



College Station Independent School District

Success...each life...each day...each hour

MEMORANDUM

To: Amy Drozd, CFO

From: Carmella Shafer, Director of Purchasing

Date: October 11, 2021

Subject: Purchase request a two-year software license for Flocabulary, from Nearpod Inc.

The state has awarded each district ESSER III funds to assist in supporting closing learning gaps as a result of students being in and out of school and in a virtual learning setting for an extended amount of time. Because discussion and processing of academic vocabulary across the core subject areas is best learned in context of a lesson with connections being made to each student's knowledge and personal experiences, we have students who are behind in their academic vocabulary development. The Curriculum and Instruction department solicited quotes from suppliers for software to help with closing the learning gaps to be used for the next two years. The district received the following quotes.

<u>Supplier</u>	<u>Product</u>	<u>Quote Amount</u>
Nearpod	Flocabulary	\$ 62,346.80
Learning A-Z	Vocabulary A-Z	\$ 69,720.00
Brain Pop	Brain Pop	\$ 77,075.87

After evaluating the three products it was determined Nearpod's Flocabulary is the best solution and value for the district. Flocabulary is a software resource that works seamlessly with our Nearpod software that is being used by students daily throughout the district, although teachers will be able to access Flocabulary without using Nearpod as well. The program incorporates a variety of resources aligned with core content areas in order to assist teachers in facilitating the vocabulary development of students including videos with a feature for discussion about what students are seeing, songs, vocabulary cards, reading passages with text dependent responses and quizzes for mastery checks with vocabulary. The International Reading Association conducted a study that found Flocabulary significantly increased vocabulary proficiency among students.

This resource is available from Nearpod Inc. through the Region 19, Allied States Co-op contract RFP# 21-7409. All items on this contract have been competitively bid and awarded by the Cooperative's Board of Trustees based on state statutes.

It is the recommendation of Carmella Shafer, Director of Purchasing, and Penny Tramel, Chief Academic Officer to purchase the two-year license for 2021-22 and 2022-23 school years in the amount of \$62,346.80 as per the attached quote 127280 from the Elementary and Secondary School Emergency Relief (ESSER III) funds.

Carmella Shafer, Director of Purchasing

Carmella Shafer, RTSBA
Director for Purchasing
(979) 694-5617

Penny Tramel, Chief Academic Officer

9304 Rock Prairie Rd.
College Station, TX 77845
979-764-5400 -- www.csisd.org

Mike Martindale
Superintendent of Schools

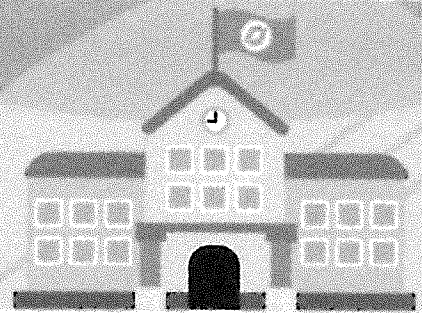
**College Station Independent School District
QUOTE SUMMARY**

Product Description: Software licenses to expand the student's understanding of academic vocabulary across content areas.

Description	Points	Suppliers						
		Nearpod		Learning A-Z		Brain Pop		
		Flocabulary	Pts	Vocabulary A-Z	Pts	Brain Pop	Pts	
Price	30	62,346.80	30	69,720.00	27	77,075.87	24	(1)
Reputation of Vendor	10	Excellent	10	Excellent	10	Excellent	10	(2)
Quality of Goods and Services	20	Very Good	18	Very Good	18	Very Good	18	
Meet Districts Needs	20	Yes	20	Yes	20	Yes	20	
Vendor's Past Relationship	15	Excellent	15	Excellent	15	Excellent	15	
The long term cost to acquire the vendor's goods or services (Fees)	4	62,347	4	69,720	4	77,075.87	4	
On an Awarded contract that the district can use	1	Yes	1	Yes	1	Yes	1	
Total Points (0-100)	100		98		95		92	
Vendor Award Recommendation								
Evaluation Notes: The usage of Nearpod is very high in the district and we feel the resource that best meets our needs is the one that is a part of Nearpod.								
Evaluators: Stephanie Ryon, Penny Tramel								

NOTES:

- (1) Price points assigned based on a % from the low bid
 - (2) 5 points is the min score for reputation if CSISD has not done business with them previously
- If a scoring category does not apply, all vendors will receive the same score.



Quote ID: 127280

Sales Order

Sales Order For:
Stephanie Ryon
College Station ISD
1812 Welsh Ave
College Station, Texas 77840

Nearpod Contact:
Carlo Amato
1855 Griffin Rd. Suite A-290
Dania Beach, FL 3300

Service Start: 10/01/2021 **Service End:** 08/01/2023
Flocabulary K-8

Description	Quantity	Volume List Price	Discount	Total
<p>A District site license to Flocabulary and The Week in Rap for all teachers and students including:</p> <ul style="list-style-type: none"> Licenses for all teachers and students Administrator licenses including admin usage reporting Unlimited Access to Flocabulary Hip Hop video-based lessons (600+) New current events videos published weekly (The Week in Rap) The ability to create class assignments Access to Flocab activities including Lyric Lab, the Vocab Game, and more Nearpod- Flocabulary integration Google Classroom Integration Clever integration Dedicated Customer Success Manager 	9800 – Students Grades K-8	\$64,876.00	(\$2,529.20)	\$62,346.80
			Total	(USD) \$62,346.80

Terms

This Sales Order is valid until: 10/01/2021

Service will run from 10/01/2021 until 08/01/2023, or from when customer is first provided access to the purchased service(s) for a length of time equal to the time between the Start Date and End Date, whichever is later. The agreed upon price for this timeframe is (USD) \$62,346.80.

Nearpod price quotes are confidential, unless disclosure is required by subpoena or state law. Education List Pricing is only available for PreK-12 Education customers. Please submit this price quote attachment with your Purchase Order. Tax-exempt customers should include their tax-exempt number on their Purchase Order.

This Sales Order covers the Nearpod and/or Flocabulary Services described herein and is governed by the Nearpod Terms and Conditions available online at: <https://nearpod.com/terms-conditions>, the Nearpod Privacy Policy available online at: <https://nearpod.com/privacy-policy>, the Flocabulary Terms of Use available online at: <https://flocabulary.com/terms-of-use/>, and the Flocabulary Privacy Policy available online at: <https://flocabulary.com/privacy-policy/>, as applicable.

Free Training Resources

Access to daily public webinars, on-demand webinars and how-to resources and videos can be accessed here: <http://nearpod.com/resources>

Customers providing a Purchase Order are required to remit payment within 30 days of invoicing. Otherwise, payment is required within 7 business days. Failure to remit payment may cause a disruption in service. By signing this Agreement, I certify that I am authorized to sign on behalf of the Customer and agree to the Terms and Conditions of this Sales Order and any documents incorporated herein.

If you are a Tax-exempt customer, please include your Sales Tax-Exempt Certificate with signed documents/proof of payment. Otherwise, applicable tax will be included in your invoice.

Purchase Order

Please provide PO#: _____

Name: _____

Signature: _____

Date: _____

Tax Exempt #: _____

Purchase Orders should be addressed to:

Nearpod, Inc
1855 Griffin Rd. Suite A-290
Dania Beach, FL 33004
Email: carloa@nearpod.com or FAX: +1 305-655-1999



Learning A-Z License Quote

Date: 08/31/21

Stephanie Ryon
College Station Independent School District
1812 Welsh Ave
College Station, TX 77840

979-764-5400
sryon@csisd.org

Thank you for requesting a quote from Learning A-Z, Stephanie Ryon!
Your username is sryon0
Your reference number is 9272873.
Please include this reference number on your purchase order.

Products	Type	License Terms	List Price	Discounts	Final Cost	Add 1 Year	Add 2 Years
VocabularyA-Z.com	New	332 classrooms, 1 year	\$35,856.00	-\$996.00	\$34,860.00	\$69,720.00	\$104,580.00
Complimentary Program Orientation Webinar	Training	2 sessions	\$600.00	-\$600.00	--	--	--

	Final Cost	Add 1 Year	Add 2 Years
Discount Amount:	(\$996.00)	(\$1,992.00)	(\$2,988.00)
Sales Tax:	\$0.00	\$0.00*	\$0.00*
YOUR TOTAL COST:	\$34,860.00	\$69,720.00*	\$104,580.00*

(*) Taxes (if applicable) to be calculated at time of purchase.

All prices are in U.S. dollars.

This quote is valid until 12/31/21.

Quoted prices are based on specified quantities and terms.
Please contact your representative for adjustments.

Prepared by: English Jackson and Kendall Payne

1840 East River Road, Suite 320
Tucson, AZ, 85718
phone: 832.517.1987 | 520-232-5023
fax: 520.618.3728 | 520-232-5024
english.jackson@learninga-z.com |
Kendall.Payne@learninga-z.com

If you are paying by purchase order, your PO must have:

1. PO number
2. Learning A-Z as the vendor
3. Bill To information
4. The product(s) being purchased
5. Total dollar amount
6. If your PO has a signature line, it must be signed
7. Include a Learning A-Z quote matching your purchase order

If sending electronically, send to orders@learninga-z.com.

Learning A-Z License Agreement

Licenses grant registered classrooms only permission to use materials on the designated website(s) during the terms of the license. Sharing user information or materials with non-registered classrooms is not authorized.

Please review our terms and conditions carefully before activating your account.

<https://help.learninga-z.com/article/Terms-of-Service>

Thank you for your business!

© Learning A-Z



Quote

Date	Quote #
09/01/2021	US5191947386R

Payment Status
Open

Bill To Attention

Accounts Payable
College Station ISD
1812 Welsh Ave
College Station TX 77840
United States

Username	E-mail
	kbowman@csisd.org

Item	Type	Qty	Description	Tax	Rate	Amount
School Combo 24/7	Renewal	11	Unlimited 24-month access to over one thousand standards-aligned topics to build background and deepen learning across your curriculum, SEL-themed topics, and embedded creative and computational projects on BrainPOP and BrainPOP Jr. Also includes access to BrainPOP Español and Français.		6,500.00	71,500.00
Reference		1	Subscriptions are the following schools: College Hills Creek View Forest Ridge Greens Prairie Pebble Creek River Bend Rock Prairie Spring Creek South Knoll Southwood Valley Oakwood Intermediate			
School BP 24/7	Renewal	2	Unlimited 24-month access to over 800 standards-aligned topics to build background and deepen learning across your curriculum, SEL-themed topics, and embedded creative and computational projects on BrainPOP.		4,790.00	9,580.00
Reference		1	Subscription for the following schools: Cypress Grove Intermediate Pecan Trail Intermediate			
School BP 24/7	New	3	Unlimited 24-month access to over 800 standards-aligned topics to build background and deepen learning across your curriculum, SEL-themed topics, and embedded creative and computational projects on BrainPOP.		4,790.00	14,370.00
Reference		1	Subscription for the following schools: A&M Consolidated Middle College Station Middle Welborn Middle			
Subtotal						95,450.00
Multi-Site Discount			15% discount for an order of 11 to 20 schools.	%	-15.00	-14,317.50

I accept the purchase of the items included herein. I understand that I will be invoiced for this order.

Name: _____ Authorized Signature: _____

Title: _____ Date: _____

*Please include any applicable tax exemption certificates for the school/district along with your order.

Remit to: BrainPOP Accounts Receivable PO BOX 28119 | New York, NY 10087-8119 | Fax: 866-867-6629
Please make all checks payable to 'BrainPOP'. Email: purchaseorders@brainpop.com



Quote

Date	Quote #
09/01/2021	US5191947386R

Page 2 of 2

Item	Type	Qty	Description	Tax	Rate	Amount
(11-20) Subtotal						81,132.50
2 Year discount				%	-5.00	-4,056.63
Quote valid for 90 days. All amounts listed are in USD. This subscription is governed by the Terms of Use and Privacy Policy posted on www.brainpop.com , as amended from time to time. By accepting this quote, you agree to these terms. Changes/modifications to the terms must be approved and signed by an authorized representative of BrainPOP. Terms and conditions submitted with any Purchase Order shall not apply to this subscription.					Total	\$77,075.87

I accept the purchase of the items included herein. I understand that I will be invoiced for this order.

Name: _____ Authorized Signature: _____

Title: _____ Date: _____

*Please include any applicable tax exemption certificates for the school/district along with your order.

Remit to: BrainPOP Accounts Receivable PO BOX 28119 | New York, NY 10087-8119 | Fax: 866-867-6629
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