



**COUNTY OF HENRICO
DEPARTMENT OF FINANCE
PURCHASING DIVISION
CONTRACT EXTRACT
NOTICE OF AWARD/RENEWAL**

DATE:	August 1, 2025
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Tutoring and Independent Instruction Services and Other Related Services
CONTRACT NUMBER:	2835A
COMMODITY CODE:	924.80
CONTRACT PERIOD:	August 1, 2025 through July 31, 2030
RENEWAL OPTIONS:	One three-year renewal option and one two-year renewal option remaining through 2035
USER DEPARTMENT:	HCPS
Contact Name:	Kennedy Venaglia
Phone Number:	804.652.3640
Email Address:	kwvenaglia@henrico.k12.va.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes (includes GovMVMTCooperative Purchasing program)
SUPPLIER: Name:	University Instructors, LLC
Address:	4101 Cox Road, Suite 200-24
City, State:	Glen Allen, VA 23060
Contact Name:	Josh Ellis, Vice President
Phone Number:	757.876.1336
Email address:	jellis@universityinstructors.com
ORACLE SUPPLIER NUMBER:	822539
BUSINESS CATEGORY:	Non-SWAM
PAYMENT TERMS:	Net 45
DELIVERY:	As Requested
FOB:	Destination
BUYER: Name:	Oscar Knott
Title:	Purchasing Director
Phone:	804.501.5649
Email:	kno008@henrico.gov

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.

Public Agencies employing a coordinated marketing approach between the Successful Offeror(s) and GovMVMT.

5. Marketing Support

GovMVMT provides marketing support for each Successful Offeror's products and services through the following:

- a. Sales and marketing personnel that directly promote GovMVMT suppliers to Participating Public Agencies through public agency meetings, webinars, direct mail, email, online and print advertising, social media, articles, and exhibiting and presenting at national and local trade shows.
- b. GovMVMT provides the Successful Offeror(s) government sales training, and a host of online marketing and sales management tools to effectively increase sales through GovMVMT.

6. Multiple Awards

Multiple awards may be made as a result of this solicitation. Multiple awards will ensure that any ensuing Master Agreements fulfill current and future requirements of the diverse and large number of Participating Public Agencies.

The Lead Public Agency reserves the right to award the contract locally and/or nationally in the aggregate, by section, multiple awards, primary, secondary, and tertiary, whichever is in the best interest of the Lead Public Agency and Participating Public Agencies because of this solicitation.

7. Evaluation of Proposals

Proposals will be evaluated by the Lead Public Agency in accordance with, and subject to, the relevant statutes, ordinances, rules, and regulations that govern its procurement practices.

Other Participating Public Agencies will assist the Lead Public Agency in evaluating proposals. The Offeror(s) whose response(s) affirmatively meets the requirements of this RFP and provides the best overall value will be eligible for a contract award.

GovMVMT reserves the right to make available or not make available Master Agreements awarded by the Lead Public Agency to Participating Public Agencies.

II. Scope of Services

The Successful Offeror(s) shall provide in-person and/or virtual tutoring services, independent instruction services, and other related services, to support elementary, middle, and high school students, along with exceptional education students and students with disabilities, in a variety of subjects, including but not limited to, English, Language Arts, Math, Science, Social Studies, etc. Additionally, the Successful Offeror(s) may provide targeted intervention academic support, and after school, weekend, or summer academic support. Any reference to "district(s)" means any applicable school district, including HCPS.

A. Tutoring

1. In-Person Tutoring Requirements

The Successful Offeror(s) shall:

- a. Provide in-person tutoring services, for all academic tiers (Tiers I, II, and III), during regular school hours, after school, evenings, weekends and during select school breaks (e.g., winter break, spring break, summer break) as requested and required.
 - b. Coordinate with district staff to identify specific needs for tutoring services, including delivery of evidence-based interventions and interpreting various student testing reports and work examples.
 - c. Conduct individual assessments of students to determine their current level through pre- and post-assessments as well as interval progress monitoring according to adopted intervention programs to obtain data to pinpoint areas that a student needs improvement, and provide assessment data to the district upon request.
 - d. Follow district adopted Tier II and Tier III intervention program lessons or develop tutoring lessons to meet individual student needs based on their pre-assessment.
 - e. Collaborate with district staff to align tutoring services with classroom instruction to align instructional outcomes and develop a coordinated plan for student growth.
 - f. Utilize district adopted intervention program materials or provide instructional tutoring materials that have been reviewed and recommended by the appropriate state's education department or other governing entity.
 - g. Provide tutoring services in various languages, including, but not limited to English, Spanish, Arabic, etc.
 - h. Provide tutors ready to report for assignment within 10 business days of request from district staff.
2. Virtual Tutoring Requirements
- a. General Requirements
The Successful Offeror(s) shall:
 1. Provide virtual tutoring services, for all academic tiers (Tiers I, II, and III), through an online web portal, chat video conferencing, interactive whiteboard, phone or other resources as needed.
 2. Provide virtual tutoring services during regular school hours, after school, evenings, weekends and during select school breaks (e.g., winter break, spring break, summer break) as requested and required.
 3. Coordinate with district staff to identify specific needs for tutoring services, including interpreting various student testing reports and work examples.
 4. Conduct individual assessments of students to determine their current level through pre- and post-assessments to obtain data to pinpoint areas that a student needs improvement and provide assessment data to the district upon request.
 5. Develop tutoring lessons to meet individual student needs based on their pre-assessment.
 6. Collaborate with district staff to align tutoring services with classroom instruction to align instructional outcomes and develop a coordinated plan for student growth.
 7. Provide instructional materials that have been reviewed and recommended by the appropriate state's education department or other governing entity .
 8. Provide virtual tutoring services in various languages, including, but not limited to English, Spanish, Arabic, etc.
 9. Provide 24/7 drop-in and on-demand tutoring for all subjects and grade levels.

10. Provide essay review services with no more than 24-hour response/wait time for feedback to students.
11. Provide exam preparation materials and videos of sample problems that students can review and replay as often as needed.

b. Online Web Portal Requirements

The Successful Offeror's online web portal for providing virtual tutoring services shall:

1. Be compatible and provide a consistent experience for all users when accessing through Windows, iOS, and Android operating systems.
2. Be compatible with multiple web browsers, including but not limited to Microsoft Edge, Chrome and Safari.
3. Be accessible through mobile devices, including phones and tablets, and compatible with iOS and Android devices.
4. Be accessible 24 hours a day, seven days a week, with the exception to regularly scheduled maintenance and/or updates.
5. Include the ability for sessions to be recorded and archived, and if requested, generate transcripts including all interactions between the tutor and student for the purpose of ensuring a safe and secure environment for students.
6. Allow students to access past/archived tutoring sessions.
7. Limit the student service usage according to district requirements (e.g., use only X hours or service or be allowed X number of essays).
8. Facilitate access and communication among students and tutors by allowing students to submit questions for responses from tutors and schedule future tutoring sessions.
9. Allow for scheduling of individual and small group tutoring sessions.
10. Manage schedule conflicts, cancellations and reschedule sessions.
11. Allow students to give ratings and/or feedback at the end of each tutoring session and share tutor ratings with the district to evaluate program effectiveness.
12. Include the ability to set processes/thresholds to alert district staff to follow up with struggling students, when needed.
13. Include reports and data dashboards available to district staff.
14. Include embedded tools to facilitate learning, such as inking and/or free-draw images/text, text editor, graphing calculator, chat/messaging, file sharing, and the ability to print.
15. Support the needs of students with disabilities (e.g., voice tools, screen reader software, etc.) and be compliant with the Americans with Disabilities Act.
16. Support the upload and sharing of documents and images in multiple formats, including but not limited to .pdf, MS Word, MS Excel, JPEG, text files, etc.

3. Tutoring Assignments

The Successful Offeror(s) shall:

- a. Provide tutor candidate qualification information, and any other information required by the district, for approval by the district prior to the tutor commencing services. Districts have the right, at any time, to refuse or determine unacceptable any tutor candidate proposed by the Successful Offeror(s) and request a replacement tutor candidate.

- b. Not schedule tutors for more than 40 hours per week unless written approval has been provided by the district.
- c. Maintain a process for monitoring allocated number of tutoring hours performed by each tutor.
- d. Ensure tutors arrive on time and are ready to begin their assignment at the schedule start time.

B. Independent Instruction Requirements

The Successful Offeror(s) shall provide independent instruction services, including but not limited to online courses, in-person classroom instruction, virtual classroom instruction, individualized learning plans, etc.

1. In-Person and Virtual Classroom Instruction

The Successful Offeror(s) shall:

- a. Provide in-person and virtual classroom instruction to include instructional planning, formative and summative assessment, classroom management, parent communication, demonstration of student academic progress, and periodic parent conferences, as required.
- b. Collaborate with the district to combat the national teacher shortage crisis by placing qualified instructors in classrooms.
- c. Recruit and screen teacher candidates thoroughly to maximize student outcomes and provide a pipeline for future district employment to the district.
- d. Provide teachers that have completed the necessary college coursework and test prep to be eligible for district employment with a provisional license the following school year.
- e. Provide the Successful Offeror's teachers with training, observe classroom instruction and share feedback for professional development, and provide related performance data with district personnel on a regular basis.

2. Independent Instruction Teacher Assignments

The Successful Offeror(s) shall:

- a. Provide teacher candidate qualification information, and any other information required by the district, for approval by the district prior to independent instruction service commencing. Districts have the right, at any time, to refuse or determine unacceptable any teacher candidate proposed by the Successful Offeror(s) and request a replacement teacher candidate.
- b. Not schedule teachers for more than 40 hours per week unless written approval has been provided by the district.
- c. Ensure teachers arrive on time and are ready to begin their assignment at the schedule start time.

C. Other Related Services

The Successful Offeror(s) may provide any other proposed related services available. The use of other proposed related services shall be independent and not require the inclusion of the aforementioned tutoring and independent instruction services.

D. Other General Requirements

The Successful Offeror(s) shall:

1. Provide a primary point of contact for in-person tutoring services.
2. Provide a primary point of contact for virtual tutoring services and online web portal support.
3. Provide a primary point of contact for independent instruction services.
4. Provide a primary point of contact for any other proposed related services.
5. Provide support to the online web portal, including troubleshooting issues, responding to help desk tickets, integration issues, and overall client support, before, after and/or during regular school hours throughout the school year between 7:00 a.m. and 10:00 p.m. Eastern Time.
6. In addition to phone calls, provide support to the online web portal through chat and/or email-based customer service and technical support before, after and/or during regular school hours throughout the school year between 7:00 a.m. and 10:00 p.m. Eastern Time.
7. Provide online and on-demand access to usage reports, student reports and student archives of tutoring sessions in a downloadable format, using a secure and automated process.
8. Provide individual schools online and on-demand access to usage reports, student reports and student archives of tutoring sessions in a downloadable format, using a secure and automated process, for the particular individual school.
9. Track student participation and engagement in the tutoring sessions, and if requested, provide a report to the district indicating the level of participation and engagement by an individual student.
10. Provide regular updates in the form of reports and meeting with district staff about the progress of a student.
11. Provide student parents/guardians with quarterly progress reports, and upon request by the district, make these progress reports available to the district.
12. Obtain and follow procedures and rules of each individual school where services are provided, including but not limited to signing in and out, supervision of students, and following appropriate personnel dress code.
13. Establish a process with the district and/or individual school locations, for tutors to follow to report absences, changes in schedules, and/or cancellation of tutoring sessions, initiated by both the student and the tutor.
14. Establish a process with the district and/or individual school locations, for independent instruction teachers to report absences, changes in schedule, etc.
15. Provide attendance and report absentee reports to the district within 72 hours.
16. Provide marketing support and materials to individual schools to aid in the encouragement of families and students to access tutoring services when determined needed by the district.
17. Allow for specific tutors to be requested by students, parents/guardians, and/or the school, if desired.

E. Compliance

The Successful Offeror(s) shall:

1. Comply with all applicable laws, including but not limited to: the Family Education Rights and Privacy Act, the Health Insurance Portability and Accountability Act, the Americans with Disabilities Act, and student and data privacy requirements.
2. Provide tutors that comply with all applicable laws, including but not limited to: the Family Education Rights and Privacy Act, the Health Insurance Portability and

Accountability Act, the Americans with Disabilities Act, and student and data privacy requirements.

3. If available, provide tutors and teachers that have active teaching licenses.

F. Invoicing

The Successful Offeror(s) shall provide itemized invoices, in accordance with the contracted rates, by the 5th of each month, for services provided during the previous month. Invoices lacking detailed information may be returned unprocessed. Additionally, charges for sick days, vacation days, personal days or holidays are not permissible. A contact for invoice submission will be provided to the Successful Offeror(s) upon contract award or at the time of a service assignment. The Successful Offeror(s) shall not bill for cancelled scheduled assignments if 48-hours' notice has been provided by HCPS.

III. **County Responsibilities**

The County will designate an individual to act as the County's representative with respect to the work to be performed under this contract. Such individual shall have the authority to transmit instructions, receive information, and interpret and define the County's policies and decisions with respect to the contract.

IV. **Anticipated Procurement Schedule**

The following represents the timeline of the process currently anticipated by the County:

Request for Proposal Distributed	April 30, 2025
Pre-proposal Conference	2:00 p.m. on May 21, 2025
Questions Due by	May 26, 2025
Receive Written Proposals by	11:00 a.m. on June 5, 2025
Conduct Oral Interviews with Offerors	June / July 2025
Negotiations Completed	July / August 2025
Award Contract	August 2025
Services Begin	August / September 2025

V. **Proposal Submission Requirements and Instructions**

- A. The Purchasing Division will not accept oral proposals, nor proposals received by telephone, FAX machine, email or hard copy submissions. Proposals will only be accepted through eVA.
- B. The Proposal Signature Sheet (**Attachment A**) must accompany any proposal(s) submitted and be signed by an authorized representative of the Offeror. If the Offeror is a firm or corporation, the Offeror must print the name and title of the individual executing the proposal. All information requested should be submitted. Failure to submit all information requested may result in the Purchasing Division requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal.
- C. The time proposals are received shall be determined by the time clock in eVA. Offerors are responsible for ensuring that their proposals are submitted in eVA by the deadline indicated.
- D. By submitting a proposal in response to this RFP, the Offeror represents it has read and understands the Scope of Services and has familiarized itself with all federal, state, and local

Exhibit B

Thursday, July 17, 2025

Oscar Knott, Purchasing Director
Henrico County Public Schools
8600 Staples Mill Road
Henrico, VA 23273-0775

RE: RFP 25-2835-4JOK - Tutoring and Independent Instruction Services & Other Related Services

Dear Mr. Oscar Knott:

In our original proposal submission dated June 5, 2025, UI offered attractive volume discounts ranging from 3% to 10% for tutoring and independent instructional services. To further demonstrate that UI is Virginia-proud, we also aggressively priced rates for services across the Commonwealth at a lower hourly rate than those presented to other states.

In response to Henrico County Public Schools' request for a best and final offer fee proposal, UI wishes to present the following:

✓ To further our strong commitment and desire to solidify a local partnership with Henrico County Public Schools and a national collaboration with GovMVMt, UI wishes to present additional cost savings in Virginia and across the nation, for tutoring and independent instructional services, per the following:

- A 1% reduction to the hourly rates previously listed for tutoring and independent instruction services (including Special Education). **New hourly rates are presented in red on pages 3 to 5 that follow.**
- A 1% additional reduction to the volume discounts for contracts ranging in value from \$1,000,000 to \$2,999,999.00, resulting in a percentage increase from 3% to 4%. **This change is noted in red on pages 3 to 5 that follow.**
- No changes to the 5% discount that is already in place for contracts ranging from \$3,000,000 to \$4,999,999
- No changes to the 10% discount that is already in place for contracts ranging upwards of \$5,000,000.

✓ UI estimates that these additional discounts, based on a projected and stated contract value under this partnership of \$100,000,000, are collectively worth between \$1,000,000 and \$10,000,000.

✓ In addition to UI's tutoring and independent instruction services detailed in our original proposal, UI presented a significant number of value-adds, complimentary services, and exclusive programs that partnering districts can leverage at very competitive and below-market rates when facilitated by UI. This comprehensive, exclusive list of additional services has the potential to provide significant cost savings and resources for school districts nationwide.

✓ In accordance with Section IX Special Contract Provisions in the district's original solicitation, UI would like to respectfully request an annual price increase not to exceed 3% of the previous year's prices.

✓ Lastly, but equally important, UI will confirm that the company will retract the exception previously taken to the language in Section VIII "General Contract Terms and Conditions", Item V "Payment Clauses Required by Va. Code §2.2-4354".

On behalf of the entire UI team, I would like to convey our optimism and hopefulness that this is the beginning of a long and rewarding collaborative partnership.

Yours in Education,

A handwritten signature in black ink that reads "James R. Popp". The signature is fluid and cursive, with the first name "James" being the most prominent.

Jim Popp
Chief Executive Officer, University Instructors LLC
(804) 665-2176
jpopp@universityinstructors.com

Section VI: Pricing Proposal

The cost proposals below reflect unit pricing for the services recommended within this proposal. Extended pricing and final costs will be determined based on further clarification of a specific scope(s) of work agreed upon.

						VIRGINIA			
						In-Person Tutoring			
						\$76.22 / hour			
AL	\$79.19 / hour	HI	\$83.15 / hour	MA	\$81.17 / hour	NM	\$78.20 / hour	SD	\$78.20 / hour
AK	\$76.22 / hour	ID	\$78.20 / hour	MI	\$76.22 / hour	NY	\$83.15 / hour	TN	\$79.19 / hour
AZ	\$79.19 / hour	IL	\$80.18 / hour	MN	\$76.22 / hour	NC	\$76.22 / hour	TX	\$79.19 / hour
AR	\$76.22 / hour	IN	\$77.21 / hour	MS	\$76.22 / hour	ND	\$78.20 / hour	UT	\$79.19 / hour
CA	\$83.15 / hour	IA	\$76.22 / hour	MO	\$76.22 / hour	OH	\$77.21 / hour	VT	\$81.17 / hour
CO	\$79.19 / hour	KS	\$78.20 / hour	MT	\$78.20 / hour	OK	\$78.20 / hour	WA	\$81.17 / hour
CT	\$80.18 / hour	KY	\$76.22 / hour	NE	\$78.20 / hour	OR	\$81.17 / hour	WV	\$77.21 / hour
DE	\$80.18 / hour	LA	\$76.22 / hour	NV	\$79.19 / hour	PA	\$78.20 / hour	WI	\$77.21 / hour
FL	\$79.19 / hour	ME	\$78.20 / hour	NH	\$79.19 / hour	RI	\$80.18 / hour	WY	\$78.20 / hour
GA	\$76.22 / hour	MD	\$79.19 / hour	NJ	\$81.17 / hour	SC	\$77.21 / hour	DC	\$83.15 / hour

NOTE: UI would like to extend the following tiered volume pricing for in-person tutoring:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 4% discount on hourly rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on hourly rate listed
- \$5,000,000+ up to 10% discount on hourly rate listed

						VIRGINIA			
						Virtual Tutoring			
						\$64.35 / hour			
AL	\$68.31 / hour	HI	\$68.31 / hour	MA	\$68.31 / hour	NM	\$68.31 / hour	SD	\$68.31 / hour
AK	\$68.31 / hour	ID	\$68.31 / hour	MI	\$68.31 / hour	NY	\$68.31 / hour	TN	\$68.31 / hour
AZ	\$68.31 / hour	IL	\$68.31 / hour	MN	\$68.31 / hour	NC	\$68.31 / hour	TX	\$68.31 / hour
AR	\$68.31 / hour	IN	\$68.31 / hour	MS	\$68.31 / hour	ND	\$68.31 / hour	UT	\$68.31 / hour
CA	\$68.31 / hour	IA	\$68.31 / hour	MO	\$68.31 / hour	OH	\$68.31 / hour	VT	\$68.31 / hour
CO	\$68.31 / hour	KS	\$68.31 / hour	MT	\$68.31 / hour	OK	\$68.31 / hour	WA	\$68.31 / hour
CT	\$68.31 / hour	KY	\$68.31 / hour	NE	\$68.31 / hour	OR	\$68.31 / hour	WV	\$68.31 / hour
DE	\$68.31 / hour	LA	\$68.31 / hour	NV	\$68.31 / hour	PA	\$68.31 / hour	WI	\$68.31 / hour
FL	\$68.31 / hour	ME	\$68.31 / hour	NH	\$68.31 / hour	RI	\$68.31 / hour	WY	\$68.31 / hour
GA	\$68.31 / hour	MD	\$68.31 / hour	NJ	\$68.31 / hour	SC	\$68.31 / hour	DC	\$68.31 / hour

NOTE: UI would like to extend the following tiered volume pricing for virtual tutoring:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 4% discount on hourly rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on hourly rate listed
- \$5,000,000+ up to 10% discount on hourly rate listed

						VIRGINIA			
Independent / Lead Instruction (includes licensure pathways)						\$89.10 / hour			
AL	\$91.08 / hour	HI	\$97.02 / hour	MA	\$95.04 / hour	NM	\$94.05 / hour	SD	\$91.08 / hour
AK	\$94.05 / hour	ID	\$94.05 / hour	MI	\$93.06 / hour	NY	\$96.03 / hour	TN	\$91.08 / hour
AZ	\$94.05 / hour	IL	\$96.03 / hour	MN	\$93.06 / hour	NC	\$91.08 / hour	TX	\$93.06 / hour
AR	\$91.08 / hour	IN	\$94.05 / hour	MS	\$90.09 / hour	ND	\$93.06 / hour	UT	\$93.06 / hour
CA	\$97.02 / hour	IA	\$94.05 / hour	MO	\$92.07 / hour	OH	\$92.07 / hour	VT	\$94.05 / hour
CO	\$94.05 / hour	KS	\$91.08 / hour	MT	\$93.06 / hour	OK	\$94.05 / hour	WA	\$96.03 / hour
CT	\$94.05 / hour	KY	\$91.08 / hour	NE	\$93.06 / hour	OR	\$95.04 / hour	WV	\$91.08 / hour
DE	\$94.05 / hour	LA	\$93.06 / hour	NV	\$95.04 / hour	PA	\$93.06 / hour	WI	\$93.06 / hour
FL	\$91.08 / hour	ME	\$94.05 / hour	NH	\$95.04 / hour	RI	\$94.05 / hour	WY	\$93.06 / hour
GA	\$91.08 / hour	MD	\$93.06 / hour	NJ	\$96.03 / hour	SC	\$91.08 / hour	DC	\$96.03 / hour

NOTE: If the teacher certificate licensure pathway is taken out of scope modeling, published rate is reduced by 5%.

UI would like to extend the following tiered volume pricing for Independent / Lead Instruction:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to **4%** discount on hourly rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on hourly rate listed
- \$5,000,000+ up to 10% discount on hourly rate listed

						VIRGINIA			
Special Education / EC (includes licensure pathways)						\$91.08 / hour			
AL	\$92.07 / hour	HI	\$97.02 / hour	MA	\$95.04 / hour	NM	\$94.05 / hour	SD	\$92.07 / hour
AK	\$95.04 / hour	ID	\$95.04 / hour	MI	\$93.06 / hour	NY	\$96.03 / hour	TN	\$91.08 / hour
AZ	\$95.04 / hour	IL	\$97.02 / hour	MN	\$93.06 / hour	NC	\$92.07 / hour	TX	\$94.05 / hour
AR	\$92.07 / hour	IN	\$95.04 / hour	MS	\$91.08 / hour	ND	\$93.06 / hour	UT	\$93.06 / hour
CA	\$97.02 / hour	IA	\$95.04 / hour	MO	\$93.06 / hour	OH	\$92.07 / hour	VT	\$94.05 / hour
CO	\$95.04 / hour	KS	\$92.07 / hour	MT	\$94.05 / hour	OK	\$94.05 / hour	WA	\$96.03 / hour
CT	\$95.04 / hour	KY	\$92.07 / hour	NE	\$94.05 / hour	OR	\$95.04 / hour	WV	\$92.07 / hour
DE	\$95.04 / hour	LA	\$94.05 / hour	NV	\$95.04 / hour	PA	\$93.06 / hour	WI	\$93.06 / hour
FL	\$92.07 / hour	ME	\$95.04 / hour	NH	\$95.04 / hour	RI	\$94.05 / hour	WY	\$93.06 / hour
GA	\$92.07 / hour	MD	\$93.06 / hour	NJ	\$96.03 / hour	SC	\$92.07 / hour	DC	\$96.03 / hour

NOTE: If the teacher certificate licensure pathway is taken out of scope modeling, published rate is reduced by 5%.

UI would like to extend the following tiered volume pricing for Special Education / EC:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to **4%** discount on hourly rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on hourly rate listed
- \$5,000,000+ up to 10% discount on hourly rate listed

							VIRGINIA		
Paraprofessional Pipeline & Pathway Development							\$69.30 / hour		
AL	\$70.29 / hour	HI	\$75.24 / hour	MA	\$76.23 / hour	NM	\$74.25 / hour	SD	\$74.25 / hour
AK	\$70.29 / hour	ID	\$74.25 / hour	MI	\$73.26 / hour	NY	\$77.22 / hour	TN	\$72.27 / hour
AZ	\$71.28 / hour	IL	\$75.24 / hour	MN	\$73.26 / hour	NC	\$71.28 / hour	TX	\$73.26 / hour
AR	\$70.29 / hour	IN	\$73.26 / hour	MS	\$71.28 / hour	ND	\$74.25 / hour	UT	\$73.26 / hour
CA	\$74.25 / hour	IA	\$74.25 / hour	MO	\$72.27 / hour	OH	\$73.26 / hour	VT	\$74.25 / hour
CO	\$72.27 / hour	KS	\$73.26 / hour	MT	\$75.24 / hour	OK	\$74.25 / hour	WA	\$74.25 / hour
CT	\$74.25 / hour	KY	\$73.26 / hour	NE	\$74.25 / hour	OR	\$75.24 / hour	WV	\$73.26 / hour
DE	\$74.25 / hour	LA	\$73.26 / hour	NV	\$75.24 / hour	PA	\$74.25 / hour	WI	\$72.27 / hour
FL	\$71.28 / hour	ME	\$75.24 / hour	NH	\$75.24 / hour	RI	\$75.24 / hour	WY	\$74.25 / hour
GA	\$71.28 / hour	MD	\$74.25 / hour	NJ	\$76.23 / hour	SC	\$72.27 / hour	DC	\$76.23 / hour

NOTE: Pricing dependent on scope and levels of certificate required. Paraprofessionals include behavior technicians, Registered Behavior Technicians (RBTs), instructional assistants, interventionists, teacher aides, etc.

UI would like to extend the following tiered volume pricing for Paraprofessional Pipeline & Pathway Development:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 4% discount on hourly rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on hourly rate listed
- \$5,000,000+ up to 10% discount on hourly rate listed

							VIRGINIA		
Structured Coaching Program for Teacher Certification Test Prep							\$800 to \$1,500 / participant		
AL	\$800 to \$1,500	HI	\$800 to \$1,500	MA	\$800 to \$1,500	NM	\$800 to \$1,500	SD	\$800 to \$1,500
AK	\$800 to \$1,500	ID	\$800 to \$1,500	MI	\$800 to \$1,500	NY	\$800 to \$1,500	TN	\$800 to \$1,500
AZ	\$800 to \$1,500	IL	\$800 to \$1,500	MN	\$800 to \$1,500	NC	\$800 to \$1,500	TX	\$800 to \$1,500
AR	\$800 to \$1,500	IN	\$800 to \$1,500	MS	\$800 to \$1,500	ND	\$800 to \$1,500	UT	\$800 to \$1,500
CA	\$800 to \$1,500	IA	\$800 to \$1,500	MO	\$800 to \$1,500	OH	\$800 to \$1,500	VT	\$800 to \$1,500
CO	\$800 to \$1,500	KS	\$800 to \$1,500	MT	\$800 to \$1,500	OK	\$800 to \$1,500	WA	\$800 to \$1,500
CT	\$800 to \$1,500	KY	\$800 to \$1,500	NE	\$800 to \$1,500	OR	\$800 to \$1,500	WV	\$800 to \$1,500
DE	\$800 to \$1,500	LA	\$800 to \$1,500	NV	\$800 to \$1,500	PA	\$800 to \$1,500	WI	\$800 to \$1,500
FL	\$800 to \$1,500	ME	\$800 to \$1,500	NH	\$800 to \$1,500	RI	\$800 to \$1,500	WY	\$800 to \$1,500
GA	\$800 to \$1,500	MD	\$800 to \$1,500	NJ	\$800 to \$1,500	SC	\$800 to \$1,500	DC	\$800 to \$1,500

NOTE: Test fees can be included at the request of the client.

UI would like to extend the following tiered volume pricing for Structured Coaching Program for Teacher Certification Test Prep:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 3% discount on per participant rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on per participant rate listed
- \$5,000,000+ up to 10% discount on per participant rate listed

							VIRGINIA		
Online Courses for Teacher Certification Test Prep							\$250 to \$500 / course		
AL	\$250 to \$500	HI	\$250 to \$500	MA	\$250 to \$500	NM	\$250 to \$500	SD	\$250 to \$500
AK	\$250 to \$500	ID	\$250 to \$500	MI	\$250 to \$500	NY	\$250 to \$500	TN	\$250 to \$500
AZ	\$250 to \$500	IL	\$250 to \$500	MN	\$250 to \$500	NC	\$250 to \$500	TX	\$250 to \$500
AR	\$250 to \$500	IN	\$250 to \$500	MS	\$250 to \$500	ND	\$250 to \$500	UT	\$250 to \$500
CA	\$250 to \$500	IA	\$250 to \$500	MO	\$250 to \$500	OH	\$250 to \$500	VT	\$250 to \$500
CO	\$250 to \$500	KS	\$250 to \$500	MT	\$250 to \$500	OK	\$250 to \$500	WA	\$250 to \$500
CT	\$250 to \$500	KY	\$250 to \$500	NE	\$250 to \$500	OR	\$250 to \$500	WV	\$250 to \$500
DE	\$250 to \$500	LA	\$250 to \$500	NV	\$250 to \$500	PA	\$250 to \$500	WI	\$250 to \$500
FL	\$250 to \$500	ME	\$250 to \$500	NH	\$250 to \$500	RI	\$250 to \$500	WY	\$250 to \$500
GA	\$250 to \$500	MD	\$250 to \$500	NJ	\$250 to \$500	SC	\$250 to \$500	DC	\$250 to \$500

NOTE: UI would like to extend the following tiered volume pricing for Online Courses for Teacher Certification Test Prep:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 3% discount on course rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on course rate listed
- \$5,000,000+ up to 10% discount on course rate listed

							VIRGINIA		
Licensure Tracking							\$500 to \$1,000 / person		
AL	\$500 to \$1,000	HI	\$500 to \$1,000	MA	\$500 to \$1,000	NM	\$500 to \$1,000	SD	\$500 to \$1,000
AK	\$500 to \$1,000	ID	\$500 to \$1,000	MI	\$500 to \$1,000	NY	\$500 to \$1,000	TN	\$500 to \$1,000
AZ	\$500 to \$1,000	IL	\$500 to \$1,000	MN	\$500 to \$1,000	NC	\$500 to \$1,000	TX	\$500 to \$1,000
AR	\$500 to \$1,000	IN	\$500 to \$1,000	MS	\$500 to \$1,000	ND	\$500 to \$1,000	UT	\$500 to \$1,000
CA	\$500 to \$1,000	IA	\$500 to \$1,000	MO	\$500 to \$1,000	OH	\$500 to \$1,000	VT	\$500 to \$1,000
CO	\$500 to \$1,000	KS	\$500 to \$1,000	MT	\$500 to \$1,000	OK	\$500 to \$1,000	WA	\$500 to \$1,000
CT	\$500 to \$1,000	KY	\$500 to \$1,000	NE	\$500 to \$1,000	OR	\$500 to \$1,000	WV	\$500 to \$1,000
DE	\$500 to \$1,000	LA	\$500 to \$1,000	NV	\$500 to \$1,000	PA	\$500 to \$1,000	WI	\$500 to \$1,000
FL	\$500 to \$1,000	ME	\$500 to \$1,000	NH	\$500 to \$1,000	RI	\$500 to \$1,000	WY	\$500 to \$1,000
GA	\$500 to \$1,000	MD	\$500 to \$1,000	NJ	\$500 to \$1,000	SC	\$500 to \$1,000	DC	\$500 to \$1,000

NOTE: UI would like to extend the following tiered volume pricing for Licensure Tracking:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 3% discount on per person rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on per person rate listed
- \$5,000,000+ up to 10% discount on per person rate listed

							VIRGINIA		
					EPIC® SELECT		\$11.95 / student per hour		
AL	\$11.95 / hour	HI	\$11.95 / hour	MA	\$11.95 / hour	NM	\$11.95 / hour	SD	\$11.95 / hour
AK	\$11.95 / hour	ID	\$11.95 / hour	MI	\$11.95 / hour	NY	\$11.95 / hour	TN	\$11.95 / hour
AZ	\$11.95 / hour	IL	\$11.95 / hour	MN	\$11.95 / hour	NC	\$11.95 / hour	TX	\$11.95 / hour
AR	\$11.95 / hour	IN	\$11.95 / hour	MS	\$11.95 / hour	ND	\$11.95 / hour	UT	\$11.95 / hour
CA	\$11.95 / hour	IA	\$11.95 / hour	MO	\$11.95 / hour	OH	\$11.95 / hour	VT	\$11.95 / hour
CO	\$11.95 / hour	KS	\$11.95 / hour	MT	\$11.95 / hour	OK	\$11.95 / hour	WA	\$11.95 / hour
CT	\$11.95 / hour	KY	\$11.95 / hour	NE	\$11.95 / hour	OR	\$11.95 / hour	WV	\$11.95 / hour
DE	\$11.95 / hour	LA	\$11.95 / hour	NV	\$11.95 / hour	PA	\$11.95 / hour	WI	\$11.95 / hour
FL	\$11.95 / hour	ME	\$11.95 / hour	NH	\$11.95 / hour	RI	\$11.95 / hour	WY	\$11.95 / hour
GA	\$11.95 / hour	MD	\$11.95 / hour	NJ	\$11.95 / hour	SC	\$11.95 / hour	DC	\$11.95 / hour

NOTE: Hourly cost per student includes materials only. If staffing is required, rates will be quoted at Independent Instruction or in-person tutoring hourly rate.

UI would like to extend the following tiered volume pricing for EPIC® SELECT:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 3% discount on per hour rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on per hour rate listed
- \$5,000,000+ up to 10% discount on per hour rate listed

							VIRGINIA		
		EPIC® Academy State Aligned Content					\$14.95 / student per hour		
AL	\$14.95 / hour	HI	\$14.95 / hour	MA	\$14.95 / hour	NM	\$14.95 / hour	SD	\$14.95 / hour
AK	\$14.95 / hour	ID	\$14.95 / hour	MI	\$14.95 / hour	NY	\$14.95 / hour	TN	\$14.95 / hour
AZ	\$14.95 / hour	IL	\$14.95 / hour	MN	\$14.95 / hour	NC	\$14.95 / hour	TX	\$14.95 / hour
AR	\$14.95 / hour	IN	\$14.95 / hour	MS	\$14.95 / hour	ND	\$14.95 / hour	UT	\$14.95 / hour
CA	\$14.95 / hour	IA	\$14.95 / hour	MO	\$14.95 / hour	OH	\$14.95 / hour	VT	\$14.95 / hour
CO	\$14.95 / hour	KS	\$14.95 / hour	MT	\$14.95 / hour	OK	\$14.95 / hour	WA	\$14.95 / hour
CT	\$14.95 / hour	KY	\$14.95 / hour	NE	\$14.95 / hour	OR	\$14.95 / hour	WV	\$14.95 / hour
DE	\$14.95 / hour	LA	\$14.95 / hour	NV	\$14.95 / hour	PA	\$14.95 / hour	WI	\$14.95 / hour
FL	\$14.95 / hour	ME	\$14.95 / hour	NH	\$14.95 / hour	RI	\$14.95 / hour	WY	\$14.95 / hour
GA	\$14.95 / hour	MD	\$14.95 / hour	NJ	\$14.95 / hour	SC	\$14.95 / hour	DC	\$14.95 / hour

NOTE: Hourly cost per student includes materials only. If staffing is required, rates will be quoted at Independent Instruction or in-person tutoring hourly rate.

UI would like to extend the following tiered volume pricing for EPIC® Academy:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 3% discount on per person rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on per person rate listed
- \$5,000,000+ up to 10% discount on per person rate listed

							VIRGINIA		
Professional Development and/or Coaching Services							\$175 to \$250 / hour		
AL	\$200 to \$375	HI	\$200 to \$375	MA	\$200 to \$375	NM	\$200 to \$375	SD	\$200 to \$375
AK	\$200 to \$375	ID	\$200 to \$375	MI	\$200 to \$375	NY	\$200 to \$375	TN	\$200 to \$375
AZ	\$200 to \$375	IL	\$200 to \$375	MN	\$200 to \$375	NC	\$200 to \$375	TX	\$200 to \$375
AR	\$200 to \$375	IN	\$200 to \$375	MS	\$200 to \$375	ND	\$200 to \$375	UT	\$200 to \$375
CA	\$200 to \$375	IA	\$200 to \$375	MO	\$200 to \$375	OH	\$200 to \$375	VT	\$200 to \$375
CO	\$200 to \$375	KS	\$200 to \$375	MT	\$200 to \$375	OK	\$200 to \$375	WA	\$200 to \$375
CT	\$200 to \$375	KY	\$200 to \$375	NE	\$200 to \$375	OR	\$200 to \$375	WV	\$200 to \$375
DE	\$200 to \$375	LA	\$200 to \$375	NV	\$200 to \$375	PA	\$200 to \$375	WI	\$200 to \$375
FL	\$200 to \$375	ME	\$200 to \$375	NH	\$200 to \$375	RI	\$200 to \$375	WY	\$200 to \$375
GA	\$200 to \$375	MD	\$200 to \$375	NJ	\$200 to \$375	SC	\$200 to \$375	DC	\$200 to \$375

NOTE: UI would like to extend the following tiered volume pricing for Professional Development and/or Coaching Services:

- \$1 to \$999,999 pricing as listed
- \$1,000,000 to \$2,999,999 up to 3% discount on per hour rate listed
- \$3,000,000 to \$5,000,000 up to 5% discount on per hour rate listed
- \$5,000,000+ up to 10% discount on per hour rate listed

							VIRGINIA		
Data Reporting Services							\$250 to \$350 / hour		
AL	\$250 to \$350	HI	\$250 to \$350	MA	\$250 to \$350	NM	\$250 to \$350	SD	\$250 to \$350
AK	\$250 to \$350	ID	\$250 to \$350	MI	\$250 to \$350	NY	\$250 to \$350	TN	\$250 to \$350
AZ	\$250 to \$350	IL	\$250 to \$350	MN	\$250 to \$350	NC	\$250 to \$350	TX	\$250 to \$350
AR	\$250 to \$350	IN	\$250 to \$350	MS	\$250 to \$350	ND	\$250 to \$350	UT	\$250 to \$350
CA	\$250 to \$350	IA	\$250 to \$350	MO	\$250 to \$350	OH	\$250 to \$350	VT	\$250 to \$350
CO	\$250 to \$350	KS	\$250 to \$350	MT	\$250 to \$350	OK	\$250 to \$350	WA	\$250 to \$350
CT	\$250 to \$350	KY	\$250 to \$350	NE	\$250 to \$350	OR	\$250 to \$350	WV	\$250 to \$350
DE	\$250 to \$350	LA	\$250 to \$350	NV	\$250 to \$350	PA	\$250 to \$350	WI	\$250 to \$350
FL	\$250 to \$350	ME	\$250 to \$350	NH	\$250 to \$350	RI	\$250 to \$350	WY	\$250 to \$350
GA	\$250 to \$350	MD	\$250 to \$350	NJ	\$250 to \$350	SC	\$250 to \$350	DC	\$250 to \$350

NOTE: Scopes of Work will be determined with specific criteria once defined needs for data services has been established with school district partners.

						VIRGINIA			
				Grant Searching Services		FREE of Charge			
AL	No Charge	HI	No Charge	MA	No Charge	NM	No Charge	SD	No Charge
AK	No Charge	ID	No Charge	MI	No Charge	NY	No Charge	TN	No Charge
AZ	No Charge	IL	No Charge	MN	No Charge	NC	No Charge	TX	No Charge
AR	No Charge	IN	No Charge	MS	No Charge	ND	No Charge	UT	No Charge
CA	No Charge	IA	No Charge	MO	No Charge	OH	No Charge	VT	No Charge
CO	No Charge	KS	No Charge	MT	No Charge	OK	No Charge	WA	No Charge
CT	No Charge	KY	No Charge	NE	No Charge	OR	No Charge	WV	No Charge
DE	No Charge	LA	No Charge	NV	No Charge	PA	No Charge	WI	No Charge
FL	No Charge	ME	No Charge	NH	No Charge	RI	No Charge	WY	No Charge
GA	No Charge	MD	No Charge	NJ	No Charge	SC	No Charge	DC	No Charge

NOTE: Services for UI Collaborative Partners through GovMVMT Master Services Agreement only.

Virginia						Simple Grants		Complex Proposals	
				Grant Tracking Services		\$400 / month		\$1,000 / month	
AL	\$500 / \$1,200	HI	\$500 / \$1,200	MA	\$500 / \$1,200	NM	\$500 / \$1,200	SD	\$500 / \$1,200
AK	\$500 / \$1,200	ID	\$500 / \$1,200	MI	\$500 / \$1,200	NY	\$500 / \$1,200	TN	\$500 / \$1,200
AZ	\$500 / \$1,200	IL	\$500 / \$1,200	MN	\$500 / \$1,200	NC	\$500 / \$1,200	TX	\$500 / \$1,200
AR	\$500 / \$1,200	IN	\$500 / \$1,200	MS	\$500 / \$1,200	ND	\$500 / \$1,200	UT	\$500 / \$1,200
CA	\$500 / \$1,200	IA	\$500 / \$1,200	MO	\$500 / \$1,200	OH	\$500 / \$1,200	VT	\$500 / \$1,200
CO	\$500 / \$1,200	KS	\$500 / \$1,200	MT	\$500 / \$1,200	OK	\$500 / \$1,200	WA	\$500 / \$1,200
CT	\$500 / \$1,200	KY	\$500 / \$1,200	NE	\$500 / \$1,200	OR	\$500 / \$1,200	WV	\$500 / \$1,200
DE	\$500 / \$1,200	LA	\$500 / \$1,200	NV	\$500 / \$1,200	PA	\$500 / \$1,200	WI	\$500 / \$1,200
FL	\$500 / \$1,200	ME	\$500 / \$1,200	NH	\$500 / \$1,200	RI	\$500 / \$1,200	WY	\$500 / \$1,200
GA	\$500 / \$1,200	MD	\$500 / \$1,200	NJ	\$500 / \$1,200	SC	\$500 / \$1,200	DC	\$500 / \$1,200

Virginia						Simple Grants		Complex Proposals	
				Grant Writing Services		\$1,200 - \$3,000		\$4,000+	
AL	\$1,500+/\$5,000+	HI	\$1,500+/\$5,000+	MA	\$1,500+/\$5,000+	NM	\$1,500+/\$5,000+	SD	\$1,500+/\$5,000+
AK	\$1,500+/\$5,000+	ID	\$1,500+/\$5,000+	MI	\$1,500+/\$5,000+	NY	\$1,500+/\$5,000+	TN	\$1,500+/\$5,000+
AZ	\$1,500+/\$5,000+	IL	\$1,500+/\$5,000+	MN	\$1,500+/\$5,000+	NC	\$1,500+/\$5,000+	TX	\$1,500+/\$5,000+
AR	\$1,500+/\$5,000+	IN	\$1,500+/\$5,000+	MS	\$1,500+/\$5,000+	ND	\$1,500+/\$5,000+	UT	\$1,500+/\$5,000+
CA	\$1,500+/\$5,000+	IA	\$1,500+/\$5,000+	MO	\$1,500+/\$5,000+	OH	\$1,500+/\$5,000+	VT	\$1,500+/\$5,000+
CO	\$1,500+/\$5,000+	KS	\$1,500+/\$5,000+	MT	\$1,500+/\$5,000+	OK	\$1,500+/\$5,000+	WA	\$1,500+/\$5,000+
CT	\$1,500+/\$5,000+	KY	\$1,500+/\$5,000+	NE	\$1,500+/\$5,000+	OR	\$1,500+/\$5,000+	WV	\$1,500+/\$5,000+
DE	\$1,500+/\$5,000+	LA	\$1,500+/\$5,000+	NV	\$1,500+/\$5,000+	PA	\$1,500+/\$5,000+	WI	\$1,500+/\$5,000+
FL	\$1,500+/\$5,000+	ME	\$1,500+/\$5,000+	NH	\$1,500+/\$5,000+	RI	\$1,500+/\$5,000+	WY	\$1,500+/\$5,000+
GA	\$1,500+/\$5,000+	MD	\$1,500+/\$5,000+	NJ	\$1,500+/\$5,000+	SC	\$1,500+/\$5,000+	DC	\$1,500+/\$5,000+

						VIRGINIA			
						Curriculum Review			
						\$1.1M - \$1.6M K-12 content area (13 grade levels)			
AL	\$1.1M+	HI	\$1.1M+	MA	\$1.1M+	NM	\$1.1M+	SD	\$1.1M+
AK	\$1.1M+	ID	\$1.1M+	MI	\$1.1M+	NY	\$1.1M+	TN	\$1.1M+
AZ	\$1.1M+	IL	\$1.1M+	MN	\$1.1M+	NC	\$1.1M+	TX	\$1.1M+
AR	\$1.1M+	IN	\$1.1M+	MS	\$1.1M+	ND	\$1.1M+	UT	\$1.1M+
CA	\$1.1M+	IA	\$1.1M+	MO	\$1.1M+	OH	\$1.1M+	VT	\$1.1M+
CO	\$1.1M+	KS	\$1.1M+	MT	\$1.1M+	OK	\$1.1M+	WA	\$1.1M+
CT	\$1.1M+	KY	\$1.1M+	NE	\$1.1M+	OR	\$1.1M+	WV	\$1.1M+
DE	\$1.1M+	LA	\$1.1M+	NV	\$1.1M+	PA	\$1.1M+	WI	\$1.1M+
FL	\$1.1M+	ME	\$1.1M+	NH	\$1.1M+	RI	\$1.1M+	WY	\$1.1M+
GA	\$1.1M+	MD	\$1.1M+	NJ	\$1.1M+	SC	\$1.1M+	DC	\$1.1M+

NOTE:

- Assumes district data and yearlong document review, written curriculum review (including daily lessons) of 1 quarter of instruction per grade level, development of a report and presentation of findings, and an onsite action planning session
- Final prices will vary based on the number of grade levels included, curriculum materials being reviewed, and the extent to which classroom observations (taught curriculum) and/or student work analysis (learned curriculum) are requested.

						VIRGINIA			
						Custom Curriculum Development			
						\$290,500 - \$435,600 per unit (per grade level & content area)			
AL	\$290,500+	HI	\$290,500+	MA	\$290,500+	NM	\$290,500+	SD	\$290,500+
AK	\$290,500+	ID	\$290,500+	MI	\$290,500+	NY	\$290,500+	TN	\$290,500+
AZ	\$290,500+	IL	\$290,500+	MN	\$290,500+	NC	\$290,500+	TX	\$290,500+
AR	\$290,500+	IN	\$290,500+	MS	\$290,500+	ND	\$290,500+	UT	\$290,500+
CA	\$290,500+	IA	\$290,500+	MO	\$290,500+	OH	\$290,500+	VT	\$290,500+
CO	\$290,500+	KS	\$290,500+	MT	\$290,500+	OK	\$290,500+	WA	\$290,500+
CT	\$290,500+	KY	\$290,500+	NE	\$290,500+	OR	\$290,500+	WV	\$290,500+
DE	\$290,500+	LA	\$290,500+	NV	\$290,500+	PA	\$290,500+	WI	\$290,500+
FL	\$290,500+	ME	\$290,500+	NH	\$290,500+	RI	\$290,500+	WY	\$290,500+
GA	\$290,500+	MD	\$290,500+	NJ	\$290,500+	SC	\$290,500+	DC	\$290,500+

NOTE:

- Assumes a unit consists of ~20 lessons, inclusive of a unit plan, daily teacher facilitation guides, student-facing materials, lesson slide decks, and ancillary materials.
- Includes mapping, content development, permissioning of third-party assets, operations and delivery (including copyediting, graphic design, and loading to LMS).
- Final price will vary based on the number of lessons and the extent of materials requested.

Curriculum Implementation - Part 1						VIRGINIA			
Professional Learning Session Development						\$34,850 per full-day session			
AL	\$34,850	HI	\$34,850	MA	\$34,850	NM	\$34,850	SD	\$34,850
AK	\$34,850	ID	\$34,850	MI	\$34,850	NY	\$34,850	TN	\$34,850
AZ	\$34,850	IL	\$34,850	MN	\$34,850	NC	\$34,850	TX	\$34,850
AR	\$34,850	IN	\$34,850	MS	\$34,850	ND	\$34,850	UT	\$34,850
CA	\$34,850	IA	\$34,850	MO	\$34,850	OH	\$34,850	VT	\$34,850
CO	\$34,850	KS	\$34,850	MT	\$34,850	OK	\$34,850	WA	\$34,850
CT	\$34,850	KY	\$34,850	NE	\$34,850	OR	\$34,850	WV	\$34,850
DE	\$34,850	LA	\$34,850	NV	\$34,850	PA	\$34,850	WI	\$34,850
FL	\$34,850	ME	\$34,850	NH	\$34,850	RI	\$34,850	WY	\$34,850
GA	\$34,850	MD	\$34,850	NJ	\$34,850	SC	\$34,850	DC	\$34,850

NOTE:

- Includes custom development of session outlines, facilitator guide, slide deck, and participant handouts.

Curriculum Implementation - Part 2						VIRGINIA			
In-Person Session Delivery						\$8,700 per day, per facilitator			
AL	\$8,700	HI	\$8,700	MA	\$8,700	NM	\$8,700	SD	\$8,700
AK	\$8,700	ID	\$8,700	MI	\$8,700	NY	\$8,700	TN	\$8,700
AZ	\$8,700	IL	\$8,700	MN	\$8,700	NC	\$8,700	TX	\$8,700
AR	\$8,700	IN	\$8,700	MS	\$8,700	ND	\$8,700	UT	\$8,700
CA	\$8,700	IA	\$8,700	MO	\$8,700	OH	\$8,700	VT	\$8,700
CO	\$8,700	KS	\$8,700	MT	\$8,700	OK	\$8,700	WA	\$8,700
CT	\$8,700	KY	\$8,700	NE	\$8,700	OR	\$8,700	WV	\$8,700
DE	\$8,700	LA	\$8,700	NV	\$8,700	PA	\$8,700	WI	\$8,700
FL	\$8,700	ME	\$8,700	NH	\$8,700	RI	\$8,700	WY	\$8,700
GA	\$8,700	MD	\$8,700	NJ	\$8,700	SC	\$8,700	DC	\$8,700

NOTE:

- Assumes one (1) facilitator per 25-30 participants and onsite support
- Includes preparation prior to session delivery
- Includes all travel expenses

Curriculum Implementation - Part 3						VIRGINIA			
				Virtual Session Delivery		\$6,969 per day, per facilitator & support facilitator			
AL	\$6,969	HI	\$6,969	MA	\$6,969	NM	\$6,969	SD	\$6,969
AK	\$6,969	ID	\$6,969	MI	\$6,969	NY	\$6,969	TN	\$6,969
AZ	\$6,969	IL	\$6,969	MN	\$6,969	NC	\$6,969	TX	\$6,969
AR	\$6,969	IN	\$6,969	MS	\$6,969	ND	\$6,969	UT	\$6,969
CA	\$6,969	IA	\$6,969	MO	\$6,969	OH	\$6,969	VT	\$6,969
CO	\$6,969	KS	\$6,969	MT	\$6,969	OK	\$6,969	WA	\$6,969
CT	\$6,969	KY	\$6,969	NE	\$6,969	OR	\$6,969	WV	\$6,969
DE	\$6,969	LA	\$6,969	NV	\$6,969	PA	\$6,969	WI	\$6,969
FL	\$6,969	ME	\$6,969	NH	\$6,969	RI	\$6,969	WY	\$6,969
GA	\$6,969	MD	\$6,969	NJ	\$6,969	SC	\$6,969	DC	\$6,969

NOTE:

- Assumes one (1) facilitator and one (1) support facilitator per 25-30 participants
- Includes preparation prior to session delivery

Curriculum Implementation - Part 4						VIRGINIA			
				In-Person Coaching		\$8,700 per day, per coach			
AL	\$8,700	HI	\$8,700	MA	\$8,700	NM	\$8,700	SD	\$8,700
AK	\$8,700	ID	\$8,700	MI	\$8,700	NY	\$8,700	TN	\$8,700
AZ	\$8,700	IL	\$8,700	MN	\$8,700	NC	\$8,700	TX	\$8,700
AR	\$8,700	IN	\$8,700	MS	\$8,700	ND	\$8,700	UT	\$8,700
CA	\$8,700	IA	\$8,700	MO	\$8,700	OH	\$8,700	VT	\$8,700
CO	\$8,700	KS	\$8,700	MT	\$8,700	OK	\$8,700	WA	\$8,700
CT	\$8,700	KY	\$8,700	NE	\$8,700	OR	\$8,700	WV	\$8,700
DE	\$8,700	LA	\$8,700	NV	\$8,700	PA	\$8,700	WI	\$8,700
FL	\$8,700	ME	\$8,700	NH	\$8,700	RI	\$8,700	WY	\$8,700
GA	\$8,700	MD	\$8,700	NJ	\$8,700	SC	\$8,700	DC	\$8,700

NOTE:

- Assumes one (1) facilitator per 25-30 participants
- Includes preparation prior to session delivery
- Includes all travel expenses

						VIRGINIA			
Special Education Playbook						\$575* per person (Annual license)			
AL	\$575	HI	\$575	MA	\$575	NM	\$575	SD	\$575
AK	\$575	ID	\$575	MI	\$575	NY	\$575	TN	\$575
AZ	\$575	IL	\$575	MN	\$575	NC	\$575	TX	\$575
AR	\$575	IN	\$575	MS	\$575	ND	\$575	UT	\$575
CA	\$575	IA	\$575	MO	\$575	OH	\$575	VT	\$575
CO	\$575	KS	\$575	MT	\$575	OK	\$575	WA	\$575
CT	\$575	KY	\$575	NE	\$575	OR	\$575	WV	\$575
DE	\$575	LA	\$575	NV	\$575	PA	\$575	WI	\$575
FL	\$575	ME	\$575	NH	\$575	RI	\$575	WY	\$575
GA	\$575	MD	\$575	NJ	\$575	SC	\$575	DC	\$575

NOTE:

- Custom development negotiable based on scope
- Coaching negotiable based on scope
- *Special pricing may be provided based on volume of customization, data integration, etc.

						VIRGINIA			
High Leverage Practices Playbook						\$860* per person (Annual license)			
AL	\$860	HI	\$860	MA	\$860	NM	\$860	SD	\$860
AK	\$860	ID	\$860	MI	\$860	NY	\$860	TN	\$860
AZ	\$860	IL	\$860	MN	\$860	NC	\$860	TX	\$860
AR	\$860	IN	\$860	MS	\$860	ND	\$860	UT	\$860
CA	\$860	IA	\$860	MO	\$860	OH	\$860	VT	\$860
CO	\$860	KS	\$860	MT	\$860	OK	\$860	WA	\$860
CT	\$860	KY	\$860	NE	\$860	OR	\$860	WV	\$860
DE	\$860	LA	\$860	NV	\$860	PA	\$860	WI	\$860
FL	\$860	ME	\$860	NH	\$860	RI	\$860	WY	\$860
GA	\$860	MD	\$860	NJ	\$860	SC	\$860	DC	\$860

NOTE:

- Custom development negotiable based on scope
- Coaching negotiable based on scope
- *Special pricing may be provided based on volume of customization, data integration, etc.

						VIRGINIA			
Building Inclusive Schools						\$52,275 In-Person Session Delivery			
AL	\$52,275	HI	\$52,275	MA	\$52,275	NM	\$52,275	SD	\$52,275
AK	\$52,275	ID	\$52,275	MI	\$52,275	NY	\$52,275	TN	\$52,275
AZ	\$52,275	IL	\$52,275	MN	\$52,275	NC	\$52,275	TX	\$52,275
AR	\$52,275	IN	\$52,275	MS	\$52,275	ND	\$52,275	UT	\$52,275
CA	\$52,275	IA	\$52,275	MO	\$52,275	OH	\$52,275	VT	\$52,275
CO	\$52,275	KS	\$52,275	MT	\$52,275	OK	\$52,275	WA	\$52,275
CT	\$52,275	KY	\$52,275	NE	\$52,275	OR	\$52,275	WV	\$52,275
DE	\$52,275	LA	\$52,275	NV	\$52,275	PA	\$52,275	WI	\$52,275
FL	\$52,275	ME	\$52,275	NH	\$52,275	RI	\$52,275	WY	\$52,275
GA	\$52,275	MD	\$52,275	NJ	\$52,275	SC	\$52,275	DC	\$52,275

NOTE:

- Priced for a 3-day onsite training with additional days available based on scope
- Assumes one (1) facilitator per 25-30 participants and onsite support
- Includes all travel expenses for three full-day trainings

						VIRGINIA			
Alternate Achievement						\$52,275 In-Person Session Delivery			
AL	\$52,275	HI	\$52,275	MA	\$52,275	NM	\$52,275	SD	\$52,275
AK	\$52,275	ID	\$52,275	MI	\$52,275	NY	\$52,275	TN	\$52,275
AZ	\$52,275	IL	\$52,275	MN	\$52,275	NC	\$52,275	TX	\$52,275
AR	\$52,275	IN	\$52,275	MS	\$52,275	ND	\$52,275	UT	\$52,275
CA	\$52,275	IA	\$52,275	MO	\$52,275	OH	\$52,275	VT	\$52,275
CO	\$52,275	KS	\$52,275	MT	\$52,275	OK	\$52,275	WA	\$52,275
CT	\$52,275	KY	\$52,275	NE	\$52,275	OR	\$52,275	WV	\$52,275
DE	\$52,275	LA	\$52,275	NV	\$52,275	PA	\$52,275	WI	\$52,275
FL	\$52,275	ME	\$52,275	NH	\$52,275	RI	\$52,275	WY	\$52,275
GA	\$52,275	MD	\$52,275	NJ	\$52,275	SC	\$52,275	DC	\$52,275

NOTE:

- Priced for a 3-day onsite training with additional days available based on scope
- Assumes one (1) facilitator per 25-30 participants and onsite support
- Includes all travel expenses for three full-day trainings

						VIRGINIA			
				Alternate Achievement		\$17,500 Virtual Session Delivery			
AL	\$17,500	HI	\$17,500	MA	\$17,500	NM	\$17,500	SD	\$17,500
AK	\$17,500	ID	\$17,500	MI	\$17,500	NY	\$17,500	TN	\$17,500
AZ	\$17,500	IL	\$17,500	MN	\$17,500	NC	\$17,500	TX	\$17,500
AR	\$17,500	IN	\$17,500	MS	\$17,500	ND	\$17,500	UT	\$17,500
CA	\$17,500	IA	\$17,500	MO	\$17,500	OH	\$17,500	VT	\$17,500
CO	\$17,500	KS	\$17,500	MT	\$17,500	OK	\$17,500	WA	\$17,500
CT	\$17,500	KY	\$17,500	NE	\$17,500	OR	\$17,500	WV	\$17,500
DE	\$17,500	LA	\$17,500	NV	\$17,500	PA	\$17,500	WI	\$17,500
FL	\$17,500	ME	\$17,500	NH	\$17,500	RI	\$17,500	WY	\$17,500
GA	\$17,500	MD	\$17,500	NJ	\$17,500	SC	\$17,500	DC	\$17,500

NOTE:

- Assumes virtual train-the-training professional development model
- Assumes one (1) facilitator per 25-30 participants and virtual support facilitation
- Includes preparation prior to session delivery

						VIRGINIA			
				Paraprofessional Training		\$115/para for online course \$230/para webinar series			
AL	\$115 / \$230	HI	\$115 / \$230	MA	\$115 / \$230	NM	\$115 / \$230	SD	\$115 / \$230
AK	\$115 / \$230	ID	\$115 / \$230	MI	\$115 / \$230	NY	\$115 / \$230	TN	\$115 / \$230
AZ	\$115 / \$230	IL	\$115 / \$230	MN	\$115 / \$230	NC	\$115 / \$230	TX	\$115 / \$230
AR	\$115 / \$230	IN	\$115 / \$230	MS	\$115 / \$230	ND	\$115 / \$230	UT	\$115 / \$230
CA	\$115 / \$230	IA	\$115 / \$230	MO	\$115 / \$230	OH	\$115 / \$230	VT	\$115 / \$230
CO	\$115 / \$230	KS	\$115 / \$230	MT	\$115 / \$230	OK	\$115 / \$230	WA	\$115 / \$230
CT	\$115 / \$230	KY	\$115 / \$230	NE	\$115 / \$230	OR	\$115 / \$230	WV	\$115 / \$230
DE	\$115 / \$230	LA	\$115 / \$230	NV	\$115 / \$230	PA	\$115 / \$230	WI	\$115 / \$230
FL	\$115 / \$230	ME	\$115 / \$230	NH	\$115 / \$230	RI	\$115 / \$230	WY	\$115 / \$230
GA	\$115 / \$230	MD	\$115 / \$230	NJ	\$115 / \$230	SC	\$115 / \$230	DC	\$115 / \$230

NOTE:

- Annual access to Foundation Series self-paced modules
- Participation in four webinars annually

						VIRGINIA			
				Parent Conference		\$696,900 / conference			
AL	\$696,900	HI	\$696,900	MA	\$696,900	NM	\$696,900	SD	\$696,900
AK	\$696,900	ID	\$696,900	MI	\$696,900	NY	\$696,900	TN	\$696,900
AZ	\$696,900	IL	\$696,900	MN	\$696,900	NC	\$696,900	TX	\$696,900
AR	\$696,900	IN	\$696,900	MS	\$696,900	ND	\$696,900	UT	\$696,900
CA	\$696,900	IA	\$696,900	MO	\$696,900	OH	\$696,900	VT	\$696,900
CO	\$696,900	KS	\$696,900	MT	\$696,900	OK	\$696,900	WA	\$696,900
CT	\$696,900	KY	\$696,900	NE	\$696,900	OR	\$696,900	WV	\$696,900
DE	\$696,900	LA	\$696,900	NV	\$696,900	PA	\$696,900	WI	\$696,900
FL	\$696,900	ME	\$696,900	NH	\$696,900	RI	\$696,900	WY	\$696,900
GA	\$696,900	MD	\$696,900	NJ	\$696,900	SC	\$696,900	DC	\$696,900

NOTE:

- Design and deliver 2-day Parent Conference
- Design schedule and secure speakers
- Secure two (2) keynote speakers and pay fees/travel
- Facilitate panel discussion(s) with a group of experts
- Manage marketing, registration, and communication of participants
- Oversee content development and formatting for sessions, ensure accessibility
- Produce professional session materials
- Provide translation and accommodation services
- Provide project management throughout project planning and delivery
- Create four (4) guidance documents designed for parents
- Deliver two (2) 90-minute follow up virtual sessions

Science of Teaching & Learning Professional Learning Services - Part 1						VIRGINIA			
Building a Strong Foundation for Lifelong Literacy Success Asynchronous Course						\$590 per user			
AL	\$590	HI	\$590	MA	\$590	NM	\$590	SD	\$590
AK	\$590	ID	\$590	MI	\$590	NY	\$590	TN	\$590
AZ	\$590	IL	\$590	MN	\$590	NC	\$590	TX	\$590
AR	\$590	IN	\$590	MS	\$590	ND	\$590	UT	\$590
CA	\$590	IA	\$590	MO	\$590	OH	\$590	VT	\$590
CO	\$590	KS	\$590	MT	\$590	OK	\$590	WA	\$590
CT	\$590	KY	\$590	NE	\$590	OR	\$590	WV	\$590
DE	\$590	LA	\$590	NV	\$590	PA	\$590	WI	\$590
FL	\$590	ME	\$590	NH	\$590	RI	\$590	WY	\$590
GA	\$590	MD	\$590	NJ	\$590	SC	\$590	DC	\$590

NOTE:

- Assumes purchase of Playbook tenant with a minimum of 1,200 users
- Annual license to 45 hours of IDA-accredited asynchronous professional learning content in the Science of Reading
- Provision of standard software and curriculum offering for Playbook, inclusive of lessons, software configurations, etc. (Unless mutually agreed, there will be no revisions to curriculum, training content, or software development)
- A sample licensing agreement has been provided in **Section IX: Appendices**.

Science of Teaching & Learning Professional Learning Services - Part 2						VIRGINIA			
Core Concepts Asynchronous Course						\$360 per user			
AL	\$360	HI	\$360	MA	\$360	NM	\$360	SD	\$360
AK	\$360	ID	\$360	MI	\$360	NY	\$360	TN	\$360
AZ	\$360	IL	\$360	MN	\$360	NC	\$360	TX	\$360
AR	\$360	IN	\$360	MS	\$360	ND	\$360	UT	\$360
CA	\$360	IA	\$360	MO	\$360	OH	\$360	VT	\$360
CO	\$360	KS	\$360	MT	\$360	OK	\$360	WA	\$360
CT	\$360	KY	\$360	NE	\$360	OR	\$360	WV	\$360
DE	\$360	LA	\$360	NV	\$360	PA	\$360	WI	\$360
FL	\$360	ME	\$360	NH	\$360	RI	\$360	WY	\$360
GA	\$360	MD	\$360	NJ	\$360	SC	\$360	DC	\$360

NOTE:

- Assumes purchase of Playbook tenant with a minimum of 1,200 users
- Annual license to 15 hours of asynchronous content covering key Science of Reading concepts
- Provision of standard software and curriculum offering for Playbook, inclusive of lessons, software configurations, etc. (Unless mutually agreed, there will be no revisions to curriculum, training content, or software development)
- A sample licensing agreement has been provided in **Section IX: Appendices**.

Science of Teaching & Learning Professional Learning Services - Part 3						VIRGINIA			
		Literacy Leader Core Concepts Asynchronous Course				\$475 per user			
AL	\$475	HI	\$475	MA	\$475	NM	\$475	SD	\$475
AK	\$475	ID	\$475	MI	\$475	NY	\$475	TN	\$475
AZ	\$475	IL	\$475	MN	\$475	NC	\$475	TX	\$475
AR	\$475	IN	\$475	MS	\$475	ND	\$475	UT	\$475
CA	\$475	IA	\$475	MO	\$475	OH	\$475	VT	\$475
CO	\$475	KS	\$475	MT	\$475	OK	\$475	WA	\$475
CT	\$475	KY	\$475	NE	\$475	OR	\$475	WV	\$475
DE	\$475	LA	\$475	NV	\$475	PA	\$475	WI	\$475
FL	\$475	ME	\$475	NH	\$475	RI	\$475	WY	\$475
GA	\$475	MD	\$475	NJ	\$475	SC	\$475	DC	\$475

NOTE:

- Assumes purchase of Playbook tenant with a minimum of 1,200 users
- Annual license to 20 hours of asynchronous content in the Science of Reading tailored for school leaders
- Provision of standard software and curriculum offering for Playbook, inclusive of lessons, software configurations, etc. (Unless mutually agreed, there will be no revisions to curriculum, training content, or software development)
- A sample licensing agreement has been provided in **Section IX: Appendices**.

Science of Teaching & Learning Professional Learning Services - Part 4						VIRGINIA			
		Dyslexia Playbook				\$688 per user			
AL	\$688	HI	\$688	MA	\$688	NM	\$688	SD	\$688
AK	\$688	ID	\$688	MI	\$688	NY	\$688	TN	\$688
AZ	\$688	IL	\$688	MN	\$688	NC	\$688	TX	\$688
AR	\$688	IN	\$688	MS	\$688	ND	\$688	UT	\$688
CA	\$688	IA	\$688	MO	\$688	OH	\$688	VT	\$688
CO	\$688	KS	\$688	MT	\$688	OK	\$688	WA	\$688
CT	\$688	KY	\$688	NE	\$688	OR	\$688	WV	\$688
DE	\$688	LA	\$688	NV	\$688	PA	\$688	WI	\$688
FL	\$688	ME	\$688	NH	\$688	RI	\$688	WY	\$688
GA	\$688	MD	\$688	NJ	\$688	SC	\$688	DC	\$688

NOTE:

- Assumes purchase of Playbook tenant with a minimum of 1,200 users
- Annual license to 8 hours of asynchronous content for educators working with students with dyslexia
- Provision of standard software and curriculum offering for Playbook, inclusive of lessons, software configurations, etc. (Unless mutually agreed, there will be no revisions to curriculum, training content, or software development)
- A sample licensing agreement has been provided in **Section IX: Appendices**.

Science of Teaching & Learning Professional Learning Services - Part 5						VIRGINIA			
Science of Reading Virtual Professional Learning Series						\$35,000 per series			
AL	\$35,000	HI	\$35,000	MA	\$35,000	NM	\$35,000	SD	\$35,000
AK	\$35,000	ID	\$35,000	MI	\$35,000	NY	\$35,000	TN	\$35,000
AZ	\$35,000	IL	\$35,000	MN	\$35,000	NC	\$35,000	TX	\$35,000
AR	\$35,000	IN	\$35,000	MS	\$35,000	ND	\$35,000	UT	\$35,000
CA	\$35,000	IA	\$35,000	MO	\$35,000	OH	\$35,000	VT	\$35,000
CO	\$35,000	KS	\$35,000	MT	\$35,000	OK	\$35,000	WA	\$35,000
CT	\$35,000	KY	\$35,000	NE	\$35,000	OR	\$35,000	WV	\$35,000
DE	\$35,000	LA	\$35,000	NV	\$35,000	PA	\$35,000	WI	\$35,000
FL	\$35,000	ME	\$35,000	NH	\$35,000	RI	\$35,000	WY	\$35,000
GA	\$35,000	MD	\$35,000	NJ	\$35,000	SC	\$35,000	DC	\$35,000

NOTE:

- Series of three (3) unique virtual webinars for education, 2 hours each

Science of Teaching & Learning Professional Learning Services - Part 6						VIRGINIA			
Practice-Based Coaching in Literacy: In-Person Session Delivery						\$17,500 per day, per facilitator			
AL	\$17,500	HI	\$17,500	MA	\$17,500	NM	\$17,500	SD	\$17,500
AK	\$17,500	ID	\$17,500	MI	\$17,500	NY	\$17,500	TN	\$17,500
AZ	\$17,500	IL	\$17,500	MN	\$17,500	NC	\$17,500	TX	\$17,500
AR	\$17,500	IN	\$17,500	MS	\$17,500	ND	\$17,500	UT	\$17,500
CA	\$17,500	IA	\$17,500	MO	\$17,500	OH	\$17,500	VT	\$17,500
CO	\$17,500	KS	\$17,500	MT	\$17,500	OK	\$17,500	WA	\$17,500
CT	\$17,500	KY	\$17,500	NE	\$17,500	OR	\$17,500	WV	\$17,500
DE	\$17,500	LA	\$17,500	NV	\$17,500	PA	\$17,500	WI	\$17,500
FL	\$17,500	ME	\$17,500	NH	\$17,500	RI	\$17,500	WY	\$17,500
GA	\$17,500	MD	\$17,500	NJ	\$17,500	SC	\$17,500	DC	\$17,500

NOTE:

- Assumes one (1) facilitator per 25-30 participants and on-site support
- Includes preparation prior to session delivery
- Includes all travel expenses for two (2) full-day trainings

Science of Teaching & Learning Professional Learning Services - Part 7						VIRGINIA			
Practice-Based Coaching in Literacy: Virtual Session Delivery						\$17,500 per day, per facilitator & support facilitator			
AL	\$17,500	HI	\$17,500	MA	\$17,500	NM	\$17,500	SD	\$17,500
AK	\$17,500	ID	\$17,500	MI	\$17,500	NY	\$17,500	TN	\$17,500
AZ	\$17,500	IL	\$17,500	MN	\$17,500	NC	\$17,500	TX	\$17,500
AR	\$17,500	IN	\$17,500	MS	\$17,500	ND	\$17,500	UT	\$17,500
CA	\$17,500	IA	\$17,500	MO	\$17,500	OH	\$17,500	VT	\$17,500
CO	\$17,500	KS	\$17,500	MT	\$17,500	OK	\$17,500	WA	\$17,500
CT	\$17,500	KY	\$17,500	NE	\$17,500	OR	\$17,500	WV	\$17,500
DE	\$17,500	LA	\$17,500	NV	\$17,500	PA	\$17,500	WI	\$17,500
FL	\$17,500	ME	\$17,500	NH	\$17,500	RI	\$17,500	WY	\$17,500
GA	\$17,500	MD	\$17,500	NJ	\$17,500	SC	\$17,500	DC	\$17,500

NOTE:

- Assumes one (1) facilitator per 25-30 participants and virtual support facilitation
- Includes preparation prior to session delivery
- Assumes delivery of complete six-session professional development series

Transition Services & Career Planning Professional Development - Part 1						VIRGINIA			
In-Person Professional Development Session Delivery						\$17,500 per day			
AL	\$17,500	HI	\$17,500	MA	\$17,500	NM	\$17,500	SD	\$17,500
AK	\$17,500	ID	\$17,500	MI	\$17,500	NY	\$17,500	TN	\$17,500
AZ	\$17,500	IL	\$17,500	MN	\$17,500	NC	\$17,500	TX	\$17,500
AR	\$17,500	IN	\$17,500	MS	\$17,500	ND	\$17,500	UT	\$17,500
CA	\$17,500	IA	\$17,500	MO	\$17,500	OH	\$17,500	VT	\$17,500
CO	\$17,500	KS	\$17,500	MT	\$17,500	OK	\$17,500	WA	\$17,500
CT	\$17,500	KY	\$17,500	NE	\$17,500	OR	\$17,500	WV	\$17,500
DE	\$17,500	LA	\$17,500	NV	\$17,500	PA	\$17,500	WI	\$17,500
FL	\$17,500	ME	\$17,500	NH	\$17,500	RI	\$17,500	WY	\$17,500
GA	\$17,500	MD	\$17,500	NJ	\$17,500	SC	\$17,500	DC	\$17,500

NOTE:

- Assumes one (1) facilitator per 25-30 participants and on-site support
- Includes preparation prior to session delivery
- Assumes delivery of at least two (2) professional development days
- Includes travel expenses

Transition Services & Career Planning Professional Development - Part 2						VIRGINIA			
		Virtual Professional Development Session Delivery				\$8,700 per session			
AL	\$8,700	HI	\$8,700	MA	\$8,700	NM	\$8,700	SD	\$8,700
AK	\$8,700	ID	\$8,700	MI	\$8,700	NY	\$8,700	TN	\$8,700
AZ	\$8,700	IL	\$8,700	MN	\$8,700	NC	\$8,700	TX	\$8,700
AR	\$8,700	IN	\$8,700	MS	\$8,700	ND	\$8,700	UT	\$8,700
CA	\$8,700	IA	\$8,700	MO	\$8,700	OH	\$8,700	VT	\$8,700
CO	\$8,700	KS	\$8,700	MT	\$8,700	OK	\$8,700	WA	\$8,700
CT	\$8,700	KY	\$8,700	NE	\$8,700	OR	\$8,700	WV	\$8,700
DE	\$8,700	LA	\$8,700	NV	\$8,700	PA	\$8,700	WI	\$8,700
FL	\$8,700	ME	\$8,700	NH	\$8,700	RI	\$8,700	WY	\$8,700
GA	\$8,700	MD	\$8,700	NJ	\$8,700	SC	\$8,700	DC	\$8,700

NOTE:

- Assumes one (1) facilitator per 25-30 participants and virtual support facilitation
- Includes preparation prior to session delivery
- Assumes delivery of at least four (4) professional development sessions

						VIRGINIA			
		Work-Based Learning Toolkit				\$69,700 per work site			
AL	\$69,700	HI	\$69,700	MA	\$69,700	NM	\$69,700	SD	\$69,700
AK	\$69,700	ID	\$69,700	MI	\$69,700	NY	\$69,700	TN	\$69,700
AZ	\$69,700	IL	\$69,700	MN	\$69,700	NC	\$69,700	TX	\$69,700
AR	\$69,700	IN	\$69,700	MS	\$69,700	ND	\$69,700	UT	\$69,700
CA	\$69,700	IA	\$69,700	MO	\$69,700	OH	\$69,700	VT	\$69,700
CO	\$69,700	KS	\$69,700	MT	\$69,700	OK	\$69,700	WA	\$69,700
CT	\$69,700	KY	\$69,700	NE	\$69,700	OR	\$69,700	WV	\$69,700
DE	\$69,700	LA	\$69,700	NV	\$69,700	PA	\$69,700	WI	\$69,700
FL	\$69,700	ME	\$69,700	NH	\$69,700	RI	\$69,700	WY	\$69,700
GA	\$69,700	MD	\$69,700	NJ	\$69,700	SC	\$69,700	DC	\$69,700

NOTE:

- Toolkit provided to implement and manage work-based learning program

						VIRGINIA			
Transition & Career Planning Curriculum						\$175 per student			
AL	\$175	HI	\$175	MA	\$175	NM	\$175	SD	\$175
AK	\$175	ID	\$175	MI	\$175	NY	\$175	TN	\$175
AZ	\$175	IL	\$175	MN	\$175	NC	\$175	TX	\$175
AR	\$175	IN	\$175	MS	\$175	ND	\$175	UT	\$175
CA	\$175	IA	\$175	MO	\$175	OH	\$175	VT	\$175
CO	\$175	KS	\$175	MT	\$175	OK	\$175	WA	\$175
CT	\$175	KY	\$175	NE	\$175	OR	\$175	WV	\$175
DE	\$175	LA	\$175	NV	\$175	PA	\$175	WI	\$175
FL	\$175	ME	\$175	NH	\$175	RI	\$175	WY	\$175
GA	\$175	MD	\$175	NJ	\$175	SC	\$175	DC	\$175

NOTE:

- Annual license to online transition curriculum platform and materials (with expected minimum of 250 student licenses)
- Implementation and ongoing support including training webinars for educators
- Content can be utilized for students with disabilities, adult education learners or general education students in grades 6 to 12
- Provision of standard software and curriculum offering for Playbook, inclusive of lessons, software configurations, etc. (Unless mutually agreed, there will be no revisions to curriculum, training content, or software development)
- A sample licensing agreement has been provided in **Section IX: Appendices**.

iteach						VIRGINIA			
Teacher and Principal* Licensure						\$3,050 per candidate			
AL	\$5,449	HI	\$5,449	MA		NM		SD	
AK		ID		MI		NY		TN	\$4,250
AR	\$5,449	IL		MN		NC		TX	\$5,449/ \$6,000*
AZ	\$5,449	IN	\$5,449	MS	\$5,449	ND		UT	
CA		IA		MO		OH		VT	
CO		KS		MT		OK		WA	
CT		KY	\$5,449	NE	\$3,500	OR		WV	\$3,050
DE		LA	\$5,449	NV	\$5,449	PA		WI	
FL	\$2,975	ME		NH		RI		WY	
GA		MD		NJ	\$5,449	SC		DC	

NOTE:

- Upon enrollment in the iteach program, candidates in all iteach states (with the exception of New Jersey) will pay \$99/month towards their program balance until hired as a Teacher of Record. Once hired as a Teacher of Record, candidates will pay out the remainder of their balance in 10-12 equal installments, depending upon the state.
- In New Jersey, candidates will pay a \$500 enrollment fee and will not begin paying program tuition until hired as a Teacher of Record. Once hired as a Teacher of Record, candidates will pay out the remainder of their balance in 10 equal installments.

Passage Preparation						VIRGINIA			
Teacher Licensure Exam Preparation						\$80 per license			
AL	\$80	HI	\$80	MA	\$80	NM	\$80	SD	\$80
AK	\$80	ID	\$80	MI	\$80	NY	\$80	TN	\$80
AZ	\$80	IL	\$80	MN	\$80	NC	\$80	TX	\$80
AR	\$80	IN	\$80	MS	\$80	ND	\$80	UT	\$80
CA	\$80	IA	\$80	MO	\$80	OH	\$80	VT	\$80
CO	\$80	KS	\$80	MT	\$80	OK	\$80	WA	\$80
CT	\$80	KY	\$80	NE	\$80	OR	\$80	WV	\$80
DE	\$80	LA	\$80	NV	\$80	PA	\$80	WI	\$80
FL	\$80	ME	\$80	NH	\$80	RI	\$80	WY	\$80
GA	\$80	MD	\$80	NJ	\$80	SC	\$80	DC	\$80

Teaching Channel						VIRGINIA			
EMPOWER Platform						Professional \$179 per person	Starter \$99 per person		
AL	\$179 / \$99	HI	\$179 / \$99	MA	\$179 / \$99	NM	\$179 / \$99	SD	\$179 / \$99
AK	\$179 / \$99	ID	\$179 / \$99	MI	\$179 / \$99	NY	\$179 / \$99	TN	\$179 / \$99
AZ	\$179 / \$99	IL	\$179 / \$99	MN	\$179 / \$99	NC	\$179 / \$99	TX	\$179 / \$99
AR	\$179 / \$99	IN	\$179 / \$99	MS	\$179 / \$99	ND	\$179 / \$99	UT	\$179 / \$99
CA	\$179 / \$99	IA	\$179 / \$99	MO	\$179 / \$99	OH	\$179 / \$99	VT	\$179 / \$99
CO	\$179 / \$99	KS	\$179 / \$99	MT	\$179 / \$99	OK	\$179 / \$99	WA	\$179 / \$99
CT	\$179 / \$99	KY	\$179 / \$99	NE	\$179 / \$99	OR	\$179 / \$99	WV	\$179 / \$99
DE	\$179 / \$99	LA	\$179 / \$99	NV	\$179 / \$99	PA	\$179 / \$99	WI	\$179 / \$99
FL	\$179 / \$99	ME	\$179 / \$99	NH	\$179 / \$99	RI	\$179 / \$99	WY	\$179 / \$99
GA	\$179 / \$99	MD	\$179 / \$99	NJ	\$179 / \$99	SC	\$179 / \$99	DC	\$179 / \$99

NOTE:

- Professional EMPOWER Platform has 20 licenses minimum
- Starter EMPOWER Platform has 30 licenses minimum

Teaching Channel						VIRGINIA			
EQUIP for New Teachers						\$189 per person			
AL	\$189	HI	\$189	MA	\$189	NM	\$189	SD	\$189
AK	\$189	ID	\$189	MI	\$189	NY	\$189	TN	\$189
AZ	\$189	IL	\$189	MN	\$189	NC	\$189	TX	\$189
AR	\$189	IN	\$189	MS	\$189	ND	\$189	UT	\$189
CA	\$189	IA	\$189	MO	\$189	OH	\$189	VT	\$189
CO	\$189	KS	\$189	MT	\$189	OK	\$189	WA	\$189
CT	\$189	KY	\$189	NE	\$189	OR	\$189	WV	\$189
DE	\$189	LA	\$189	NV	\$189	PA	\$189	WI	\$189
FL	\$189	ME	\$189	NH	\$189	RI	\$189	WY	\$189
GA	\$189	MD	\$189	NJ	\$189	SC	\$189	DC	\$189

Teaching Channel						VIRGINIA			
EQUIP for Substitute Teachers						\$4,900 for 100 licenses			
AL	\$4,900	HI	\$4,900	MA	\$4,900	NM	\$4,900	SD	\$4,900
AK	\$4,900	ID	\$4,900	MI	\$4,900	NY	\$4,900	TN	\$4,900
AZ	\$4,900	IL	\$4,900	MN	\$4,900	NC	\$4,900	TX	\$4,900
AR	\$4,900	IN	\$4,900	MS	\$4,900	ND	\$4,900	UT	\$4,900
CA	\$4,900	IA	\$4,900	MO	\$4,900	OH	\$4,900	VT	\$4,900
CO	\$4,900	KS	\$4,900	MT	\$4,900	OK	\$4,900	WA	\$4,900
CT	\$4,900	KY	\$4,900	NE	\$4,900	OR	\$4,900	WV	\$4,900
DE	\$4,900	LA	\$4,900	NV	\$4,900	PA	\$4,900	WI	\$4,900
FL	\$4,900	ME	\$4,900	NH	\$4,900	RI	\$4,900	WY	\$4,900
GA	\$4,900	MD	\$4,900	NJ	\$4,900	SC	\$4,900	DC	\$4,900

NOTE: Custom pricing available for 101+ licenses

Teaching Channel						VIRGINIA			
EQUIP for Student-Facing Paraprofessionals						\$50 per license			
AL	\$50	HI	\$50	MA	\$50	NM	\$50	SD	\$50
AK	\$50	ID	\$50	MI	\$50	NY	\$50	TN	\$50
AZ	\$50	IL	\$50	MN	\$50	NC	\$50	TX	\$50
AR	\$50	IN	\$50	MS	\$50	ND	\$50	UT	\$50
CA	\$50	IA	\$50	MO	\$50	OH	\$50	VT	\$50
CO	\$50	KS	\$50	MT	\$50	OK	\$50	WA	\$50
CT	\$50	KY	\$50	NE	\$50	OR	\$50	WV	\$50
DE	\$50	LA	\$50	NV	\$50	PA	\$50	WI	\$50
FL	\$50	ME	\$50	NH	\$50	RI	\$50	WY	\$50
GA	\$50	MD	\$50	NJ	\$50	SC	\$50	DC	\$50

NOTE:

- 60 licenses minimum
- Custom pricing available for 100+ licenses

Teaching Channel						VIRGINIA			
Teacher & Leader Asynchronous Courses						\$135 per course (45 hours, no graduate credits)		\$489 per course (3 graduate credits)	
AL	\$135 / \$489	HI	\$135 / \$489	MA	\$135 / \$489	NM	\$135 / \$489	SD	\$135 / \$489
AK	\$135 / \$489	ID	\$135 / \$489	MI	\$135 / \$489	NY	\$135 / \$489	TN	\$135 / \$489
AZ	\$135 / \$489	IL	\$135 / \$489	MN	\$135 / \$489	NC	\$135 / \$489	TX	\$135 / \$489
AR	\$135 / \$489	IN	\$135 / \$489	MS	\$135 / \$489	ND	\$135 / \$489	UT	\$135 / \$489
CA	\$135 / \$489	IA	\$135 / \$489	MO	\$135 / \$489	OH	\$135 / \$489	VT	\$135 / \$489
CO	\$135 / \$489	KS	\$135 / \$489	MT	\$135 / \$489	OK	\$135 / \$489	WA	\$135 / \$489
CT	\$135 / \$489	KY	\$135 / \$489	NE	\$135 / \$489	OR	\$135 / \$489	WV	\$135 / \$489
DE	\$135 / \$489	LA	\$135 / \$489	NV	\$135 / \$489	PA	\$135 / \$489	WI	\$135 / \$489
FL	\$135 / \$489	ME	\$135 / \$489	NH	\$135 / \$489	RI	\$135 / \$489	WY	\$135 / \$489
GA	\$135 / \$489	MD	\$135 / \$489	NJ	\$135 / \$489	SC	\$135 / \$489	DC	\$135 / \$489

						VIRGINIA			
				Praxis Exam Access		\$150 per test			
AL	\$150	HI	\$150	MA	\$150	NM	\$150	SD	\$150
AK	\$150	ID	\$150	MI	\$150	NY	\$150	TN	\$150
AZ	\$150	IL	\$150	MN	\$150	NC	\$150	TX	\$150
AR	\$150	IN	\$150	MS	\$150	ND	\$150	UT	\$150
CA	\$150	IA	\$150	MO	\$150	OH	\$150	VT	\$150
CO	\$150	KS	\$150	MT	\$150	OK	\$150	WA	\$150
CT	\$150	KY	\$150	NE	\$150	OR	\$150	WV	\$150
DE	\$150	LA	\$150	NV	\$150	PA	\$150	WI	\$150
FL	\$150	ME	\$150	NH	\$150	RI	\$150	WY	\$150
GA	\$150	MD	\$150	NJ	\$150	SC	\$150	DC	\$150

NOTE:

- Standardized access to *Praxis* exams across approved content areas and states
- Registration only
- Can be bundled with prep
- Available for bulk purchase agreements

						VIRGINIA			
				Pop-Up Testing Center		\$15,000 per day			
AL	\$15,000	HI	\$15,000	MA	\$15,000	NM	\$15,000	SD	\$15,000
AK	\$15,000	ID	\$15,000	MI	\$15,000	NY	\$15,000	TN	\$15,000
AZ	\$15,000	IL	\$15,000	MN	\$15,000	NC	\$15,000	TX	\$15,000
AR	\$15,000	IN	\$15,000	MS	\$15,000	ND	\$15,000	UT	\$15,000
CA	\$15,000	IA	\$15,000	MO	\$15,000	OH	\$15,000	VT	\$15,000
CO	\$15,000	KS	\$15,000	MT	\$15,000	OK	\$15,000	WA	\$15,000
CT	\$15,000	KY	\$15,000	NE	\$15,000	OR	\$15,000	WV	\$15,000
DE	\$15,000	LA	\$15,000	NV	\$15,000	PA	\$15,000	WI	\$15,000
FL	\$15,000	ME	\$15,000	NH	\$15,000	RI	\$15,000	WY	\$15,000
GA	\$15,000	MD	\$15,000	NJ	\$15,000	SC	\$15,000	DC	\$15,000

NOTE:

- Premium onsite testing with full setup, equipment, and staff support (ideal for high-volume or cohort testing events)
- Test registration fees not included
- Test readiness workshop available as an add-on
- Available for multi-day or multi-site deployments

						VIRGINIA			
			Private Access Solution			\$5,000 per month			
AL	\$5,000	HI	\$5,000	MA	\$5,000	NM	\$5,000	SD	\$5,000
AK	\$5,000	ID	\$5,000	MI	\$5,000	NY	\$5,000	TN	\$5,000
AZ	\$5,000	IL	\$5,000	MN	\$5,000	NC	\$5,000	TX	\$5,000
AR	\$5,000	IN	\$5,000	MS	\$5,000	ND	\$5,000	UT	\$5,000
CA	\$5,000	IA	\$5,000	MO	\$5,000	OH	\$5,000	VT	\$5,000
CO	\$5,000	KS	\$5,000	MT	\$5,000	OK	\$5,000	WA	\$5,000
CT	\$5,000	KY	\$5,000	NE	\$5,000	OR	\$5,000	WV	\$5,000
DE	\$5,000	LA	\$5,000	NV	\$5,000	PA	\$5,000	WI	\$5,000
FL	\$5,000	ME	\$5,000	NH	\$5,000	RI	\$5,000	WY	\$5,000
GA	\$5,000	MD	\$5,000	NJ	\$5,000	SC	\$5,000	DC	\$5,000

NOTE:

- Convert a district lab into a secure, in-house *Praxis* testing site with monthly workshops and reporting
- 6-month minimum commitment
- Additional workshops available for purchase
- Available for multi-site and multi-year partnerships

						VIRGINIA			
			International Teacher Access			\$15,000 per teacher per year			
AL	\$15,000	HI	\$15,000	MA	\$15,000	NM	\$15,000	SD	\$15,000
AK	\$15,000	ID	\$15,000	MI	\$15,000	NY	\$15,000	TN	\$15,000
AZ	\$15,000	IL	\$15,000	MN	\$15,000	NC	\$15,000	TX	\$15,000
AR	\$15,000	IN	\$15,000	MS	\$15,000	ND	\$15,000	UT	\$15,000
CA	\$15,000	IA	\$15,000	MO	\$15,000	OH	\$15,000	VT	\$15,000
CO	\$15,000	KS	\$15,000	MT	\$15,000	OK	\$15,000	WA	\$15,000
CT	\$15,000	KY	\$15,000	NE	\$15,000	OR	\$15,000	WV	\$15,000
DE	\$15,000	LA	\$15,000	NV	\$15,000	PA	\$15,000	WI	\$15,000
FL	\$15,000	ME	\$15,000	NH	\$15,000	RI	\$15,000	WY	\$15,000
GA	\$15,000	MD	\$15,000	NJ	\$15,000	SC	\$15,000	DC	\$15,000

NOTE:

- Full-service placement and onboarding of certified international educators via J-1 visa sponsorship
- Turnkey visa, onboarding, and placement solution for high-need subject areas.
- Custom pricing for multi-teacher contracts

						VIRGINIA			
			Test Readiness Workshops			\$5,000 per session			
AL	\$5,000	HI	\$5,000	MA	\$5,000	NM	\$5,000	SD	\$5,000
AK	\$5,000	ID	\$5,000	MI	\$5,000	NY	\$5,000	TN	\$5,000
AZ	\$5,000	IL	\$5,000	MN	\$5,000	NC	\$5,000	TX	\$5,000
AR	\$5,000	IN	\$5,000	MS	\$5,000	ND	\$5,000	UT	\$5,000
CA	\$5,000	IA	\$5,000	MO	\$5,000	OH	\$5,000	VT	\$5,000
CO	\$5,000	KS	\$5,000	MT	\$5,000	OK	\$5,000	WA	\$5,000
CT	\$5,000	KY	\$5,000	NE	\$5,000	OR	\$5,000	WV	\$5,000
DE	\$5,000	LA	\$5,000	NV	\$5,000	PA	\$5,000	WI	\$5,000
FL	\$5,000	ME	\$5,000	NH	\$5,000	RI	\$5,000	WY	\$5,000
GA	\$5,000	MD	\$5,000	NJ	\$5,000	SC	\$5,000	DC	\$5,000

NOTE:

- Live, virtual *Praxis* prep sessions designed to improve first-time pass rates
- Available as an add-on to testing services or as a standalone service
- One monthly session included with Private Access
- Additional workshops available à la carte or bundled
- Custom pricing for multi-session packages

University Instructors LLC (UI) reserves the right to increase prices on all services annually based on U-CPI.