



## DISTRICT SCHOOL BOARD OF PASCO COUNTY


Kurt S. Browning, Superintendent of Schools

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

Department of Purchasing  
Michael J. Woodall, CPPO, Purchasing Agent  
813/794-2222 Fax: 813/794-2111  
727/774-2222 TDD: 813/794-2484  
352/524-2222 email: mwoodall@pasco.k12.fl.us

December 18, 2012

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent 

RE: Approval of Contract and Request to Place Purchase Order  
Staff Development  
Learning Science International

Attached please find the contract with Learning Science International (LSI) to provide services for iObservation. iObservation is an online instructional and leadership improvement system that collects, manages, and reports longitudinal data. The attached proposal from LSI is for the renewal of the software license agreement. This agreement will assist the District in conforming to the requirements contained in Bill 736, as well as further demonstrating our commitment to Race to the Top. Please see the attached memo from Aimee Boltz, Director of Staff Development, for additional information.

The District is permitted to negotiate for these types of services based on Florida Administrative Rule 6A-1.012(11) (a) and (b). The attached license agreement was reviewed and approved by Nancy Alfonso, Board's attorney. The cost for the renewal of the software licenses for 78 facilities is \$156,000. Funds will be provided for through the Race to the Top grant. The term for these services will be December 13, 2012 through December 12, 2013.

At this time, we are requesting Board approval of this contract, and permission to place a purchase order in the amount of \$156,000. Should you have any questions regarding this matter, please feel free to contact Aimee Boltz or me at your earliest convenience.

MW/mv

Date/Time: December 12, 2012 09:48:00



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### Staff Development

Aimee Boltze, Director

813/ 794-2644 Fax: 813/ 794-2138

727/ 774-2644 TDD: 813/794-2484

352/ 524-2644 E-mail: aboltze@pasco.k12.fl.us

December 18, 2012

TO: Michael Woodall, Director of Purchasing

FROM: Aimee Boltze, Director of Staff Development 

RE: Learning Sciences International

I would like to request the opportunity to renew a contract with Learning Sciences International to continue services for iObservation.

iObservation is a division of Learning Sciences International. It is an online instructional and leadership improvement system that collects, manages, and reports longitudinal data from classroom walkthroughs, teacher self-assessments, and teacher observations. iObservation is the only system that connects teacher growth and leadership practices to student's achievement gains. Mr. John Simon, the Director of Information Services, has been involved in the process of electing iObservation as the online system for teacher evaluation and is confident in the decision to move forward.

As part of our commitment to Race to the Top and the new teacher evaluation system outlined in Bill 736, we are requesting to continue to work with Learning Sciences International. In the upcoming 2012-2013 school year, we hope to continue services from Learning Sciences International to facilitate the training of school-based administrators on the technological platform to support the new teacher evaluation system. The funding for services will be provided through the Race to the Top grant. The object code (434.9211.6801.0310.7300.0000) for services will fall under Professional /Technical Services Consultants and Software.

Dr. John Mann, the Assistant Superintendent for Curriculum and Instructional Services, has reviewed and approved the current proposal for the scope of work from Learning Sciences International.

Thank you.

Cc:

Amelia Van Name Larson, Assistant Superintendent for Student Achievement  
Ray Gadd, Assistant Superintendent for Administration and Operations  
John Mann, Assistant Superintendent for Curriculum and Instructional Services  
Tina Tiede, Assistant Superintendent for Middle Schools  
David Scanga, Assistant Superintendent for Elementary Schools



**RECEIVED**  
12/3/12 *Qam*

**Learning Sciences International**  
LEARNING AND PERFORMANCE MANAGEMENT

### Quotation

**Company Address**  
Learning Sciences International  
175 Cornell Rd., Suite 18  
Blairsville PA 15717  
US

**Quote Number** Q-01243  
**Expiration Date** 12/30/2012

**Program Partner** Robert LaGrassa

**Payment Terms** Net 30

**Implementation** Evaluation

Make checks payable to: Learning Sciences International  
Fax Signed Quote to: (724) 459-6373

**Contact Name** Aimee Boltze  
**Phone** (813) 794-2644  
**Email** aboltze@pasco.k12.fl.us

**Bill To Name** Pasco County  
**Bill To** 7227 Land O Lakes Boulevard  
Land O Lakes,  
FL  
34638  
US

Renewal iObservation Yr 2

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
78	Full Package Marzano Protocol + Library	IO300-M1	Full Package Marzano Protocol + Library	\$2,000.00		\$156,000.00
<b>Renewal SUBTOTAL:</b>						\$156,000.00
<b>Renewal TOTAL:</b>						\$156,000.00

<b>QUOTE SUBTOTAL:</b>	\$156,000.00
<b>QUOTE TOTAL:</b>	\$156,000.00

### Learning Sciences International Terms & Conditions

#### Customer Acknowledgment

Customer acknowledges agreement with these Terms & Conditions of Sale by placement of an order to purchase products or services from Learning Sciences International, LLC.

#### Prices

Prices quoted are good for 30 days from the date of proposal or quote, unless otherwise stated in writing.

#### Terms

Purchase order or payment is required prior to order fulfillment. Make checks payable to "Learning Sciences International" and submit to 175 Cornell Road, Suite 18, Blairsville, PA 15717.

#### Purchase Orders

Original copies of purchase orders should be sent to Learning Sciences International, 175 Cornell Road, Suite 18, Blairsville, PA 15717 or faxed to (724) 459-6373.

CONTRACT REVIEWED  
AND APPROVED:

**Payments**

Standard payment terms are net 30 from date of invoice. Seller reserves the right to charge interest at the rate of 0.5% per month on past due balances. Seller also reserves the right to submit invoices greater than 90 days past due to a third party agency for collection.

**Scheduling**

On-site training and professional development sessions requires 30 days advance notice. Purchase orders or payment must be received before training dates can be reserved. Trainings scheduled at the Customer's request less than 30 days advance notice are subject to a \$500 premium or additional pre-session charges of \$500 may apply.

**Cancellation**

On-site training and professional development sessions may be rescheduled prior to 30 days in advance without penalty. Districts who cancel within the 30 day window will be charged \$500 fee + travel expenses incurred (including cancellation and airline booking fees.)

**Shipping and Handling**

Shipping and Handling for print materials shown at standard ground rates. Please allow 7-10 business days for order processing and delivery. Expedited or overnight shipping available for some items. Additional fees may apply.

LSI will fulfill your order based on the quantity of materials shown on your purchase order. Should you request additional copies of materials, you will be invoiced for the materials plus shipping and handling. Expedited or overnight shipping may apply.

**Additional Terms and Conditions**

Additional Terms and Conditions for users of the iObservation System and/or Terms and Conditions for On-site Training Delivery will be provided in separate agreement(s.)

**Signature:** \_\_\_\_\_

**Effective Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Name (Print):** \_\_\_\_\_

**Title:** \_\_\_\_\_

Please sign and fax to (724) 459-6373.

THANK YOU FOR YOUR BUSINESS!

CONTRACT REVIEWED  
AND APPROVED:  
\_\_\_\_\_