

## Hallsville Independent School District

### For the Consideration of the Board of Trustees

**Date of Board Meeting:** June 19, 2025

**Agenda Item#:** \_\_\_\_\_

**Topic:** Approval of over \$50000 Vendor - Summit K12

**Background and Rationale:**

This agenda item has been prepared for the consideration and approval of a vendor for services, as detailed below:

Summit K12's innovative online platform is designed to help students achieve at least one proficiency level each year through lessons, skills mastery, and assessments. It includes preparation programs for TELPAS and helps students master the English Language Proficiency Standards (ELPS). Summit K12 also offers personalized learning plans (PLPs) that focus on each student's specific needs.

Summit K12 offers a proven, cost-effective tool to support our students' in their mastery of the ELPS. By adopting this platform, we will not only empower students to succeed academically but also prepare them to improve their TELPAS performance.

Funding Source: Title 3

**Relationship to Strategic Plan:** Goal 1, Performance Objective 5

**Personnel Affected:** Instructional Personnel

**Budget Implications:**

☒ Include in this year's budget



☐ Amendment of this year's budget required

☐ Increase in this year's budget required

☐ Expenditures required for next year's budget

☐ N/A

**Recommendation:** TVAHS recommends the approval of the purchase of Summit K12 at a total cost of \$62,130.00. TVAHS has used Summit K12 programming previously and would like to continue.

 Signature (Person Bringing Information to the Board)	 Superintendent's Signature
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**English Language Learners - 2025-2026**

<b>Bid</b>	<b>#1</b>	<b>#2</b>	<b>#3</b>
<b>Company</b>	<a href="#">Summit K12</a>	<a href="#">Rosetta Stone (via IXL)</a>	<a href="#">Ellevation</a>
<b>Total</b>	\$62,130.00	\$375,245.00	\$311,500.00
<b>Notes</b>	Listening, Speaking, Reading, Writing, ELPS	Dynamic Immersion that mimics how children learn language, using real-world images, audio from native speakers, and visual and conceptual clues to help users understand new words and phrases. The program also includes interactive activities, bite-sized lessons, and immediate pronunciation feedback.	Instructional practice and activities that help English Learners master grade-level content.
<b>Price per Student</b>	\$31.01 per student (training component included)	\$60/student	\$15.58/student (training component included)

TVAH recommends the approval of the purchase of Summit K12 courses at a total cost of \$62,130. TVAHA has used Summit K12 programming and feels it has met the needs of our EL students well.



# SUMMIT K12

## Summit K12 Quotation Form

Quotes are valid 90 days from Creation Date

(If purchase request is dated on or before the above date, then quote price is valid and honored)

Created Date 2/28/2025

Subscription End Date 6/30/2026

Summit K12  
PO Box 26841, Austin, TX 78755  
P: 844-331-4737 | Fax: 866-490-8158 | orders@summitk12.com

Quote Number 00013497

Account Name Texas Virtual Academy at Hallsville

Contact Name Julie Smith

Email jsmith@hisd.com

ESC 7

Prepared By Katherine Alvarez

Email katherine.alvarez@summitk12.com

Phone (844) 331-4737

Product Code	Product	Opportunity Product Class	Sales Price	Quantity	Total Price
9781433402715	TX Connect to Literacy ELD - 1,000-4,999	Digital : Renewal	\$29.95	2,000	\$59,900.00
9781433406157	TX Connect to Literacy ELD - Teacher	Digital : Renewal	\$30.00	28	\$840.00
PD1320	Professional Development - C2L TELPAS Custom PD - 3 Hours/Single Session - Online	Training PD	\$1,140.00	1	\$1,140.00
PD9000	Enhanced Set-up, Course Creation, Rostering, Single-Sign-on, & technical support - (1-5)	Training PD	\$250.00	1	\$250.00

Total Price \$62,130.00

### Professional Development

- Up to 30 participants for online and 50 participants for on-site PD sessions.
- Online PD - a minimum of 5 days in advance of PD date is required if you wish to reschedule, otherwise the full PD fee will be charged.
- On-site PD - a minimum of 14 days in advance of PD date is required if you wish to reschedule, otherwise the full PD fee will be charged.
- PD dates must be scheduled & delivered prior to the Subscription End Date. There will be no refunds for unused PD sessions.

### Terms & Conditions

#### How to Order

- Via email at orders@summitk12.com

#### Prices

- Prices applicable only within the US, its possessions, & its outlying areas.
- All prices are in US funds.
- Payment must be in US funds only.

#### Terms

- Net 30 days, subject to credit approval

Summit K12 Holdings, Inc: Federal Tax ID # 47-2584101.

#### [Privacy Policy](https://www.summitk12.com/privacy-policy)

<https://www.summitk12.com/privacy-policy>

#### [Guarantee Information](https://www.summitk12.com/guarantee-information)

<https://www.summitk12.com/guarantee-information>

STAAR® is a federally registered mark owned by TEA. Summit K12 is not sponsored by, endorsed by, or affiliated with the Texas Education Agency.





## Hallsville Independent School District Determination of Cost or Price Analysis (Reasonableness)

Purpose: Federal regulations require documentation of cost analysis or price analysis for every procurement action at or above \$50,000 (see 2 C.F.R. § 200.323). The Determination of Cost or Price Reasonableness form is used to document the analysis showing that the offered price is fair and reasonable. The form is kept as part of the procurement file to demonstrate that the procurement process was conducted in an open and fair manner and that the District received the most advantageous price.

### Instructions:

1. Complete a separate Determination of Cost or Price Reasonableness form for each vendor being recommended for contract award. Complete all applicable sections according to the instructions given. An incomplete Determination of Cost or Price Reasonableness form cannot be approved.
  2. Provide a detailed discussion of your price analysis or cost analysis. A Determination of Cost or Price Reasonableness form that lacks sufficient detail cannot be approved.
  3. Sign in blue ink and date the form.
  4. Maintain a copy on the grant file subject to retention schedules
  5. Submit completed form to the **INSERT TITLE** prior to contract award.
- An improperly completed and/or unsigned form will be returned.*
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Prepared by: Erin Jones

Date: June 19, 2025

Email: ejones@hisd.com

Phone Number: (903) 668-5990 ext. 5233

Department: Texas Virtual Academy at Hallsville

Subject: Determination of Cost or Price Reasonableness

Good or service to be acquired:

Instructional Programming and Tutoring for English Learners through Summit K12

**[Procurement Type, e.g., RFP, RFQ] #:** Awarded Vendor, Buyboard Coop, \$62,130.00, Title III

Independent Estimate Produced before Receiving Bids or Proposals: ☐ Yes (attach supporting document(s))

Vendor: Summit K12

Amount: \$62,130.00

(Attach written quotation or other information that documents the estimate of cost or price reasonableness)

(As necessary include unit costs, rates, schedules, price estimates, and budgets, etc.)

**I. Procurement Type**

This expenditure of \$250,000 or more is being made under one or more of the following (check those that apply and attach supporting documentation):

**For items A – C, please complete Section II (Price Analysis)**

- A. ☒ Interlocal agreement or purchasing cooperative (TEC 44.031(a)(4) / Tex. Gov't Code Ch. 791; 2 C.F.R. § 200.318(e)), including construction services
- B. ☐ Request for Proposals (or Competitive Sealed Proposals) for goods or services, including construction services
- C. ☐ Competitive Bidding for goods or services, including construction services

**For items D – K, please complete Sections III (Cost Analysis) and IV (Profit)**

- D. ☐ Sole source (as defined under TEC 44.031(j))
- E. ☐ Emergency procurement (as defined under TEC 44.031(h))
- F. ☐ Competitive Bidding, Competitive Sealed Proposal, or Request for Proposals (where the solicitation is publicly posted) where only one (1) bid/proposal is received
- G. ☐ Professional services (as defined under TEC 44.031(f) and/or Ch. 2254 of the Tex. Gov't Code) where no price competition exists prior to selection
- H. ☐ Design Build; Construction Manager-Agent
- I. ☐ Price adjustment to Purchase Order No. \_\_\_\_\_ or Contract No. \_\_\_\_\_ (and already procured under item A – I)
- J. ☐ Extension of an existing contract past its initial term. Contract extension is allowed under procurement method or contract, if allowed by Board policy.
- K. ☐ Cost-reimbursement contract

***Note: When using federal funds, Construction Manager-at-Risk or other Cost-Plus contracts are prohibited.***


**II. Price Analysis: If the expenditure is being made under items A, B, or C in Section I (Procurement Type) above, complete this Section only. You are not required to complete Sections III or IV.**

Price offered is considered fair and reasonable for the following reason(s), and if applicable, is supported by attached documentation and/or a detailed discussion of the price analysis (select at least one applicable situation):

- ☐ Comparison of previous district purchase order and contract prices with current proposed price, for the same or similar items. Both the validity of the comparison and the reasonableness of the previous price(s) have been established. *Attach the referenced purchase orders/contracts, amounts, issuance dates, and how they are similar to the current purchase.*
- ☐ Comparison with Vendor's published price lists, market prices, pricing indexes, and discount or rebate arrangements. *Attach published price list or other published pricing information used (a vendor's quotation or correspondence does not qualify as a published price list).*
- ☐ Comparison of proposed price with independent estimates, which were determined to be allowable under 2 C.F.R. Part 200, Subpart E—Cost Principles. *Attach estimates used.*
- ☒ Comparison of proposed price with prices obtained through market research for the same or similar items. *Attach documentation of research conducted.*
- ☐ The order is priced in accordance with existing HISD Purchase Order No. \_\_\_\_\_ and/or HISD Contract No. \_\_\_\_\_, which was competitively established.




- ☐ Other reason (specify and attach supporting documentation if applicable):
- 
- 

 **Cost Analysis:** If you selected D-K in Section I (Procurement Type), complete this Section and attach a detailed breakdown of the vendor's proposed costs (e.g., labor, materials, profit, reimbursable expenses).

For analyzing and verifying vendor's cost information, it is determined that each of the cost items listed by the vendor is allocable, reasonable, necessary, and therefore, allowable in accordance with 2 C.F.R. Part 200, Subpart E—Cost Principles for the following reason(s) (select at least one applicable situation and attach supporting documentation and/or a detailed discussion of the cost analysis):

- ☐ Comparison of costs proposed with actual costs previously incurred by the same vendor for the same or similar work.
  - ☐ Comparison of costs proposed with actual costs of previous same or similar work performed by other vendors.
  - ☐ Comparison of costs proposed with previous cost estimates from the vendor or other vendors for the same or similar items or work.
  - ☐ Comparison of costs proposed with the District's independent estimate, which was determined to be allowable under 2 C.F.R. Part 200, Subpart E—Cost Principles. *Attach independent estimate.*
  - ☐ Comparison of costs proposed with the methods proposed by vendor with the requirements of the solicitation, i.e., *do the costs reflect the technical approach proposed and the work required?*
  - ☐ Verification that the costs proposed conforms to the appropriate set of cost principles.
  - ☐ Verification of the accuracy of the cost and pricing information submitted and evaluating the application of audited or pre-negotiated (e.g., by the Federal Government) indirect cost (e.g., overhead) rates, labor and fringe benefit rates, or other factors.
  - ☐ Verification of the accuracy of cost and pricing information proposed and evaluation of the effect of vendor's current practices on future costs.
  - ☐ Verification of the accuracy of the cost and pricing information submitted and evaluation of vendor's projected cost trends.
  - ☐ Other reason (specify and attach supporting documentation if applicable):
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- 

 **Profit:** If you selected D - K in Section I (Procurement Type), complete this Section.

Negotiated profit amount (attach supporting documentation):

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Profit negotiated is considered fair and reasonable for the following reasons, and is supported by attached documentation and/or a detailed discussion of the cost or price analysis (you must complete each item below and explain reasoning; attach additional pages and/or supporting documents if necessary):

- ☐ Consideration of the complexity of the work to be performed.
-

☐ Consideration of the risk borne by the contractor.

☐ Consideration of the contractor's investment.

☐ Consideration of the amount of subcontracting.

☐ Consideration of the quality of contractor's record of past performance.

☐ Consideration of industry profit rates in the surrounding geographical area for similar work.

**CERTIFICATION:**

*I certify that the information provided above is true and correct to the best of my knowledge and belief. I further certify that I have determined that the costs or price offered or the fee negotiated are necessary, fair, and reasonable.*

Erin Jones

Full Name of Individual Preparing Form

Erin C. Jones

Signature

June 9, 2025

Date

**APPROVED:**

Amy Whittle, Director of Fed. Programs

Level One: Printed Name and Title of End User

Amy Whittle

Signature of End User

6-9-25

Date



John Martin

Level Two: Superintendent

Signature of Superintendent

Date

Mary M. Brown

Level Three: CFO

Signature of CFO

Date



# 2025 Pricing Proposal

**Joni Mohr**

Educational Consultant • Texas

Cell: 972-333-6456 • [jonim@ixl.com](mailto:jonim@ixl.com)

**IXL** LEARNING



Education.com

[vocabulary.com](http://vocabulary.com)

RosettaStone





[wyzant](http://wyzant.com)



Promotions and Multi-Year Perks

One-Year Partnership (2025-2026)
<ul style="list-style-type: none"><li>• Discounts on any Rosetta Stone Licenses</li></ul>
Three-Year Partnership (2025-2028)
<ul style="list-style-type: none"><li>• Locked in Pricing set to expire 2026, will be locked in for the full 3 years</li><li>• Current All Access High School Promotion</li><li>• Discounts on any Rosetta Stone Licenses</li><li>• 1-year Complimentary IXL Spanish, Science or Social Studies access for all students</li></ul>

With any option, sign the purchase agreement by May 30th and complimentary access will be granted immediately upon signature, with the official subscription starting on July 1, 2025.



Limited-time offer!

## IXL All-Access for High School

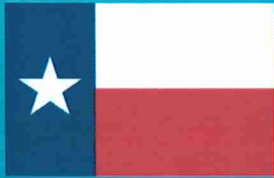
IXL is excited to offer an all-access license that gives high school students **unlimited access to all core subjects:** Math, ELA, Science, and Social Studies.

For a limited time, we're also including access to Vocabulary.com and its VocabTrainer system, which helps students build robust vocabulary skills fundamental to success in school and life—ranging from reading and writing to listening, speaking, and thinking.

All four high school subjects +  
Vocabulary.com access

**\$15 per student**

*Promotion applies to new high schools purchasing IXL for the entire building.  
Promotion valid until June 1, 2025.*



## IXL for Texas schools

IXL is proven to lead to higher academic achievement for students in Texas. Learn more about how IXL can help your school succeed.



**1 in 4**

Texas students  
use IXL



In the past school year, they have  
collectively mastered **37,884,745**  
skills and become proficient in  
**51,932,100** skills!



**2,200,698,535**

Questions answered  
by Texas students

**IXL's platform is built on four key components that work together seamlessly to give teachers everything they need to differentiate instruction and help students grow.**

IXL's **comprehensive curriculum** offers 17,000+ skills across five subjects to support nearly any learning need from pre-K to 12th grade. Aligned to the Texas Essential Knowledge and Skills Standards, standards for all 50 states, [high-stakes assessments](#), and many popular textbook series, our extensive [content library](#) has the right skills to guide students toward mastery at their own pace.

The **IXL Real-Time Diagnostic** is a fresh approach to assessment that gives teachers a better understanding of their students' needs and how to help them succeed. It provides reliable, up-to-the-minute insights on students' grade-level proficiency in key math and language arts strands, so teachers can make effective instructional decisions every day.

Using insights from both student work in the curriculum and the [Real-Time Diagnostic](#), IXL offers [personalized guidance](#) for every learner. Our personalized action plans provide a flexible plan for growth, seamlessly linking students to the skills they need to fill knowledge gaps and build on their current understanding.

**IXL Analytics** gathers data from student work in IXL and uncovers insights that help teachers make truly data-driven decisions. It provides teachers with better data and actionable next steps to effectively impact student learning. And our District and School Analytics give administrators a window into [student achievement](#) and overall school success.

### Support success on Texas state standards and assessments

Custom-built for TEKS, TELPAS, and TSIA2, IXL's math and ELA skill plans unpack every standard into targeted skills, so teachers know exactly what students should work on in order to meet key benchmarks.



20+ years  
of edtech  
excellence



Over 100 billion  
questions answered  
and counting



Used by  
14 million  
students



Trusted by over  
900,000  
teachers



Used in  
95 of the top 100  
school districts



One-Year Partnership (2025-2026)		Three-Year Partnership (2025-2028)		Notes	
Licenses	k-12	Licenses	k-12		
Standard Pricing	372,750.00	Standard Pricing	\$992,225		
		Volume Discount & HS Promo  Price Lock & Multi-Year Discounts	All 4 subjects for all HS Students		
Train the Trainer PD Package	\$2,495	Train the Trainer PD Package	\$2,495		
<b>TOTAL One-Year Partnership</b>	<b>\$375,245</b>	<b>TOTAL Three-Year Partnership</b>	<b>\$994,315</b>		
2025-2026 (100% due)	\$375,245	2025-2026 (50% & PD due)	\$498,302.50		
<b>**One-year partnerships are subject to a price increase year over year.</b>		2026-2027 (25% due)	\$248,006.25		
		2027-2028 (25% due)	\$248,006.25		
		<b>Bonus: Complimentary 1-year IXL Spanish I</b>			

**Benefits of a Multi-year license:**

1. Research has shown that schools that used IXL for 3+ consecutive years consistently outperform schools that only used IXL for 1 or 2 years on state assessments. See the [evidence](#).
2. With consistent IXL usage, teachers and students develop routines and build momentum increasing confidence and trust in IXL.
3. IXL grows with your district. Additional content and new features are added at no additional cost to you.
4. It's cost effective: Lock in your purchase price year-over-year with optional payment plans. You can use your state, federal, or private funding to cover [the cost](#).
5. Receive the same discounted pricing on any potential future upgrades made during your subscription within the subscription term.

## IXL All-Inclusive Platform

### One platform, endless possibilities

IXL does not piecemeal our platform. When you partner with IXL you have full access to our end-to-end teaching and learning solutions. Integrated into a single platform, all of IXL's components work together seamlessly to give educators the tools and insights they need to maximize learning for every single student.

- Open access to IXL's comprehensive and expanding PK-12 curriculum and truly adaptive content, adjusting to each student with every question - ensuring students are supported and challenged.
- IXL Analytics suite including reports at the student, teacher, school, and district level
- Full access to IXL's assessment suite with individualized study plans for Math & ELA
- Diagnostic Universal Math & ELA Screeners
- Custom Assessment Tool - Quizzes
- Built-in Instructional resources
- Classroom engagement tools
- Educational Math & ELA Games
- Custom-built TEKS skill plans
- Personalized Study Plans (MAP, ACT, SAT, etc)
- Test prep skill plans (STAAR, TSIA2, etc)
- Auto-rostering and integration services
- Unlimited teacher and administrator accounts
- New IXL features added at no additional cost.



## IXL - Custom Built for Texas

### TEKS Skill Plans - Support success on Texas state standards

Our curriculum team has mapped out Texas' instructional resources—including state standards, textbooks, and test preparation plans—with custom-built IXL skills to precisely match each topic teachers cover.

The screenshot shows the 'Texas Essential Knowledge and Skills (TEKS): Algebra 1' page. On the left is a Texas state flag icon with a 'Math' label. Below it are dropdown menus for 'Math' and 'Alg 1'. The main heading is 'Texas Essential Knowledge and Skills (TEKS): Algebra 1'. Below this is the text 'Skills available for Texas Algebra 1 standards'. A table lists the available strands:

Strand	Linear functions, equations, and inequalities	Quadratic functions and equations
	Exponential functions and equations	Number and algebraic methods

At the bottom, there are two buttons: 'View report' and 'Print skill plan'.

### Texas Test Prep Skill Plans - Support success on Texas assessments

IXL has interactive skill plans that will guide students to the exact skills they need to focus on to improve their scores on Texas assessments. Students can create personalized study plans to prepare for the ACT, SAT, and NWEA Map. After inputting practice or past scores, their plan provides the specific concepts they need to review.



Get your personalized SAT® study plan

Chart a clear path to success with a custom study plan based on your own scores.

Enter your scores from a previous SAT or PSAT test (or practice test), and IXL will create an easy-to-use study plan just for you!

**Math scores**

Math: 200-800

Subscores (optional)

Heart of Algebra: 1-15

Problem Solving and Data Analysis: 1-15

Passport to Advanced Math: 1-15

**Reading and Writing scores**

Evidence-based reading and writing: 200-800

Subscores (optional)

Reading: 10-40

Writing and Language: 10-40

Command of Evidence: 1-15

Words in Context: 1-15

Expression of Ideas: 1-15

Standard English Conventions: 1-15

Create study plan

## IXL and Rosetta Stone

### World Language Learning from Rosetta Stone for Schools

Our immersive, interactive platform is backed by research and over thirty years of experience teaching people new languages. Our flexible platform gives educators powerful tools to easily implement a robust world language learning program for K-12 students. **Discounted Rosetta Stone pricing with IXL.**

### English Learner support from IXL Learning & Rosetta Stone

IXL Language Arts and Rosetta Stone provide a seamless ELL solution that supports emergent bilingual students from language acquisition to grade-level learning and beyond. **Discounted Rosetta Stone pricing with IXL.**

#### Rosetta Stone for Schools

Language Immersion and Instruction

- Accelerate language acquisition and retention
- Engage in all four domains of language
- Accommodate varying degrees of language proficiency

#### IXL English Language Arts

Personalized learning in a full range of ELA skills

- Reinforce Rosetta Stone lessons
- Assess grade-level proficiency
- Personalize learning with IXL action plans





## IXL District Partners Special Pricing on Language Learning with Rosetta Stone

Did you know Rosetta Stone is a part of the IXL Learning family? That means when districts partner with IXL for over 10,000 students, they qualify for special IXL District Partners Pricing on Rosetta Stone licenses. These licenses can be used for teachers, students, or parents.

One-Year Partnership (2025-2026)		Three-Year Partnership (2025-2028)		Five-Year Partnership (2025-2030)	
IXL Licenses	10,000 +	IXL Licenses	10,000 +	Licenses	10,000 +
Rosetta Stone Standard Pricing Per license	\$120	Rosetta Stone Standard Pricing Per license	\$360	Rosetta Stone Standard Pricing Per license	\$600
IXL District Partner Discount	- \$60	IXL District Partner Discount	- \$210	IXL District Partner Discount	- \$400
One-Year Rosetta Stone Per license	\$60	Three-Years Rosetta Stone Per license	\$150	Five-Years Rosetta Stone Per license	\$200
<i>*Minimum of 250 licenses purchased, Rosetta Stone discounted licenses must be bundled with a district-wide IXL purchase and align with subscription duration (1-, 3-, or 5-year partnership), all pricing valid until June 1, 2025.</i>					



# Curriculum Associates, LLC Price Quote - Q-55917

Version: 1

Quote Date: 5/22/2025

Quote Expiration Date: 9/30/2025

This price quote from Curriculum Associates, LLC having an address at 153 Rangeway Road, North Billerica, MA 01862 ("Company") has been prepared for the Customer Name identified as "Customer" below. Customer's use of Ellevation subscriptions shall be subject to the Ellevation Terms and Conditions of Use, which can be found at <https://ellevationeducation.com/platform-legal-notice>.

Company: Curriculum Associates, LLC

Representative: Jordan Nicinski

Email: [jordan.macaskill@ellevationeducation.com](mailto:jordan.macaskill@ellevationeducation.com)

Phone: 617-307-5755

Address: 153 Rangeway Road,  
North Billerica, MA 01862

Start Date: 9/1/2025

Customer: HALLSVILLE ISD, TX

Contact Name: Erin Jones

Email: [ejones@hisd.com](mailto:ejones@hisd.com)

Phone:

Address: Hallsville ISD  
P.O. Box 810,  
Hallsville, TX 75650

End Date: 8/31/2026

## Subscription Fees

Product	Quantity	Unit Price	Total Fees
Ellevation Basics	20,000	\$16,500.00	\$16,500.00
Strategies	20,000	\$14.75	\$295,000.00
Subscription Total:			\$311,500.00

## Services Fees

Services Total:	\$0.00
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## Total Investment - Q-55917

Grand Total:	\$311,500.00
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Invoicing Schedule: Up Front, In Full

Payment Term: Net 30

Contract Term: 12

- Account Number: 4418064408 | Account Name: Curriculum Associates, LLC
- Bank Name: Wells Fargo Bank - San Francisco, CA
- ABA Routing: 121000248
- Tax ID: 26-3954988

To the extent your purchase is subject to sales tax, tax will be applied at final invoicing. If tax exempt, please submit valid exemption certificate with PO and quote in order to avoid processing delays. Exemption certificates can also be submitted to [exempt@cainc.com](mailto:exempt@cainc.com).

To place an order - Please submit this quote with your purchase order to your Ellevation Sales Rep at: [jordan.macaskill@ellevationeducation.com](mailto:jordan.macaskill@ellevationeducation.com).