

BOARD OF TRUSTEES
AGENDA

<input type="checkbox"/>	Workshop	<input checked="" type="checkbox"/>	Regular	<input type="checkbox"/>	Special
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(A) Report Only Recognition

Presenter(s):

Briefly describe the subject of the report or recognition presentation.

(A) Action Item

Presenter(s): SAMUEL MIJARES, DEPUTY SUPERINTENDENT FOR CURRICULUM & INSTRUCTION
 GILBERTO SANCHEZ, BIL/FINE ARTS/GT/TITLE III DIRECTOR
 DAVID CAMARILLO, DIRECTOR FOR CURRICULUM & INSTRUCTION

Briefly describe the action required.

CONSIDER AND TAKE APPROPRIATE ACTION ON THE REQUEST TO APPROVE A THREE-YEAR CONTRACT WITH HOUGHTON MIFFLIN HARCOURT-RIVERSIDE BEGINNING ON JUNE 30, 2018 FOR THE PURCHASE OF ITBS/LOGRAMOS ASSESSMENTS FOR K-2.

(C) Funding Source: Identify the source of funds if any are required.

199 (FOUNDATION)
166 (BILINGUAL)

(D) Clarification: Explain any question or issues that might be raised regarding this item.

IN CONTRACTING WITH SAID VENDOR, THE PRICING WILL REMAIN THE SAME FOR THREE YEARS WITH THE OPTION TO RENEW ONE (1) ADDITIONAL YEAR WHICH WILL SAVE THE DISTRICT APPROXIMATELY \$11,000.00 ANNUALLY. HOUGHTON MIFFLIN HARCOURT IS ON THE TEXAS EDUCATION AGENCY LIST OF APPROVED TEST PROVIDERS FOR LIMITED ENGLISH PROFICIENT (LEP) STUDENTS. THIS COST, WHICH HAS A 5% ANNUAL PRICE INCREASE, IS A YEARLY RECURRING EXPENSE THAT MUST BE MADE TO ASSESS K-2 IN READING, LANGUAGE ARTS AND MATH TO DETERMINE EXITING ELIGIBILITY FROM THE BILINGUAL PROGRAM AND TO MONITOR ALL K-2 STUDENTS ACADEMIC PROGRESS IN READING, LANGUAGE ARTS AND MATH. THE DISTRICT WILL SAVE APPROXIMATELY \$33,000.00 OVER THE THREE YEAR PERIOD.

MEMORANDUM

TO: Gilberto Gonzalez, Superintendent

FROM: Gilberto Sanchez,  _____
Bilingual/Fine Arts/GT Director


David Camarillo,  _____
Instructional Services Director

SUBJECT: Request Approval for Three Year Materials/Scoring Contract with Houghton Mifflin Harcourt - Riverside

DATE: September 12, 2018

We are requesting board approval for a three year contract with Houghton Mifflin Harcourt – Riverside beginning on June 30, 2018 through June 30, 2021 for the purchase and scoring of ITBS/Logramos English/Spanish assessments for K-2. Being that we have been buying and scoring assessments from this company since 2007 we asked for a materials/scoring discount as they have a 5% annual increase on materials and scoring. The only way to get a discount is by committing to a three year contract to buy and score the assessments from this vendor, which is on the TEA List of Approved Test vendors. We will be saving approximately \$11,000 per year for three years which will save our district a total of \$33,000 and the price will remain the same for those three years, there will be no annual increase. Attached is the cost proposal from Houghton Mifflin Harcourt.

If you have any questions, please call our office.

APPROVED:  _____
Samuel Mijares,
Deputy Superintendent for Curriculum & Instruction



Mail

Move to Inbox

COMPOSE

Contract Amendment for Iowa Assessments Form G and L

Inbox (32)

Less

Starred

Important

Gilberto +

No Hangouts contacts

[Find someone](#)



Vela, Lupina

to me, dcamarillo

Morning,
Hope you had a wonderful weekend.

Per your request, please see the Contract Amendment for the Iowa Assessm

Your discount per year:
Year 1 \$10,986.96
Year 2 \$10,986.96 plus 4-6% off catalog price
Year 3 \$10,986.96 plus 4-6% off catalog price
Year 4 \$10,986.96 plus 4-6% off catalog price

Best,

Lupina Vela

Lupina Vela
Senior Assessment Consultant
lupina.vela@hnhco.com
Houghton Mifflin Harcourt – Assessments
One Pierce Place



Houghton Mifflin Harcourt

Proposal
Prepared For
Eagle Pass Ind School Dist
1420 Eidson Rd
Eagle Pass TX 78852

For the Purchase of:
Iowa and Logramos III Materials and Scoring

Prepared By
Lupina Vela
lupina.vela@hmhco.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDER.



Houghton Mifflin Harcourt

C = Contract Price
Attention:
David Camarillo
dcamarillo@eaglepassisd.net

HMH Confidential and Proprietary

Customer Experience
255 38TH Avenue, Suite L
St. Charles, IL 60174
FAX: 630-467-7192
AssessmentsOrders@hmhco.com

Eagle Pass Ind School Dist Iowa and Logramos III Materials and Scoring

ISBN	Title	List Price	Discount %	Sale Price	Quantity	Purchase Amount
Iowa						
Testing materials						
1698284	Iowa Form G Level 5 Complete Test Booklet Package of 25	\$278.50	15.0%	\$236.73	37	\$8,759.01
1698288	Iowa Form G Level 7 Complete Test Booklet Package of 25	\$278.50	15.0%	\$236.73	31	\$7,338.63
1698292	Iowa Form G Level 8 Complete Test Booklet Package of 25	\$278.50	15.0%	\$236.73	32	\$7,575.36
1496952	9781328488787IAE LVS 5/6-14 BARCODE LABELS	\$0.69	15.0%	\$0.59	2,500	\$1,475.00
Total for Testing materials				\$25,148.00		
Scoring and Reporting						
1496933	IOWA E LVS 5/6-14 PRESS-ON LABELS	\$1.05	15.0%	\$0.89	2,500	\$2,225.00
1483580	DATA PLUS PKG IOWA E COR/COMP LVS 5/6-8	\$11.00	15.0%	\$9.35	2,500	\$23,375.00
Total for Scoring and Reporting				\$25,600.00		
Total for Iowa				\$50,748.00		
Logramos						
Testing materials						
1638606	9781328883490Logramos® TERCERA EDICIÓN Level 5 Test Booklet Package of 25	\$278.75	15.0%	\$236.94	11	\$2,606.34
1596408	9781328883049Logramos 3rd Edition Level 7 Test Book Package of 25	\$257.60	15.0%	\$218.96	9	\$1,970.64
1596409	9781328883056Logramos 3rd Edition Level 8 Test Book Package of 25	\$278.75	15.0%	\$236.94	3	\$710.82
1600603	9781328488824Logramos 3 Barcode Labels Levels 5/6-14 - Customer Applied	\$0.69	15.0%	\$0.59	575	\$339.25
Total for Testing materials				\$5,627.05		
Scoring and Reporting						
1600627	Logramos 3 Student Score Label Levels 5/6-14	\$1.05	15.0%	\$0.89	575	\$511.75
1600609	Logramos 3 DataPlus (Machine Scorable) Levels 5/6-9	\$11.00	15.0%	\$9.35	575	\$5,376.25
Total for Scoring and Reporting				\$5,888.00		
Total for Logramos				\$11,515.05		

Proposal Summary

Total Discounts:	\$10,986.96
Subtotal Purchase Amount:	\$62,263.05
Shipping & Handling (5.00%):	\$3,113.15
Total Cost of Proposal (PO Amount):	\$65,376.20



Houghton Mifflin Harcourt

C = Contract Price
Attention:
David Camarillo
dcamarillo@eaglepassisd.net

Customer Experience
255 38TH Avenue, Suite L
St. Charles, IL 60174
FAX: 630-467-7192

HMH Confidential and Proprietary

AssessmentsOrders@hnhco.com

**Eagle Pass Ind School Dist
Iowa and Logramos III Materials and Scoring**

Total Cost of Proposal (PO Amount): \$ 65,376.20

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
 - o Point of Contact for Print materials
 - o Point of Contact for Digital materials
 - o Point of Contact for Scheduling Professional Development

- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

Ship to:

Eagle Pass ISD
1420 Eidson Rd
Eagle Pass, TX 78852-5410

Sold to:

Eagle Pass ISD
1420 Eidson Rd
Eagle Pass, TX 78852-5410

- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Our standard shipping terms are FOB Shipping Point. The shipping term for your proposal is FOB Destination.
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase.

Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: <http://www.hmhco.com/common/terms-conditions>

Date of Proposal: 7/12/2018

Proposal Expiration Date:10/31/2018



Houghton Mifflin Harcourt



Houghton Mifflin Harcourt

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Attention:
David Camarillo
dcamarillo@eaglepassisd.net

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Houghton Mifflin Harcourt Publishing Company
Exhibit B – Testing Plan and Terms and Conditions
Eagle Pass Independent School District –
Iowa Assessments/Logramos Testing

Estimated Student Counts for Testing for each of 3 years

Grade	Test Level	IOWA	Logramos
K-2	5, 7, & 8	2,500	575

Terms and Conditions

1. The pricing in the cost proposal in Exhibit A is based on paper and pencil administered materials and scoring services for the estimated annual student count listed above.
2. Materials will be shipped after:
 - the execution of this agreement,
 - issuance by the District and receipt by HMH of a purchase order specifying the quantities of each level of test and related scoring and reporting
 each year for each testing cycle.
3. Invoicing will take place after each of the following activities:
 - materials are shipped,
 - bar code labels are shipped, and
 - scoring is conducted and reports are made available/shipped.
 Invoices will be based on the packages of materials shipped and the number of student answer documents/test booklets scored and the prices of each listed in Exhibit A.
4. Payment for materials shipped and/or services performed shall be due and payable as outlined in Paragraph 5 of the November 1, 2015 Agreement.
5. Should quantities of students tested decrease from the quantities listed above by more than 10%, HMH reserves the right to renegotiate the prices/discounts listed in Exhibit A.
6. Prices listed in Exhibit A will be valid until June 30, 2021, and extended to June 30, 2022 if the District exercises their option for a fourth testing year
7. The estimate annual value of this three (3) school year testing Agreement is:

	Year 1	Year 2	Year 3	3 year total
Iowa Materials and Scoring	\$50,748.00	\$50,748.00	\$50,748.00	
Logramos Materials and Scoring	\$11,515.05	\$11,515.05	\$11,515.05	
Subtotal	\$62,263.05	\$62,263.05	\$62,263.05	
Shipping and Handling	\$3,113.15	\$3,113.15	\$3,113.15	
Total	\$65,376.20	\$65,376.20	\$65,376.20	\$196,128.60

The above estimates are based on the student counts in Exhibit A, prices for materials listed in Exhibit A, and prices for services listed in Exhibits A. Actual value of the contract will be dependent on the actual quantities of materials shipped and student test documents scored and reported.

TESTING AND SCORING AGREEMENT Amendment # 1
between the
EAGLE PASS INDEPENDENT SCHOOL DISTRICT
and the
HOUGHTON MIFFLIN HARCOURT PUBLISHING COMPANY

THIS AGREEMENT, entered into as of the ___ day of July 2018, by and between the **EAGLE PASS INDEPENDENT SCHOOL DISTRICT** (hereinafter referred to as “the District”), 1420 Eidson Rd, Eagle Pass, Texas 78852 and Houghton Mifflin Harcourt Publishing Company (hereinafter referred to as “HMH”), One Pierce Place, Suite 900W, Itasca, Illinois 60143.

WITNESSETH THAT:

WHEREAS, the District has implemented a testing program with HMH under an agreement dated November 1, 2015 for schools under its supervision having students in grade 1 (hereinafter each individually referred to as a “School” and collectively referred to as “Schools”); and

WHEREAS, HMH is specifically qualified and equipped to provide the materials (“Materials”) and services (“Services”) for such testing program as described herein;

NOW, THEREFORE, for and in consideration of the mutual promises and under the conditions and specifications set forth herein, the parties do mutually agree as follows:

1.0 Term of this Agreement

The term of this Agreement (the “Term”) shall be extended from June 30, 2018 and shall now expire on June 30, 2021. The District has the option to renew the contract for one (1) additional year commencing July 1, 2021 and ending June 30, 2022, by providing written notice of renewal to HMH no less than ninety (90) days prior to the end of the Initial Term.

2.0 Price

Exhibits A and B to the November 1, 2015 agreement are hereby deleted (including the related materials, services and reports and the related prices) and are replaced by the Exhibits A and B attached to this amendment.

3.0 Testing Materials

The District shall continue using *Logramos* 3rd Edition and will switch from *Iowa Assessments* Form E to Form G testing materials and scoring as outlined in the attached Exhibit A.

4.0 Other Terms and Conditions

All other terms and conditions of the agreement dated November 1, 2015 shall remain in force.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their respective duly authorized representative as of the day and year first indicated above.

Accepted And Agreed To By:

Eagle Pass Independent School District

Houghton Mifflin Harcourt Publishing Company

By: Authorized Signatory

Shawn Weirather
Senior Director, Buysiness Desk

Print Name/Title

Date

Date