



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Michael J. Woodall, CPPPO, Purchasing Agent
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October 15, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPPO, Purchasing Agent *MJW*

SUBJECT: Contract with SmarThinking

In accordance with Florida Statute 1002.415, 1002.37 and Senate Bill 1676, beginning with the 2009-2010 school year, each school district shall provide eligible K-12 students within its boundaries the option of participating in a virtual instruction program. The program makes instruction available to students using online and distance learning technology in the nontraditional classroom.

Ms. JoAnne Glenn, Principal for Pasco eSchool, is requesting approval of the attached amendment to the agreement with SmarThinking. The amendment is to the contract the district has through Florida Distance Learning Consortium and the Florida Virtual Campus. The original contract is on file in the Purchasing Services Department. Access to these services is available to all public school districts who are members of these organizations. The fees for the services provided will be funded through FTE earned by students enrolled in grades K-12 when they meet the requirements for promotion at the end of the school year. Please see the attached memo from Ms. Glenn for additional information.

The District is permitted to negotiate for services of this nature under Florida Administrative Code 6A-1.012(11)(a). Please feel free to contact JoAnne Glenn or me at your earliest convenience if you have any questions or concerns.



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Pasco eSchool
JoAnne Glenn, Principal
813/ 346-1901 FAX: 813/ 346-1991
E-MAIL: jglenn@pasco.k12.fl.us

October 4, 2013

To: Michael Woodall, Purchasing Agent

From: JoAnne Glenn, Principal for Pasco eSchool

Subject: Request for Contract Approval (SmartThinking)

In accordance with Florida Statute 1002.415, 1002.37 and Senate Bill 1676, beginning with the 2009-2010 school year, each school district shall provide eligible K-12 students within its boundaries the option of participating in a virtual instruction program. The program makes instruction available to students using online and distance learning technology in the nontraditional classroom.

To provide the students enrolled in Pasco eSchool with a variety of learning opportunities and to bring the curriculum and operation of the program into closer alignment with our traditional schools, Pasco eSchool requests approval of a contract with the following provider:

- SmartThinking, Inc.

Our relationship with SmartThinking, Inc. offers the District an opportunity to use digital support for mathematics and science students enrolled in high school coursework. Such a model will allow for more support for mathematics and writing instruction, along with opportunities to expand access to tutorials for these subject areas.

As a member of the Florida Distance Learning Association, which is an affiliate of the Florida Distance Learning Consortium and the Florida Virtual Campus, the District School Board of Pasco County is eligible to use the volume discount pricing model offered by SmartThinking, Inc. to members and affiliates of those organizations. The Florida Virtual Campus pricing is available to all institutions within the State University System and public school districts who are members of at least one of these organizations.

The costs associated with any resulting contract will be funded through FTE earned by students enrolled in grades K-12 when they meet the requirements for promotion at the end of the school year.

Appendix C to ONLINE TUTORING SERVICES AGREEMENT

STATEMENT OF WORK (SOW)

(Statement of Work Dated 9/26/13)

This Statement of Work ("SOW") is made under, and governed by the Online Tutoring Services Agreement for SMARTHINKING, entered into between the Florida Distance Learning Consortium (FDLC) (Client) and Smarthinking, Inc., Master Agreement Dated 8/16/06.

A. Term of SOW:

Start Date: 10/18/13

End Date: 10/31/14

All Tutoring Services and Professional Services must be used during the term of this SOW. Unused hours expire on the termination date of this SOW. Per the agreement between SMARTHINKING and the FDLC, Client may rollover all hours to be used during the period of twelve months immediately following this SOW.

All correspondence and invoicing pertaining to this SOW shall be sent to:

JoAnne Glenn, Principal Pasco eSchool
School District Board of Pasco County
Northwest Florida State College
7227 Land O' Lakes Blvd
Land O' Lakes, Florida 34638

(813) 346-1900
jglenn@pasco.k12.fl.us

B. The following list of purchases and deliverables are agreed to by the Parties:

Tutoring Services

• 166 # of Hours @ \$28.00 per hour

Fees Due for Tutoring

• Total Fees for Tutoring Services: \$4,648.00
• Smarthinking Discount: (\$664.00)
• Balance Due to SMARTHINKING: \$3,984.00

Additional Services

• Setup and Training \$1000.00

TOTAL FEES DUE SMARTHINKING PURSUANT TO THIS SOW: \$4,984.00

Client shall pay SMARTHINKING all fees within thirty (30) days of the Date this SOW is signed by Client.

CLIENT SIGNATURE

Signature

Printed Name and Title

Date Signed by Client

Telephone

I would like to receive any additional invoices via email.

Email Address: _____

Smarthinking, Inc.



Signature

Chuck Kleiner, Sr. Vice President, Sales and Marketing

Printed Name and Title

Fax: 206-260-8525

Remit Payment by Check to:

NCS Pearson, Inc.
13036 Collection Center Drive
Chicago, IL 60693

SMARTHINKING Rep: Cindy Hewitt
e-mail: Cynthia.Hewitt@smarthinking.com