



NEW HAVEN PUBLIC SCHOOLS

AGREEMENT COVERSHEET

Cover Sheet is an Internal Document for Business Office Use

Contractor full name: Lexia Learning Systems LLC

Doing Business As, if applicable: Lexia

Business Address: 300 Baker Ave, Ste. 320, Concord, MA 01742; 1-800-435-3942

Business email: *Leah.Klein@lexialearning.com*

Funding Source & Acct# including location code: Head Start Basic Carryover 2532-6326-56694-0443

Principal or Supervisor: Mary Derwin

Agreement Effective Dates: From 03/12/24 to 06/30/24.

Hourly rate or per session rate or per day rate.

Total amount: \$63,990.00

Description of Service: Please provide a one or two-sentence description of the service. *Please do not write "see attached."*

The LETRS for Early Childhood Educators is a curriculum of 4 modules for comprehensive professional learning designed to provide preschool educators and administrators with deep knowledge to be literacy and language experts in the science of reading. LETRS for Early Childhood Educators course will practically, systematically, and methodically address the systems of language underlying early literacy (oral language development, phonological foundations, print awareness and concepts) through blended format units. LETRS equips instructional leaders to create systems and structures: including how to build capacity, collaborate with school teaching teams, manage goal setting, develop assessment plans, and make effective data-based decisions to have a systemic impact on student literacy achievement.

Submitted by: _____

Mary Derwin

Phone: _____

203-980-5065



NEW HAVEN PUBLIC SCHOOLS

Memorandum

To: New Haven Board of Education Finance and Operations Committee
From: Mary Derwin
Date: February 16, 2024
Re: LETRS Professional Learning

Please **answer all questions and attach any required documentation as indicated below.** Please have someone **ready to discuss** the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education.

1. **Contractor Name:** Lexia Learning
2. **Description of Service:** The LETRS Suite is comprehensive professional learning designed to provide elementary educators with deep knowledge to be literacy and language experts in the science of reading. LETRS for Educators course practically, systematically, and methodically addresses the systems of language underlying literacy (phonology, orthography, semantics, syntax, discourse, and pragmatics) through blended format units.
3. **Amount of Agreement and hourly or session cost:** \$63,990.00
 - 120 educators/participants provided with 4LETRS Modules:
 - o curriculum material bundles
 - o 4-hour online sessions
 - o 20 hours of practicum
 - 10 Facilitator Modules:
 - o curriculum material bundles
 - o 4 days of unit sessions
 - LETRS success partnership:
 - o dedicated customer success management team
4. **Funding Source and account number:** Head Start Basic Carryover Fund 2532-6326-56694-0443
5. **Approximate number of staff served through this program or service:** 120
6. **Approximate number of students served through this program or service:** 2000

7. Continuation/renewal or new Agreement?

Answer all questions:

- a. If continuation/renewal, has the cost increased? If yes, by how much? No
- b. What would an alternative contractor cost: *N/A*
- c. If this is a continuation when was the last time alternative quotes were requested? No
- d. For new or continuation: is this a service existing staff could provide? If no, why not? No, it is a service that must be provided by only certified consultants from Lexia.

8. Type of Service:

Answer all questions:

- a. Professional Development? Yes, but is reliant on a specialized curriculum through the Lexia Learning Company.
 - 1. If this is a professional development program, can the service be provided by existing staff? If no, why not? No, it is a service that must be provided by only certified consultants from Lexia
- b. After School or Extended Hours Program? No
- c. School Readiness or Head Start Programs? yes
- d. Other: (Please describe) Magnet Pre-K

9. Contractor Classification:

Answer all questions:

- a. Is the Contractor a Minority or Women Owned Business? No
- b. Is the Contractor Local? No
- c. Is the Contractor a Not-for-Profit Organization? If yes, is it local or national? No
- d. Is the Contractor a public corporation? No
- e. Is this a renewal/continuation Agreement or a new service? New service for Preschool, existing contract for elementary grades and administrators through the Reading Department
- f. If it is a renewal/continuation has cost increased? If yes, by how much? No
- g. Will the output of this Agreement contribute to building internal capabilities? If yes, please explain: Yes, the contract will provide training enhance educator knowledge around comprehensive literacy practices that will applied in the preschool classrooms.

10. Contractor Selection: In this section, please describe the selection process, including other sources considered and the rationale for selecting the contractor. Please answer all questions:

- a. What specific skill set does this contractor bring to the project? Please attach a copy of the contractor's resume if an individual or a link to the contractor's website if a company: This contractor is knowledgeable of the content and methodology of research-based explicit, structured literacy instruction, has a deep understanding of cognitive and language factors that shape learning, language structure, and development in how reading is acquired. (<https://www.lexialearning.com/letrs>)
- b. How was the Contractor selected? Quotes, RFP/RFQ, Sealed Bid or Sole Source designation from the City of New Haven Purchasing Department? They have a cooperative agreement via TIPS for the software. Contract 210301

- c. Is the contractor the lowest bidder? If no, why? Why was this contractor selected? *N/A*
- d. Who were the members of the selection committee that scored bid applications? *N/A*
- e. If the contractor is Sole Source, please attach a copy of the Sole Source designation letter from the City of New Haven Purchasing Department. *N/A*

11. Evidence of Effectiveness & Evaluation

Answer all questions

- a. What **specific need** will this contractor address and how will the contractor's performance be measured and monitored to ensure that the need is met? Surveys from all participants will be provided after training. The training includes assessments for each participant in order to ensure mastery of learning.
 - b. If this is a **renewal/continuation service** attach a copy of the evaluation or archival data that demonstrates effectiveness.
 - c. How is this service aligned to the District Continuous Improvement Plan? This service strengthens the knowledge of Preschool Instructional Coaches and teaching teams in order to impact the teaching of early literacy and the academic outcomes for NHPS students in preschool, enhancing school readiness.
12. Why do you believe this Agreement is fiscally sound? This item is essential to provide our preschool staff training that improves their ability to provide instruction based on the Science of Reading. This helps to align student learning outcomes in order for kindergarten readiness.
13. What are the implications of not approving this Agreement? Knowledge gaps regarding early literacy instruction and how Science of Reading supports student literacy acquisition.

The Interlocal Purchasing System

Purchasing Made Personal



Printed 28 February 2024

www.lexialearning.com

Lexia®

ALL FOR LITERACY

Lexia Learning Systems LLC

EMAIL PO & VENDOR QUOTE TO: TIPSPO@TIPS-USA.COM PO AND QUOTE MUST REFERENCE VENDOR'S TIPS CONTRACT NUMBER ATTACH PO AS A PDF - ONLY ONE PO (WITH QUOTE) PER ATTACHMENT

	<u>PAYMENT TO</u>	<u>TIPS CONTACT</u>
ADDRESS	300 Baker Avenue, Suite 320	NAME Charlie Martin
CITY	Concord	PHONE (866) 839-8477
STATE	MA	FAX (866) 839-8472
ZIP	01742	EMAIL tips@tips-usa.com

DISADVANTAGED/MINORITY/WOMAN BUSINESS ENTERPRISE: N

HUB: N

SERVING STATES

AL | AK | AZ | AR | CA | CO | CT | DE | DC | FL | GA | HI | ID | IL | IN | IA | KS | KY | LA | ME | MD | MA | MI | MN | MS | MO | MT | NE | NV | NH | NJ | NM | NY | NC | ND | OH | OK | OR | PA | RI | SC | SD | TN | TX | UT | VT | VA | WA | WI | WY | PR

Overview

Lexia Learning, A Cambium Learning Company, is one of the best-known and most highly respected reading-technology companies in the world. Lexia Reading Core5® has set the standard for technology-based reading instruction by providing explicit, systematic, personalized learning on fundamental literacy skills for elementary students of all abilities. With the addition of Lexia PowerUp Literacy™ for non-proficient readers in grades six and above, and Rosetta Stone English, Grades K-6 designed to help emergent bilingual students acquire higher language proficiency levels of English.

AWARDED CONTRACTS "View EDGAR Doc" on Website

Contract	Comodity	Exp Date	EDGAR
210301	Academic Curriculum and Instructional/Educational Goods,	10/31/2024	See EDGAR Certification Doc.

CONTACTS BY CONTRACTS

210301

John Paul Lavery	Director of	(978) 888-4898	johnpaul.lavery@lexialearning.com
Perry Bent	Client Manager	(800) 435-3942	Perry.Bent@lexialearning.com



NEW HAVEN PUBLIC SCHOOLS

**AGREEMENT
By And Between
The New Haven Board of Education
AND**

**Lexia Learning Systems LLC
FOR DEPARTMENT/PROGRAM:
Early Learning Department/Head Start**

This Agreement entered into on the 11th day of March 2024, effective (no sooner than the day after Board of Education Approval) the 12th day of March, 2024, by and between the New Haven Board of Education (herein referred to as the "Board" and, Lexia Learning Systems LLC located at, 300 Baker Ave, Ste. 320, Concord, MA 01742 (herein referred to as the "Contractor").

Compensation: The Board shall pay the contractor for satisfactory performance of services required the amount of: \$63,990.00 for a total of 4 sessions and materials for 120 participants.

For orders of LETRS[®] program offerings, the total fees for the LETRS subscription licenses, the associated text/supporting materials, and any support services included in the applicable order quote will be invoiced to The Board upon Contractor's receipt of the applicable PO or other confirmation of the order quote from District, and the fees for live group training sessions that are included with the LETRS offering will be invoiced monthly in arrears for each LETRS group training session held by Contractor in the previous month.

The maximum amount the contractor shall be paid under this agreement: sixty-three thousand, nine hundred ninety dollars (\$63,990.00). Compensation will be made upon submission of an itemized invoice which includes a detailed description of work performed and date of service.

Fiscal support for this Agreement shall be by Head Start Basic Carryover Fund Program of the New Haven Board of Education, Account Number: 2532-6326-56694-0443 Location Code: 0443

This agreement shall remain in effect from March 12, 2024 to June 30, 2024.

SCOPE OF SERVICE: *Please provide brief summary of service to be provided.* Professional Learning sessions for 120 educators (teaching teams, administrators, instructional coaches) designed to provide preschool educators with deep knowledge to be literacy and language experts in the science of reading by practically, systematically, and methodically addressing the systems of language underlying early literacy through blended format units.

Exhibit A: Scope of Service: *Please attach contractors detailed Scope of Service on contractor letterhead with all costs for services including travel and supplies, if applicable.*

Exhibit B: INTENTIONALLY OMITTED

APPROVAL: This Agreement must be approved by the New Haven Board of Education *prior to service start date*. Contractors may begin service no sooner than the day after Board of Education approval.

HOLD HARMLESS: The Contractor shall insure and/or indemnify the Board and its members, employees and agents against all claims, suits, and expenses, including reasonable attorney's fees, in connection with loss of life, bodily injury or property damage arising from any neglect act or omission of the Contractor or its employees or agents. Further, the Contractor covenants and agrees that it shall hold the Board and its members, employees and agents harmless against any and all claims, suits judgments of any description whatsoever caused by the Contractor' breach of this agreement or based upon the conduct of the Contractor, or its agents or its employees or arising out of in connection with their activities under this agreement.

TERMINATION: The Board may cancel this agreement for any reason upon thirty (30) days' written notice sent to the Contractor by certified U.S. mail, return receipt requested; provided however, that the Board shall be responsible to the Contractor for all services rendered by the Contractor through the last day of thirty (30) day notice period, as long as the Agreement was approved by the Board prior to the start date of service.

DocuSigned by:

Contractor Signature

President
New Haven Board of Education

2/21/2024

Date

Date

Nick Gaehde, President

Contractor Printed Name & Title

Revised: 8/2021

NEW HAVEN PUBLIC SCHOOLS

EXHIBIT B

**STUDENT DATA PRIVACY AGREEMENT
SPECIAL TERMS AND CONDITIONS**

INTENTIONALLY OMITTED

LETRS is an adult facing professional development product. Student information will not be collected in the process of provisioning the services.

QUOTE



Lexia Learning Systems LLC
300 Baker Avenue, Suite 202
Concord, MA 01742 USA
Phone: (978) 402-3620
Fax: (978) 402-3621

Quote #: Q-591366-13
Created Date: 2/16/2024

Prepared By: Leah Klein
Email: leah.klein@lexialearning.com

Ship To:
New Haven Public Schools Head Start
400 Canner Street
New Haven, CT 06511 US

Bill To:
Mary Derwin
Vanessa Diaz-Valencia
New Haven Public Schools
400 Canner Street
New Haven, CT 06511 US
Attn: Special Funds

- (1)LETRS Success Partnership Silver PC# 382408 TOTAL \$11,400
- (10)Legacy LETRS Facilitator Bundle with Live Online PL PC#382571 TOTAL \$15,390
- (120)LETRS Participant Materials Bundle PC#354693 \$30,000
- (4) LETRS Live Online PL PC# 382580 \$7,200

Total Price	\$63,990.00
Est. Tax	\$0.00
Total Due	\$63,990.00

Prices quoted are inclusive of Shipping and Handling.

If you are Tax-Exempt, please send a copy of your Tax-Exempt Certification with your PO. Please note that if you have previously provided this certificate to Voyager Sopris, we will need a new certificate issued to Lexia Learning Systems.

Fax or email Purchase Orders with quote number Q-591366-13 to the following:

Attn: Leah Klein
Email: leah.klein@lexialearning.com
Fax: 978-287-0062

PLEASE NOTE THE QUOTE NUMBER MUST APPEAR ON PURCHASE ORDER(S) IN ORDER TO PROCESS.

TERMS AND CONDITIONS

**Prices included herein are exclusive of all applicable taxes, including sales tax, VAT or other duties or levies imposed by any federal, state or local authority, which are the responsibility of Customer. Any taxes shown are estimates for informational purposes only. Customer will provide documentation in support of tax exempt status upon request. Pricing is valid for 60 days. Unless otherwise provided herein, Lexia will invoice the total fees set forth above upon receipt of customer's PO/acceptance. Payment is due net 30 days of invoice.

- 1-Year licenses expire 12 months from the date of activation; 2-Year licenses expire 24 months from the date of activation
- Additional Support Services purchased separately from subscription licenses/packages (e.g., webinars or additional onsite and/or virtual training hours) must be used within 12 months from the received date of the PO acceptance of the applicable quote
- A customer-designated account administrator contact name and email address are required for all subscriptions and service orders.

ORDER TERM

This quote and the associated confirming purchase order or other customer confirmation of this quote serve as an agreement for this order, which becomes effective upon its acceptance by both parties. Unless otherwise agreed by Lexia and customer in writing, the licenses, products and/or services purchased pursuant to this order will begin on or about the start date and continue in effect for the applicable period set forth in this quote. Unless otherwise set forth herein or agreed to by Lexia and customer in writing, all subscriptions and services are deemed delivered upon provisioning of license availability, and all subscription licenses and services must be used within the applicable subscription or service period herein, unused subscription licenses or services are not eligible for refund or credit. Onsite training is fulfilled with virtual training as needed. Without prejudice to its other rights, Lexia may suspend delivery of the subscriptions, products and/or services in the event that customer fails to make any payment when due following notice.

ORDER PROCESS

To submit an order, please fax this quote along with the applicable Purchase Order to: (978) 287-0062, or send by email to your sales representative's email address listed above
NOTE: EACH PURCHASE ORDER MUST INCLUDE THE CORRECT QUOTE NUMBER PROVIDED ON THIS QUOTE. AND THE QUOTE SHOULD BE ATTACHED.

ACCEPTANCE

All subscriptions, products and services hereunder are offered subject to the Lexia Application License Agreement terms, available at <https://lexialearning.com/privacy/eula> (the "License"), as supplemented by the terms herein. By placing any order, customer confirms its acceptance of the License and the terms and fees in this quote, which, together with any previously awarded proposal and/or any other associated agreement entered into by Lexia and customer regarding the subscriptions, products and services in and as supplemented by this quote, constitute the entire agreement between customer and Lexia regarding such subscriptions, products and services (the "Agreement"). Customer and Lexia agree that the terms and conditions of this Agreement supersede any additional or inconsistent terms or provisions in any customer drafted purchase order, which shall be void and of no effect, or any communications, whether written or oral, between customer and Lexia relating to the subject matter hereof. In the event of any conflict, the terms of this Agreement shall govern.

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Lexia LETRS for Early Childhood Educators

Language Essentials for Teachers of Reading and Spelling

Why Lexia?

With a 35-year focus on delivering literacy solutions, we have developed a breadth and depth of expertise unlike any in our field. Early childhood educators have limited access to research supporting best practices of developmentally appropriate, evidence-based routines and instruction, which impacts the delivery of playful, purposeful instruction essential for the development of early literacy skills. Lexia® offers comprehensive professional learning solutions that build teacher confidence, deepening educator knowledge and expertise in the science of reading and the practical classroom implementation of Lexia products. Lexia is leading the charge on innovative, effective, and research-proven approaches to one of literacy's biggest issues: more equitable learning for every student.

Key elements that make Lexia unique include:

- » Research and results
- » Adaptive Blended Learning (ABL) model
- » Patented Assessment Without Testing® (AWT) technology
- » Focus on academic language
- » Personalized and scalable implementation partnerships

Why Lexia LETRS for Early Childhood Educators?

The early childhood years are critical to building the foundations young children need for success in school and life. LETRS® for Early Childhood Educators empowers educators of young children with deeper knowledge and clarity of effective strategies to prepare all students for success in kindergarten and beyond.

Dr. Louisa Moats and Dr. Lucy Hart Paulson designed this course of study for early childhood educators because research shows the foundation of literacy begins at a young age. Early childhood educators need the same level of professional learning as K-3 educators to effectively teach the foundation of literacy.

Studies show that pre-K and kindergarten prepare children to thrive in school and accelerate their learning. Even at this early stage of learning, independent experts agree that "a well-implemented, evidence-based curriculum" and an emphasis on the quality and continuous training of early childhood educators leads to success in the classroom.





Language Essentials for Teachers of Reading and Spelling

Professional Learning Solutions



Lexia LETRS® professional learning for elementary educators is an investment in teachers' literacy knowledge and professional practice. Teachers gain essential knowledge to master the fundamentals of literacy instruction required to transform student learning.

LETRS meets International Dyslexia Association (IDA) standards for teachers of reading.



Lexia LETRS for Early Childhood Educators professional learning provides deep knowledge of literacy instruction for the youngest learners. The more children know about language and literacy before they begin kindergarten and first grade, the better equipped they are to succeed in literacy learning and beyond.

Lexia LETRS® for Administrators is a professional development course designed specifically for school leadership, coaches, principals, and district administrators. The course defines the systems and infrastructures required to successfully implement a literacy initiative aligned to scientifically based research. Built from research in implementation science and sustainability, school improvement, and shared leadership, the course provides numerous tools for guiding an implementation through various stages.

The four units of LETRS for Early Childhood Educators and their content

Unit 1: Early Literacy Foundations	Unit 2: Oral Language Connections
<ul style="list-style-type: none"> • Historical events and research • Policies and standards • Developmentally Appropriate Practice (DAP) • Assessment • Predictive indicators 	<ul style="list-style-type: none"> • Oral language structures of phonology, semantics, morphology, syntax, and prosody • Stages of oral language development and assessment • Strategies to facilitate oral language development
Unit 3: Phonological “PH”oundations	Unit 4: Print Knowledge ABC to XYZ
<ul style="list-style-type: none"> • Phonological processing • Linguistic hierarchy of words • Developmental stages of phonological awareness and assessment • Strategies to facilitate rhyming, syllable, and phoneme awareness 	<ul style="list-style-type: none"> • Print awareness concepts • Alphabet characteristics, learning, and teaching • Being a writer • Developmental stages of print knowledge and assessment • Strategies to facilitate print knowledge development

Flexible implementation models

The LETRS for Early Childhood Educators course consists of the online learning platform and the print manual. The online learning platform and print manual are aligned and work together to deepen educators' understanding of the concepts. Additionally, facilitator-led professional learning sessions can be purchased.

Self-directed learning



Guided implementation



When participating in LETRS for Early Childhood Educators, you'll gain:

- » Knowledge of early literacy instruction that allows you to apply best practice strategies to develop oral language, phonological awareness, print knowledge, alphabet learning, and writing skills of early learners
- » Developmentally appropriate routine techniques and strategies for developing oral language, including vocabulary instruction and interactive storybook reading, phonological processing, and print knowledge
- » Access to research supporting best practice of developmentally appropriate, evidence-based routines and instruction impacting the delivery of playful, purposeful instruction essential for the development of early literacy skills
- » An understanding of age-appropriate assessments and how to use data to plan and implement instruction for the youngest learners

Graduate or transcript credit available

Lexia is excited to partner with the American College of Education (ACE). This partnership allows you to earn graduate or transcript credit for LETRS for Early Childhood Educators.



Lexia[®]

Lexia is the Structured Literacy expert. For more than 35 years, the company has focused solely on literacy, and today provides a full spectrum of solutions for both students and teachers. With robust offerings for differentiated instruction, personalized learning, assessment, and professional learning, Lexia helps more learners read, write, and speak with confidence.

lexialearning.com



a **cambium** company

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www.lexia.com

QUOTE



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Email: leah.klein@lexialearning.com
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PLEASE NOTE THE QUOTE NUMBER MUST APPEAR ON PURCHASE ORDER(S) IN ORDER TO PROCESS.

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**Prices included herein are exclusive of all applicable taxes, including sales tax, VAT or other duties or levies imposed by any federal, state or local authority, which are the responsibility of Customer. Any taxes shown are estimates for informational purposes only. Customer will provide documentation in support of tax exempt status upon request. Pricing is valid for 60 days. Unless otherwise provided herein, Lexia will invoice the total fees set forth above upon receipt of customer's PO/acceptance. Payment is due net 30 days of invoice.

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- Additional Support Services purchased separately from subscription licenses/packages (e.g., webinars or additional onsite and/or virtual training hours) must be used within 12 months from the received date of the PO acceptance of the applicable quote
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