition [CENGAGE ELT, 2020] 9780357021200 / 0357021207		\$0.00	FREE
2		Great Writing 1: ExamView Folse 5th Edition [CENGAGE ELT, 2020] 9780357021231 / 0357021231		\$0.00	FREE

Level 2 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
2		Great Writing 2: Classroom Presentation Tool Folse 5th Edition [CENGAGE ELT, 2020] 9780357021224 / 0357021223		\$0.00	FREE
2		Great Writing 2: ExamView Folse 5th Edition [CENGAGE ELT, 2020] 9780357021248 / 035702124X		\$0.00	FREE

Level 3 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
2	<input type="checkbox"/>	Great Writing 3: Classroom Presentation Tool Folse 5th Edition [CENGAGE ELT, 2020] 9780357021217 / 0357021215		\$0.00	FREE
2	<input type="checkbox"/>	Great Writing 3: ExamView Folse 5th Edition [CENGAGE ELT, 2020] 9780357021255 / 0357021258		\$0.00	FREE

Level 4 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
2	<input type="checkbox"/>	Great Writing 4: Classroom Presentation Tool Folse 5th Edition [CENGAGE ELT, 2020] 9780357021170 / 0357021177		\$0.00	FREE
2	<input type="checkbox"/>	Great Writing 4: ExamView Folse 5th Edition [CENGAGE ELT, 2020] 9780357021262 / 0357021266		\$0.00	FREE

Level 5 Teacher Material

Qty	Update Qty	Product	Price	Quoted Price	Total
2	<input type="checkbox"/>	Great Writing 5: Classroom Presentation Tool Folse 5th Edition [CENGAGE ELT, 2020] 9780357021187 / 0357021185		\$0.00	FREE
2	<input type="checkbox"/>	Great Writing 5: ExamView Folse 5th Edition [CENGAGE ELT, 2020] 9780357021279 / 0357021274		\$0.00	FREE

Also Recommended

Qty	Update Qty	Product	Price	Quoted Price	Total
50	<input type="checkbox"/>	EPACK: GREAT WRITING FOUNDATIO NS + OLWB EPIN 6YR Folse/Muchmore-Vokoun/Vestri 5th Edition [CENGAGE ELT, 2020] 9780357492086 / 0357492080		\$62.00	\$3,100.00
50	<input type="checkbox"/>	EPACK: GREAT WRITING LEVEL 1 + OLWB EPIN 6YR Folse Keith 5th Edition [CENGAGE ELT, 2020] 9780357492093 / 0357492099		\$62.00	\$3,100.00
50	<input type="checkbox"/>	EPACK: GREAT WRITING LEVEL 2 + OLWB EPIN 6YR Folse 5th Edition [CENGAGE ELT, 2020] 9780357492109 / 0357492102		\$62.00	\$3,100.00
50	<input type="checkbox"/>	EPACK: GREAT WRITING LEVEL 3 + OLWB EPIN 6YR Folse 5th Edition [CENGAGE ELT, 2020] 9780357492116 / 0357492110		\$62.00	\$3,100.00
50	<input type="checkbox"/>	EPACK: GREAT WRITING LEVEL 4 + OLWB EPIN 6YR Folse 5th Edition [CENGAGE ELT, 2020] 9780357492123 / 0357492129		\$62.00	\$3,100.00
50	<input type="checkbox"/>	EPACK: GREAT WRITING LEVEL 5 + OLWB EPIN 6YR Folse 5th Edition [CENGAGE ELT, 2020] 9780357492130 / 0357492137		\$62.00	\$3,100.00
50	<input type="checkbox"/>	Great Writing 4: Ebook Instant Access Folse 5th Edition [CENGAGE ELT, 2020] 9780357021293 / 0357021290		\$42.00	\$2,100.00
50	<input type="checkbox"/>	Great Writing 1: Ebook Instant Access Folse 5th Edition [CENGAGE ELT, 2020] 9780357021316 / 0357021312		\$42.00	\$2,100.00
50	<input type="checkbox"/>	Great Writing 2: Ebook Instant Access Folse 5th Edition [CENGAGE ELT, 2020] 9780357021309 / 0357021304		\$42.00	\$2,100.00
50	<input type="checkbox"/>			\$42.00	\$2,100.00

	<input type="checkbox"/>	Great Writing Foundations: Ebook Instant Access Folse 5th Edition [CENGAGE ELT, 2020] 9780357021323 / 0357021320		
50	<input type="checkbox"/>	Great Writing 5: Ebook Instant Access Folse 5th Edition [CENGAGE ELT, 2020] 9780357021286 / 0357021282	\$42.00	\$2,100.00
50	<input type="checkbox"/>	Great Writing 3: Ebook Instant Access Folse 5th Edition [CENGAGE ELT, 2020] 9780357021330 / 0357021339	\$42.00	\$2,100.00

Sub-Total: \$31,200.00
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TOTAL: \$31,200.00
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Prepared By: Heather Rosplock, (281) 467-0948, heather.rosplock@cengage.com

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Fundamentals Vol 1 - Print and 8 year Digital

Qty	Update Qty	Product	Price	Quoted Price	Total
175	<input type="text"/>	Inside 2014 Fundamentals: Student Book, Volume 1 + myNGconnect (6 yr) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806600 / 1285806603		\$72.75	\$12,731.25

Fundamentals Vol 1 - Teachers Edition Free with purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="text"/>	Inside 2014 Fundamentals: Teacher's Edition, Volume 1 with Language Models & Songs CDs and Selection & Fluency CD Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285439464 / 1285439465		\$198.25	\$198.25
7	<input type="text"/>	Inside 2014 Fundamentals: Teacher's Edition, Volume 1 with Language Models & Songs CDs and Selection & Fluency CD Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285439464 / 1285439465		\$0.00	FREE

Fundamentals Vol 1 - Assessment Handbook Free with purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="text"/>	Inside 2014 Fundamentals: Assessment		\$149.50	\$149.50

	<input type="checkbox"/>	Handbook, Volume 1 National Geographic Learning 2nd Edition [K12, 2014] 9781285734774 / 1285734777			
7	<input type="checkbox"/>	Inside 2014 Fundamentals: Assessment Handbook, Volume 1 National Geographic Learning 2nd Edition [K12, 2014] 9781285734774 / 1285734777		\$0.00	FREE

Fund Vol 1 Practice Book - Price Dropped to \$10 (vs 14.95) for paying 8 years up front

Qty	Update Qty	Product	Price	Quoted Price	Total
1400	<input type="checkbox"/>	Inside 2014 Fundamentals: Practice Book, Volume 1 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734712 / 1285734718		\$9.75	\$13,650.00

Fundamentals Vol 1 TAE Practice Book

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="checkbox"/>	Inside 2014 Fundamentals: Practice Book Teacher's Annotated Edition, Volume 1 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734668 / 1285734661		\$26.00	\$26.00
7	<input type="checkbox"/>	Inside 2014 Fundamentals: Practice Book Teacher's Annotated Edition, Volume 1 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734668 / 1285734661		\$0.00	FREE

Fund. Vol 1 Theme Books

Qty	Update Qty	Product	Price	Quoted Price	Total
7	<input type="checkbox"/>	Inside Fundamentals: Theme Books Single-Copy Set A National Geographic Learning 1st Edition [K12, 2009] 9780736259194 / 0736259198		\$79.25	\$554.75

Fund Vol 2 - Print and 8 year digital

Qty	Update Qty	Product	Price	Quoted Price	Total
175	<input type="checkbox"/>	Inside 2014 Fundamentals: Student Book, Volume 2 + myNGconnect (6 yr) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806617 / 1285806611		\$72.75	\$12,731.25

Fund Vol 2 Teachers Edition Free with Purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
1	<input type="checkbox"/>	Inside 2014 Fundamentals: Teacher's Edition, Volume 2 + Language Models & Songs CDs + Selection & Fluency CD Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285439471 / 1285439473		\$198.25	\$198.25
7	<input type="checkbox"/>	Inside 2014 Fundamentals: Teacher's Edition, Volume 2 + Language Models & Songs CDs + Selection & Fluency CD Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285439471 / 1285439473		\$0.00	FREE

Fund Vol 2 - Assessment Handbook Free with purchase of 25 students

Qty	Update	Product	Price	Quoted Price	Total
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Qty	Update Qty	Product	Price	Quoted Price	Total
1		Inside 2014 Fundamentals: Assessment Handbook, Volume 2 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734750 / 1285734750		\$149.50	\$149.50
7		Inside 2014 Fundamentals: Assessment Handbook, Volume 2 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734750 / 1285734750		\$0.00	FREE

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Qty	Update Qty	Product	Price	Quoted Price	Total
1400		Inside Fundamentals: Practice Book, Volume 2 National Geographic Learning 2nd Edition [K12, 2014] 9781285734682 / 1285734688		\$9.75	\$13,650.00

Fundamentals Vol 2 TAE Practice Book

Qty	Update Qty	Product	Price	Quoted Price	Total
1		Inside 2014 Fundamentals: Practice Book Teacher's Annotated Edition, Volume 2 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734590 / 1285734599		\$26.00	\$26.00
7		Inside 2014 Fundamentals: Practice Book Teacher's Annotated Edition, Volume 2 Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285734590 / 1285734599		\$0.00	FREE

Fund Vol 2 - Theme Books

Qty	Update Qty	Product	Price	Quoted Price	Total
7		Inside Fundamentals: Theme Books Single-Copy Set B National Geographic Learning 1st Edition [K12, 2009] 9780736259200 / 0736259201		\$82.50	\$577.50

Level A - Digital only for 8 years including comprehension coach

Qty	Update Qty	Product	Price	Quoted Price	Total
100		Inside 2014 A: myNGconnect (6 yr) National Geographic Learning 2nd Edition [K12, 2014] 9781285741833 / 1285741838		\$146.25	\$14,625.00

Level A Print and 8 year digital including comprehension coach

Qty	Update Qty	Product	Price	Quoted Price	Total
205		Inside 2014 A: Reading & Language Student Book + Writing Student Book + myNGconnect (6 yr) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806747 / 1285806743		\$166.25	\$34,081.25

Level A Practice Book - Price Dropped to \$20 (vs 26.95) for paying 8 years up front

Qty	Update Qty	Product	Price	Quoted Price	Total
2440		Inside 2014 A: Practice Book Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014]		\$15.25	\$37,210.00

9781285438948 / 1285438949

Level A TAE Practice Book

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="text"/>	Inside 2014 A: Practice Book Teacher's Annotated Edition Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285438993 / 128543899X		\$0.00	FREE

Level A Assessment Handbook - Free with Purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="text"/>	Inside 2014 A: Assessment Handbook National Geographic Learning 2nd Edition [K12, 2014] 9781285439242 / 1285439244		\$0.00	FREE

Level A Teachers Editions Free with purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="text"/>	Inside 2014 A: Teacher's Edition Set (2 Volumes) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806839 / 1285806832		\$0.00	FREE

Level B Print and 8 year digital

Qty	Update Qty	Product	Price	Quoted Price	Total
205	<input type="text"/>	Inside 2014 B: Reading & Language Student Book + Writing Student Book + myNGconnect (6 yr) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806754 / 1285806751		\$166.25	\$34,081.25

Level B 8 year digital only

Qty	Update Qty	Product	Price	Quoted Price	Total
100	<input type="text"/>	Inside 2014 B: myNGconnect (6 yr) National Geographic Learning 2nd Edition [K12, 2014] 9781285775449 / 1285775449		\$156.25	\$15,625.00

Level B Practice Book - Price Dropped to \$20 for paying 8 years up front

Qty	Update Qty	Product	Price	Quoted Price	Total
2440	<input type="text"/>	Inside 2014 B: Practice Book Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285438955 / 1285438957		\$15.25	\$37,210.00

Level B TAE Practice Book

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="text"/>	Inside 2014 B: Practice Book Teacher's Annotated Edition Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285439006 / 1285439007		\$0.00	FREE

Level B Assessment Handbook free with every 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
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Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="checkbox"/>	Inside 2014 B: Assessment Handbook National Geographic Learning 2nd Edition [K12, 2014] 9781285439266 / 1285439260		\$0.00	FREE

Level B Teachers Editions Free with purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="checkbox"/>	Inside 2014 B: Teacher's Edition Set (2 volumes) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806846 / 1285806840		\$0.00	FREE

Level C 8 year Digital Only

Qty	Update Qty	Product	Price	Quoted Price	Total
70	<input type="checkbox"/>	Inside 2014 C: myNGconnect (6 yr) National Geographic Learning 2nd Edition [K12, 2014] 9781285775906 / 1285775902		\$156.25	\$10,937.50

Level C Print and 8 year digital

Qty	Update Qty	Product	Price	Quoted Price	Total
185	<input type="checkbox"/>	Inside 2014 C: Reading & Language Student Book + Writing Student Book + myNGconnect (6 yr) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806761 / 128580676X		\$166.25	\$30,756.25

Level C Assessment Handbook Free with Purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="checkbox"/>	Inside 2014 C: Assessment Handbook National Geographic Learning 2nd Edition [K12, 2014] 9781285439273 / 1285439279		\$0.00	FREE

Level C Practice Book - Price Drops to \$20 if pay for 8 years up front

Qty	Update Qty	Product	Price	Quoted Price	Total
2040	<input type="checkbox"/>	Inside 2014 C: Practice Book Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285438979 / 1285438973		\$15.25	\$31,110.00

Level C Teachers Editions Free with purchase of 25 students

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="checkbox"/>	Inside 2014 C: Teacher's Edition Set (2 volumes) Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285806853 / 1285806859		\$0.00	FREE

Level C TAE Practice Book

Qty	Update Qty	Product	Price	Quoted Price	Total
8	<input type="checkbox"/>	Inside 2014 C: Practice Book Teacher's Annotated Edition Moore/Short/Tatum/Tinajero/Bernabei/Smith 2nd Edition [K12, 2014] 9781285439013 / 1285439015		\$0.00	FREE

Professional Development/Teacher Training

Qty	Update Qty	Product	Price	Quoted Price	Total
1		Inside Implementation NGSL Marketing 1st Edition [K12, 2012] 9781285021256 / 1285021258		\$0.00	FREE

Comprehension Coach included with Levels A, B and C Digital

Qty	Update Qty	Product	Price	Quoted Price	Total
624		Inside 2014 : Comprehension Coach Individual (per student) subscription (12 mo) National Geographic Learning 2nd Edition [K12, 2014] 9781285746371 / 1285746376		\$0.00	FREE

Sub-Total: \$300,278.50
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Total Savings: \$72,318.50

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Dannette Menendez
dmenend@bmtisd.com

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Prepared By

Mary E. Brown (TX)
mary.brown@hmc.com

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ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
Grades 3-8					
Student					
9780358050643	Writable 1 Year Online Grades 3-8	\$7.00	7,000	\$49,000.00	
Total for Student		\$49,000.00			
Total for Grades 3-8		\$49,000.00			
Grade 9					
Student Resource Package					
9780358397083	2021 Texas Into Literature Comprehensive Student Resource Package w/HC Student Edition Plus with 8 Year Digital Grade 9	c \$142.00	630	\$89,460.00	
Package Includes: Texas Student Edition Hardcover Grade 12 Texas Digital Student Edition plus Resources Online 8 Year Grade 12 Into Literature Plus Writable Online 8 Year Digital Grade 12 Also Includes 9 Novel points per Student Resource Package					
Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages					
9780358398011	2021 Texas Into Literature Digital Learning Student Resource Package with Novels Plus 8 Year Grade 9	c \$138.00	745	\$102,810.00	
Package Includes: Texas Digital Student Edition plus Resources Online 8 Year Grade 9 Into Literature Plus Writable Online 8 Year Digital Grade 9 Also Includes 9 Novel points per Student Resource Package					
Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages					
Total for Student Resource Package		\$192,270.00			
Teacher Resource Package					
9781328596475	2021 Texas Into Literature Teacher Resource Package with 8 Year Digital Grade 9	c \$482.55			22
Package Includes: Texas Teacher Edition Grade 12 Texas Teacher Digital Management Center 8 Year Grade 12					
Total for Teacher Resource Package		\$0.00			
A la Carte Items Available for Purchase					
9780358457114	Texas Language Arts 3 Novel Points Multi-Program Incentive: With a Proclamation 2019 grade K-5 TX Into Reading or 6-8 TX Into Literature purchase get an additional 3 Novel Points on packages with Novels for TX Into Literature 9-12 for each Student Resource Package purchased.	\$5.00			1375
Total for A la Carte Items Available for Purchase		\$0.00			
Total for Grade 9		\$192,270.00			
Grade 10					
Student Resource Package					
9780358397090	2021 Texas Into Literature Comprehensive Student Resource Package w/HC Student Edition Plus with 8 Year Digital Grade 10	c \$142.00	595	\$84,490.00	
Package Includes:					

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Texas Student Edition Hardcover Grade 12 Texas Digital Student Edition plus Resources Online 8 Year Grade 12 Into Literature Plus Writable Online 8 Year Digital Grade 12 Also Includes 9 Novel points per Student Resource Package Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages						
9780358398028	2021 Texas Into Literature Digital Learning Student Resource Package with Novels Plus 8 Year Grade 10	c	\$138.00	780	\$107,640.00	
Package Includes: Texas Digital Student Edition plus Resources Online 8 Year Grade 10 Into Literature Plus Writable Online 8 Year Digital Grade 10 Also Includes 9 Novel points per Student Resource Package Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages						
Total for Student Resource Package					\$192,130.00	
Teacher Resource Package						
9781328596482	2021 Texas Into Literature Teacher Resource Package with 8 Year Digital Grade 10	c	\$482.55			21
Package Includes: Texas Teacher Edition Grade 12 Texas Teacher Digital Management Center 8 Year Grade 12						
Total for Teacher Resource Package					\$0.00	
A la Carte Items Available for Purchase						
9780358457114	Texas Language Arts 3 Novel Points Multi-Program Incentive: With a Proclamation 2019 grade K-5 TX Into Reading or 6-8 TX Into Literature purchase get an additional 3 Novel Points on packages with Novels for TX Into Literature 9-12 for each Student Resource Package purchased.		\$5.00			1375
Total for A la Carte Items Available for Purchase					\$0.00	

Total for Grade 10 **\$192,130.00**

Grade 11

Student Resource Package

9780358397106	2021 Texas Into Literature Comprehensive Student Resource Package w/HC Student Edition Plus with 8 Year Digital Grade 11	c	\$142.00	560	\$79,520.00	
Package Includes: Texas Student Edition Hardcover Grade 12 Texas Digital Student Edition plus Resources Online 8 Year Grade 12 Into Literature Plus Writable Online 8 Year Digital Grade 12 Also Includes 9 Novel points per Student Resource Package Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages						
9780358398035	2021 Texas Into Literature Digital Learning Student Resource Package with Novels Plus 8 Year Grade 11	c	\$138.00	540	\$74,520.00	
Package Includes: Texas Digital Student Edition plus Resources Online 8 Year Grade 11 Into Literature Plus Writable Online 8 Year Digital Grade 11 Also Includes 9 Novel points per Student Resource Package Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages						
Total for Student Resource Package					\$154,040.00	

Teacher Resource Package



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9781328596499	2021 Texas Into Literature Teacher Resource Package with 8 Year Digital Grade 11 Package Includes: Texas Teacher Edition Grade 12 Texas Teacher Digital Management Center 8 Year Grade 12	c \$482.55			20
Total for Teacher Resource Package				\$0.00	
A la Carte Items Available for Purchase					
9780358457114	Texas Language Arts 3 Novel Points Multi-Program Incentive: With a Proclamation 2019 grade K-5 TX Into Reading or 6-8 TX Into Literature purchase get an additional 3 Novel Points on packages with Novels for TX Into Literature 9-12 for each Student Resource Package purchased.	\$5.00			1100
Total for A la Carte Items Available for Purchase				\$0.00	
Total for Grade 11				\$154,040.00	

Grade 12

Student Resource Package

9780358397113	2021 Texas Into Literature Comprehensive Student Resource Package w/HC Student Edition Plus with 8 Year Digital Grade 12 Package Includes: Texas Student Edition Hardcover Grade 12 Texas Digital Student Edition plus Resources Online 8 Year Grade 12 Into Literature Plus Writable Online 8 Year Digital Grade 12 Also Includes 9 Novel points per Student Resource Package Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages	c \$142.00	560	\$79,520.00	
9780358398042	2021 Texas Into Literature Digital Learning Student Resource Package with Novels Plus 8 Year Grade 12 Package Includes: Texas Digital Student Edition plus Resources Online 8 Year Grade 12 Into Literature Plus Writable Online 8 Year Digital Grade 12 Also Includes 9 Novel points per Student Resource Package Receive 1 Teacher Resource Package with the purchase of 50 Student Resource Packages	c \$138.00	540	\$74,520.00	
Total for Student Resource Package				\$154,040.00	

Teacher Resource Package

9781328596505	2021 Texas Into Literature Teacher Resource Package with 8 Year Digital Grade 12 Package Includes: Texas Teacher Edition Grade 12 Texas Teacher Digital Management Center 8 Year Grade 12	c \$482.55			20
Total for Teacher Resource Package				\$0.00	
A la Carte Items Available for Purchase					
9780358457114	Texas Language Arts 3 Novel Points Multi-Program Incentive: With a Proclamation 2019 grade K-5 TX Into Reading or 6-8 TX Into Literature purchase get an additional 3 Novel Points on packages with Novels for TX Into Literature 9-12 for each Student Resource Package purchased.	\$5.00			1100
Total for A la Carte Items Available for Purchase				\$0.00	



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Into Literature 9-12 Digital Learning w/Novels PLUS 8 Yr Plus Class Sets

ISBN	Title	Price	Quantity	Value of All Material	Free Materials Quantity
Total for Grade 12		\$154,040.00			
<u>Professional Services</u>					
Implementation Success Plan					
9780358205746	2021 Texas Into Literature Getting Started Webinar Grades 9-12 In this course, teachers have meaningful hands-on or virtual experiences to learn about their program's organization, design, and support resources essential to implementing the program and its related technology.\n\nLEARNING OUTCOMES:\n• Enrich daily instruction by applying knowledge of the program organization and pedagogy\n• Support differentiation, assessment, and effective whole and small group instruction using HMH program resources and instructional tools\n• Enhance instructional delivery and student learning using HMH® technology		3		
9780358237419	2021 Texas Into Literature Follow Up 1-Hour Webinar Session Grades 9-12 To deepen program understanding, customers can choose from relevant instructional topics to create a personalized professional learning experience.		6		
9780358205814	2021 Texas Into Literature Follow-Up In Person Grades 9-12 To deepen program understanding, customers can choose from relevant instructional topics to create a personalized professional learning experience.		3		
Total for Professional Services		\$ 0.00			

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COST PROPOSAL

Quote Prepared On April 7, 2017
 Quote Valid Through September 4, 2017
 Payment Terms Net 30 Days
 Quote No. 170414022

Prepared For
3395 Harrison Ave Beaumont TX, 77706

Prepared By
Layla Lamchahab llamchahab@vistahigherlearning.com (800) 618-7375 ext. 9323 Vista Higher Learning 500 Boylston St, Suite 620 Boston, MA 02116-3736

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Qty	Item Number	Description	Unit Price	Total Value	Total Cost
360	978-1-61857-225-7	AP Spanish Language & Culture Exam Prep	\$50.00	\$18,000.00	\$18,000.00

Temas					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
120	978-1-62680-607-8	Temas Student Edition + Supersite Plus(vText (Online))(6 year license) + APspan Student Edition + Supersite Plus (6 year license)(eDelivery)	\$228.00	\$27,360.00	\$27,360.00
5	978-1-62680-616-0	Temas National Teacher Resource Box	\$293.00	\$1,465.00	\$0.00

Themes 1e					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
72	978-1-68004-035-7	Themes 1e Student Edition + Supersite Plus(vText (Online)) (6 year license)(eDelivery)	\$115.00	\$8,280.00	\$8,280.00
4	978-1-68004-033-3	Themes 1e Teacher Resource Box	\$267.00	\$1,068.00	\$0.00

St Book only \$95.00

Total Value	\$56,173.00
Total Gratis	\$2,533.00
Total Cost	\$53,640.00
Est. Shipping (Flat Rate)	\$0.00
Est. Grand Total Cost	\$53,640.00

Special Instructions
<ul style="list-style-type: none"> Please include a copy of your signed and dated tax exemption certificate when sending in your purchase order. FREE SHIPPING is only offered on orders that are being sent to one location. Additional Orders of saleable items that are placed after the initial shipment will be charged standard pricing. Gratis items are awarded based on the amount of this order. If adjusted the level of gratis will change.

To Order Contact Customer Service
Phone (800) 269-6311 ext. 1 Fax (617) 426-5215
Email sales@vistahigherlearning.com

Hi Dannette,

You would pay for the 120 in the bundle and 360 additional workbooks, which totals to 480.

Six years of workbooks (120 a year) means you would need a total of 720. Subtract 480 from 720 and VHL will provide 240 gratis.

Thanks,

Layla Lamchahab
Modern Language Specialist

Vista Higher Learning
500 Boylston Street, Suite 620
Boston, MA 02116
Office: 800.618.7375 x9323
Cell: 617.596.0026
Instructor Only Tech Support: 800.922.6003



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.F.4.**

Agenda Item Title: Award Recommended Vendor for RFP 20.09 Athletic Apparel Exclusivity

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s): Ron Jackson and Clifton English

Executive Summary: A Request for Proposal was issued for Athletic Apparel Exclusivity. The district would be required to wear Adidas apparel at the Varsity level for all sports on game days only. This program will provide the district with discounts on Adidas brand athletic apparel, footwear, game jerseys, accessories, and equipment. There will be an annual allotment for the district to purchase from, a 10% rebate program, as well as the ability for all community members to purchase Beaumont United and West Brook apparel at the same discounted rate provided to the school district. The contract would be for (1) one year with (4) four optional one-year renewals. Forty-two vendors were contacted, eight local, with four responses.

Recommendation: Approve the award of RFP 20.09 Athletic Apparel Exclusivity to Athletic Supply.

Budget Impact* (if applicable): Estimated \$ 200,000

Funding Source (if applicable): General Fund

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements): TEC Ch. 44.031

Policy Reference (if applicable, list policy/regulation): CH (Local)

Legal Review (if necessary, list attorney and firm): N/A



Cabinet Level Presenter's Signature



Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

20.09 - Athletic Apparel Exclusivity Tabulation

	Athletic Supply	BSN	Complete Athlete	Riddell
Pricing				
Points (40 max)	40	35	30	30
Ability to Meets District Needs				
Points (25 max)	25	25	25	20
Additional Services				
Points (20 max)	20	15	0	0
Vendor Reputation				
Points (10 max)	10	10	10	10
Past Relationship with the District				
Points (5 max)	5	5	5	5
Total Points	100.00	90.00	70.00	65.00
Recommended Vendor	Yes			

Recommendation Summary: Athletic Supply has a proven history of excellent service to the district. They have program incentives, rebates, and community benefits that allow the district to obtain the best value for athletic apparel while maintaining quality.



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.F.5.**

Agenda Item Title: Award Recommended Vendor for RFP 20.10 Vincent MS Roof Replacement

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s): Tony Aguilar and Clifton English

Executive Summary: A Request for Proposal was issued for the Vincent Middle School Roof Replacement project. This will replace the current roofing system which has been in place since 1964. This project includes a new roofing system and waterproofing of the gymnasium exterior walls. Twenty-two vendors were contacted, seven local, with fourteen responses.

Recommendation: Approve the award of RFP 20.10 Vincent Middle School Roof Replacement to Marsh Waterproofing the amount of \$ 925,015.

Budget Impact* (if applicable): \$ 925,015

Funding Source (if applicable): General Fund

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements): TEC Ch. 44.031

Policy Reference (if applicable, list policy/regulation): CH (Local)

Legal Review (if necessary, list attorney and firm): N/A

Cheryl Hernandez
Cabinet Level Presenter's Signature

5/13/2020
Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

20.10 - Vincent Roof Replacement Tabulation

		Price	Ability to Meets District Needs Points	Vendor Location	Vendor Reputation	Past Relationship with the District	Total Points	Recommended Vendor
		(50 max)	(25 max)	(10 max)	(10 max)	(5 max)	(100 max)	
Marsh Waterproofing	\$925,015	50.00	25	9	10	5	99.00	Yes
Ally Roofing	\$1,080,382	42.81	25	8	10	0	85.81	
CS Advantage	\$965,000	47.93	20	7	10	0	84.93	
Perkins Roofing	\$968,000	47.78	25	10	2	0	84.78	
Sea Breeze Roofing	\$1,051,832	46.01	25	8	5	0	84.01	
Brazos Industries	\$1,215,800	38.04	24	8	10	0	80.04	
Restoration Services	\$1,271,754	38.37	23	8	10	0	77.37	
Scarborough Industries	\$1,320,860	35.02	23	9	9	0	76.02	
Alto Vista Roofing	\$1,052,000	43.96	23	4	5	0	75.96	
Mike Barnett Construction	\$1,337,800	34.57	23	9	9	0	75.57	
RYCARS Construction	\$1,097,860	42.14	23	4	5	0	74.14	
Strategic Roofing	\$1,455,000	31.79	22	8	5	0	66.79	
American Contracting, USA	\$1,196,222	38.86	22	0	5	0	65.86	
L. Wallace Construction	\$1,380,538	33.99	24	0	5	0	62.99	

Recommendation Summary:

Marsh Waterproofing proposed the most competitive price while being able to complete the project before the first day of school. Marsh Waterproofing has completed previous projects for the district with great results.



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: **III.F.6.**

Agenda Item Title: Award Recommended Vendor for RFQ 20.11 Employee Benefits Broker Services for Dual Medical Plan

Cabinet Level Presenter(s): Cheryl Hernandez

Additional Presenter(s): Peggy Haynes and Clifton English

Executive Summary: A Request for Qualifications was issued for Employee Benefits Broker Services. As a part of the District of Innovation exceptions approved by the board, the district is seeking alternate medical packages outside of those offered by TRS. The broker would provide Group Health & Pharmacy, Stop Loss, Dental, Vision, Life, Cancer, Critical Illness, Disability, and Third-Party Administrator (TPA) service options from the market to the district. The district believes by offering a dual medical plan to our employees, we will be able to provide a richer benefit package at the same or reduced price to each employee. Each employee would have the option to stay with TRS or move to the new plans obtained by the broker. The contract would be for (1) one year with (4) four optional one-year renewals. Twenty-six vendors were contacted with seven responses.

Recommendation: Approve the award of RFQ 20.11 Employee Benefits Broker Services for the dual medical plan to FBS.

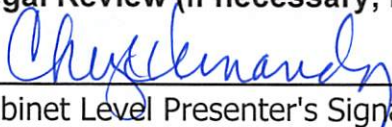
Budget Impact* (if applicable):

Funding Source (if applicable): General Fund

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements): GC 2254

Policy Reference (if applicable, list policy/regulation): CH (Local)

Legal Review (if necessary, list attorney and firm): N/A



Cabinet Level Presenter's Signature



Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

RFQ 20.11 Employee Benefits Broker Service Analysis

	FBS	Higginbotham	Gallagher	USI	US Benefits	HUB	McGriff	Colonial
Firms' Capabilities								
30pts max	30	30	25	25	20	20	25	5
Firm's Qualifications								
20 pts max	18	20	20	18	18	15	18	10
Firm's Proposed Personnel Qualifications								
20 pts max	20	20	20	20	18	15	20	10
Financial Proposal								
30 pts max	30	25	25	25	20	20	0	10
Total Points	98	95	90	88	76	70	63	35

Recommended Yes

Recommendation FBS is a third-party administrator who has over 20 years experience of servicing school districts in the State of Texas. Has had BISD benefits for last 5 years and have done an incredible job. No extra cost to the district.



Board Exhibit Cover Sheet

Meeting Date: May 21, 2020

Agenda Item/Exhibit Number: III.F.7.

Agenda Item Title: Approval of Publishers and Instructional Materials for Proclamation 2020

Cabinet Level Presenter(s): Dr. Anita Frank

Additional Presenter(s): Dannette Menendez

Executive Summary: In February 2020, district level teachers participated in the adoption of instructional materials for 6th-12th grades English Language Arts and Reading (ELA-R), 9th-12th grades Journalism, 9th-12th grades Public Speaking, 9th-12th grades Debate, and 6th-12th grades English as a Second Language (ESL). The adopted materials are scheduled to be used in classrooms in the 2020–2021 school year.

Recommendation: The recommendation is that the board approves the selected publishers and the purchase of instructional materials for the 2020-2021 school year.

Budget Impact* (if applicable): N/A

Funding Source (if applicable): Instructional Materials Allotment

Compliance with Purchasing Guidelines (list applicable guidelines, including grant requirements): N/A

Policy Reference (if applicable, list policy/regulation): N/A

Legal Review (if necessary, list attorney and firm): N/A

Anita Frank

Cabinet Level Presenter's Signature

May 14, 2020

Date

*CFO Signature (required if there is a budget impact)

Date

General Counsel's Signature

Date

BISD Adoption Proclamation 2020

Selected Publishers, Purchase Projections, Material
Overview, and Expenses for ELA-R and Related
Courses for Secondary and ESL Courses 6th-12th
Grade Instructional Materials

Report by
Dannette M. Menendez, IMA District Coordinator
May 21, 2020

A. Publishers Selected for BISD Proclamation 2020

1. The list contains the recommended publishers based on the February 2019 teachers' selection:

a. High School English Courses:

English I-IV: Into Literature-HMH

AP English 3: Bedford/St. Martin's - Literature and Composition: Reading, Writing, Thinking for AP English 3

AP English 4: Bedford/St. Martin's - Literature and Composition: Reading, Writing, Rhetoric for AP English 4.

High School Reading 1-3: TPS Publishing, Inc.- STEAM into High School Reading Journalism: Goodheart-Willcox Company-Journalism: Publishing Across Media
Public Speaking I,II, III- Perfection Learning Corporation-Projects in Professional Communications

Debate I, II, III-Perfection Learning Corporation-Mastering Competitive Debate

Research and Technical Writing: TPS Publishing, Inc.- STEAM into High School Reading

b. ELL Middle School:

ESL English I- 6th Grade and ELLA- 7th Grade, and 8th Grade:

National Geographic/Cengage Learning: Inside-Fundamentals (Volume 1 and Volume 2), Level A-Reading and Language Book, Level B-Reading and Language Book, and Level C-Reading and Language Book.

ESL Writing I-III- National Geographic/Cengage Learning: Inside-Level A-Writing Book, Level B-Writing Book, and Level C-Writing Book.

ELDA 1-3 (Middle School): Vista Higher Learning: Get Ready! and Get Reading! (Grades 6-8).

c. ELL High School:

ESOL 1 and 2: National Geographic/Cengage Learning: Edge 2e-Fundamentals, Level A, Level B, and Level C.

ESL Reading 1-3: National Geographic/Cengage Learning: Pathways-Reading, Writing, and Critical Thinking (Levels: Foundations-4).

Practical Writing for ESL: National Geographic/Cengage Learning: Great Writing (Levels: Foundations-5).

d. ELDA 1-2:

Vista Higher Learning: Get Ready! and Get Reading! (Grades 9-12)

2. Material Overview:

English I-IV:

Description:

At each grade level, Into Literature for Grades 9-12 is presented in six units that center on an Essential Question that links reading selections, frames the unit's theme, and connects to students' experiences. Units include literary and informational texts and a set of "Studios" (e.g., "Reading Studio") that integrate activities in the domains of literacy (i.e., reading, writing, listening, and speaking) as well as vocabulary and grammar.

Lessons are organized around age-appropriate authentic texts that support reading instruction and serve as mentor texts for student writing. Reading selections include a variety of genres (e.g., historical fiction, narrative non-fiction) and representations of diverse cultures and characters. Critical vocabulary is highlighted in the text and hyperlinked to definitions in eBooks. Texts include vivid visual elements, numbered paragraphs and stanzas, and embedded prompts that help students analyze and understand what they are reading, such as an “Analyze Point of View” prompt that asks students to consider whether a story’s narrator is reliable and to explain their reasoning. eBooks have note taking, bookmarking, and highlighting tools and a word processing feature that allow students to respond to prompts in their texts. Teachers may activate audio readers.

English AP 3: Literature and Composition: Reading, Writing, Thinking

Description:

It is the first college-level textbook intended for upper-level high school English courses, in particular the Advanced Placement* English Language and Composition course. Its goal is to help high school students read, analyze, and write with the same level of skill and sophistication of thought as they would in a first year composition course in college. The Language of Composition offers a diverse collection of more than 150 college-level selections — including nonfiction, fiction, poetry, and visual texts — that are both interesting and suitable for a high school audience; practical advice on rhetoric, argument, reading, and writing; and special attention to synthesis and visual analysis skills in keeping with the content of the AP English Language and Composition course and exam.

English AP 4: Literature and Composition: Reading, Writing, Rhetoric

Description:

Organized thematically to put meaning first, Literature & Composition offers a wide variety of classic and current literature, plus all of the support students need to analyze and write about it—assignments and on the an AP Literature Exam. The book is divided into two parts: instructional chapters that teach students skills they need for success in an AP Literature course, and thematic chapters that let students explore amazing literature while honing their reading, writing, and analysis skills.

High School Reading 1-3 and Research and Technical Writing: STEAM into High School Reading

Description:

TPS’s Reading is a comprehensive reading program for the high school Reading I, II, and III courses. The same material is used for all courses. *TPS Reading* focuses instruction on the student expectations of the TEKS and includes a variety of activities, open-ended questions, and lessons to develop reading skills. It engages students in the reading process by encouraging them to choose their reading material, but noted that the product includes only a few reading selections and does not provide an anthology.

Journalism:

Description:

Journalism: Publishing Across Media teaches the principles, practices and styles used in traditional and new media. It explains core journalism concepts in a student-friendly way to high school learners in first-year Journalism and Communication programs. In contrast to other journalism texts, this text stresses the importance of telling stories through visual and audio

elements, as well as the written and spoken word. Examples of student and professional work accompany the text. *Writers' Workshops* in each chapter lead students through a process that emphasizes writing for an audience, develops students' writing ability, and trains them for future editorial leadership. *Journalism Style* activities at the end of each chapter teach students the skills they need to create written copy in accepted journalism style. The text includes abundant examples and assignments derived from real-life high school publishing situations to help create strong writers and editors who are grounded in journalistic values, ethics, and practices.

Public Speaking I, II, III: Projects in Professional Communications

Description:

Help students prepare for the demands of communication in today's workplace. It is a comprehensive overview of professional communications—its history, the role of technology, ethics and responsibilities, the economic foundations of the communications industry, and a chance to determine where students' interests lie. Engaging, learn-by-doing projects help students gain mastery of workplace communications skills as they explore communications careers, purposes and ethics of professional communications, effective interpersonal communication, productive group interactions and problem solving, understanding purpose, audience, and occasion, finding and evaluating sources, putting technology to work in oral, written, and digital presentations.

Debate I, II, III: Mastering Competitive Debate

Description:

A comprehensive resource for all forms of competitive debate—public forum, Lincoln-Douglas debate, world schools, mock trial, and congressional and parliamentary debate. It is written and reviewed by a team of accomplished debate teachers, nationally-known debate directors and judges, and award-winning debate coaches. Includes a Debate Across the Curriculum chapter links debate and communication skills to project-based learning and provides tips and resources for adding debate to a variety of classes and disciplines and a Watch It feature points students to an open educational resource video on the chapter topic and builds both background and contextual knowledge.

ELL Middle School:

ESL English I- 6th Grade and ELLA- 7th Grade, and 8th Grade:

Overview:

Inside is an intensive reading program for middle school students. *Inside* is structured around five levels: Fundamentals Volume 1, Fundamentals Volume 2, Level A, Level B, and Level C. The fundamental levels incorporate the basics of reading, language, and writing, whereas Levels A, B, and C provide more in depth coverage of literacy and language. At any level your students will be exposed to three types of age appropriate texts: instructional, complex, and independent. A balance of informational texts and literature are provided throughout the program. Students are engaged with paired selections from a wide variety of genres including: National Geographic articles, narrative nonfiction, expository texts, digital genres, arguments, contemporary literature, and classics. With intense, scaffolded and differentiated instruction, age-appropriate leveled texts and engaging literature, and an exciting digital pathway, Inside will meet the needs of today's middle school students.

ELDA 1-3 Middle School and ELDA 1-2 High School

Description:

Get Ready! is the newest, most comprehensive standards-based program developed specifically to address the unique needs of middle and high school Newcomer English Language Learners. This multi-level program engages students with age-appropriate, motivating communicative presentations and as well as literary and informal lessons in science, social studies, math, music, and the arts. Available for the following levels of Newcomer classes: Grades 6-8, 10 Units Grades 9-12, 10 Units.

ELL High School:

ESOL 1 and 2:

Description:

Edge is a leveled core reading/language arts program designed for striving readers and ESL students in grades 9-12. Edge is designed to help prepare all students for college and career success with dynamic National Geographic content and authentic and multicultural literature. Edge was built around relevant and motivating content. The reading selections in Edge were specifically chosen to engage adolescent striving readers, get students excited about reading, and create a context for discussion and learning. Program authors Alfred Tatum, Michael Smith, and David Moore have conducted decades of research on how to select literature that engages and inspires adolescent striving readers as well as incorporate best, research-based teaching practices to ensure success for all students, increase reading and comprehension levels, and prepare students for success beyond the high school classroom.

ESL Reading 1-3

Description:

Pathways is National Geographic Learning's new five-level academic skills series that features reading & writing and listening & speaking strands to help learners develop the language skills needed to achieve academic success. Learners develop academic literacy skills through content, images and video from National Geographic. This innovative series provides learners with a pathway to success! With Pathways learners will develop academic literacy skills, connect to the real world through content from National Geographic, and achieve academic success.

Practical Writing for ESL:

Description:

An all-new level, Great Writing Foundations introduces students to the basics of sentence structure, grammar, spelling, and vocabulary for writing. Impactful National Geographic images open every unit and help to stimulate student writing. Updated "Grammar for Writing" sections help students apply target structures to the writing goals. "Building Better Vocabulary" activities highlight words from the Academic Word List and encourage students to use new words in their writing. The new Online Workbook provides additional practice in grammar, vocabulary, and editing to help students improve their writing skills.

(Overview descriptions of the adopted material presented in this document have been collected and adapted from publishers' websites and Learning List reviews.)

A. Proclamation 2020 and Process Overview

1. The State Board of Education (SBOE) issued *Proclamation 2020* in April 2018. The instructional materials are scheduled to be adopted by the SBOE in November 2019 and will be implemented in classrooms beginning in the 2020–2021 school year.

The process included:

- Selecting an adoption committee to make decisions throughout the adoption process.
- Only BISD teachers affected by Proclamation 2020 were encouraged take part in the selection of instructional materials which will impact students and the courses they teach.
- Publishers are invited to present to teachers and the community.
- Teachers view submissions from publishers in every school affected by the adoption.
- Teachers view an online professional development regarding applicable BISD board policy, Proclamation 2020 requirements, and the voting process. This information is still available at: <https://sites.google.com/a/bmtisd.com/beamont-isd-textbook-adoption-2016/?pli=1>
- Teachers vote online.
- The adoption committee selects instructional material packages according to the students' and teachers' needs.
- Voting results and selected packages are submitted to the BISD's Board of Trustees during the May meeting for material selection and budget approval.

2. BISD District IM Committee Members, Agendas, and Adoption Timeline

Meeting Date: July 15, 2019 (Supervisors' Meeting)

- What is Proclamation 2020?
- What courses are we considering?
- What about ESL?
- Committee Expectations
- Review tentative timeline
- Strategy to choosing teachers for the committee: September deadline

September 19, 2019.

- Formal list of committee chairs and members to be submitted for approval for board approval.

Committee Meetings starting in October and ending in February:

Meeting Date: October 10, 2019

- Committee expectations



- Board policies impacting the process
- Adoption Handbook Draft
- Instructional Material Criteria Form creation

Meeting Date: November 7, 2019

- Review committee expectations and responsibilities
- Approve final copy of the handbook
- Official list of Courses BISD will be considering
- What method will we use to evaluate samples?
- Distributing samples procedures
- Visit BISD Textbook Adoption Site
- Discuss instructions about how to access and review samples sent.
- Sample revision
- Deadline to turn in top selections

Meeting Date: December 5, 2019

- Handbook
- Importance of sharing the information
- Samples at Schools and Contact Person
- Voting
- Top Publishers
- Public Viewing

January 2020

- Open window for teachers to review the material starting on January 14
- January 22- District Committee and any interested teachers will meet the Publishers at Region 5.
- January 22 - February 11 - Teachers Review Material and Voting.
- One public viewing on January 14th.
- No formal meeting scheduled, but will continue communication through emails. Supervisors may meet with their designated committee.

Last Face to Face Meeting Date: February 13, 2020

- January and February's Folders
- Voting Results
- Publishers Agreement and TEKS Certification
- Length of the Subscription
- Bundles and Prices and Final Decision for the Adoption

(Meeting Minutes, attendance, and Power Point presentations for each meeting are available upon request.)

On April 28, 2020, the adoption committee reconvened via Zoom meeting to discuss the impact of the new district's technology initiative of using Chromebooks as the mode of delivering instructional material to facilitate instruction in the classroom and at home. Licenses to access the content will be available for the new adoption as well as classroom sets for teachers to have the material in a printed format.

May 21, 2020:

- Present recommendations for adoptions to the Board including course, company, and cost.

May 4, 2020

- EMAT re-opens for 2020-2021 School Year new orders.
- After board approval order new adoption using available balance in the IMA allotment account.

May 31, 2020

- Deadline to order Accessible Instructional Material (Braille and Large Print) for 2020-2021 School Year.

June 1, 2020

- Local deadline to order instructional material for the 2020-2021 school year.

June- August 2020

- Receive current and newly adopted material in the warehouse. Barcode, process, and deliver all material to the schools.

August 2020

- Projected final deliveries to every campus before the first day of school, August 17, 2020.

3. 2020 District Instructional Materials Adoption Committee Members

Committee Member	District Role/ Campus
Dr. Anita Frank	Assistant Superintendent for Elementary Administration
Randall Maxwell	Executive Director of Secondary Administration
Dannette Menéndez	Instructional Materials District Coordinator
Jenny Angelo	Executive Director of Curriculum and Instruction
Denise Shaffer	Instructional Technology District Coordinator
Frank Jameson	Supervisor of Data and Discipline-Special Ed
Blanca Jones	Director of Bilingual/ESL and Foreign Languages
Julie Smith	ESL Coordinator
Roehelle Batiste	Beaumont United teacher
Natalie Bonner	Beaumont United teacher
Amy Rubin	West Brook Teacher
Molly Raiford	West Brook Teacher
Alanna Jacobs	West Brook Teacher
Robin Williams	West Brook Teacher
Jaclyn Caraway	West Brook Teacher
Denise Clement	Early College Teacher

Projections:

Projections were done by using the enrollment counts for the years 2019-2020, district projections for next year, and discussing these counts with the supervisors from each area.

Funding: Instructional Materials Allotment

Senate Bill 6 from the 82nd Texas Legislature, First Called Session, 2011, created an instructional materials allotment (IMA) for the purchase of instructional materials, technological equipment, and technology-related services.

Each district and open-enrollment charter school is entitled to an IMA. The amount of the IMA is determined biennially by the commissioner and is based on the legislative appropriation.

Districts and open-enrollment charter schools have access to their allotment through the educational materials ordering system known as EMAT.

4. The following table represents the amount projected for the 2020 adoption for an eight year commitment for ELA-R High School and ELL instructional material for Middle School and High School:

Publisher	Material	Approximate Number of Students Affected	Grades Affected	Projected Amount for Eight Years
Bedford	AP English III and IV	530	9 th -12 th	\$ 76,918.63
Cengage	*ELL Middle School	500	6 th to 8 th	\$ 300,278.50
Cengage	*ELL High School	400	9 th -12 th	\$ 220,842.00
Goodheart-Wilcox	Journalism	200	9-12 th grade	\$ 21,195.00
Houghton Mifflin Harcourt	ELA-R English I-IV	4,500	9 th -12 th	\$ 741,480.00
Perfection Learning	Public Speaking Debate	450	9 th -12 th	\$ 43,040.50
TPS	Practical Writing and Research and Technical Writing	100	9 th -12 th	\$ 12,657.00
Vista	*ELDA 1-3(Middle School) and *ELDA 1-2 (High School)	135 95	6 th -12 th	\$ 78,186.50
Total Projected Amount				\$1,494,598.13

*The number of teachers and variety of levels greatly affects the cost of the material.

- All ELA-R material presented for approval is 100% TEKS and ELPS aligned. ELA-R material is TEA adopted.
- ELL publishers did not submit material to TEA for approval and BISD is forced to adopt material from an off list. The following are the TEKS and ELPS percentage covered by the new adoption:
ELPS for all courses: Fundamentals 97%, Level A 100%, Level B 100%, and Level C 100%.
TEKS according to courses: ELA 1 Fundamentals 98%, Level A 100%, Level B 100%, and Level C 100%; English I for Speakers of Other Languages Fundamentals 93%, Level A 97%, Level B 100%, and Level C 100%; English 2 for Speakers of Other Languages Fundamentals 93%, Level A 98%, Level B 100%, and Level C 100%. ELDA 1-3 Middle School and ELDA 1-2 -100% TEKS and ELPS; ELA 6th grade 95%; ELLA 7th Grade- Fundamentals-79 Level A 75%, Level B 94%, Level C 94%; ELLA 8th Grade- Fundamentals 76%, Level A 71%, Level B 93%, Level C 93%.

- Any TEKS and ELPS not covered 100% will be addressed by the ESL department and additional measures will be implemented in the classroom to follow TEA mandates. ESOL I/II teachers will also receive copies of HMH teacher materials and resources so they can use these to supplement the Cengage/National Geographic Materials in order to cover those few TEKS that might not be 100% covered. Additionally, all students who are enrolled in ESOL I and II will also be concurrently enrolled in either an additional English Language Development and Acquisition course or an ESL Reading course depending on their proficiency level. These additional courses will also be used to reinforce and cover required TEKS and ELPS.
- All quotes include classroom sets and digital licenses to support district's 1:1 Chromebook initiative.
- Digital licenses are ordered according to next year's projections.
- Homebound, Special Ed., Minnie Rogers, and ESL teachers are included in the ELA-R material counts. The warehouse will keep a surplus of 4 teacher's resources per grade for the English I-IV courses and two teacher resources for other courses.
- Pietzsch MacArthur 6th Grade campus is considered in the Proclamation 2020 ELL counts and teacher material. Future ELL for 7th and 8th grade will be considered for purchasing next year as the new campus grows.
- An eight year commitment represents significant saving on licenses and printed material compared to renewing commitment through the eight year adoption period.

-----End of the Report-----