



## DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

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

### Purchasing Services

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

May 7, 2013

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW/SMB*

RE: Request to Place Purchase Order  
Staff Development  
Learning Science International

On December 18, 2012 the Board approved licenses from Learning Science International for 78 facilities totaling \$156,000 (attached). Additional funds, in the amount of \$73,000 (attached) were approved on January 22, 2013. As part of our commitment to Race to the Top, we are now requesting approval to place a purchase order for training and materials to assist the District with training administrators and support staff. Funds will be provided through the Race to the Top grant. Please see the attached memo from Chris Christoff, Director of Professional Development and School Supports, for additional information.

At this time, we are requesting Board approval of the attached contract and permission to place a purchase order not to exceed the amount of \$50,000. These types of services are exempt from competitive solicitations per Florida Administrative Rule 6A-1.012(11) (a) and (b). The attached terms and conditions were previously approved by Nancy Alfonso, School Board's attorney.

Should you have any questions regarding this matter, please feel free to contact Chris Christoff or me at your earliest convenience.

MW/dam

Date/Time: May 1, 2013 08:51:00



## DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

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

Office for Professional Development and  
School Supports  
Chris Christoff, Director  
813/ 794-2256 727/ 774-2256  
352/ 524-2256 Fax: 813/ 794-2138  
email: christof@pasco.k12.fl.us

April 25, 2013

TO: Michael Woodall, Director of Purchasing

FROM: Chris Christoff, Director of Professional Development and School  
Supports

RE: Learning Sciences International

I would like to request the opportunity to enter into an additional contract with Learning Sciences International to continue services for training district administrators.

The training will provide sessions on May 13, 20, 28-31 and June 13-14, 2013. The sessions will focus on building capacity towards rater agreement by taking a deeper look at the observation protocol and stressing the nuances between the scale ratings. In addition, the participants will identify the intended effect of specific strategies, observe and rate elements within Domain 1, provide rationale for their ratings, and construct actionable, specific feedback to teachers for instructional growth and effectiveness.

As part of our commitment to Race to the Top, Implementation of the Common Core State Standards, Professional Learning Community development and the teacher evaluation system outlined in Bill 736, we are requesting to continue to work with Learning Sciences International to facilitate the training of district administrators. The funding for services will be provided through the Title II Principal and Teacher Training Grant.

Amelia Van Name Larson, Assistant Superintendent for Student Achievement, 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  
Dave Scanga, Learning Community Executive Director  
Elizabeth Brown, Learning Community Executive Director



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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

January 22, 2013

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Request to Place Purchase Order  
Staff Development  
Learning Science International

On December 18, 2012 the Board approved licenses from Learning Science International for 78 facilities totaling \$156,000 (attached). As part of our commitment to Race to the Top, we are now requesting approval to place a purchase order for training and materials to assist the District with training administrators. Funds will be provided for through the Race to the Top grant. Please see the attached memo from Aimee Boltz, Director of Staff Development, for additional information.

At this time, we are requesting Board approval of the attached contract and permission to place a purchase order in the amount of \$73,000. These types of services are exempt from competitive solicitations per Florida Administrative Rule 6A-1.012(11) (a) and (b). The attached terms and conditions were previously approved by Nancy Alfonso, School Board's attorney.

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: January 18, 2013 15:38:00

District School Board  
of Pasco County

JAN 22 2013

(813) 794-2000 • (352) 524-2000 • (727) 774-2000 • www.pasco.k12.fl.us

Board Approved



# 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

District School Board  
of Pasco County

JAN 22 2013

Board Approved

District School Board  
of Pasco County

DEC 18 2012

Board Approved

## Quotation

<b>Company Address</b>	Learning Sciences International 175 Cornell Rd., Suite 18 Blairsville PA 15717 US	<b>Quote Number</b>	Q-01553
		<b>Expiration Date</b>	6/30/2013
<b>Program Partner</b>	Robert LaGrassa	<b>Payment Terms</b>	Net 30
<b>Implementation</b>	Evaluation	Make checks payable to: Learning Sciences International	
		Fax Signed Quote to: (724) 299-8133	
<b>Bill To Name</b>	Pasco County	<b>Contact Name</b>	Christopher Christoff
<b>Bill To</b>	7227 Land O Lakes Boulevard Land O Lakes, FL 34638 US	<b>Phone</b>	(813) 794-2644
		<b>Email</b>	christof@pasco.k12.fl.us

District Support Team                      Mixed audience of Administrators, Coaches, Central Office: Framework and Common Core Series Training

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
2	Domain 1: Framework	PD000-M001	Observers will conceptualize the connectivity and impact of the 4 domains within the Marzano Teacher Evaluation Framework. <b>NOTE: THIS WILL BE A MIXED AUDIENCE OF ADMINISTRATORS, COACHES, AND DISTRICT OFFICE ADMINISTRATORS.</b>	\$4,900.00		\$9,800.00
1	Reproduction License for Domain 1: Framework	PD000-M001-WR	Reproduction License for Domain 1: Framework materials; 30-day exp	\$900.00		\$900.00
1	Common Core and Unpacking the Standards/DQ1 - Reading	PD000-M018	Training will move a Common Core State Standard through unpacking to Creating learning goals AND scales that represent a progression of learning required in the rigorous CCSS	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Common Core and Unpacking the Standards/DQ1 - Reading	PD000-M018-WR	Reproduction License for Materials for Common Core and Unpacking the Standards/DQ1 - Reading; 30-day exp	\$900.00		\$900.00
1	Common Core and DQ2/DQ3 - Reading	PD000-M019	This training will examine how to effectively introduce new content with the elements of DQ2 and the thinking behind the different elements in DQ3 and how to choose which is best to deepen knowledge and practice skills, strategies and processes	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Common Core and DQ2/DQ3 - Reading	PD000-M019-WR	Reproduction License for Materials for Common Core and DQ2/DQ3 - Reading; 30-day exp	\$900.00		\$900.00

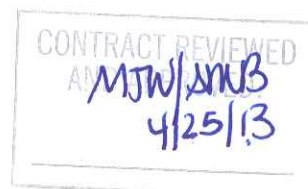
CONTRACT REVIEWED  
 AND APPROVED:  
*MJN/SMB*  
 4/25/13

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
1	Common Core and DQ4/DQ5 - Reading	PD000-M020	Training will look at how to plan for and execute hypothesis generation through cognitively complex tasks that align with Future CCSS Assessments (DQ 4) and how to plan for and enact engagement strategies.	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Common Core and DQ4/DQ5 - Reading	PD000-M020-WR	Reproduction License for Materials for Common Core and DQ4/DQ5 - Reading; 30-day exp	\$900.00		\$900.00
1	Common Core and Unpacking the Standards/DQ1 - Math	PD000-M021	Training will move a Common Core State Standard through unpacking to Creating learning goals AND scales that represent a progression of learning required in the rigorous CCSS	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Common Core and Unpacking the Standards/DQ1 - Math	PD000-M021-WR	Reproduction License for Materials for Common Core and Unpacking the Standards/DQ1 - Math; 30-day exp	\$900.00		\$900.00
1	Common Core and DQ2/DQ3 - Math	PD000-M022	This training will examine how to effectively introduce new content with the elements of DQ2 and the thinking behind the different elements in DQ3 and how to choose which is best to deepen knowledge and practice skills, strategies and processes	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Common Core and DQ2/DQ3 - Math	PD000-M022-WR	Reproduction License for Materials for Common Core and DQ2/DQ3 - Math; 30-day exp	\$900.00		\$900.00
1	Common Core and DQ4/DQ5 - Math	PD000-M023	Training will look at how to plan for and execute hypothesis generation through cognitively complex tasks that align with Future CCSS Assessments (DQ 4) and how to plan for and enact engagement strategies.	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Common Core and DQ4/DQ5 - Math	PD000-M023-WR	Reproduction License for Materials for Common Core and DQ4/DQ5 - Math; 30-day exp	\$900.00		\$900.00
<b>District Support Team SUBTOTAL:</b>						\$45,500.00
<b>District Support Team TOTAL:</b>						\$45,500.00

Administrator Training

June 13 & 14 Training

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
6	Domain 1: Framework	PD000-M001	Observers will conceptualize the connectivity and impact of the 4 domains within the Marzano Teacher Evaluation Framework	\$4,900.00		\$29,400.00
6	Domain 1: Protocol	PD000-M002	Observers will learn the power embedded in a Common Language of Instruction and the intentional use of strategies as they become familiar with the protocol.	\$4,900.00		\$29,400.00
1	Reproduction License for Domain 1: Protocol	PD000-M002-WR	Reproduction License for Domain 1: Protocol materials; 30-day exp	\$900.00		\$900.00
<b>Administrator Training SUBTOTAL:</b>						\$59,700.00
<b>Administrator Training TOTAL:</b>						\$59,700.00



Turnaround Training

Teach Mentor Turnaround Training for district developed facilitators

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
1	Domain 1: Framework	PD000-M012	Teacher Mentors will conceptualize the connectivity and impact of the 4 domains within the Marzano Teacher Evaluation Framework. (max 25 participants) <b>NOTE: DELIVERY DATE IS MAY 13TH. STACY HOLLAND HAS ACCEPTED THE ASSIGNMENT</b>	\$4,900.00		\$4,900.00
1	Reproduction License for Materials for Domain 1: Framework	PD000-M012-WR	Reproduction License for Materials for Domain 1: Framework; 30-day exp	\$900.00		\$900.00
1	PDS Marzano Custom Session	PD000-99M	Marzano Custom Session; This session will train the selected group of 25 to be district led facilitators of the D1 Framework Training for Teacher Mentors. The session will include information and guidance on what PLC work could look following the completion of the session. Session pricing includes curriculum development, delivery, district license to reprint materials for each facilitated session, powerpoint slides, and any additional necessary resources that are provided to turn training around. <b>NOTE: DELIVERY DATE IS MAY 20TH. STACY HOLLAND HAS ACCEPTED ASSIGNMENT.</b>	\$7,800.00		\$7,800.00
<b>Turnaround Training SUBTOTAL:</b>						\$13,600.00
<b>Turnaround Training TOTAL:</b>						\$13,600.00

Credit

District Credit

QTY	PRODUCT	CODE	DESCRIPTION	UNIT PRICE	DISC (%)	TOTAL PRICE
1	Total Amount		Reflect credit from Quote # 1320 District PO #13000867. Services listed on this PO will be repurposed and applied to services outlined on this proposal.	-\$73,000.00		-\$73,000.00
<b>Credit SUBTOTAL:</b>						-\$73,000.00
<b>Credit TOTAL:</b>						-\$73,000.00

<b>QUOTE SUBTOTAL:</b>	\$45,800.00
<b>QUOTE TOTAL:</b>	\$45,800.00

Notes:

None

**Learning Sciences International Terms & Conditions**

**Customer Acknowledgment**

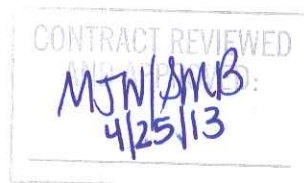
Customer acknowledges agreement with these Terms & Conditions of Sale by placement of an order to purchase products or services from Learning Sciences International, LLC.

**Prices**

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

**Payment**

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**

Purchase orders should be sent to Learning Sciences International, 175 Cornell Road, Suite 18, Blairsville, PA 15717 or faxed to (724) 299-8133 or emailed to: orders@learningsciences.com

**Terms**

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.

**Sales, Use, Value Add and other Taxes**

Customers exempt from sales taxes must provide a copy of their current exemption certificate, if applicable. LSI reserves the right to charge sales, use, and/or value added tax in addition to quoted product prices as required by taxing authorities, if applicable. Actual sales tax billed will be based on Seller's sales tax collection requirements and Customer's current jurisdiction rates in effect on the date of invoice.

**Materials Reprint Licenses**

Professional development sessions and related materials are revised periodically to reflect most current research and provide the best possible experience for the learners. Updates to materials covered under reprint licenses will be provided free of charge upon request durring the terms of the license. Customers are advised to print only sufficient quantities for their immeditate trainings.

**Recording of Presentations**

All audio and video recording is prohibited without written concent from Learning Sciences International, LLC.

**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): \_\_\_\_\_

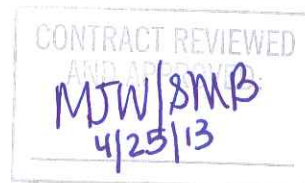
Title: \_\_\_\_\_

Please sign and return with Purchase Order.

THANK YOU FOR YOUR BUSINESS!

\_\_\_\_\_  
Board Chairperson

\_\_\_\_\_  
Date



N