

COMMONWEALTH OF VIRGINIA

DEPARTM ENT OF FINANCE OSCAR KNOTT, CPP, CPPO, NGIP-CPP, VCO PURCHASING DIRECTOR

January 17, 2025

Ms. Robin Lauver Houghton Mifflin Harcourt Publishing (HMH) 125 High Street Boston, MA 02110

RE: Contract # 2114D-RTI Reading (K-12) Curriculum for Tier I, II, and III

Dear Ms. Lauver:

The annual contract the County has with your company to provide **RTI Reading** (**K-12**) **Curriculum for Tier I, II, and III** is due to expire on **June 30**, 2025. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **July 1**, 2025 through **June 30**, 2026.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Angie Woodson at <u>woo113@henrico.gov</u> no later than February 15, 2025.

Following the receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County as additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5637 or email me at <u>fal51@henrico.gov</u>. Your cooperation and prompt response will be appreciated.

Sincerely,

Eileen M. Falcone /acw

Eileen M. Falcone, CPPB Purchasing Manager

EMF/acw

CONTRACT #2114D - RTI Reading (K-12) Curriculum for Tier I, II, and III

BUYER NAME: Eileen Falcone

	or the changes provided herein, all other terms and con and effect. Please check one of the following:	ditions of this contract remain unchanged and in
	Yes. Renew the contract for an additional one-year period	at current contract pricing.
<u> </u>	Yes. Renew the contract for an additional one-year period (list below or attach new pricing sheet) See attached updated Pricing Sheet	at new contract pricing.
	No. Do not wish to renew the contract. If no, please prove	de reason below.
Company Signature:	HMH Education Company (formerly known Name: <u>as Houghton Mifflin Harcourt)</u>	Date: June 25, 2025 Title: Sr. Director, Bids and Contracts
Telephone SCC#:	e#:617-351-5415	Email: Lisa.jacobson@hmhco.com

2021 ISBN	TITLE	PRICE	2024 ISBN	TITLE	2024 PRICE	2025 PRICE
STAGE A	GRADES 4 AND 5		STAGE A			
	READ 180 Universal Stage A Student			Read 180 on Ed Student Digital		
9781328018960	Subscription Package 1 Year	\$199.00	9780358937265	Subscription 1 Year	\$109.00	\$109.00
	Literacy Intervention License (R180 /					
	S44 Upper Elementary)Teacher			Read 180 on Ed Teacher Digital		
9781328019905	Subscription	\$299.00	9780358740643	Subscription 1 Year	\$299.00	\$299.00
	READ 180 Universal Stage A			Read 180 Stage A Teacher		
	Classroom Package Includes			Bookshelf		
	the READ 180 Universal Teacher					
	Bookshelf and READ 180 Universal					
9781328017635	Independent Reading Library	\$4 <i>,</i> 499.00	9780358804697		\$710.00	\$710.00
				Read 180 Stage A Independent		
			9780358817147	<u> </u>	<mark>4100.00</mark>	<mark>\$2,995.00</mark>
			9780358363002	HMH Word Building Kit	\$49.95	\$49.95
				Read 180 Stage A ReaL Book		
				Workshops 1-3 Student Edition		
			9780358766292	Bundle	\$30.00	\$30.00
	TOTAL STAGE A					
STAGE B	GRADES 6-8.		STAGE B			
	READ 180 Universal Stage B Student			Read 180 on Ed Student Digital		
	Subscription Package 1 Year,			Subscription 1 Year. Includes:		
	Includes Literacy Intervention			Read 180 on Ed Student License 1		
	License (R180U Stage B / S44			Year		
	Secondary), Reading Inventory, and			Implementation Success		
	Phonics Inventory student software					
	subscription and Stage B ReaL Book					
	for 1 student					
9781328019011		\$199.00	9780358937265		\$109.00	\$109.00

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				Read 180 on Ed Teacher Digital		
				Subscription 1 Year. Includes:		
				Read 180 on Ed Teacher License 1		
	Literacy Intervention License (R180 U			Year		
9781328019936	Stage B / S44 Secondary) /TEACHER	\$299.00	9780358740643	Access to Teacher's Corner	\$299.00	\$299.00
	READ 180 Universal Stage B			Read 180 Stage B Teacher		
	Classroom Package Includes the			Bookshelf Includes:		
	READ 180 Universal Teacher			Read 180 Stage B Getting Started		
	Bookshelf and READ 180 Universal			Book 1 Teaching Guide		
	Independent Reading Library			Read 180 Stage B Getting Started		
				Book 2 Teaching Guide		
				Read 180 Code Book 1 Teaching		
				Guide		
				Read 180 Code Book 2 Teaching		
				Guide		
				Read 180 Code Book 3 Teaching		
				Guide		
				Read 180 Code Book 4 Teaching		
				Guide		
				Read 180 Stage B ReaL Book		
				Workshop 1 Teaching Guide		
				Read 180 Stage B ReaL Book		
				Workshop 2 Teaching Guide		
				Read 180 Stage B ReaL Book		
				Workshop 3 Teaching Guide		
				Read 180 Stage B ReaL Book		
				Workshop 4 Teaching Guide		
				Read 180 Stage B ReaL Book		
				Workshop 5 Teaching Guide		
				Read 180 Stage B ReaL Book		
				Workshop 6 Teaching Guide		
				Read 180 Stage B ReaL Book		
9781328017642		\$4,499.00	9780358804727	Workshop 7 Teaching Guide	\$710.00	\$710.00

				Read 180 Stage B Independent		
			9780358817239	Reading Library	\$ <mark>4,100.00</mark>	\$2,995.00
			9780358363002	HMH Word Building Kit	\$49.95	\$49.95
				Read 180 Stage B ReaL Book		
				Workshops 1-3 Student Edition		
				Bundle. Includes:		
				Read 180 Stage B ReaL Book		
				Workshop 1-3 Student Edition		
				Read 180 Stage B Getting Started		
			9780358766377	Book 1 Student Edition	\$30.00	\$30.00
	TOTAL STAGE B					
STAGE C	GRADES 9-12		STAGE C			
	READ 180 Universal Stage C Student			Read 180 on Ed Student Digital		
	Subscription Package 1 Year,			Subscription 1 Year Includes:		
	Includes Literacy Intervention			Read 180 on Ed Student License 1		
	License (R180U Stage C / S44			Year Implementation Success		
	Secondary), Reading Inventory, and					
	Phonics Inventory student software					
	subscription and Stage C ReaL Book					
	for 1 student					
9781328019042		\$199.00	9780358937265		\$109.00	\$109.00
	Literacy Intervention License (R180 U			Read 180 on Ed Teacher Digital		
	Stage C / S44 Secondary) /TEACHER			Subscription 1 Year. Includes:		
				Read 180 on Ed Teacher License 1		
				Year. Access to Teacher's Corner		
9781328019967		\$299.00	9780358740643		\$299.00	\$299.00

	READ 180 Universal Stage C			Read 180 Stage C Teacher		
	Classroom Package Includes the			Bookshelf.		
	READ 180 Universal Teacher			Includes:		
	Bookshelf and READ 180 Universal			Read 180 Stage C Getting Started		
	Independent Reading Library			Book 1 Teaching Guide		
				Read 180 Stage C Getting Started		
				Book 2 Teaching Guide		
				Read 180 Code Book 1 Teaching		
				Guide		
				Read 180 Code Book 2 Teaching		
				Guide		
				Read 180 Code Book 3 Teaching		
				Guide		
				Read 180 Code Book 4 Teaching		
9781328017659			9780358804758 Guide Read 1	Guide		
				Read 180 Stage C ReaL Book		
				Workshop 1 Teaching Guide		
				Read 180 Stage C ReaL Book		
				Workshop 2 Teaching Guide		
				Read 180 Stage C ReaL Book		
				Workshop 3 Teaching Guide		
				Read 180 Stage C ReaL Book		
				Workshop 4 Teaching Guide		
				Read 180 Stage C ReaL Book		
				Workshop 5 Teaching Guide		
				Read 180 Stage C ReaL Book		
				Workshop 6 Teaching Guide		
		\$4,499.00		Read 180 Stage C ReaL Book	\$710.00	\$710.00
				Read 180 Stage C Independent		
			9780358817246		<mark>\$4,100.00</mark>	<mark>\$2,995.00</mark>
			9780358363002	HMH Word Building Kit	\$49.95	\$49.95

				Read 180 Stage C ReaL Book Workshops 1-3 Student Edition Bundle. Includes: Read 180 Stage C ReaL Book Workshop 1-3 Student Edition. Read 180 Stage C Getting Started		
			9780358766452	Book 1 Student Edition	\$30.00	\$30.00
	TOTAL STAGE C					
	PROFESSIONAL SERVICES			PROFESSIONAL SERVICES		
				Read 180 on Ed Coachly 20 + In-		
	READ 180 Universal Getting Started			Person 1 Year Grades 3-12		
	Live Online 6, 1-Hour Course Bundle					
	The Getting Started with READ 180					
9781328038760	Universal live online course will					
	prepare participants to successfully					
	start teaching with READ 180					
	Universal, using the Interchangeable					
	Literacy License.	\$2,400.00	9780358942306		\$19,500.00	\$20 <i>,</i> 085.00
	2020 Houghton Mifflin Harcourt			Getting Started Introduction to		
	Online Coaching Introductory			Read 180 on Ed Live Online 2-Hour.		
9780358612957	Membership Grades K-12	\$2,500.00	9780358732082	GRADES 3-12	\$800.00	\$800.00
	TOTAL FOR PROF. DEVELOPMENT					
	SERVICES					

Contract #2114D Exhibit E1

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					2024	2025
ISBN	TITLE	PRICE	2024 ISBN	TITLE	PRICE	PRICE
COURSE A	ENGLISH 3D-GRADES 4 & 5		ENGLISH 3D			
	English 3D Course A Volume 1			English 3D Courses A-C Digital Access		
	Student Subscription Package 1 Year			Student Subscription 1 Includes:		
	Includes:			English 3D Student Technology		
	English 3D Language & Writing			Subscription 1 Year (Courses A1, A2,		
9780545899215	Portfolio (Course A Volume 1), English			B1, B2, C,		
9780545899215	3D student technology subscription			Language Launch 1, Language Launch		
	(Course A Volume 1), and Reading			2)		
	Inventory student software			Implementation Success		
	subscription for one student.					
		\$50.00	9780358730675		\$50.00	\$50.00
	English 3D Course A Issues Book			English 3D Course A Volume 1 Issues		
9780545823029	Volume 1	\$20.00	9780358609490	Book	\$20.00	\$20.00
	English 3D Language Launch Student			Language Launch Volume 1 Unit 1-3		
9780358462750	Edition	\$15.00	9780358920991	Student Edition Set	\$30.00	\$30.00
				English 3D Courses A-C Digital Access		
	English 3D Course A Volume 1			Teacher Subscription 1 Year Includes:		
	Classroom Package Includes:			English 3D teacher technology		
	English 3D Teaching Guide (Course A			subscription 1 Year (Courses A1, A2,		
9781328034618	Volume 1), Issues book (Course A			B1, B2, C,		
	Volume 1), Independent Reading			Language Launch 1, Language Launch		
	Library (Course A 20 titles; 4 copies of			2)		
	each), and Classroom Poster Pack			Access to Teacher's Corner		
	(Course A 2 Posters).	\$1,300.00	9780358730750		\$55.00	\$56.65
9781328034618	English 3D Course A Teacher License					
3701320034010	Volume 1	\$55.00		INCLUDED IN CELL G-6		
COURSE B	ENGLISH 3D GRADES 6-8					
	LINGLISH SD GRADLS 0-0					

	English 3D Course B Volume 1			INCLUDED IN CELL G 3		
	Student Subscription Package 1 Year					
	English 3D Language & Writing					
	Portfolio (Course B Volume 1), English					
	3D student technology subscription					
	(Course B Volume 1), and Reading					
	Inventory student software					
	subscription for one student					
9780545899239		\$40.00				
0700545000000	English 3D Course B Issues Book			English 3D Course B Volume 1 Issues		
9780545899239	Volume 1	\$17.50	9780358609513	Book	\$20.00	\$20.00
	English 3D Language Launch Student			Language Launch Volume 1 Unit 4-6		
9780545822886	Edition	\$15.00	9780358921073	Student Edition Set	\$30.00	\$30.00
	English 3D Course B Volume 1					
	Classroom Package IIncludes:					
	English 3D Teaching Guide (Course B					
9781328034632	Volume 1), Issues book (Course B					
9781328034632	Volume 1), Independent Reading					
	Library (Course B 20 titles; 4 copies of					
	each), and Classroom Poster Pack					
	(Course B 2 Posters).	\$1 <i>,</i> 035.00		INCLUDED IN CELL G-6		
	English 3D Course B Teacher License					
9781328034939	Volume 1	\$55.00		INCLUDED IN CELL G-6		
COURSE C	ENGLISH 3D GRADES 9-12					
				INCLUDED IN CELL G-3		
	English 3D Course C Student					
	Subscription Package 1 Year Includes:					
	English 3D Language & Writing					
	Portfolio (Course C), English 3D					
	student technology subscription					
	(Course C), and Reading Inventory					
	student software subscription for one					
9780358462750	student.	\$40.00				

9781328015211	English 3D Course C Issues Book	\$17.50	9780358609537	English 3D Course C Issues Book	\$20.00	\$20.00
	English 3D Language Launch Student			English 3D Language Launch Volume		
9780545629737	Edition	\$15.00	9780358462750	2 Student Edition	<mark>\$30.00</mark>	\$15.00
	English 3D Course C Classroom					
	Package. Includes:					
	English 3D Teaching Guide (Course C)					
9781328034656	and Issues book (Course C).	\$480.00		INCLUDED IN CELL G-6		
9781328034953	English 3D Course C Teacher License	\$55.00		INCLUDED IN CELL G-6		
	English 3D Language Launch Teaching			English 3D Language Launch Volume		
9781328034977	Guide	\$100.00	9780358462767	2 Teaching Guide	\$100.00	\$103.00
	English 3D Course A Getting Started			English 3D on Ed Coachly 20 + In-		
9781328038739	Live Online 6, 1-Hour Course Bund	\$2,400.00	9780358942221	Person 1 Year Grades 3-12	\$19,500.00	\$20,085.00
	020 Houghton Mifflin Harcourt Online	<i>+_,</i>		Getting Started: Introduction to	<i>+/</i>	+==)=====
	Coaching Introductory Membership			English 3D on Ed 4-12 Live Online. 2		
9780358612957		\$2,500.00	9780358470359	-	\$800.00	\$800.00
WRITABLE			WRITABLE FOR ENGL 3D			
	Writable for English 3D on SAMC					
	Digital Student Resources 1 Year					
	GRADES 4-12 Provides 1 years of					
	online access to the full suite of					
	Writable's tools and supports.					
9780358502975	Writable provides sophisticated			2021 Writable for English 3D Student		
	dashboards, peer and educator			License Digital 1 Year. GRADES 4-12.		
	feedback tools, formative and			Includes:		
	summative assessment practice,			2021 Writable for English 3D Digital		
	annotation tools, classroom rostering,			Student Resources 1 Year		
	student-friendly checklists and more.	\$7.00	9780358649946	Implementation Success	\$12.00	\$12.00

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License Digital 1 Year. G	RADES 4-12.	
Includes:		
2021 Writable for Englis	sh 3D Digital	
Teacher Resources 1 Ye	ar	
9780358650027 Access to Teacher's Cor	ner \$221.00	\$221.00