

Box Elder School District

Request for Contract Approval for Phonics Intervention Curriculum

Recommendation: It is recommended that the Board of Education approve the contract award to 95 Percent Group to provide phonics intervention curriculum.

Background:

The District conducted a public solicitation for elementary phonic intervention curriculum. The curriculum was to be used in grades K -5 to provide phonic intervention materials that are aligned with Science of Reading framework. Additionally, this curriculum will provide teachers, interventionists, and all students with greater access to high-impact strategies, materials, diagnostic tools, and a supportive data system.

Policy Implications: None

Financial Implications: The one-time cost of supplies materials is approximately \$125,000. The on-going cost of the annual program license is approximately \$77,000 per year or \$390,000 over 5 years. The total value of the contract is approximately \$515,000. These costs will be paid by the general fund.

Staff Implications: None at this time.

Award Justification Statement

Project/Solicitation Name: BESD PreK-5 Phonics Intervention Curriculum and Digital Platform Adoption

Solicitation Number: GJ26-170

Results

Box Elder School District received only one proposal from 95 Percent Group for this RFP solicitation. After reviewing and scoring their proposal response, finding their cost to be fair and reasonable, Box Elder School District will award 95 Percent Group the contract.

Evaluation Process

A request for proposals (RFP) was issued by the State to select a vendor to provide PreK-5 Phonics Intervention Curriculum and Digital Platform Adoption. Pursuant to Utah Code § 63G-6a-702(2), the RFP process was used because criteria other than cost were considered important in determining which vendor's proposal provides the best value to the State.

Proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee composed of subject matter experts from the Box Elder school District Teachers and administrators. A representative from the Division of State Purchasing was consulted throughout the process to ensure Procurement Code compliance but was not a voting member of the Evaluation Committee.

Conclusion

This RFP was conducted as a single contract award to the responsive and responsible vendor with the highest total score. Out of a total of 107 points 95 Percent Group scored 104. Therefore, 95 Percent Group was awarded the single award contract.



July 7, 2026

Box Elder School District - District Office
Attn Accounts Payable
960 South Main
Brigham City, Utah 84302-3162

**Memorandum of Understanding (MOU) Between 95 Percent Group and Box Elder School District
Regarding Award of BESD-01-062026: Elementary Phonics Intervention Program Adoption (K-5)**

This Memorandum of Understanding (MOU) is entered into by and between 95 Percent Group and Box Elder School District in order to formalize an agreement related to the award of products proposed for BESD-01-062026: Elementary Phonics Intervention Program Adoption (K-5).

Box Elder School District awarded 95 Percent Group the contract for this opportunity on June 29, 2026. The quotes were renegotiated and finalized shortly after the award date.

1. Purpose

The purpose of this MOU is to formalize the partnership and payment terms between 95 Percent Group and Box Elder School District for the implementation of the goods outlined in two quotes:

- Q-161926 includes thirteen (13) school licenses of Digital 95 Phonics Lesson Library 2.0 Add-On, related printed teacher's editions and manipulatives, and convenience packs.
 - This quote is valid until July 31, 2026.
- Q-161929 includes five (5) annual renewals for 13 school licenses of 95 Literacy Intervention System + Digital 95 Phonics Lesson Library 2.0.
 - This quote is valid until July 31, 2026.
- Please see the attached quotes for details.

2. Partnership Goals

- Strengthening the educational outcomes within the district.
- Supporting the ongoing implementation of 95 Percent Group programs (as referenced in quotes Q-161926 and Q-161929).
- Establishing a framework for limited-term fixed pricing, ongoing collaboration, and feedback.

3. Responsibilities

- 95 Percent Group: Maintain ongoing communication and support to address any challenges or questions.
- Box Elder School District: Collaborate with 95 Percent Group to monitor program effectiveness and share feedback.
- Both: Honor 95 Percent Group's quoted prices through dates stated below.

4. Pricing Terms for Academic Years School Year 2026-27 through School Year 2035-2036.

Jul 7, 2026

It is agreed that beginning July 2, 2026, and continuing through August 15, 2032, the costs of the quoted products and subscription renewals will remain the same for Elder School District.

Jul 7, 2026

- Payment for Q-161926 (first year) is due July 31, 2026.
- Payments for the subscription renewal costs outlined in Q-161929 are due annually and as follows:
 - School Year 2027-2028, payment due July 15, 2027.
 - School Year 2028-2029, payment due July 15, 2028.
 - School Year 2029-2030, payment due July 15, 2029.
 - School Year 2030-2031, payment due July 15, 2030.
 - School Year 2031-2032, payment due July 15, 2031.

In addition, if the district wishes to extend its annual subscription to 95 Literacy Intervention System + Digital 95 Phonics Lesson Library 2.0 at a cost of \$5,995.00 per building license for an additional four years (through school year 2035-2036), as requested in BESD-01-062026: Elementary Phonics Intervention Program Adoption (K-5), the district may do so by amendment to this contract. Any and all amendments and new quotes must be agreed to and signed by both parties by August 15, 2031. Payments for annual renewal services are due by July 15 before the first day of the applicable school year.

5. Terms and Conditions

Please review the terms and conditions included with the quotes. For any amended agreements related to this MOU, terms and conditions for newly purchased goods may be adjusted annually.

6. Gratitude and Point of Contact

95 Percent Group thanks Box Elder School District for its continued partnership. Please feel free to reach out to your account executive, Natalie Walker, nwalker@95percentgroup.com or (847) 752-0197, with any questions or requests for clarification.



7. Acknowledged and Agreed:

95 Percent Group

Name: Mehul Patel

Title: Chief Financial Officer

Signature: 

Date: Jul 7, 2026

Box Elder School District

Name: _____

Title: _____

Signature: _____

Date: _____



QUOTE DATE: July 6, 2026

QUOTE FORM

Company Information

Company Name	95 Percent Group	Quote Number	Q-161926
Address	475 Half Day Road, Suite 350 Lincolnshire, IL 60069	Created Date	July 6, 2026
Prepared By	Natalie Walker	Expiration Date	July 31, 2026
Title		Delivery Type	Upfront
Telephone			
Email	nwalker@95percentgroup.com		

Customer Information

Account Name	Box Elder School District - District Office
Address	Attn Accounts Payable 960 South Main Brigham City, Utah 84302-3162
Contact Name	AshLee Nelson
Contact Title	Director of Instructional Support
Contact Telephone	(435) 734-4800
Contact Email	ashlee.nelson@besd.net

Invoice / Billing Information

Bill to Name	Box Elder School District - District Office	Bill to Address	Attn Accounts Payable 960 South Main Brigham City, Utah 84302-3162
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QUOTE SUMMARY

Digital PLL 2.0 - Products

Site Shipping Information:
Box Elder School District - District Office
AshLee Nelson
960 South Main Street
Brigham City, UT 84302

Bonanza (10% Support Products) Discount Applied

Product Name	Product Item #	List Price	Discount	Unit Price	Qty	Net Total
Digital Phonics Lesson Library 2.0 Add-On - Must Also Have 95 LIS 07/01/2026 - 06/30/2027	PH1263.08	\$3,295.00	\$0.00	\$3,295.00	13	\$42,835.00
Sub Total						\$42,835.00

PLL 2.0 Paper Kits - Products

Site Shipping Information:
Box Elder School District - District Office
960 South Main Street
Brigham City, UT 84302

Bonanza (10% Support Products) Discount Applied

Product Name	Product Item #	List Price	Discount	Unit Price	Qty	Net Total
Phonics Lesson Library 2.0 - Basic Skills Print Kit - Print TE's & Manipulatives	PH1260	\$1,099.00	\$109.90	\$989.10	26	\$25,716.60

Phonics Lesson Library 2.0 - Advanced Skills Print Kit- Print TEs & Manipulatives	PH1261	\$899.00	\$89.90	\$809.10	26	\$21,036.60
Phonics Lesson Library 2.0 - Multisyllable Skills Print Kit - Print TEs & Manipulatives	PH1262	\$799.00	\$79.90	\$719.10	26	\$18,696.60
PLL 2.0 Pre-Printed Convenience Pack - Basic	PH1290	\$140.00	\$14.00	\$126.00	26	\$3,276.00
PLL 2.0 Pre-Printed Convenience Pack - Advanced	PH1291	\$115.00	\$11.50	\$103.50	26	\$2,691.00
PLL 2.0 Pre-Printed Convenience Pack - MS	PH1292	\$90.00	\$9.00	\$81.00	26	\$2,106.00
Shipping 10%	SHIP	\$8,169.20	\$0.00	\$8,169.20	1	\$8,169.20
Sub Total						\$81,692.00

Total Before Discounts :	\$124,527.00
Discount :	\$8,169.20
Net Total :	\$116,357.80
Shipping and Handling :	\$8,169.20
Tax :	\$0.00
Grand Total :	\$124,527.00

Notes:

Please take a moment to verify your shipping information and confirm the quantities for your order. When you are ready to place your order, please submit your purchase order to orders@95percentgroup.com or call #847-499-8200 to pay by credit card. If you'd like changes to the quote, please contact your sales representative.

Returns and Refunds Limited 30-day return/replacement policy. All returns require prior approval. A 15% restocking fee applies to all printed 95 Phonics Lesson Library™ products, and a 10% restocking fee applies to all other printed products. Digital materials may be returned within 30 days of purchase. No returns will be accepted on opened shrink-wrapped products. Damaged materials (stamped, written on, or damaged from usage by the client) will not be accepted. The original shipping and handling charges are not refundable. Contact support@95percentgroup.com for authorization. All sales are final for 95 Phonics Booster Bundle®: Summer School Edition. No refunds, exchanges, or returns.

QUOTE DATE: July 6, 2026

QUOTE FORM

Company Information

Company Name	95 Percent Group	Quote Number	Q-161929
Address	475 Half Day Road, Suite 350 Lincolnshire, IL 60069	Created Date	July 6, 2026
Prepared By	Natalie Walker	Expiration Date	July 31, 2026
Title		Delivery Type	Upfront
Telephone			
Email	nwalker@95percentgroup.com		

Customer Information

Account Name	Box Elder School District - District Office
Address	Attn Accounts Payable 960 South Main Brigham City, Utah 84302-3162
Contact Name	AshLee Nelson
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Box Elder School District - Products

Site Shipping Information:
Box Elder School District - District Office
960 South Main Street
Brigham City, UT 84302

Product Name	Product Item #	Unit Price	Qty	Net Total
95 Literacy Intervention System + Digital Phonics Lesson Library 2.0 - School License - 1 Year Subscription - Valid July 1 - June 30 07/01/2027 - 06/30/2028	CB3001.08	\$5,995.00	13	\$77,935.00
95 Literacy Intervention System + Digital Phonics Lesson Library 2.0 - School License - 1 Year Subscription - Valid July 1 - June 30 07/01/2028 - 06/30/2029	CB3001.08	\$5,995.00	13	\$77,935.00
95 Literacy Intervention System + Digital Phonics Lesson Library 2.0 - School License - 1 Year Subscription - Valid July 1 - June 30 07/01/2029 - 06/30/2030	CB3001.08	\$5,995.00	13	\$77,935.00
95 Literacy Intervention System + Digital Phonics Lesson Library 2.0 - School License - 1 Year Subscription - Valid July 1 - June 30 07/01/2030 - 06/30/2031	CB3001.08	\$5,995.00	13	\$77,935.00
95 Literacy Intervention System + Digital Phonics Lesson Library 2.0 - School License - 1 Year Subscription - Valid July 1 - June 30 07/01/2031 - 06/30/2032	CB3001.08	\$5,995.00	13	\$77,935.00

		Sub Total	\$389,675.00
	Net Total :	\$389,675.00	
	Shipping and Handling :	\$0.00	
	Tax :	\$0.00	
	Grand Total :	\$389,675.00	

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