



Educational Opportunities • Innovative Solutions • Leadership Excellence

June 15, 2018

Dear Dr. Brendan Hyland,

Please find enclosed the Waterfront Learning Contract and pricing information for the 2018-2019 school year. We are very pleased to share with you that prices for the new year had the lowest increase that we have been able to provide for many years. The strong vendor partnerships that we have established have resulted in very competitive pricing and a continued suite of comprehensive services and customized learning pathways for our districts and students. This year, we are happy to announce Waterfront Learning will once again be providing services K-12 at consortium level pricing. This includes additional concurrent and site-based license options, student gifted and talented services, enrichment/remediation and hybrid learning design packages. This suite of services is now available to all of our educational learning partners. Brief highlights of vendor services, updates and changes in the upcoming 2018-2019 school year follow:

**Pearson Online and Blended Learning (K-12)**

Last year provided a strong interest in this vendor demonstrating innovative options and rigorous student services. Pearson will be one of two providers for K-12 digital options. This vendor brings to the suite exciting opportunities: full suite of elementary specials, including languages and technology; gifted and talented courses 3-8; Chinese and Japanese languages, as well as level IV in additional world languages; and lastly, comprehensive AP courses. The instructional services will be provided by highly-qualified, PA certified teachers in addition to wraparound services. If there is interest, we will also go through a vetting process with LiveSpeech services. Concurrent license options will allow delivery to be an option for educational staff.

**EdisonLearning, Inc. (Grades 6-12)**

Edison continues the process of creating new honors courses and Phase 1 and 2 of Project Based Learning course options. We are looking forward to additional areas of growth in STEAM and career pathways for the new year in order to meet Career Readiness Indicators. In addition, continued vendor benefits include: a free trial period, live instructional supports, unlimited courses for full-time students, student specific support advisors providing student intervention services, highly-qualified PA certified teachers, Genius Student Information System integration, and the ability for course content modification and diagnostic testing.

**Edgenuity (Grades K-12)**

Waterfront Learning continues to capitalize on the strength Edgenuity offers through its instructional and content teams. Calvert Education will provide K-5 elementary services, which will allow Edgenuity to deliver a K-12 digital suite of student options. Students enrolled in this video-based system will again benefit from live help and support for core courses. Opportunities for AP and Dual Enrollment courses continue, coupled with student support coaches, highly-qualified, PA certified teachers, and Genius Student Information System integration. Edgenuity also has a vast selection of career electives to meet the requirements for Career Readiness Indicators. All these features are included in the tuition costs.

One additional service option for this vendor is comprehensive personalized remediation and assessment pathways. Various customized licensing options are also available for those districts wishing to utilize Edgenuity content by your teachers.

**Odysseyware (Grades 3-6)**

Odysseyware will be an option for current license subscribing districts only this year.

**Zulama**

Zulama courses, utilizing a Waterfront Learning teacher or your own, will be available for the upcoming school year. Waterfront Learning is pleased to offer courses in game design, coding with GameMaker, and making mobile games.

**First Steps Driver's Theory**

Waterfront's partnership with First Steps brings with it not only a PDE approved Driver's Theory course experience, but one that is PennDOT approved as well. Students completing this nine week, pass/fail course may be eligible for reductions in auto insurance rates depending on their insurance carrier.

In addition to our online vendor partnerships, it is our pleasure to continue to bring new and innovative options to your district. Virtual and Hybrid Instructional Design Planning, Recover Now!, and Summer Enrichment courses are just some of the ways Waterfront Learning collaborates to meet your needs.

Enclosed you will find two copies of the Waterfront Learning Contract for services for the upcoming 2018-2019 school year. Regardless of full-time or part-time status, all students enrolled will participate in our auto-call system aimed at identifying students who have not completed online activities in five sequential school days. Tiered intervention supports, aimed at identifying struggling students and communicating that information to district liaisons, is a program deliverable for all participants.

We are very excited about partnering with your district and look forward to meeting your virtual and hybrid needs through our comprehensive suite of services. Please sign the included contracts, mailing both of them back to Waterfront Learning. After the AIU Board approval, one of the contracts will be mailed back to you for your records. Should you have any additional questions about the attached contract, pricing addendum, and/or implementation of online services, please feel free to contact Waterfront Learning.

Sincerely,



Jennifer R. Beagan  
Senior Program Director, Waterfront Learning  
412-394-4996  
[wflhelp@aiu3.net](mailto:wflhelp@aiu3.net)

**2018-2019 WATERFRONT LEARNING  
SERVICES CONTRACT  
ALLEGHENY COUNTY SCHOOLS**

**THIS CONTRACT** by and between the **ALLEGHENY INTERMEDIATE UNIT d/b/a WATERFRONT LEARNING SERVICES**, having an address of 475 East Waterfront Drive, Homestead, PA 15120 (hereinafter referred to as “Waterfront Learning”)

**A**

**N**

**D**

**PLUM BOROUGH SCHOOL DISTRICT**, having an address of 900 Elicker Road, Plum, PA 15239 (hereinafter referred to as “School District”)

**WITNESSETH:**

**WHEREAS**, WATERFRONT LEARNING, a service of the Allegheny Intermediate Unit, has developed a menu of flexible virtual education program options that incorporate high-quality courses, instruction and professional development at reasonable prices; and

**WHEREAS**, WATERFRONT LEARNING will assist school districts to meet the growing need for virtual education and ensure student achievement; and

**WHEREAS**, PLUM BOROUGH SCHOOL DISTRICT wishes to contract with WATERFRONT LEARNING to take advantage of certain flexible virtual education program opportunities for students enrolled in the district; and

**WHEREAS**, the Parties are desirous of setting forth the terms and conditions of such contractual relationship.

**NOW THEREFORE**, in consideration of the above premises and intending to be legally bound hereby, the Parties agree as follows:

1. **Term.** This contract shall commence on the date that both Parties have signed this contract and shall continue until June 30, 2019, unless terminated by either party by written notification to the other with at least thirty (30) calendar days’ notice. Upon termination, WATERFRONT LEARNING will be entitled to all fees and services as performed up to the date of the termination.

2. **Services Provided.** WATERFRONT LEARNING will provide the following virtual solutions consistent with the pricing options and packages as defined in the attached pricing document (ADDENDUM, incorporated herein by reference).

3. **Independent Contractor.** WATERFRONT LEARNING is an independent contractor and is the sole supervisor for the provision of services set forth in paragraph 1. WATERFRONT LEARNING supervisory personnel shall be available to consult with the SCHOOL DISTRICT regarding program implementation and facilitation.

4. **Service Providers.** The instructional services provided by WATERFRONT LEARNING shall be performed by Pennsylvania-certified, highly qualified teachers. The policies and procedures of the SCHOOL DISTRICT regarding grading, attendance, and acceptable use will be followed by WATERFRONT LEARNING. The SCHOOL DISTRICT shall provide current acceptable use policies and procedures to WATERFRONT LEARNING upon or before commencement of services. In the event that a student's actions violate program or district policies, WATERFRONT LEARNING has the sole discretion to modify or remove the student's online course access.

5. **Property Restrictions.** The SCHOOL DISTRICT may not resell, rent or lease the service or licensed material or use it in a service provider capacity; or access the service or use the licensed material to build a competitive service or product, or copy any feature, function or graphic for competitive purposes.

6. **Equipment Transfer and Liability.** Should the SCHOOL DISTRICT choose to utilize hardware support from WATERFRONT LEARNING, the district agrees to all WATERFRONT LEARNING policies and procedures relating to transfer of possession and return of said equipment. Should equipment not be returned or be returned in an irreparable condition to WATERFRONT LEARNING, the SCHOOL DISTRICT agrees to accept financial liability for said equipment as defined in the pricing document (ADDENDUM).

7. **Invoices.** WATERFRONT LEARNING shall issue invoices for payment to the SCHOOL DISTRICT quarterly. Payment shall be made by the SCHOOL DISTRICT not later than sixty (60) days after the invoice date. In the event that the district does not remit payment within 60 days, WATERFRONT LEARNING reserves the right to suspend services or to assess interest of 1 percent per month on any unpaid balance, retroactive to the invoice date, until payment in full is received. Any delay in invoicing by WATERFRONT LEARNING will not affect the duty of the SCHOOL DISTRICT to pay the invoice and shall not constitute a waiver of the right of WATERFRONT LEARNING to be paid in full for its services.

8. **Claims or Disputes.** Any claims or other matters in question between the Parties to this Agreement arising out of or relating to this Agreement or breach thereof shall be resolved through legal or equitable proceedings before the Allegheny County Court of Common Pleas and/or the United States District Court for the Western District of Pennsylvania.

9. **Indemnification.** WATERFRONT LEARNING shall protect, defend, indemnify, and hold the SCHOOL DISTRICT harmless from and against any and all costs, expenses (including reasonable attorney's fees), liabilities, losses, damages, suits, actions, fines, penalties, claims or demands of any kind arising out of or in any way connected with WATERFRONT LEARNING's negligence or intentional acts under this Agreement. SCHOOL DISTRICT shall likewise, protect, defend, indemnify and hold WATERFRONT LEARNING harmless from and against any and all costs, expenses (including reasonable attorney's fees) liabilities, losses, damages, suits, actions, fines, penalties, claims or demands of any kind arising out of or in any way connected with the SCHOOL DISTRICT's negligence or intentional acts under this Agreement.

10. **Governing Law.** The Agreement shall be construed under, and in accordance with the laws of the Commonwealth of Pennsylvania.

11. **Enforceability of Provisions.** In the case that any one or more of these provisions in this Agreement shall, for any reason, be held invalid, illegal, or unenforceable in any respect, it shall only affect such provision(s) and not affect all other portions of this Agreement. The portions of this Agreement that were unaffected shall be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

12. **Sole Agreement of Parties.** This Agreement constitutes the sole and only Agreement of the Parties involved and supersedes any prior understanding, or written or oral agreement between the Parties respecting the subject matter contained within.

ATTEST:

WATERFRONT LEARNING SERVICES

\_\_\_\_\_ BY \_\_\_\_\_

Date: \_\_\_\_\_

ATTEST:

PLUM BOROUGH SCHOOL DISTRICT

\_\_\_\_\_ BY \_\_\_\_\_

Date: \_\_\_\_\_

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



## SECONDARY OPTIONS: GRADES 6-12

**Full-Time Offerings\*:** Includes PA highly qualified teacher, technology package\*\*, content, GeniusSIS access, and correlating supports for 10 months. Free grace period of 13 calendar days is available. A \$55 hardware service charge will be applied for grace period returned technology.

OPTIONS:	2018-2019 PRICE:
Edgenuity (Grades 6-12; Up to 7 courses with live on-demand support & coaching)	\$1,136.00/quarter
EdisonLearning (Grades 6-12; Unlimited courses with synchronous support & advising) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter	\$1,136.00/quarter
Pearson (Grades 6-12 Up to 8 courses with Live-Tutor Services)	\$1,313.00/quarter
Technology Package Only (Laptop, bag, mouse, headset, and Internet access; grace period does not apply)	\$430.00/quarter

\*Students needing to extend studies beyond June 7, 2019 can be extended until August 9, 2019 for an additional quarterly fee.

\*\*Students not needing the Technology Package will be afforded a \$225 quarterly tuition reduction.

**Part-Time Offerings:** Includes teacher, content, and correlating supports for time period indicated. Full tuition charged at the time of enrollment; 13 calendar day grace period available.

OPTIONS:	2018-2019 PRICE:
Edgenuity – Full Year AP (10 month access) ** Additional materials may be required	\$657.00
Edgenuity – Semester AP (5 month access) ** Additional materials may be required	\$355.00
Pearson – Full Year AP (10 month access) ^ Live-Tutor additional fee	\$717.00
Pearson – Semester AP (5 month access) ^ Live-Tutor additional fee	\$420.00
Edgenuity – DUAL Enrollment (Semester College level course through Sophia-5 month access) ** No grace period is available; not available for licensing. No refunds after course request.	\$657.00
Edgenuity or Edison – Full Year Core/Elective (10 month access) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter (EL)	\$632.00
Pearson – Full year core course (10 month access) ^ Live-Tutor additional fee	\$717.00
Pearson – Semester Core/Elective (5 month access) ^ Live-Tutor additional fee	\$420.00
Edgenuity or Edison – Semester Core/Elective (5 month access) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter (EL)	\$400.00
Edison – Quarter Core/Elective (9 week access) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter	\$212.00
Zulama – Semester Elective (5 month access)	\$475.00
Drivers Theory – Quarter (9 week access)	\$117.00

**NOTE:** Quarterly grades are not issued for AP courses, world languages, or DUAL enrollment courses taken through Edgenuity.

**Twelve Month Licensing Options (Training/PD Required):** Includes license/content only.

LICENSING:	2018-2019 PRICE:
Edgenuity – Concurrent; Includes access to Core Content, General Electives, AP, Credit Recovery, Career Electives, Test Prep/Remediation	\$622.00 + PD
Edgenuity – Concurrent; Includes access to all courses above plus Middlebury World Languages	\$697.00 + PD
Pearson– Concurrent; Includes access to 700 courses	\$480.00 + PD
Pearson – Concurrent ; Includes access to all courses plus World Languages	\$662.00 + PD
Edison – Single Course Seat License (Min 25 students) content only	\$2970 + PD
Edison – Concurrent License ( Min 25 students) content only	\$20,500 + PD
Edgenuity – Site License (Maximum of 1,000 students district wide)	\$40,653.00 + PD
Edgenuity – Site License (Maximum of 500 students district wide)	\$25,505.00 + PD
Edgenuity – Hybrid Package (Single course purchase for a minimum of 100 students)	\$132/License + PD
Edison – Site License ( Minimum 250 students district wide)	\$35,000 + PD

**Student Remediation Options:** Includes license/content only;

STUDENT REMEDIATION SERVICES :	2018-2019 PRICE:
Edgenuity - Keystone Prep and Remediation licenses (content only) 25-200 students	\$107/ 1 course; \$130/ +1 course
Edgenuity – MyPath (math and reading); (single subject) – Training/PD required *** Pricing models differ for small school < 200 total; <100 total.	\$11,211(math and reading); \$6742 (one subject) +PD
Edgenuity – UpSmart– Grades 6-8; Single subject (math or reading); Both subjects - Training/PD	\$37/ \$52

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



required	
Edgenuity – UpSmart – Grades 6-8; Site License- Single Subject (math or reading); Both subjects – Training /PD required	\$4444/ \$7848

## **Professional Development Services:**

Half Day Training / PD \$450.00; Full Day Training / PD \$900.00

Hybrid – PHASE I: ALIGN \*FREE\* PHASE II (EDUCATE), III (DESIGN), IV (EVALUATE); V (CUSTOMIZE) – VARIES \$4,250.00

**GeniusSIS Implementation (Additional PD required):** Options to use Genius in coordination with your license purchase(s) exist.

Please call for additional information. Costs include \$1,500.00 for the initial set-up, required professional development and training, and a recurring fee of \$5/student/course/quarter.

## **Other Information**

- a) *No minimum purchase required.*
- b) *Costs vary based on vendor licensing, agreements, and option availability with Waterfront Learning.*
- c) *Some courses may require additional material fees; costs shown do not include textbooks, additional software, or testing fees.*
- d) **Free Trial** – A free, 13 calendar day trial is available at the time of initial enrollment; however, a \$55 hardware service charge will be assessed for equipment delivery & return for students withdrawing during the free trial period. The opportunity for a free trial period applies only to coursework, not the technology package. The free trial period does not apply to Sophia.
- e) **Tuition Charges** – Tuition is charged as indicated above based on the courses and services requested. If the participation period exceeds the defined length of enrollment, additional tuition will be assessed.
- f) **Extension Fees** – In the event that an extension is desired for a student, notification, in writing, must be provided to the program prior to the last week of scheduled enrollment. If notification is received within the last week of the course, a \$55 processing fee will be assessed per student /per quarter.
- g) **Student Support Services** – It is expected that the district will monitor and support any identified online learner (special education or ELL). Should the district indicate that assistance from the program is desired for support services, data collection, goal monitoring, or ELL instruction, additional charges would apply.
  - a. **Special Education Fees for Service:**
    - i. Full-Time Students: \$1,010/semester
    - ii. Single Course Students: \$230/semester
  - b. **ELL Fees for Service:**
    - i. \$2,120 / semester (cost includes weekly live support and instruction, materials, supervision, data analysis and communication)
- h) **Single Section Enrollment** – Students will not be permitted to enroll in two sections of the same course at the same time (example: Algebra Q1 and Algebra Q2). Students MUST finish one section of a course before beginning another.
- i) **Internet Access Reimbursement** – The program will utilize Internet reimbursement at a rate of up to \$35/month as the default for all full-time students requesting equipment. Should a MiFi device be requested and approved, the use will be monitored. All texting and international charges will be billed back to the district. Any device not showing use for two consecutive billing cycles will be deactivated.
- j) **Curriculum Modifications** – Student specific course activity adjustments are included in tuition charges. Curriculum alignment, customization, or modification resulting in more than 25% of curriculum modification or removal, or the combining of multiple quarters of content are subject to a \$55 course customization fee. Should assistance with district-wide curriculum alignment and modification be needed, charges of \$900 (full-day) and \$450 (half-day) would apply.
- k) **Communication Standards and Protocols** - The Program strives to respond to communications within one business day, and award final course credit within two business days of the identified course end date. Additional, targeted customer service goals include the communication of needs and requests of the participating schools and liaisons to the contracted vendors. Should information, special requests, or modifications be needed, the identified district liaison should communicate those needs, in writing, to [WFLHelp@aiu3.net](mailto:WFLHelp@aiu3.net). The Program will then collaborate with contracted parties to achieve the desired request. It is not the expectation of the Program that the required school district identified liaison or other identified representative need to work directly with Waterfront Learning contracted vendors.
- l) **Hardware Replacement Fees** – In the event that program provided hardware is not returned or returned in irreparable condition within 30 days of withdrawal from the program, the district will be assessed equipment replacement fees for missing or irreparable equipment at the rates shown below:
  - i. Laptop (with Warranty): \$840.00 (total package)
  - ii. Bag: \$30.00
  - iii. Power Supply: \$75.00
  - iv. Headset: \$15.00
  - v. Mouse: \$10.00

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



## ELEMENTARY OPTIONS: GRADES K-6

**Full-Time Offerings\*:** Includes PA highly qualified teacher, technology package\*\*, content, GeniusSIS access, and correlating supports for 10 months. Free grace period of 13 calendar days is available. A \$55 hardware service charge will be applied for grace period returned technology.

CALVERT OPTIONS:	2018-2019 PRICE:
Calvert/ WFL Teacher (Grades K-6; with 1 live weekly lesson, and on-demand support & advising) * Books and materials provided. Materials must be returned if student is in the program fewer than 60 days. \$200.00 - Kit replacement fee will be charged for unreturned kits.	\$4545/year \$2272/semester
Calvert (Grades K-6; Vendor Teacher with on-demand tutoring; online content and subject kits) \$200.00- Kit replacement fee will be charged for unreturned kits.	\$5504/year \$2752/semester

\*Students needing to extend studies beyond June 7, 2019 can be extended until August 9, 2019 for an additional quarterly fee.

\*\*Students not needing the Technology Package will be afforded a \$225 quarterly tuition reduction.

**Full-Time Offerings\*:** Includes PA highly qualified teacher, technology package\*\*, content, GeniusSIS access, and correlating supports for 10 months. Free grace period of 13 calendar days is available. A \$55 hardware service charge will be applied for grace period returned technology.

PEARSON OPTIONS:	2018-2019 PRICE:
Pearson Online (Grades K-6; with Live-Tutoring, and direct instruction as needed; core courses, plus specials).	\$1313/quarter \$2625/semester
Pearson Online/ WFL Teacher (Grades K-6; with 1 live weekly lesson and direct instruction as needed; core courses, plus specials).	\$1110/quarter
Pearson Concurrent License; Premium Concurrent License ^ ^	\$480/ year (CEL) \$660/year (PCEL)
Pearson Full Time Single Concurrent License (K-6; Up to 8 courses content only) ^ ^	\$605/year
Pearson Online Single Course Seat/ WFL Teacher(Grades K-6) ^^	\$455/ year
On-Demand Live Tutoring (Academic support in: math, science, ELA, and social studies) ** Hours are not portable after June **	\$115
Technology Package Only (Laptop, bag, mouse, headset, and Internet access; grace period does not apply)	\$430.00/quarter

\*Students needing to extend studies beyond June 7, 2019 can be extended until August 9, 2019 for an additional quarterly fee.

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^^ Live Tutoring can be added for additional charge.

ODYSSEYWARE OPTIONS:	2018-2019 PRICE:
Odysseyware Content Only Licenses (5 license minimum purchase) + PD (per vendor charge)	\$350.00/ per license + PD
Elementary Elective Package (Grades K-6: Choice of Art, Music, Health/PE, Intro to Tech) 9 weeks	\$115.00/ per course

Professional Development Services:	2018-2019 PRICE:
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Half Day Training / PD \$450.00; Full Day Training / PD \$900.00

Hybrid – PHASE I: ALIGN \*FREE\* PHASE II (EDUCATE), III (DESIGN), IV (EVALUATE); V (CUSTOMIZE) – VARIES \$4,250.00



# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



Waterfront Learning

**GeniusSIS Implementation (Additional PD required):** Options to use Genius in coordination with your license purchase(s) exist. Please call for additional information. Costs include \$1,500.00 for the initial set-up, required professional development and training, and a recurring fee of \$5/student/course/quarter.

## **Other Information**

- a) No minimum purchase required.
- b) Costs vary based on vendor licensing, agreements, and option availability with Waterfront Learning.
- c) Some courses may require additional material fees; costs shown do not include textbooks, additional software, or testing fees.
- d) **Calvert Kits returned with missing instructional pieces will be inventoried and charged at cost.**
- e) **Free Trial** – A free, 13 calendar day trial is available at the time of initial enrollment; however, a \$55 hardware service charge will be assessed for equipment delivery & return for students withdrawing during the free trial period. The opportunity for a free trial period applies only to coursework, not the technology package. The Free Trial period does not apply to Sophia.
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9. **Indemnification.** WATERFRONT LEARNING shall protect, defend, indemnify, and hold the SCHOOL DISTRICT harmless from and against any and all costs, expenses (including reasonable attorney's fees), liabilities, losses, damages, suits, actions, fines, penalties, claims or demands of any kind arising out of or in any way connected with WATERFRONT LEARNING's negligence or intentional acts under this Agreement. SCHOOL DISTRICT shall likewise, protect, defend, indemnify and hold WATERFRONT LEARNING harmless from and against any and all costs, expenses (including reasonable attorney's fees) liabilities, losses, damages, suits, actions, fines, penalties, claims or demands of any kind arising out of or in any way connected with the SCHOOL DISTRICT's negligence or intentional acts under this Agreement.

10. **Governing Law.** The Agreement shall be construed under, and in accordance with the laws of the Commonwealth of Pennsylvania.

11. **Enforceability of Provisions.** In the case that any one or more of these provisions in this Agreement shall, for any reason, be held invalid, illegal, or unenforceable in any respect, it shall only affect such provision(s) and not affect all other portions of this Agreement. The portions of this Agreement that were unaffected shall be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

12. **Sole Agreement of Parties.** This Agreement constitutes the sole and only Agreement of the Parties involved and supersedes any prior understanding, or written or oral agreement between the Parties respecting the subject matter contained within.

**ATTEST:**

**WATERFRONT LEARNING SERVICES**

\_\_\_\_\_  
Date: \_\_\_\_\_ BY \_\_\_\_\_

**ATTEST:**

**PLUM BOROUGH SCHOOL DISTRICT**

\_\_\_\_\_  
Date: \_\_\_\_\_ BY \_\_\_\_\_

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



## SECONDARY OPTIONS: GRADES 6-12

**Full-Time Offerings\*:** Includes PA highly qualified teacher, technology package\*\*, content, GeniusSIS access, and correlating supports for 10 months. Free grace period of 13 calendar days is available. A \$55 hardware service charge will be applied for grace period returned technology.

OPTIONS:	2018-2019 PRICE:
Edgenuity (Grades 6-12; Up to 7 courses with live on-demand support & coaching)	\$1,136.00/quarter
EdisonLearning (Grades 6-12; Unlimited courses with synchronous support & advising) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter	\$1,136.00/quarter
Pearson (Grades 6-12 Up to 8 courses with Live-Tutor Services)	\$1,313.00/quarter
Technology Package Only (Laptop, bag, mouse, headset, and Internet access; grace period does not apply)	\$430.00/quarter

\*Students needing to extend studies beyond June 7, 2019 can be extended until August 9, 2019 for an additional quarterly fee.

\*\*Students not needing the Technology Package will be afforded a \$225 quarterly tuition reduction.

**Part-Time Offerings:** Includes teacher, content, and correlating supports for time period indicated. Full tuition charged at the time of enrollment; 13 calendar day grace period available.

OPTIONS:	2018-2019 PRICE:
Edgenuity – Full Year AP (10 month access) ** Additional materials may be required	\$657.00
Edgenuity – Semester AP (5 month access) ** Additional materials may be required	\$355.00
Pearson – Full Year AP (10 month access) ^ Live-Tutor additional fee	\$717.00
Pearson – Semester AP (5 month access) ^ Live-Tutor additional fee	\$420.00
Edgenuity – DUAL Enrollment (Semester College level course through Sophia-5 month access) ** No grace period is available; not available for licensing. No refunds after course request.	\$657.00
Edgenuity or Edison – Full Year Core/Elective (10 month access) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter (EL)	\$632.00
Pearson – Full year core course (10 month access) ^ Live-Tutor additional fee	\$717.00
Pearson – Semester Core/Elective (5 month access) ^ Live-Tutor additional fee	\$420.00
Edgenuity or Edison – Semester Core/Elective (5 month access) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter (EL)	\$400.00
Edison – Quarter Core/Elective (9 week access) *Additional \$25 fee for Premium and \$30 fee for PBL course offerings per quarter	\$212.00
Zulama – Semester Elective (5 month access)	\$475.00
Drivers Theory – Quarter (9 week access)	\$117.00

**NOTE:** Quarterly grades are not issued for AP courses, world languages, or DUAL enrollment courses taken through Edgenuity.

**Twelve Month Licensing Options (Training/PD Required):** Includes license/content only.

LICENSING:	2018-2019 PRICE:
Edgenuity – Concurrent; Includes access to Core Content, General Electives, AP, Credit Recovery, Career Electives, Test Prep/Remediation	\$622.00 + PD
Edgenuity – Concurrent; Includes access to all courses above plus Middlebury World Languages	\$697.00 + PD
Pearson – Concurrent; Includes access to 700 courses	\$480.00 + PD
Pearson – Concurrent ; Includes access to all courses plus World Languages	\$662.00 + PD
Edison – Single Course Seat License (Min 25 students) content only	\$2970 + PD
Edison – Concurrent License ( Min 25 students) content only	\$20,500 + PD
Edgenuity – Site License (Maximum of 1,000 students district wide)	\$40,653.00 + PD
Edgenuity – Site License (Maximum of 500 students district wide)	\$25,505.00 + PD
Edgenuity – Hybrid Package (Single course purchase for a minimum of 100 students)	\$132/License + PD
Edison – Site License ( Minimum 250 students district wide)	\$35,000 + PD

**Student Remediation Options:** Includes license/content only;

STUDENT REMEDIATION SERVICES :	2018-2019 PRICE:
Edgenuity - Keystone Prep and Remediation licenses (content only) 25-200 students	\$107/ 1 course; \$130/ +1 course
Edgenuity – MyPath (math and reading); (single subject) – Training/PD required *** Pricing models differ for small school < 200 total; <100 total.	\$11,211(math and reading); \$6742 (one subject) +PD
Edgenuity – UpSmart– Grades 6-8; Single subject (math or reading); Both subjects - Training/PD	\$37/ \$52

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



required	
Edgenuity – UpSmart – Grades 6-8; Site License- Single Subject (math or reading); Both subjects – Training /PD required	\$4444/ \$7848

## **Professional Development Services:**

Half Day Training / PD \$450.00; Full Day Training / PD \$900.00

Hybrid – PHASE I: ALIGN \*FREE\* PHASE II (EDUCATE), III (DESIGN), IV (EVALUATE); V (CUSTOMIZE) – VARIES \$4,250.00

**GeniusSIS Implementation (Additional PD required):** Options to use Genius in coordination with your license purchase(s) exist.

Please call for additional information. Costs include \$1,500.00 for the initial set-up, required professional development and training, and a recurring fee of \$5/student/course/quarter.

## **Other Information**

- a) *No minimum purchase required.*
- b) *Costs vary based on vendor licensing, agreements, and option availability with Waterfront Learning.*
- c) *Some courses may require additional material fees; costs shown do not include textbooks, additional software, or testing fees.*
- d) **Free Trial** – A free, 13 calendar day trial is available at the time of initial enrollment; however, a \$55 hardware service charge will be assessed for equipment delivery & return for students withdrawing during the free trial period. The opportunity for a free trial period applies only to coursework, not the technology package. The free trial period does not apply to Sophia.
- e) **Tuition Charges** – Tuition is charged as indicated above based on the courses and services requested. If the participation period exceeds the defined length of enrollment, additional tuition will be assessed.
- f) **Extension Fees** – In the event that an extension is desired for a student, notification, in writing, must be provided to the program prior to the last week of scheduled enrollment. If notification is received within the last week of the course, a \$55 processing fee will be assessed per student /per quarter.
- g) **Student Support Services** – It is expected that the district will monitor and support any identified online learner (special education or ELL). Should the district indicate that assistance from the program is desired for support services, data collection, goal monitoring, or ELL instruction, additional charges would apply.
  - a. **Special Education Fees for Service:**
    - i. Full-Time Students: \$1,010/semester
    - ii. Single Course Students: \$230/semester
  - b. **ELL Fees for Service:**
    - i. \$2,120 / semester (cost includes weekly live support and instruction, materials, supervision, data analysis and communication)
- h) **Single Section Enrollment** – Students will not be permitted to enroll in two sections of the same course at the same time (example: Algebra Q1 and Algebra Q2). Students MUST finish one section of a course before beginning another.
- i) **Internet Access Reimbursement** – The program will utilize Internet reimbursement at a rate of up to \$35/month as the default for all full-time students requesting equipment. Should a MiFi device be requested and approved, the use will be monitored. All texting and international charges will be billed back to the district. Any device not showing use for two consecutive billing cycles will be deactivated.
- j) **Curriculum Modifications** – Student specific course activity adjustments are included in tuition charges. Curriculum alignment, customization, or modification resulting in more than 25% of curriculum modification or removal, or the combining of multiple quarters of content are subject to a \$55 course customization fee. Should assistance with district-wide curriculum alignment and modification be needed, charges of \$900 (full-day) and \$450 (half-day) would apply.
- k) **Communication Standards and Protocols** - The Program strives to respond to communications within one business day, and award final course credit within two business days of the identified course end date. Additional, targeted customer service goals include the communication of needs and requests of the participating schools and liaisons to the contracted vendors. Should information, special requests, or modifications be needed, the identified district liaison should communicate those needs, in writing, to [WFLHelp@aiu3.net](mailto:WFLHelp@aiu3.net). The Program will then collaborate with contracted parties to achieve the desired request. It is not the expectation of the Program that the required school district identified liaison or other identified representative need to work directly with Waterfront Learning contracted vendors.
- l) **Hardware Replacement Fees** – In the event that program provided hardware is not returned or returned in irreparable condition within 30 days of withdrawal from the program, the district will be assessed equipment replacement fees for missing or irreparable equipment at the rates shown below:
  - i. Laptop (with Warranty): \$840.00 (total package)
  - ii. Bag: \$30.00
  - iii. Power Supply: \$75.00
  - iv. Headset \$15.00
  - v. Mouse \$10.00

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



## ELEMENTARY OPTIONS: GRADES K-6

**Full-Time Offerings\*:** Includes PA highly qualified teacher, technology package\*\*, content, GeniusSIS access, and correlating supports for 10 months. Free grace period of 13 calendar days is available. A \$55 hardware service charge will be applied for grace period returned technology.

CALVERT OPTIONS:	2018-2019 PRICE:
Calvert/ WFL Teacher (Grades K-6; with 1 live weekly lesson, and on-demand support & advising) * Books and materials provided. Materials must be returned if student is in the program fewer than 60 days. \$200.00 - Kit replacement fee will be charged for unreturned kits.	\$4545/year \$2272/semester
Calvert (Grades K-6; Vendor Teacher with on-demand tutoring; online content and subject kits) \$200.00- Kit replacement fee will be charged for unreturned kits.	\$5504/year \$2752/semester

\*Students needing to extend studies beyond June 7, 2019 can be extended until August 9, 2019 for an additional quarterly fee.

\*\*Students not needing the Technology Package will be afforded a \$225 quarterly tuition reduction.

**Full-Time Offerings\*:** Includes PA highly qualified teacher, technology package\*\*, content, GeniusSIS access, and correlating supports for 10 months. Free grace period of 13 calendar days is available. A \$55 hardware service charge will be applied for grace period returned technology.

PEARSON OPTIONS:	2018-2019 PRICE:
Pearson Online (Grades K-6; with Live-Tutoring, and direct instruction as needed; core courses, plus specials).	\$1313/quarter \$2625/semester
Pearson Online/ WFL Teacher (Grades K-6; with 1 live weekly lesson and direct instruction as needed; core courses, plus specials).	\$1110/quarter
Pearson Concurrent License; Premium Concurrent License ^ ^	\$480/ year (CEL) \$660/year (PCEL)
Pearson Full Time Single Concurrent License (K-6; Up to 8 courses content only) ^ ^	\$605/year
Pearson Online Single Course Seat/ WFL Teacher(Grades K-6) ^^	\$455/ year
On-Demand Live Tutoring (Academic support in: math, science, ELA, and social studies) ** Hours are not portable after June **	\$115
Technology Package Only (Laptop, bag, mouse, headset, and Internet access; grace period does not apply)	\$430.00/quarter

\*Students needing to extend studies beyond June 7, 2019 can be extended until August 9, 2019 for an additional quarterly fee.

\*\*Students not needing the Technology Package will be afforded a \$225 quarterly tuition reduction.

^^ Live Tutoring can be added for additional charge.

ODYSSEYWARE OPTIONS:	2018-2019 PRICE:
Odysseyware Content Only Licenses (5 license minimum purchase) + PD (per vendor charge)	\$350.00/ per license + PD
Elementary Elective Package (Grades K-6: Choice of Art, Music, Health/PE, Intro to Tech) 9 weeks	\$115.00/ per course

Professional Development Services:	2018-2019 PRICE:
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Half Day Training / PD \$450.00; Full Day Training / PD \$900.00

Hybrid – PHASE I: ALIGN \*FREE\* PHASE II (EDUCATE), III (DESIGN), IV (EVALUATE); V (CUSTOMIZE) – VARIES \$4,250.00

# 2018-2019 AIU3 SCHOOL DISTRICT PRICING ADDENDUM



**GeniusSIS Implementation (Additional PD required):** Options to use Genius in coordination with your license purchase(s) exist. Please call for additional information. Costs include \$1,500.00 for the initial set-up, required professional development and training, and a recurring fee of \$5/student/course/quarter.

## **Other Information**

- a) No minimum purchase required.
- b) Costs vary based on vendor licensing, agreements, and option availability with Waterfront Learning.
- c) Some courses may require additional material fees; costs shown do not include textbooks, additional software, or testing fees.
- d) **Calvert Kits returned with missing instructional pieces will be inventoried and charged at cost.**
- e) **Free Trial** – A free, 13 calendar day trial is available at the time of initial enrollment; however, a \$55 hardware service charge will be assessed for equipment delivery & return for students withdrawing during the free trial period. The opportunity for a free trial period applies only to coursework, not the technology package. The Free Trial period does not apply to Sophia.
- f) **Tuition Charges** – Tuition is charged as indicated above based on the courses and services requested. If the participation period exceeds the defined length of enrollment, additional tuition will be assessed.
- g) **Extension Fees** – In the event that an extension is desired for a student, notification, in writing, must be provided to the program prior to the last week of scheduled enrollment. If notification is received within the last week of the course, a \$55 processing fee will be assessed per student /per quarter.
- h) **Student Support Services** – It is expected that the district will monitor and support any identified online learner (special education or ELL). Should the district indicate that assistance from the program is desired for support services, data collection, goal monitoring, or ELL instruction, additional charges would apply.
  - a. **Special Education Fees for Service:**
    - i. Full-Time Students: \$1,010/semester
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    - i. \$2,120 / semester (cost includes weekly live support and instruction, materials, supervision, data analysis and communication)
- i) **Single Section Enrollment** – Students will not be permitted to enroll in two sections of the same course at the same time (example: Algebra Q1 and Algebra Q2). Students **MUST** finish one section of a course before beginning another.
- j) **Internet Access Reimbursement** – The program will utilize Internet reimbursement at a rate of up to \$35/month as the default for all full-time students requesting equipment. Should a MiFi device be requested and approved, the use will be monitored. All texting and international charges will be billed back to the district. Any device not showing use for two consecutive billing cycles will be deactivated.
- k) **Curriculum Modifications** – Student specific course activity adjustments are included in tuition charges: Curriculum alignment, customization, or modification resulting in more than 25% of curriculum modification or removal, or the combining of multiple quarters of content are subject to a \$55 course customization fee. Should assistance with district-wide curriculum alignment and modification be needed, charges of \$900 (full-day) and \$450 (half-day) would apply.
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