



# DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

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

## Purchasing Services

Michael J. Woodall, CPPO, Purchasing Agent  
813/794-2221 Fax: 813/794-2111  
727/774-2221 TDD: 813/794-2484  
352/524-2221 email: [mwoodall@pasco.k12.fl.us](mailto:mwoodall@pasco.k12.fl.us)

December 3, 2013

## MEMORANDUM

TO: Honorable School Board Members

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

RE: Client Agreement  
APEX Learning Digital Curriculum Solutions  
Contract #2014000046

On July 30, 2013, the Board approved a contract between Apex Learning Digital Curriculum Solutions and the Office for Career and Technical Education. This contract allows for the purchase of additional courses to provide students with credit recovery programs.

Pasco eSchool is requesting permission to purchase additional subscriptions for content hosted by Apex Learning, Inc. pursuant to an addendum to contract #2014000046. The contract offers the District an option to purchase additional subscriptions as an addendum to the agreement. Please see the memo from Ms. JoAnne Glenn, Principal for Pasco eSchool, for further information.

At this time, we respectfully request your approval to add these additional programs. The costs associated with this contract will be funded through FTE earned by students enrolled in grades 9-12 when they successfully complete the course at the end of the semester.

Should you have any questions regarding this matter, please contact Ms. JoAnne Glenn or me at your earliest convenience.

MJW/plh

Attachments

Date/Time: November 22, 2013 10:43:00



## DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools


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

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

November 19, 2013

To: Michael Woodall, Purchasing Agent

From: JoAnne Glenn, Principal for Pasco eSchool 

Subject: Addendum to Contract (Apex Learning, Inc.)

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 secondary 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 permission to purchase subscriptions for a new EOC tutorial service hosted by Apex Learning, Inc. pursuant to an addendum to **contract #2014000046**, which approved by the Board in July.

Our contract with Apex Learning, Inc. provides for a preferred pricing model for the District, as Apex Learning content is already being used to provide credit recovery programs at local high schools. The contract offers the district an option to purchase additional licenses as an addendum to the agreement, based on need.

The costs associated with any resulting contract will be funded through FTE earned by students enrolled in grades 9-12 when they successfully complete the course at the end of the semester.

# Apex Learning Price Quote

DISTRICT SCHOOL BOARD OF PASCO COUNTY  
7227 LAND O LAKES BLVD  
LAND O LAKES, FL 34638-2826



1215 4th Ave, Suite 1500  
Seattle, WA 98161

Dear JoAnne Glenn,

DISTRICT SCHOOL BOARD OF PASCO COUNTY has requested a price quote from Apex Learning® for a digital learning solution. Apex Learning proposes a Tutorials pilot program to support your evaluation of our digital curriculum to meet your goals and objectives.

### Tutorials Pilot Program

The Tutorials pilot program is designed to allow you to evaluate Apex Learning Tutorials through June 30, 2014. Included in this pilot program are the following:

- 25 Tutorials Pilot Subscriptions for Math and English Language Arts for Grades 9-12
- One (1) 3 hour online implementation strategy session
- One (1) 3 hour online functionality training and best practices session
- One (1) 3 hour online mid-pilot check-in
- Standard user support which includes toll-free phone (in the U.S.), email and online support for all stakeholders

Price: \$1,000.00

\*Additional Tutorials Pilot Subscriptions for Math and English Language Arts for Grades 9-12 with access through June 30, 2014, may be purchased at \$40 each.

The above prices are valid through January 15, 2014, unless stated otherwise.

If you choose to complete this purchase, Apex Learning requires a signed copy of this price quote and a purchase order for the total price or an executed Apex Learning contract. Please fax the signed price quote and a purchase order to the attention of Taylor Masnjak at (206) 381-5601.

Payment of all invoices is due 30 days from the invoice date. Apex Learning does not accept payment by credit card.

Please see Attachment A for additional information regarding the purchase of Apex Learning digital curriculum and services.

Thank you for your consideration of an Apex Learning digital learning solution.

JoAnne Glenn 11/13/13 JoAnne Glenn Principal  
 Signature (JoAnne Glenn) Date Printed Name Title

Michael J. Woodall 11.21.13  
 Signature Date  
 Michael J. Woodall, CPPO, Purchasing Agent  
 District School Board of Pasco County

\_\_\_\_\_  
 Board Chairperson Date





## 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

August 16, 2013

To: Michael Woodall, Purchasing Agent

From: JoAnne Glenn, Principal for Pasco eSchool

Subject: Addendum to Contract (Apex Learning, Inc.)

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 secondary 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 permission to purchase subscriptions for content hosted by Apex Learning, Inc. pursuant to an addendum to **contract #2014000046**, which approved by the Board in July.

Our contract with Apex Learning, Inc. provides for a preferred pricing model for the District, as Apex Learning content is already being used to provide credit recovery programs at local high schools. The contract offers the district an option to purchase additional licenses as an addendum to the agreement, based on need.

The costs associated with any resulting contract will be funded through FTE earned by students enrolled in grades 9-12 when they successfully complete the course at the end of the semester.

CONTRACT REVIEWED  
AND APPROVED:

*W 11.21.13*

**Attachment A**  
Purchasing Apex Learning Digital Curriculum and Services

**1. Tutorials**

*Tutorials Pilot Subscription for Math and English Language Arts for Grades 9-12:* A Tutorials Pilot Subscription for Math and English Language Arts for Grades 9-12 provides access through June 30, 2014. If a student completes or withdraws from all Tutorials in which he or she is enrolled, the Tutorials Pilot Subscription for Math and English Language Arts for Grades 9-12 may be used to enroll another student. Apex Learning counts the number of enrolled students if Tutorials Pilot Subscriptions for Math and English Language Arts for Grades 9-12 are purchased. The number of students enrolled at one time may not exceed the number of Tutorials Pilot Subscriptions for Math and English Language Arts for Grades 9-12 purchased.

*Additional Tutorials Pilot Subscriptions:* Additional subscriptions with access through June 30, 2014, may be purchased at \$40 each.

There are no credits or refunds for purchases of subscriptions to Tutorials.

**2. Course Materials**

Certain comprehensive courses have course materials that may be required or are optional for the digital curriculum such as books for English courses, lab materials for science courses, or other ancillary items such as a calculator for math courses or a microphone for world languages courses. The price for comprehensive courses and ALVS enrollments does not include any such course materials. The course materials list can be found at [http://www.apexlearning.com/documents/materials\\_list.pdf](http://www.apexlearning.com/documents/materials_list.pdf)

Required and optional books may be purchased from Apex Learning. The price for such books does not include applicable sales tax. If any such tax is due, it will be reflected on Apex Learning's invoice. There are no returns, credits, or refunds for books purchased from Apex Learning.

**3. Parental Consent**

The client is responsible for obtaining any necessary parental consent for each student to use Apex Learning digital curriculum.

**4. Laboratory Activities**

The client is responsible for the implementation of any hands-on laboratory activities, including ensuring that qualified personnel are available to supervise such hands-on laboratory activities.

**5. Professional Development**

Scheduling: Onsite professional development sessions cannot be scheduled until Apex Learning has received a valid purchase order or executed contract and must be scheduled at least 2 weeks in advance of the delivery date.

Cancellations: If a scheduled onsite professional development session is cancelled without at least 2 weeks prior written notice, the client will be required to pay Apex Learning for travel and related expenses at the time that onsite professional development session is delivered.

Expiration: Professional development must be delivered prior to the order expiration date. There are no credits or refunds for unused professional development sessions.