RE: Letter of Intent between Duluth Public Schools - ISD 709 and Instructure, Inc.

This letter of intent ("LOI") shall memorialize that a contract negotiation is underway between the Duluth Public Schools – ISD 709 and Instructure, Inc. ("Instructure") for subscription services. It is understood by the parties that the Duluth Public Schools – ISD 709 has requested Instructure to extend its current offer to them beyond the initial deadline date of March 31st, 2015 until April 30th, 2015 when an essential school board meeting can be conducted giving authority to agree to the terms of the Canvas Service Order Form and Master Subscription Service Agreement (MSSA) given to Duluth Public Schools – ISD 709.

This LOI outlines the material terms of the Draft Agreement and contains terms under which Instructure agrees to extend its current offer prior to execution of a definitive agreement as requested by William Gronseth, Superintendent of Schools. All capitalized terms not herein defined shall be pursuant to the definitions set forth in the Draft Agreement.

- 1. The material terms of the Draft Agreement shall include, but not be limited to, the following:
 - a. The price and duration of the services is as specified in the attached order form.
- 2. In exchange for Instructure to extend its current offer to Duluth Public Schools ISD 709 beyond the initial deadline date of April 30th, 2015, the parties agree to the following terms
 - a. To work in good faith to execute the Canvas Service Order Form Agreement and Master Subscription Service Agreement (MSSA), in substantially the form as attached hereto, by April 30th, 2015

The terms of this LOI shall be binding upon the parties.

The Durath Rublic Schools - ISD	709 (Customer) Instructure, Inc.
sknature V Wm. Gronseth	Signature
Supt.	Name
Title	Title



Services Order Form

Customer Contact Information

Customer ISD 709 Duluth Public Schools
Address 15 N. 1st Avenue East

City Duluth
State/Province Minnesota
Zip/Postal Code Country United States

Contact William Gronseth
Phone (218) 336-8752
Email william.gronseth@isd709.org

Year 1 Description Term Metric Quantity Price Total Canvas Cloud Subscription 7/1/2015 6/30/2016 2,000 \$10.00 \$20,000.00 User 20% of Premium Support 7/1/2015 6/30/2016 subscription 1 \$4,000.00 \$4,000.00 (Min 2.5K) 10% of Tier 1 Support Faculty 7/1/2015 6/30/2016 subscription 2,000 \$1.00 \$2,000.00 Only (min 1k) Sub-Total \$26,000.00

Year 2									
Description	Term		Metric	Quantity	Price	Total			
Canvas Cloud Subscription	7/1/2016	6/30/2017	User	2,000	\$10.50	\$21,000.00			
					Sub-Total	\$21,000.00			

Year 3									
Description	Term		Metric	Quantity	Price	Total			
Canvas Cloud Subscription	7/1/2017	6/30/2018	User	2,000	\$11.03	\$22,060.00			
					Sub-Total	\$22,060.00			

Year 4									
Description	Term		Metric	Quantity	Price	Total			
Canvas Cloud Subscription	7/1/2018	6/30/2019	User	2,000	\$11.03	\$22,060.00			
					Sub-Total	\$22,060.00			

Year 5								
Description	Term		Metric	Quantity	Price	Total		
Canvas Cloud Subscription	7/1/2019	6/30/2020	User	2,000	\$11.03	\$22,060.00		
					Sub-Total	\$22,060.00		

		Non	Recurring			
Description	Те	rm	Metric	Quantity	Price	Total
Guided Implementation				1	\$8,000.00	\$8,000.00
Tier 1 Setup	N/A	N/A	One Time Fee	1	\$500.00	\$500.00

		Non	Recurring			
F1. K-12 Getting Started Package	N/A	N/A	Per Package	1	\$4,680.00	\$4,680.00
					Sub-Total	\$13,180.00
					Grand Total	\$126,360.00

Guided Implementation Package Includes

- Production account setup.
- Authentication integration assistance (for supported identity providers only, (i.e., LDAP, CAS or SAML 2.0).
- Starter training to be delivered online. Administrator Training, Support Training, User Training.
- Instructure will assist with Site Branding (school color header w/ logo).
- Basic SIS endpoint (We enable the Instructure bulk enrollment API which accepts updates provided in the Canvas SIS Import Format).
- Production Support Configuration for support ticketing system.
- Test Instance (Test instance that refreshes every three weeks) upon request.

User Definition

User means a part-time or full-time student, teacher, or administrator of Customer's educational institution, which is authorized by Customer to use the Service with a login credential.

Additional Notes:

Seats can be used during any start date for up to 12 months from the date of purchase

Price Good Through: The price associated with this order form is only available if executed no later than 3/31/2015.

Payment Terms: Customer agrees to pay to Instructure the applicable fees set forth on this order form.

For the initial term Customer must pay such amount to Instructure on the date of this order. For each subsequent term, Instructure will invoice Customer 30 days prior to the beginning of such term and Customer must pay such invoice within 30 days of receipt.

Duration: This order begins on the initial date listed above under Term, and continues until the last date listed above, unless sooner terminated under the Agreement.

Terms: This order is governed by the terms of Master Subscription Services Agreement between the parties (Agreement), which terms are incorporated into this order for all purposes. If there is a conflict between the terms of this order and the Agreement, this order governs. This order and the Agreement are the entire agreement between the parties, and they supersede and replace all prior and contemporaneous negotiations, agreements, representations and discussions regarding this subject matter. Only a signed writing of the parties may amend this order. Any terms used in this order but not defined, will use the definitions in the Agreement.

ISD 709 Duluth Public Schools

Signature:	
Name:	
Title:	
Date:	

Instructure, Inc.

Signature:	
 Name:	
Title:	
Date:	



Services Order Form

Customer Contact Information

Customer ISD 709 Duluth Public Schools Contact William Gronseth

Address 15 N. 1st Avenue East Phone (218) 336-8752

City Duluth
State/Province Minnesota

Email william.gronseth@isd709.org

Zip/Postal Code 55802 Country United States

Year 1										
Description	Te	rm	Metric	Quantity	Price	Total				
Canvas Cloud Subscription	7/1/2015	6/30/2016	User	2,000	\$10.00	\$20,000.00				
Premium Support	7/1/2015	6/30/2016	20% of subscription (Min 2.5K)	1	\$4,000.00	\$4,000.00				
Tier 1 Support Faculty Only	7/1/2015	6/30/2016	10% of subscription (min 1k)	2,000	\$1.00	\$2,000.00				
					Sub-Total	\$26,000.00				

Year 2								
Description	Term		Metric	Quantity	Price	Total		
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ISD 709 Duluth Public Schools

Signature:	
Name:	
Title:	
Date:	

Instructure, Inc.

Signature:	
Name:	
Title:	
Date:	



Master Subscription Services Agreement

This agreement is between Instructure, Inc., a Delaware corporation (Instructure), and the entity or individual agreeing to these terms and identified in the signature line below (Customer). It is effective as of the date of the last signature set forth below.

LEARNING MANAGEMENT SYSTEM SOFTWARE SERVICE. With a signed order, Instructure will provide its learning management system software as a service through a URL within a hosted server environment under the terms below (**Service**). This agreement contemplates one or more orders for the Service, which are governed by the terms of this agreement. **User** means a participant, instructor, or administrator of Customer's organization, who is authorized by Customer to use the Service (and Customer has paid for this use) with login credentials.

(1) USE OF SERVICE.

- a). Customer Owned Content. All information, data, results, plans, sketches, texts, files, links, images, photos, videos, audio files, notes, or other materials uploaded under Customer's User accounts in the Service remain the sole property of Customer, as between Instructure and Customer (Customer Content). Customer grants Instructure the worldwide, royalty-free right to use, publicly display, and distribute the Customer Content solely for purposes of performing its obligations under this agreement and providing and improving the Services. During the term of this agreement and for 3 months after expiration or termination, Customer may export the Customer Content through the API or by using the export feature within the Service. Instructure has no obligation to store the Customer Content 3 months after expiration or termination.
- b). API Access. Instructure provides access to its application-programming interface (API) as part of the Service for no additional fee. Subject to the other terms of this agreement, Instructure grants Customer a non-exclusive, nontransferable, revocable license to operate the API only for purposes of interfacing Customer's technology applications or services with the Service as allowed by the API's technical limitations and in accordance with the API Policy, as may be updated by Instructure from time to time. The Instructure API Policy is located at http://www.canvasims.com/policies/api-policy
- c). **Customer Responsibilities.** Customer (i) is solely responsible for Customer Content and all activities arising from its User accounts in the Service, (ii) must keep its passwords secure and confidential, and notify Instructure promptly of any known or suspected unauthorized access, and (iii) may use the Service only in accordance with applicable law and regulation.
- d). Customer Restrictions. Customer may not, and will use reasonable means to ensure that each User does not,
 - i. sell, resell, rent, or lease the Service or API;
 - ii. reverse engineer the Service or the API;
 - iii. remove or modify any proprietary marking or restrictive legends in the Service;
 - iv. use the Service to store or transmit infringing, unsolicited marketing emails, libelous, obscene, deceptive, defamatory, pornographic, racist, sexual, hateful, or otherwise objectionable (except as necessary for Customer's instructional purposes, but in all cases in compliance with applicable law and regulation), unlawful or tortious material, or any other material in violation of a third-party right;
 - v. use the Service to harm or impersonate any person, or for any commercial purpose (including accessing the Service to build a competitive service or product, or copy any feature, function or graphic for competitive purposes);
 - vi. interfere with or disrupt the integrity or performance of the Service; or
 - vii. attempt to gain unauthorized access to the Service or their related systems or networks.
- e). **Customer Support**. Instructure must provide customer support for the Service under the terms of Instructure's Customer Support (**Support**), which are located at http://www.canvaslms.com/policies/support-terms.

(2) PAYMENT TERMS.

Customer must pay all fees as specified on the order, but if not specified then within 30 days of receipt of an invoice. Customer is responsible for the payment of all sales, use, VAT and other similar taxes. All orders are non-cancelable and the fees are non-refundable (except as expressly provided below).

(3) WARRANTY/SERVICE LEVEL AGREEMENT AND REMEDY.

a). Compliance with Laws. Each party represents and warrants to the other party that it will comply with all applicable laws and regulations (including all applicable export control laws and restrictions) with respect to its activities under this agreement. Instructure will implement reasonable and typical administrative, technical, and physical safeguards in an effort to secure its facilities and systems from unauthorized access and to secure the Customer Confidential Information (defined below) and data. Instructure agrees to only use or disclose personal information records created or received from, by, or on behalf of Customer or its Users for the purposes of (a) providing and improving the Services and in accordance with the Instructure Privacy Policy, except that Instructure may create, use, and disclose de-identified and aggregated data based upon personal information records for its own purposes, (b) as

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permitted by this agreement, (c) as required by law or regulation, or (d) as authorized by Customer in writing. Notwithstanding the foregoing, Instructure may access, preserve, and disclose User's registration and any other information if required to do so based on Instructure's good faith belief that such access, preservation, or disclosure is necessary to: (i) enforce this agreement; (ii) respond to claims of a violation of the rights of third parties, whether or not the third party is a User, individual, or government agency; (iii) respond to customer service inquiries; or (iv) protect the rights, property, or personal safety of Instructure, other users or the public.

b). Service Availability Warranty. Instructure warrants to Customer, (i) that commercially reasonable efforts will be made to maintain the online availability of the Service for a minimum availability in a trailing 365-day period as provided below (excluding scheduled outages, standard maintenance windows, force majeure, and outages that result from any technology issue originating from Customer or a User), (ii) the functionality or features of the Service may change but will not materially degrade during the Term, and (iii) that Support may change but will not materially degrade during the Term.

Annual Availability Warranty: 99.9% availability percentage

- If Customer has been using the Service for less than 365 days, the preceding 365 days will be used, but any days prior to Customer's use of the Service will be deemed to have had 100% availability.
- Any unavailability occurring prior to a successful credit claim cannot be used for any future claims.

A Customer is eligible for a service credit if the annual availability percentage drops below 99.9% for the preceding 365 days from the date of a service credit claim. The maximum amount of the credit is 1/12 of the annual subscription fee for a twelve (12) month period. This service credit is calculated by taking the number of hours that the Service was unavailable below the warranty, and multiplying it by 3% of 1/12 the annual subscription fee. Customer's sole and exclusive remedy for breach of the warranty in this Section 3(b)(i) will be for Instructure to provide a credit as provided above; provided that Customer notifies Instructure in writing of such claim within the applicable month Customer becomes eligible or 30 days after.

- c). Third Party Links/Service Disclaimer. The Service may link to third party web sites (including without limitation, links provided by Users of the Service) or allow access to third-party services (including without limitation, turnitin.com and Google docs). Such sites and services are not under the control of Instructure, and Instructure is not responsible for the content or any link on such sites or for the temporary or permanent unavailability of such third party sites or services.
- d). Warranty Disclaimer. EXCEPT AS EXPRESSLY PROVIDED IN THIS SECTION, INSTRUCTURE DISCLAIMS ALL WARRANTIES, WHETHER WRITTEN, ORAL, EXPRESS, IMPLIED, OR STATUTORY, INCLUDING, WITHOUT LIMITATION, THE IMPLIED WARRANTIES OF MERCHANTABILITY, TITLE, NON-INFRINGEMENT, AND FITNESS FOR A PARTICULAR PURPOSE. COMPANY DOES NOT WARRANT THAT THE SERVICE WILL BE UNINTERRUPTED OR BE ERROR-FREE.

(4) MUTUAL CONFIDENTIALITY.

- a). **Definition of Confidential Information**. Confidential Information means all confidential information disclosed by a party (Discloser) to the other party (Recipient), whether orally or in writing, that is designated as confidential or that reasonably should be understood to be confidential given the nature of the information and the circumstances of disclosure (Confidential Information).
- b). Protection of Confidential Information. The Recipient will protect the Confidential Information using the same degree of care that it uses to protect the confidentiality of its own Confidential Information (but in no event less than reasonable care). The Recipient shall not disclose or use any Confidential Information of the Discloser for any purpose outside the scope of this agreement. The Recipient must make commercially reasonable efforts to limit access to Confidential Information of Discloser to those of its employees and contractors who need such access for purposes consistent with this agreement and who have signed confidentiality agreements with Recipient no less restrictive than the confidentiality terms of this agreement.
- c). **Exclusions.** Confidential Information *excludes* information that: (i) is or becomes generally known to the public without breach of any obligation owed to Discloser, (ii) was known to the Recipient prior to its disclosure by the Discloser without breach of any obligation owed to the Discloser, (iii) is received from a third party without breach of any obligation owed to Discloser, or (iv) was independently developed by the Recipient without use or access to the Confidential Information. Notwithstanding any of the foregoing, the Recipient may disclose Confidential Information to the extent required by law or court order, but will provide Discloser with advance notice to seek a protective order.

(5) PROPRIETARY RIGHTS.

a). Reservation of Rights by Instructure. The software, workflow processes, user interface, designs, know-how, API information, third party technology and other technologies provided by Instructure as part of the Service are the proprietary property of Instructure and its licensors, and all right, title and interest in and to such items, including all associated intellectual property rights, remain only with Instructure and its licensors. Instructure reserves all rights unless expressly granted in this agreement.

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b). **Feedback.** Instructure may contact each User (no more than once each year) for the *sole purpose* of seeking feedback regarding performance of the Service and suggestions for improvements (such feedback will be stored in anonymous and aggregate form). Customer, and each User (to the extent Customer has such right), hereby grants Instructure an irrevocable, royalty-free perpetual license to use all feedback and suggestions regarding the Service.

(6) EXCLUSION OF DAMAGES AND LIMITATION OF LIABILITY.

- a). **EXCLUSION OF CERTAIN DAMAGES.** INSTRUCTURE AND ITS SUPPLIERS SHALL NOT BE LIABLE TO CUSTOMER FOR ANY INDIRECT, SPECIAL, EXEMPLARY, PUNITIVE, INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF OR RELATED TO THIS AGREEMENT OR THE USE OR INABILITY TO USE THE SERVICES (INCLUDING, WITHOUT LIMITATION, COSTS OF DELAY, LOSS OF DATA, RECORDS OR INFORMATION, AND ANY FAILURE OF DELIVERY OF THE SERVICE), EVEN IF INSTRUCTURE HAS BEEN NOTIFIED OF THE LIKELIHOOD OF SUCH DAMAGES.
- b). LIMITATION OF LIABILITY. EXCEPT FOR INSTRUCTURE'S INTELLECTUAL PROPERTY INDEMNITY OBLIGATIONS IN SECTION 9, INSTRUCTURE'S MAXIMUM LIABILITY FOR DAMAGAES ARISING OUT OF OR RELATED TO THIS AGREEMENT (WHETHER IN CONTRACT, TORT OR OTHERWISE) SHALL NOT EXCEED THE AMOUNT PAID BY CUSTOMER WITHIN THE PRECEDING 12 MONTHS UNDER THIS AGREEMENT.

(7) TERM, TERMINATION, AND SUSPENSION OF SERVICE.

- a). Term. This agreement continues for the duration specified on the order (Term).
- b). **Mutual Termination for Material Breach.** If either party is in material breach of this agreement (including without limitation non-payment of any amounts owed Instructure), the other party may terminate this agreement at the end of a written 30-day notice/cure period, if the breach has not been cured.
- c). **Return or Destroy Upon Termination.** Upon termination or expiration of this agreement for any reason, Customer must pay Instructure all amounts owed, and destroy or return all property of Instructure. Customer will confirm this destruction or return requirement in writing upon request of Instructure.
- d). Suspension of Service and Removal of Customer Content for Violations of Law or Policy. Instructure may immediately suspend the Service and remove applicable Customer Content if it in good faith believes that, as part of using the Service, Customer and/or its Users may have violated a law or a restriction in this agreement. Instructure may try to contact Customer in advance, but it is not required to do so.

(8) GOVERNING LAW AND FORUM,

This agreement is governed by the laws of the State of Utah, without regard to conflict of law principles. Any dispute arising out of or related to this agreement may only be brought in the state and federal courts for Salt Lake County, UT. Both parties consent to the personal jurisdiction of such courts and waive any claim that it is an inconvenient forum. Nothing in this agreement prevents either party from seeking injunctive relief in a court of competent jurisdiction. The prevailing party in any litigation is entitled to recover its attorneys' fees and costs from the other party. The Convention on Contracts for the International Sale of Goods does not apply to this agreement.

(9) INFRINGEMENT INDEMNITY.

By Instructure. If a third-party claims that the Service (other than related to any Customer Content) infringes that party's U.S patent, copyright or other proprietary right, Instructure will defend Customer against that claim at Instructure's expense and pay all costs, damages, and attorney's fees, that a court finally awards or that are included in a settlement approved by Instructure, provided that Customer:

- i. promptly notifies Instructure in writing of the claim; and
- ii. allows Instructure to control, and cooperates with Instructure in, the defense and any related settlement.

If such a claim is made, Instructure may continue to enable Customer to use the Service or to modify it such that it becomes non-infringing. If Instructure determines that these alternatives are not reasonably available, Instructure may terminate the Service without any liability to Customer upon notice to Customer and with the return of any prepaid and unused fees. The infringement indemnity obligations in this Section 9(a) does not apply to the extent the infringement claim arises from (a) any technology not provided by Instructure or otherwise identified by Instructure in writing as interoperable, (b) use of the Service other than in accordance with this agreement and the applicable Services documentation, (c) the Customer Content, and/or (d) modification or alteration to the Services by anyone other than Instructure.

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By Customer. If a third-party makes a claim against Instructure that any part of the Customer Content infringes or violates a patent, trademark, trade secret, copyright or other intellectual property right, Customer will defend instructure against that claim at Customer's expense and pay all costs, damages, and attorney's fees, that a court finally awards or that are included in a settlement approved by Customer, provided that Instructure:

- i. promptly notifies Customer in writing of the claim; and
- ii. allows Customer to control, and cooperates with Customer in, the defense and any related settlement.

(10) MISCELLANEOUS OTHER TERMS.

- a). Money Damages Insufficient. Each party acknowledges and agrees that any threatened or actual breach by a party of this agreement or violation of the other party's intellectual property rights could cause irreparable injury or harm to the other party for which monetary damages would be an inadequate remedy. In such case, the other party may seek a court order, without the requirement of posting bond, to stop any breach or avoid any future breach.
- b). **Entire Agreement and Changes.** This agreement and the corresponding orders constitute the entire agreement between the parties, and supersede all prior or contemporaneous negotiations, agreements and representations, whether oral or written, related to this subject matter. No modification or waiver of any term of this agreement is effective unless both parties sign it.
- c). **Publicity**. Customer agrees to act as a reference account that will, upon Instructure's reasonable request, provide Service-related comments to the press, potential investors, and current or prospective customers and participate in Service-related case studies. Customer agrees to issue joint press releases with Instructure regarding the Service, as approved by Instructure. Customer agrees to allow Instructure to use its name, logo and non-competitive use details in both text and pictures in its various marketing communications and materials, in accordance with Customer's trademark guidelines and policies.
- d). **No Assignment.** Neither party may assign or transfer this agreement or an order to a third party, except that this agreement with all orders may be assigned as part of a merger, or sale of all or substantially all of the business or assets, of a party.
- e). Independent Contractors. The parties are independent contractors with respect to each other.
- f). **Enforceability**. If any term of this agreement is invalid or unenforceable, the other terms remain in effect and the invalid or unenforceable provision will be deemed modified so that it is valid and enforceable to the maximum extent permitted by law.
- g). No Additional Terms. Instructure rejects additional or conflicting terms of any Customer form-purchasing document.
- h). Order of Precedence. If there is an inconsistency between this agreement and an order, the order prevails.
- i). **Survival of Terms**. Any terms that by their nature survive termination or expiration of this agreement, will survive (including, but not limited to, Sections 4, 5, 6, and 9).
- j). **Notices.** For purposes of service messages and notices about the Service, Instructure may place a banner notice or send an email to an email address associated with an account. It is the User's responsibility to ensure that a current email address is associated with their account.
- k). **Force Majeure.** Any delay in the performance of any duties or obligations of either party (except the payment of money owed) will not be considered a breach of this agreement if such delay is caused by a labor dispute, shortage of materials, fire, earthquake, flood, or any other event beyond the control of such party.

	(Customer)	Instructure, Inc.
Signature		Signature
Name		Name
Title		Title
Date		Date
Address	on contract to contract to the district of the contract of the	6330 South 3000 East, Suite 700 Salt Lake City, UT 84121