

**RFP 2111**  
**DIGITAL CURRICULUM ELEMENTARY MATHEMATICS**

**FACT SHEET**

A. **Overview:** This recommendation is to establish a contract for a digital mathematics software that can be used as a supplemental learning tool for elementary grade students. Proposals were opened on March 19, 2021.

1. **Proposal participation:**

31 proposals downloaded  
10 companies submitted a proposal

2. **Proposals were received from:**

Accelerate Learning, Inc. (Houston, TX)  
**Curriculum Associates (North Billerica, MA)**  
DreamBox Learning, Inc. (Bellevue, WA)  
Edgenuity, Inc. (Scottsdale, AZ)  
Houghton Mifflin Harcourt Publishing Company (Geneva, IL)  
IXL Learning, Inc. (San Mateo, CA)  
Imagine Learning, Inc. (Provo, UT)  
Renaissance Learning, Inc. (Wisconsin Rapids, WI)  
Savvas Learning Company, LLC (Paramus, NJ)  
Wowzers, LLC (Encinitas, CA)

3. **Other Facts:**

- The contract shall be effective from date of award through June 30, 2022, with four one-year renewal options available. Contract renewal shall be invoked at the sole discretion of the Board of Education. Upon submission of bid, the vendor consents to the possibility of a contract renewal as a condition of award.
- Selection was based on the total score of each vendor's technical and cost proposal.
- The software will be used for supplemental learning in the classroom and for after school tutoring.
- Cost Proposals were scored for the two highest technical score recipients.
- Staff is recommending award based on the site-license model.
- The contract will be administered by Dr. Kevin Cuppett, Executive Director, Curriculum, Instruction and Innovation PreK-12.

4. **Source of Funding:** FY 22 and FY 23 Elementary and Secondary School Emergency Relief Fund (ESSER), part of the Federal governments COVID-19 response and contingent upon Board approval of FY24, FY25, and FY26 Operating Budgets, should the services continue upon grant expiration, the services are identified as still required, and no new grant has been received.

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B. **Recommendation:** Staff recommends that RFP 2111, Digital Curriculum Elementary Mathematics be awarded to Curriculum Associates, of North Billerica, MA.

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C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	BM/kl
____ Date	____ Date	____ Date	____ Date	BOE Meeting: 04.14.21

**RFP 2111, DIGITAL CURRICULUM ELEMENTARY MATHEMATICS**  
**SCORING SUMMARY**

VENDOR	Average Tech Score = 55 points max	References = 15 points max	Final Tech Score = 70 points max	Cost Score = 30 points max	<b>TOTAL SCORE = 100 MAX</b>
Curriculum Associates	52.0	15	67.0	29	96.2
Dreambox Learning	42.7	15	57.7	30	87.7
IXL Learning	33.7	15	48.7		48.7
Edgenuity Inc	30.0	15	45.0		45.0
Wowzers	29.7	12	41.7		41.7
Renaissance Learning	22.3	15	37.3		37.3
Savvas Learning	27.0	10	37.0		37.0
Houghton Mifflin	31.0		31.0		31.0
Imagine Learning	29.7		29.7		29.7
Accelerate Learning	23.3		23.3		23.3

# Curriculum Associates®

## Prepared For:

Kevin Cuppett  
Frederick Co Public Sch Dist  
191 S East St,  
Frederick, MD 21701

3/10/2021

Dear Kevin Cuppett,

Thank you for requesting a price quote from Curriculum Associates. The chart below provides a summary of the products and/or services included. If you have any questions or would like any changes, please contact us.

Quote ID: 234146.7		Valid through: 12/31/2021
Product	List Price	Net Price
i-Ready	\$2,117,040.00	\$1,648,836.00
Toolbox	\$0.00	\$0.00
Professional Development	\$58,000.00	\$57,000.00
List Total:		\$2,175,040.00
Savings:		\$469,204.00
Shipping/Tax/Other:		\$0.00
Total:		\$1,705,836.00

Thank you again for your interest in Curriculum Associates.

Sincerely

Elynn Lewis  
202-823-2656  
elewis@cainc.com

**Please submit this quote with your purchase order**

## RFP 21I1, DIGITAL CURRICULUM ELEMENTARY MATHEMATICS

### FORM OF PROPOSAL

#### **I. PRICING SCHEDULE**

FCPS has approximately 19,000 elementary students. Please provide a per user price for your solution for comparative purposes.

[Advanced includes DreamBox Predictive Insights for Teachers and Administrators \(K-5\) and Student Next Steps \(scheduled to launch in July 2021\). Learn more about these features on pages 30-33 of the technical response.](#)

DESCRIPTION	SOLUTION COST	USERS	TOTAL
Web-based application to support Elementary Mathematics, <b>Year 1</b>	15.00 Standard 17.50 Advanced \$/_____/ Per User	<b>X 19,000</b>	\$285,000 Standard \$332,500 Advanced = \$_____
<b>Year 2</b>	15.00 Standard 17.50 Advanced \$/_____/ Per User	<b>X 19,000</b>	\$285,000 Standard \$332,500 Advanced = \$_____
<b>Year 3</b>	15.00 Standard 17.50 Advanced \$/_____/ Per User	<b>X 19,000</b>	\$285,000 Standard \$332,500 Advanced = \$_____
<b>Year 4</b>	15.00 Standard 17.50 Advanced \$/_____/ Per User	<b>X 19,000</b>	\$285,000 Standard \$332,500 Advanced = \$_____
<b>Year 5</b>	15.00 Standard 17.50 Advanced \$/_____/ Per User	<b>X 19,000</b>	\$285,000 Standard \$332,500 Advanced = \$_____
<b>GRAND TOTAL (SUM OF YEARS 1-5):</b>			\$1,425,000 Standard = \$ <u>\$1,662,500 Advanced</u>

**Detailed Cost Breakdown:** In addition to cost above, provide costs based on the following:

- Per user fees and/or per school fee based on varying number of licenses/users N/A
- Services (installation, implementation, training for year 1 and proceeding years, travel, professional development, technical integration fees, etc.)  
Total Year 1 PD = \$52,500. Out year PD is determined based on needs of the District
- Customization costs (if applicable) N/A

**Payment Schedule:** Provide a proposed payment schedule that defines payment intervals.

\$285,000 Standard paid annually at contract onset or  
\$332,500 Advanced paid annually at contract onset; both NET 30  
Professional Development services must be paid before service.