Directory of Providers
for
Online Credit Bearing Courses
Secondary Schools

March 2023

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	Edmentum, Inc.
	Get Lit Words Ignite Inc.
	Imagine Learning, LLC

A. Introduction

The District issued a Request for Proposals (RFP) with the goal to established vendors with substantial experience to provide California Common Core Standards aligned credit-bearing courses for secondary students and the corresponding training to teachers, principals and administrators to implement instructional practices that support high academic achievement. The District's priority is to increase graduation rates and students' access to A-G courses.

LAUSD's requirements for digital credit-bearing courses include:
  - ☐ Alignment to California's Common Core Standards (CA CCSS)
  - ☐ A-G recognition as defined by University of California's A-G Course Management Portal (CMP)
  - ☐ Adaptive and engaging content that addresses the diverse needs of LAUSD's subgroups

Three (3) professional firms were selected

B. Accessing the Contracts

Principals, Administrators and other responsible staff should review the selection of approved vendors to obtain descriptions of services, itemized lists of goods, and pricing. Quotes must be within the guidelines contained within this directory.

Ariba Purchase Requisitions (PR) must reference the Vendor Number and Contract Number listed in this Directory.

The product category for this contract is **96102 – Professional Services**. This product category must be used when creating the PR in order for the PO to reference the Contract.

Please direct questions or requests for assistance with this process to the Buyer assigned to your region.

Step-by-Step Instructions

1. Contact a vendor that offers the services of interest to you. Obtain a quote, scope of work, and a timeline (or delivery schedule). If the services will occur over multiple weeks or months, include an invoice as well.

2. Create a Purchase Requisition using product category 96102. Reference the Vendor Number and Contract Number listed in this Directory. Be sure to attach the quote, scope of work and timeline.

3. Once the vendor confirms they have received the PO, they may begin providing services.

C. List of Providers for Online Credit-bearing Courses

PROPOSER	CONTRACT NO. SAP/Ariba	VENDOR #	CONTACT EMAIL
Edmentum, Inc.	4400011142 / C2057	1000002973	michelle.geddes@edmentum.com
Get Lit Words Ignite, Inc.	4400011143 / C2058	1000007346	mason@getlit.org
Imagine Learning, LLC	4400011144 / C2059	1000022753	lisa.bliss@imaginelearning.com

D. Statement of Work

SECTION I

STATEMENT OF WORK

Implementation	1. For Virtual implementation: Contractor's teachers must hold a valid CA CTC issued credential and have met subject matter competence via CSET exam (or equivalent) or coursework (ex. Via a Subject Matter Preparation Program) in the subject matter they teach:
	
	   a. If the credential is not in the subject matter they are teaching, they must hold a legal authorization on their CA credential which authorizes the course (and grade level) they are teaching (ex. Subject matter authorization or supplementary authorization).
	
	   b. Teacher must hold an English Learner authorization.
	
	   c. Contractor shall certify rigorous teacher screening process including, but not limited to, background checks.
	
	2. Regardless of the number of schools using Contractor's program, Contractor shall dedicate an Implementation Coach and Technology Coordinator to reconcile and allocate provider's resources as needed to ensure a successful instructional and technical implementation in LAUSD. The District reserves the right to request substitution of assigned Coach/es and/or Coordinator/s at its discretion.
	
	   a. Implementation Coach:
	     • Shall partner with LAUSD's Division of Instruction to monitor implementation and coordinate instructional practices (i.e. - course customization, thresholds defaults, permission levels, professional development calibration, data analysis, etc.) to ensure consistent rigorous implementation district-wide. Attendance to a minimum of one team meeting per month is required.
	
	     • Shall engage with each school's Site Coordinator and/or Supervising Mentor to ensure regular data monitoring takes place and provide support to staff implementing the program as needed.
	
	   b. Technology Coordinator:
	     • Shall engage with LAUSD's ITD department to troubleshoot and resolve barriers (i.e. login issues, data syncing, security, etc.) that may impede the instructional effectiveness of the program. Technology coordinator shall attend a minimum of one team meeting per month as required by ITD.

Service Level Agreement (SLA)	Contractor shall provide: 1. District-wide course settings for consistent implementation with the ability to offer gradual varied permission levels for: *Entire District>> Local District>> School Wide>> Classroom/Group wide.* 2. Data refresh/sync (i.e. - student school enrollment) changes shall be reflected within 24 hours. 3. A helpline and support services resources for students and staff as well as integrate with LAUSD's ITD helpline to resolve integration issues in a timely manner. 4. Two course enrollment options via a secure file exchange: (batch upload) for multiple student course enrollment and an option for single student course enrollment. Fields in course enrollment shall be customizable by LAUSD. 5. Single sign-on (SSO) log-in for students and staff shall be available for all courses/models/products.

Course Content	1. Course offerings shall be approved and accepted in an a-g subject area by the University of California A-G Course Management Portal (CMP).
	
	2. Course content shall align to CA CCSS and demonstrate appropriate pedagogy to provide support and engagement for subgroups (ie. ELs, SPED, GATE, etc.).
	
	3. Course offerings shall be approved and accepted by The National Collegiate Athletic Association (NCAA).
	
	4. Course content and grading settings shall be customizable to best align with LAUSD curricular maps, including LMS integration (Schoology LTI integration and common cartridge compatibility).
	
	5. Courses shall be offered in multiple versions while maintaining UCOP approval. (i.e.- Mastery based [aka-prescriptive] option to allow students to "test out" of units if proficiency is demonstrated).
	
	6. Course question format shall align with SBAC question types (i.e.: go beyond simple multiple choice, adaptive, etc.).
	
	7. Course content shall be device agnostic whereby user can experience full-functionality on any device (i.e. - laptop, tablet, mobile device, etc.), and web-based (does not require installation of an application).
	
	8. Grading options for short response/essays shall include:
	
	    a. Plagiarism identification
	    b. Suggested grading (with the option of teacher overwriting)
	    c. Only graded assignments count towards course completion

	d. Mastery based courses automatically re-calculate course completion where a student tests out of a lesson

Data Reports	1. Contractor shall provide on-demand and/or weekly reports (data points to be determined by LAUSD) to the Division of Instruction for each of the following layers of District structures:
	
	   a. Entire District
	   b. Local District
	   c. Community of Schools
	   d. School
	   e. Individual Student Progress Reports
	
	2. Contractor shall provide reports embedded into the interface/dashboard. Reports shall be highly customizable (filters, sorting, etc.) while maintaining consistent definitions as defined by LAUSD.
	
	3. All data points shall be deconstructable by:
	
	   a. English Language Learner classification
	   b. Special Education Classification
	   c. Grade level
	   d. Ethnicity
	   e. CCSS standards
	   f. Targeted Student Populations, such as, but not limited to foster youth, migrant students experiencing homeless, etc.
	
	4. Contractor shall provide an approved secure digital file exchange to disseminate data to all users (i.e., LA Unified staff, students and parents) in a timely manner.
	
	5. Reports shall be exportable in common formats (at minimum, csv, excel, and pdf).

Training	1. Contractor's trainers shall deliver to LAUSD tailored in-person and/or virtual training to staff throughout the school year.
	
	2. Contractor shall provide training opportunities and support in-person or virtually, based on LA Unified staff needs and with respect to safety and health concerns. All responsible staff shall receive on-boarding training prior to obtaining access to the provider's digital content and/or data.
	
	3. Contractor shall provide training for each school throughout the various stages of implementation in areas such as:
	
	   a. Onboarding
	   b. Data-monitoring
	   c. Student engagement best practices
	   d. End of year procedures

	4. Contractor shall provide differentiated and tailored training to meet the needs of teachers, Site Coordinators, Counselors, Classified staff assisting teachers, and administrators.
	5. Training materials shall be available in written AND video formats and easily accessible.

END OF STATEMENT OF WORK

E. Pricing

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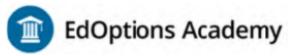
SCHEDULE B

Apex

Courses

Grades: 6–12

Secondary digital curriculum for standards-based instruction to support in-class, hybrid, and virtual learning. May be paired with highly qualified teachers.

Item Description & Unit Cost	
Blended Learning with Apex Courses and LAUSD Teacher	
Single Enrollment Subscriptions (SES) *Each single enrollment subscription provides access for 12 months for one student enrolled in one course. If a student completes or withdraws from a course the subscription may be reused to enroll the same or another student in any one course.*	$65.00 per student enrollment
Professional Development	$2,500.00 per building
Districtwide Discount Option: Annual Districtwide Subscription for Grades 9-12 (includes Professional Development)	$1.7 Million for Grades 9-12 districtwide
Virtual Learning with Apex Learning Online Teacher – per student	
Standard Enrollment (18-week duration)	$275.00
Credit Recovery (10-week duration, prescriptive courses only)	$175.00
Professional Development	$2,500.00 per building
Value-Added Options	
ClassLink and Clever Integration	No charge
Technical Support – online/phone/email	No charge
Teacher Access, Support Resources, and Guides	No charge

Discounting:
- Discounts are available based on district size and volume purchased per order
- Districtwide pricing for Pointful CTE and Health & PE courses can be provided upon request

EdOptions Academy

Grades: K–12

Fully accredited virtual school solution with online courses and state certified teachers. Rolling enrollment available year-round.

Item Description & Unit Cost – Per Student		
Secondary (6–12) A La Carte Courses		
Core – ½ Credit Courses		$295.00
eDynamic Electives – ½ Credit Courses		$295.00
Carone Health & Fitness – ½ Credit Courses		$295.00
World Language – ½ Credit Courses		$325.00
Advanced Courses – ½ Credit Courses		$325.00
9-Week Courses		$200.00
18-Week Courses – Test Prep		$295.00
18-Week Courses – Remediation		$295.00
Course Extension Fee (2 weeks)		$25.00
Course Extension Fee (4 weeks)		$50.00
Full-Time Enrollments	**Elementary (K–5)**	**Secondary (6–12)**
Active Semester	$2,100.00	$1,600.00
Active Yearly	$3,000.00	$2,500.00
Career Pathways	N/A	$1,800.00
College Pathways	N/A	$2,500.00
Value-Added Options		
Marketing Services*		$750.00
Technical Support – online/phone/email		No charge
Teacher Access, Support Resources, and Guides		No charge

Discounting:

- Discounts do not apply to EdOptions Academy
- Monthly course options are available by full-time student or by semester course per student
- *Marketing Services begin at $750. Final price to be determined based on specific needs

Courseware

Grades: 6–12

Flexible secondary digital curriculum for blended and virtual learning programs such as first-time credit, credit recovery, and college and career readiness.

Item Description & Unit Cost	Per Student
Blended Learning with Courseware and LAUSD Teacher	
Comprehensive Bundle: Core 4 (Math, ELA/Reading, Social Studies, Science), Health & PE, WL, CCR, CTE, HS Electives, ELL	$100.00
Professional Development	$2,500.00 per building
Districtwide Discount Option: Annual Districtwide Subscription for Grades 9-12 (includes Professional Development) *Access to More Than 500 Courses: Core, Advanced, Electives, CTE, World Languages, College and Career Readiness, ELL*	$1.9 Million for Grades 9-12 districtwide
Value-Added Options	
On-demand (24/7) FEV Tutoring: 10 hours – per student	$250.00
On-demand (24/7) FEV Tutoring: 1,000 hours – block of hours	$29,000.00
ClassLink and Clever Integration	No charge
Technical Support – online/phone/email	No charge
Teacher Access, Support Resources, and Guides	No charge

Discounting:
- Discounts are available based on district size and volume purchased per order
- Districtwide pricing options are available to public schools and based on district size

EdOptions Academy (continued)
Instructional Services Offerings

Item Description & Unit Cost – Per Student (unless otherwise stated)

FEV Tutor
On-demand (24/7) Tutoring

10 hours of tutoring	$250.00
1,000 hours of tutoring – per block of hours (can be used for any number of students)	$29,000.00

Instructional Coaching
High-quality coaching and professional learning on virtual teaching best practices, strategies, and foundational competencies

Yearly – per student	$700.00
Semester – per student	$420.00

Success Coaching**
Social-emotional-based, student-centered strategies to support 6–12 students and help guide them to academic success

6–12 Success Coach – per student	$700.00

Foundational Skills Instruction (FSI) **
60-minute foundational skills live lessons facilitated by EdOptions Academy certified teachers via Zoom

FSI Semester – per student	$500.00
FSI Yearly – per student	$1,000.00
FSI Summer School Per Month – per student	$100.00
Enhanced FSI (Core Day) Semester – per student*	$780.00

Special Education Services

IEP Consult – per student	$850.00
IEP Consult with Progress Monitoring – per student	$1,600.00
IEP One-on-One Direct Instruction Model – per student	$4,000.00

Grading Services (Full-Time Enrollments)	Elementary (K–5)	Secondary (6–12)
Per Year, Full-Time Secondary Student with Content	$1,449.00	$1,350.00
Per Semester, Full-Time Secondary Student with Content	$1,024.00	$800.00
Grading Services – Yearly (without content)	$799.00	N/A
Grading Services – Semester (without content)	$400.00	N/A

Discounting Language (continued):
- *For Enhanced FSI, districts must have an Exact Path subscription to qualify for this service
- **Success Coaching and Special Education Services pricing is based on a 10-student minimum for each service. Costs for lower student numbers available upon request.

Apex

Tutorials

Grades: 6–12

Secondary targeted tutorials for standards-based practice and review for core, college entrance, and high school equivalency exam preparation.

Item Description & Unit Cost	
Tutorials – per student	
Individual Tutorial Subscriptions (ITS)	$55.00
Professional Development	$2,500 per building
Value-Added Options	
ClassLink and Clever Integration	No charge
Technical Support – online/phone/email	No charge
Teacher Access, Support Resources, and Guides	No charge

Discounting Language:
- Discounts are available based on district size and volume purchased per order
- Districtwide pricing options are available to public schools and based on district size

PRICE LIST – GET LIT WORDS IGNITE INC.
CONTRACT #4400011143 / C2058

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SCHEDULE B

Volume III: Price Proposal

Implementation:

		Per Cohort (Cohort up to 40 Students)	Per Student	Greater than 10 Cohorts, 10% Discount	Greater than 100 Cohorts, 17% Discount
Virtual Implementation (Online Instruction per cohort):		$14,500	$450	$13,050	$12,035
		Per School		Per School	Per School
Implementation Coach (per school):		$10,000	na	$8,000	$7,000
		Per School		Per School	Per School
Technology Coordinator (per school):		$5,000	$42	$4,000	$3,500

Overhead: 7% of total

Service Level Agreement:

District Wide Gradual Varied Permission Levels:	included		
Tech, Instructional Helpline, Support Services Resources, LAI	Monthly per 1,000 students		
6am-6pm Monday-Friday	$10,000	Min	
6pm- 10pm	$238	extra 4 hours per day	
8am-8pm Saturday and Sundays	$1,429		
	$12,381		
Multiple Student Course Enrollment Option:	No Additional Cost		
Single Student Course Enrollment Option:	No Additional Cost		
SSO	No Additional Cost		

Overhead: 7%

Course Content:

		Per 0.5 Unit/Student	Per 0.5 Unit/Cohort	Per 0.5 Unit/School	Mix and Match Okay
Ethnic Studies (UC B)		$100	$2,500	$4,000	
Ethnic Studies (UC G)		$100	$2,500	$4,000	
Words Ignite (Semester A, UC B)		$100	$2,500	$4,000	
Words Ignite (Semester B, UC B)		$100	$2,500	$4,000	
Get Lit Essential (12 week Supplement)		$50	$1,250	$2,000	

Overhead: 7%

Data Reports:						
			Per 0.5 Unit/Student	Per 0.5 Unit/Class	Per 0.5 Unit/School	
On Demand:						
Provided via Schoology, no added cost						
Weekly:						
Provided via Schoology, no added cost						
Embedded Highly Customizable Reports into Interface/Dashboard:						
Provided via Schoology, no added cost						
Data Deconstruction by Requested Data Points (English Language Learner classification, Special Education Classification, Grade level, Ethnicity, CCSS standards, Targeted Student Populations, such as, but not limited to foster youth, migrant students experiencing homeless, etc.):						
Provided via Schoology, no added cost						
Secure Digital File Exchange:						
Provided via Schoology, no added cost						
Overhead: 7%						
Training:						
			Per Cohort (up to 50 participants)	More than 10 Cohorts (each)		
Role Specific Tailored In-Person or Virtual Synchronous Training (Including Onboarding, Data Monitoring, Student Engagment, End of Year Procedures):			$14,000	$12,600		
Written Training Materials (printable digital format):			Included In Course Content License Fee			
Video Training Materials:			Included In Course Content License Fee			
Overhead: 7%						

SCHEDULE B

PRICE SCHEDULE

Imagine Edgenuity Courseware 6-12: Blended Implementation

LAUSD schools can license the Imagine Edgenuity online secondary curriculum and learning management system for use with teachers provided by the District to support a wide variety of **BLENDED LEARNING** needs.

<u>Blended Licensing Model Option A</u>: **Campus-based Site License**

The campus-based site license model includes unlimited enrollment with unlimited logins and unlimited access to the proposed curriculum for each licensed site during the contract period.

Item	Annual Cost
Courseware: Campus-based Site License	
• Includes access to 35 A-G approved courses (site choice). Options include California Common Core aligned core subject areas, credit recovery, general electives, world languages and CTE* • Professional development purchased separately.	$24,500 / site

Courseware: Campus-based Site Licenses Discount Bundle	
• Price valid with minimum purchase of 100+ school sites. • Includes access to 35 A-G approved courses (site choice). Options include California Common Core aligned core subject areas, credit recovery, general electives, world languages and CTE* • Includes two (2) full-time dedicated Professional Development Specialists to support the implementation.	$12,250 / site

<u>Blended Licensing Model Option B</u>: **Concurrent User**

A concurrent user license is based on the number of simultaneous users accessing the program.

Item	Annual Cost
LA Unified Courseware: Concurrent User	
• Includes access to 35 A-G approved courses (site choice). Options include California Common Core aligned core subject areas, credit recovery, general electives, world languages and CTE* for each concurrent user. • Minimum purchase of 1,500 licenses required.	$560 / CU

Excludes SEL, subscription-based electives, and courses only available via Instructional Services.

Imagine Instructional Services: Virtual Implementation

To support LAUSD's **VIRTUAL IMPLEMENTATION** needs, Imagine Learning provides our standards-aligned Courseware along with state-certified teachers credentialed in appropriate subject areas via our Imagine Instructional Services (IS) implementation model. For core courses supported by IS teachers, also included is on-demand tutoring (Concept Coaching) via live chat while students are actively working in the courses.

Virtual Licensing Option A: Per Student, Per Semester Enrollment

This licensing model is a single semester course assigned to a single student; the enrollment is not reusable. One semester is 18 weeks, extensions may be granted based on individual student need and/or circumstance. Standard drop / add period after enrollment is 14 days.

Item	Annual Cost
Imagine Instructional Services: Per Student, Per Semester Enrollment	
• Includes access a single semester course assigned to a single student; the enrollment is not reusable.	**$325** ea.

Imagine Instructional Services Per Student, Per Semester Enrollment Volume Discount	
• Price valid with minimum purchase of 1,000 enrollments. • Includes access a single semester course assigned to a single student; the enrollment is not reusable.	**$270** ea.

Virtual Licensing Option B: 10-Month Reusable Enrollment

This licensing model includes a single semester course assigned to a single student. Enrollments are reusable throughout the contract term – once a student has completed their courses per semester, the license may be reused on another enrollment for that student or another student. 10-month contract term.

Item	Annual Cost
Imagine Instructional Services: 10-Month Reusable Enrollment	
• Includes access to a single semester course assigned to a single student; the enrollment is reusable. • 10-month contract term.	**$750** ea.
Instructional Services: 10-Month Reusable Enrollment Volume Discount	
• Price valid with minimum purchase of 1,000 enrollments. • Includes access to a single semester course assigned to a single student; the enrollment is reusable. • 10-month contract term.	**$540** ea.

A la Carte Add-On Options

The following are optional services / products for consideration by the District.

Item	Annual Cost
Imagine MyPath Supplemental / Intervention 6-12: Campus-based Site License	
• Imagine MyPath is an optional supplemental / intervention solution in reading and mathematics. • Includes placement exam and individualized learning paths in reading and math to support personalized instruction.	$9,995 / site
Imagine MyPath Campus-based Site Licenses Discount Bundle	
• Price valid with minimum purchase of 100+ school sites. • Includes placement exam and individualized learning paths in reading and math to support personalized instruction.	$7,995 / site

Imagine MyPath Add-On: Universal Screener Import / Integration	
• Sites utilizing a universal screener such as NWEA™ MAP or Renaissance STAR™ can import student data to recommend a personalized learning path.	$500 / site
Imagine Purpose Prep (SEL): Site License Add-On	
• Imagine Purpose Prep SEL courses / content for grades 6-12. Content is aligned to CASEL core competencies. • Pricing is for add-on purchase of 789 current contracted schools.	$9,995 / site
Imagine Purpose Prep (SEL): Site License Districtwide	
• Imagine Purpose Prep SEL courses / content for grades 6-12. Content is aligned to CASEL core competencies. • Pricing is for districtwide purchase of 1,087 schools	$7,995 / site
Imagine Purpose Prep (SEL): Concurrent User Add-On	
• Imagine Purpose Prep SEL courses / content for grades 6-12. Content is aligned to CASEL core competencies. • Only available to add-on to Courseware concurrent user licenses. Concurrent user license quantities must match to the number of Courseware licenses. • Minimum purchase of 1,500 licenses required.	$250 / CU
Career and Technical Education (CTE): Campus-based Site License	
• CTE course options range from career exploration to more focused pathway courses to prepare students for broad career and postsecondary choices. • Pricing includes unlimited access to CTE courses for each licensed site.	$5,000 / site

Career and Technical Education (CTE): Concurrent User Add-On	
• CTE course options range from career exploration to more focused pathway courses to prepare students for broad career and postsecondary choices. • Only available to add-on to Courseware concurrent user licenses. Concurrent user license quantities must match to the number of Courseware licenses. • Minimum purchase of 1,500 licenses required.	$150 / CU
Subscription-Based Electives	
• Additional high interest Subscription-Based Electives are available in partnership from eDynamic Learning. These courses play natively via the LMS and are licensed separately by enrollment. • Not available on multi-year. • Discounts available for simultaneous purchase of 1,500+ licenses.	$99 ea.

Additional pricing discounts are available with full districtwide purchase.