

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.

(B) Action Item

Presenter(s): SAMUEL MIJARES, ASST. SUPT. FOR C & I
 GILBERTO SANCHEZ, BIL/FINE ARTS/GT DIRECTOR
 DAVID CAMARILLO, INSTRUCTIONAL SERVICES DIRECTOR

Briefly describe the subject of the report or recognition presentation.

CONSIDER AND TAKE APPROPRIATE ACTION ON THE REQUEST TO APPROVE A THREE-YEAR CONTRACT WITH HOUGHTON MIFFLIN HARCOURT-RIVERSIDE BEGINNING WITH SCHOOL YEAR 2015-2016 FOR THE PURCHASE OF ITBS/LOGRAMOS ASSESSMENTS FOR K-2.

(C) Funding Source: Identify the course 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, WHICH WILL SAVE THE DISTRICT APPROXIMATELY \$15,000.00 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 \$45,000.00 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: October 20, 2015

We are requesting board approval for a three year contract with Houghton Mifflin Harcourt – Riverside beginning with the 2015-2016 school year through 2017-2018 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 \$15,000 per year for three years which will save our district a total of \$45,000 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.

APPROVAL: 
Samuel Mijares, Deputy Superintendent for C&I



Gilberto Sanchez <gsanchez@eaglepassisd.net>

Follow Up to Meeting - Logramos and Iowa Testing

1 message

Vela, Lupina <Lupina.Vela@hnhco.com>

Wed, Sep 23, 2015 at 7:00 PM

To: "gsanchez@eaglepassisd.net" <gsanchez@eaglepassisd.net>

Cc: "dcamarillo@eaglepassisd.net" <dcamarillo@eaglepassisd.net>

Gentlemen,

Hope you are doing well this evening.

Per Mr. Sanchez request, I want to show you pricing for the testing and scoring of the new Logramos, 3rd edition and the Iowa Assessments, Form E. Barcodes are the same price as what you paid for the Spring 2015 testing event. Test Booklets for the Iowa is the same price. The Logramos 2 that you used last year was \$200.70. The new Logramos 3 is \$257.60 just like the Iowa and include reading, language, math, science, and social studies just like the Iowa.

SAME PRICE:

LOGRAMOS BARCODE LABELS 2016	\$0.71	QUANTITY ORDERED FOR SPRING 2014	841	COUNT	SPRING
				883 COUNT (+5%)	
IOWA BARCODE LABELS 2016	\$0.69	QUANTITY ORDERED FOR SPRING 2014	2868	COUNT	SPRING
				3011 COUNT (+5%)	

SAME PRICE: Complete Battery

LOGRAMOS TEST BKS (5 OR 25 CT.) 2016	\$ 257.60	QUANTITY ORDERED SPRING 2014	794	COUNT	SPRING
				835 COUNT (+5%)	
IOWA TEST BKS (25 CT.) 2016	\$257.60	QUANTITY ORDERED SPRING 2014	2705	COUNT	SPRING
				2850 COUNT (+5%)	

(Logramos is only available as the Complete battery, available in 5 or 25 count.. Iowa is available as the Core or Complete Battery. I listed the complete for both.)

NEW Pricing; Last year you did Basic Scoring. DataPlus Web-based Scoring and Reporting: Includes Profile Narrative (black/white) you can print yourself, all in a batch. Includes Lexile Measures for Iowa. Includes ability to download Student Data File in various formats.

Logramos 2016	\$11.00	QUANTITY ORDERED SPRING 2014	974	(\$10,714.00)	SPRING
					833 count
Iowa 2016	\$11.00	QUANTITY ORDERED SPRING 2014	2705	(\$29,755.00)	SPRING
					2840 count

May I go ahead and create the quotes? Please indicate quantities per grade.

Per my conversation with Mr. Sanchez, I'd like to have a 3 year contract drawn so that the pricing can remain the same for the next three years. This would be for the barcode, test booklets, score labels, and web-based reporting. You will save 7-10% the second year and 14-20% percent the third year.

Please know that I would have to have these material orders and and the contract signed before the December 1st so that the materials can be shipped before the new year. Barcodes and scoring will be charged in the new year unless you'd like the bar codes to be done while you are holiday break.

If possible, I'd like todemonstrate the DataManager web-based reporting at your convinience.

Question: Do you have a set of Logramos 3 test booklets? If not, I can send you both a set. Please let me know.

I look forward to your response.

Regards,

Lupina

Lupina Vela
Senior Assessment Consultant

Houghton Mifflin Harcourt

3800 Golf Road, Suite 200

Rolling Meadows, IL 60008
Office: 210.601.0567

Fax: 210.757.4985

hmhco.com



Houghton Mifflin Harcourt

Cost Proposal
Prepared For
Eagle Pass Ind School Dist

1420 Eidson Rd
Eagle Pass TX 78852

Attention:
Gilbert Sanchez

For the Purchase of:
IOWA Materials

Prepared By
Lupina Vela
lupina.vela@hnhco.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDER.



Houghton Mifflin Harcourt

Attention:
Gilbert Sanchez

Customer Service
3800 Golf Road, Suite 200
Rolling Meadows, IL 60008
FAX: 630-467-7192

RPC Customer Service@hnhco.com

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Proposal for
Eagle Pass Ind School Dist

IOWA Materials

Payment Information

Exempt from state sales tax. (Please attach copy of certificate)

Cert. Number _____

Cert. Expiration Date _____

Note: Orders from first time purchasers require a completed Test Purchaser Qualification Form.

Professional Credentials – Choose One:

[] Test Purchaser Qualification Form attached

[] Test Purchaser Qualification Form on file at HMH-Riverside®

* REQUIRED INFORMATION: (*YOUR ORDER WILL NOT BE PROCESSED WITHOUT THIS INFORMATION.)

Please describe yourself:

- [X] System/District [] Diocese/Archdiocese
[] Building/School CHECK ONE: [X] Public School [] Catholic School [] Private School

Administration Mode:

- [] Hand Scoring
[X] Machine Scoring (scores supplied by Riverside)
[] Plain Paper Local Scoring
[X] Riverside Central Scoring

Reporting options (check all that apply): [] Paper reports [X] Web reports

Anticipated Testing Date: _____

Pre-ID Barcode Labels

[X] Check here if you wish to purchase Pre-ID Barcode Labels (Riverside or customer applied) Grade levels: K-2

Additional fees will apply. If you check this box you will be contacted by our Barcode Administrator with detailed ordering information.

Test Administrator: (Please list the primary contact who will be the test administrator owner and DataManager Account Holder.) Note: This person is the primary test and IT contact.

Name David Camarillo

Position Instructional Services Director

Phone: (830) 773-5181 x-1082 Fax: (830) 758-7164

Email address dcamarillo@eaglepassisd.net

Data Contact: (if different from Test Administrator) :

Note: This person typically handles barcodes and rostering needs

Name _____

Position _____

Phone: () Fax: ()

Email address _____



Houghton Mifflin Harcourt

Attention: Gilbert Sanchez

Customer Service 3800 Golf Road, Suite 200 Rolling Meadows, IL 60008 FAX: 630-467-7192

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**Proposal for
Eagle Pass Ind School Dist**

IOWA Materials

ISBN	Title	List Price	Discount %	Sale Price	Quantity	Purchase Amount
Materials and Services						
883886	9780782996074 LOGRAMOS BR CODE SVC LOCAL	\$0.71	20.0%	\$0.57	873	\$497.61
1473646	Iowa Assessments Form E Machine-Scorable Test Booklets, Core Battery Level 7, Package of 25	\$211.35	15.0%	\$179.65	114	\$20,480.10
1496952	IAE LVS 5/6-14 BARCODE LABELS	\$0.69	15.0%	\$0.59	2,840	\$1,675.60
1596408	Logramos 3rd Edition Level 7 Test Book Package of 25	\$257.60	20.0%	\$206.08	35	\$7,212.80
1496933	IOWA E LVS 5/6-14 PRESS-ON LABELS	\$1.05	15.0%	\$0.89	2,840	\$2,527.60
883878	9780782994681 LOGRAMOS LABEL	\$1.07	20.0%	\$0.86	873	\$750.78
1483580	DATA PLUS IOWA E COR/COMP LVS 5/6-8	\$11.00	15.0%	\$9.35	2,870	\$26,834.50
1496941	IOWA E LVS 5/6-14 INDV PERF PROFILE	\$2.02	15.0%	\$1.72	2,870	\$4,936.40
1496969	Iowa Assessments Form E Student on CD-ROM Levels 5/6-14	\$0.59	15.0%	\$0.50	2,870	\$1,435.00
Total for Materials and Services						\$66,350.39
Total for -						\$66,350.39
Grade K						
Materials and Services						
1600616	Logramos 3 Individual Performance Profile Levels 5/6-14	\$2.06	20.0%	\$1.65	873	\$1,440.45
1600609	Logramos 3 DataPlus (Machine Scorable) Levels 5/6-9	\$11.00	20.0%	\$8.80	873	\$7,682.40
1600622	Logramos 3 Student Data on CD Levels 5/6-14	\$0.59	20.0%	\$0.47	873	\$410.31
Total for Materials and Services						\$9,533.16
Total for Grade K						\$9,533.16

Proposal Summary

Total Discounts:	16.24%	\$14,711.71
Subtotal Purchase Amount:	\$75,883.55	
Shipping & Handling (10.00%):	\$7,588.36	
Total Cost of Proposal (PO Amount):	\$83,471.91	



Houghton Mifflin Harcourt

Attention:
Gilbert Sanchez

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3800 Golf Road, Suite 200
Rolling Meadows, IL 60008
FAX: 630-467-7192

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Eagle Pass Ind School Dist

IOWA Materials

Total Cost of Proposal (PO Amount): \$ 83,471.91

This is a cost proposal only. Orders submitted under this proposal on or before the expiration date are subject to acceptance at Houghton Mifflin Harcourt's main office and are subject to the applicable terms in Houghton Mifflin Harcourt's invoice issues for such order.

Date of Proposal: 10/7/2015

Proposal Expiration Date:11/21/2015



Houghton Mifflin Harcourt

Prices: Prices quoted are wholesale school prices and do not include transportation charges unless otherwise stated in this proposal. These wholesale school prices apply to the educational customers of Houghton Mifflin Harcourt. Prices quoted are valid for orders submitted on or before the expiration date set forth in the proposal.

Educational customers are billed at wholesale school price, f.o.b. shipping point, with a prepaid transportation charge and, unless the customer specifically requests otherwise, a charge for our guarantee of delivery is added to the invoice when shipped via U.S. Postal service. For educational customers preferring f.o.b. destination billing, ten and a half percent (10.5%) of wholesale school price is added and we pay transportation charges and guarantee delivery. Prices do not include any sales tax. Applicable sales tax, if any, will be added to the invoice unless an appropriate tax exemption certificate has been furnished to Houghton Mifflin Harcourt.

Upon receipt of purchase order, gratis items will be shipped in direct proportion to pupil materials purchased. If purchases vary from those included in this proposal, gratis items will change accordingly. Gratis items may also change if purchase is other than a direct school district to publisher order, such as via a third-party vendor or jobber.



Houghton Mifflin Harcourt

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