

KETCHIKAN GATEWAY BOROUGH SCHOOL DISTRICT BOARD OF EDUCATION  
AGENDA STATEMENT

No. 10 b

MEETING OF July 17, 2019

ITEM TITLE:

NEW BUSINESS

Motion to approve a contract renewal for  
Edgenuity for 2019-2020

Superintendent  
 Personnel  
 Finance  
 Special Services

SUBMITTED BY: Katie Jo Parrott, Business Manager

CONTACT PERSON/TELEPHONE:

Katie Parrott                      907-247-2116

\_\_\_\_\_  
Name                                      Phone

APPROVED FOR SUBMITTAL:

\_\_\_\_\_  
Superintendent

SUMMARY STATEMENT:

The School Board is being asked to approve a contract renewal to Edgenuity for the 2019-2020 year.

ISSUE: Board Policy 3300 requires prior Board approval for purchases over \$25,000. Previous annual contract amounts have been under \$25,000 for this vendor.

BACKGROUND:

Edgenuity provides online K-12 curriculum and blended learning solutions that support the Digital Academy course offerings. KGBSD has utilized Edgenuity for the last 4 years under a multi-year contract with the option of renewing at a flat rate for years 5 and 6. This is the first renewal year at the flat rate of \$35,000. We are receiving a credit of \$5,000 for this year, resulting in a total cost of \$30,000.

RECOMMENDATION:

Approval of a contract renewal to Edgenuity for the 2019-2020 year.

ATTACHMENTS:

- Edgenuity Invoice #59964
- Edgenuity Sole Source Letter

FISCAL NOTE:

EXPENDITURE REQUIRED:  
\$30,000

AMOUNT BUDGETED:  
\$30,000\*

\*Digital Academy Revenue

RECOMMENDED ACTION: "I move that the Board of Education approve the 2019-2020 contract renewal for Edgenuity, Inc. in the amount of \$30,000."



February 2019

Dear Educator:

Thank you for your interest in our comprehensive digital education solutions. Edgenuity Inc. (formerly E2020, Inc.) is the sole source vendor in the United States for the Edgenuity Virtual Curriculum Solutions; Edgenuity Web Administrator; CompassLearning curriculum, assessment and tools; CompassLearning Manager; and other related products, systems, and services.

On July 30, 2016, Edgenuity Inc. purchased 100% of the issued and outstanding capital stock of Compass Learning, Inc. and has formerly merged with Edgenuity as the surviving entity and owner of all software and services. Edgenuity Inc. is a Nevada corporation with principal offices in Scottsdale, Arizona. The company's Federal Tax ID is 31-1692050, and the Dun & Bradstreet identification number is 15931-8018. The company is the single source vendor in the United States for the Edgenuity Virtual Curriculum Solutions, Edgenuity MyPath™, Edgenuity Pathblazer™, Edgenuity Hybridge™, SecureNet®, Secure Deployment, the Web Administrator, Student Portal, Odyssey manager and other related services (instructional services, professional development, technical and customer support including QuickBites).

Edgenuity is also the exclusive reseller in the United States K-12 education market for the social and emotional learning and development courses developed by Purpose Prep.

The software and related services offered by Edgenuity are owned, developed, and published as a package exclusively by the company. Moreover, the company's software/services meet the SEA/LEA scientifically-based assessment, curriculum, management and reporting obligations under NCLB especially for Title I, Title III and IDEA designated students.

Edgenuity Inc. owns all intellectual property rights, title and interest pertaining to its respective products (including but not limited to copyright, trademark and trade secret rights). Additionally, Edgenuity may offer the works of third parties under licenses allowing for the integration of such materials into the company's products, as applicable.

For more information, please contact Edgenuity at (877) 725-4257 or visit our website at [www.edgenuity.com](http://www.edgenuity.com).

Sincerely,

A handwritten signature in blue ink that reads 'Sari G. Factor'.

Sari G. Factor

Chief Executive Officer



# Invoice

Edgenuity Inc.  
8860 E. Chaparral Road  
Suite 100  
Scottsdale AZ 85250

RECEIVED  
JUL 8 2019

Date 6/15/2019  
Order # 59964  
PO # 87810  
Terms Due July 30th 2019

### Bill To

KETCHIKAN GATEWAY BOROUGH  
333 SCHOENBAR RD.  
KETCHIKAN AK 99901

### Ship To

KETCHIKAN GATEWAY BOROUGH  
333 SCHOENBAR RD.  
KETCHIKAN AK 99901

Description	Quantity	Rate	Amount
<p>Edgenuity Concurrent License Bundle to all courses as requested. ( not "per student" cost courses ) This quote supersedes and replaces current contract ( qt 7563 )</p> <p>A credit for unused portion of existing contract of \$44,625 is being applied. Any unpaid payments from existing contract are due immediately to obtain this credit.</p> <p>This Bundles includes 80 Concurrent licenses. This Bundle includes 2 web trainings per year. This Bundle INCLUDES 1 integration of Ketchikan choice up to 10,000 of value, to be used one time in either years 1 or 2. This Bundle includes 1 Year of MYPATH past the current pilot</p> <p>Terms: 4 years with option to renew years 5 and 6 Ketchikan reserves the right to exchange or swap any course or LMS for new versions as needed.</p> <p>Due July 30, 2015 \$23843.75 Due July 30, 2016 \$23843.75 Due July 30, 2017 \$23843.75 Due July 30, 2018 \$23843.75 Credit for contract/quote 7563 will not be available to apply toward optional years 5 and 6. However if signed this year (opt out will STILL be available anytime) Years 5 and 6 will EACH receive a \$5,000 per year discount. (Without credit years 5 and 6 would be \$35,000 EACH year) But this quote will lock in 5 and 6 at \$30,000 per year (60k total for years 5 and 6)</p> <p>Ketchikan reserves right to opt out after any year for any reason or non performance of Edgenuity.</p>	80		30,000.00

**Total** \$30,000.00