



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: July 20, 2022

Agenda Section: Consent

Agenda Item Title: Amplify Texas Curriculum PD for 2022/2023 & 2023/2024 School Year

From: Millicent Marcha, Chief Academic Officer

Additional Presenters if Applicable: Eve Prado, ELAR Coordinator

Description: The TCLAS Grant provides funding to provide professional development for our CRIMSI High Quality Instructional Materials. For effective and sustainable implementation, professional development must directly prioritize classroom instruction and develop necessary capacity among key stakeholders-district leads, principals, instructional leaders/coaches, and teachers. Professional development includes both training and coaching support over multiple years to incrementally develop the knowledge and skills needed for a self-sustaining implementation. Training equips stakeholders with the information and tools they need for a successful program implementation and initially, focuses heavily on updating day to day processes, activities, tools, and protocols to ensure a coherent approach to literacy instruction. Coaching provides real-time context for application and skill building to develop effective habits of teaching that produce excellent student outcomes.

Historical Data: This is the first year we are using Amplify Texas for our core curriculum program for K-8th Grade

Recommendation: Consent to Approve Amplify Texas Curriculum PD for 2022/2023 & 2023/2024 School Year.

Funding Budget Code and Amount: 429 E 11 6299 00 809 2 30 00 05; \$137,300.00

Amplify.

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South San ISD Amplify Professional Development Two Year Proposal

Effective Implementation: Changing Practice

For effective and sustainable implementation, professional development must *directly prioritize classroom instruction* and develop necessary capacity among key stakeholders -- district leads, principals, instructional leaders/coaches, and teachers. **Professional development includes both training and coaching support** over multiple years to incrementally develop the knowledge and skills needed for a self-sustaining implementation. **Training** equips stakeholders with the information and tools they need for a successful program implementation and initially, focuses heavily on updating day to day processes, activities, tools, and protocols to ensure a coherent approach to literacy instruction. **Coaching** provides real-time context for application and skill building to develop effective habits of teaching that produce excellent student outcomes.

K-5 ELAR/SLAR and 6-8 ELAR

This professional development package is designed to support teachers, schools, and district leaders in effectively implementing Amplify Texas ELAR/SLAR. This professional development package draws from our individual training sessions and includes additional support, such as online learning modules and year-long, remote support and change management services. Amplify would welcome the opportunity to partner with the district to further customize a professional development package to meet their individual needs.

The pricing for the professional development packages below is only applicable for a district-wide Amplify Texas ELAR adoption. We welcome the opportunity to partner with South San ISD to customize the approach to professional development, and we will work with the District to finalize the support plan based on detailed conversations around implementation scale and budgetary constraints. Below are recommended number of sessions, accommodating 30 participants per session.

K-5 ELAR/SLAR Audience	Delivery Method, Audience, and Session Title	Total Cost
<p>Year 1</p> <p>Initial Implementation - All Sessions Onsite</p>	<p><u>Initial Training Sessions for Teachers</u></p> <p>(3) K-2 Comprehensive Texas ELAR Initial Trainings-Knowledge/Skills, 1 day (onsite)</p> <p>(3) 3-5 Comprehensive Texas ELAR Initial Trainings, 1 day (onsite)</p> <p>(1) K-2 Comprehensive Texas SLAR Initial Trainings-Knowledge/Skills, 1 day (onsite)</p> <p>(1) 3-5 Comprehensive Texas SLAR Initial Trainings, 1 day (onsite)</p> <p>(1) K-5 Initial Training for Leaders, ½ day</p> <p>Partnership Support: Partner Consultations for District Leaders (ongoing, at least monthly)</p>	<p>\$9,600</p> <p>\$9,600</p> <p>\$3,200</p> <p>\$3,200</p> <p>\$2,500</p> <p>\$25,000</p>
<p>K-5 ELAR/SLAR</p> <p>Year 1</p> <p>Recommended Strengthening -</p> <p>Year 1 Total</p>	<p><u>Strengthen/Coaching Training Sessions for Teachers</u></p> <p>(2) Texas ELAR K-2 Enhancing Planning and Practice, ½ day AM/PM consecutive sessions</p> <p>(2) Texas ELAR 3-5 Enhancing Planning and Practice, ½ day- AM/PM consecutive sessions</p> <p>(1) Texas K-5 Leaders Strengthening Training, ½ day Audience: Principals</p> <p>(1) Texas K-5 Leaders Enhancing Observations for K-5 Leaders-Strengthening Training, ½ day Audience: Principals</p> <p>(3) Campus Onsite Coaching 2 days consecutive - (onsite)</p>	<p>\$6,400</p> <p>\$6,400</p> <p>\$2,500</p> <p>\$2,500</p> <p>\$14,400</p> <p>\$85,300</p>

K-5 ELAR/SLAR Year 2	<p><u>Initial Training Sessions for Teachers: New Teachers to Amplify</u></p> <p>(1) K-2 Comprehensive Texas ELAR Initial Trainings-Knowledge/Skills, 1 day (onsite) \$3,200</p> <p>(1) 3-5 Comprehensive Texas ELAR Initial Trainings, 1 day (onsite) \$3,200</p> <p>(1) K-2 Comprehensive Texas SLAR Initial Trainings-Knowledge/Skills, 1 day (onsite) \$3,200</p> <p>(1) 3-5 Comprehensive Texas SLAR Initial Trainings, 1 day (onsite) \$3,200</p> <p>(1) K-5 Initial Training for Leaders, ½ day \$2500</p> <p><u>Strengthening Consultations. Three, one-hour remote consultations for Teachers</u></p> <p>(8) Student Engagement, Pacing, and Supporting All Learners ½ day or - 3 one hour (remote) \$8,000</p> <p>((2) Texas ELAR K-2 Enhancing Planning and Practice: Writing, ½ day AM/PM consecutive sessions \$6,400</p> <p>(2) Texas ELAR 3-5 Enhancing Planning and Practice:Writing, ½ day-AM/PM consecutive session \$6,400</p> <p>(1) Texas K-5 Leaders Enhancing Observations for K-5 Leaders-Strengthening Training, ½ day Audience: Principals \$2,500</p> <p>(3) Campus Onsite Coaching 2 days consecutive - (onsite) \$14,400</p> <p>Year 2 Total: \$53,000</p>	
Year 1 6-8 ELAR	Delivery Method, Audience, and Session Title	Total Cost
Initial Implementation	<p><u>Initial Training Sessions</u></p> <p>(2) Amplify ELAR Texas Initial Training for teachers, 1-day onsite \$6,400</p> <p>(1) Amplify ELAR Texas Initial Training for leaders, ½ day onsite \$2,500</p> <p>(1) Amplify ELAR Texas Initial Training for coaches, ½ day onsite \$2,500</p>	

Recommended Strengthening	<u>Strengthening/Coaching Training Sessions</u> (2) Strengthening sessions, am/pm consecutive for 6-8 teachers (2) Onsite coaching sessions	\$6,400 \$6,400
6-8 Total:		\$24,000
Total Cost		\$162,300
District Discount		(\$25,000)
Final Cost		\$137,300

Onsite Training, Remote Training & Coaching

Year 1

Initial Training Sessions:

Training for Teachers: K-2 Comprehensive Initial Trainings, and 3-5 Comprehensive Initial Training for Texas ELAR/SLAR, 1-day

Prepares teachers to effectively implement Texas ELAR Skills and Knowledge Strands in their classrooms; covers program principles, unit and lesson design, and key instructional practices.

- Timing: Before 22-23 school year begins
- Duration: One day K-2 for up to 30 participants
- # of Sessions: (3) K-2 ELAR, (3) 3-5 ELAR (1) SLAR K-3 (1) SLAR 3-5
- Recommendation:
 - New teachers
 - Instructional Coaches and Principals in attendance

Initial Training for K–5 Instructional Leaders, ½ day (remote)

Prepare to implement and support Texas ELAR/SLAR instruction in your schools! Learn how Texas ELAR/SLAR supports students to build literacy skills in the early grades and move among reading, writing, speaking and listening, and language activities in the upper grades. Understand the purpose of the Texas ELAR/SLAR program (Skills, Knowledge, and Integrated Strands) and identify components of the Texas ELAR design principles within lessons. Participants will begin creating an action plan to support communication and change management related to Texas ELAR/SLAR to staff, parents, and other stakeholders. Participants will leave with an action plan to support communication and change management related to Texas ELAR/SLAR to staff, parents, and other stakeholders.

- Timing: Before 22-23 school year begins or 23-23 school year
- Duration: 1/2 day for up to 30 participants
- # of Sessions: 1 session for year 1 and 1 session for year 2
- Recommendation:
 - School administrators, Instructional Coaches, and other building and/or district instructional leaders

Partner Consultations for District Leaders

Implementation calls focused on addressing implementation and pedagogical questions and professional development planning. Services will include program review consultations at mid- and end of the year and ongoing pedagogical support available online and by phone 365 days/year for teachers, school leaders, and/or district leaders.

- Timing: Ongoing
- Duration: Bi-weekly check-in calls; Program review consultations at mid- and end of year; Partner onsite visits

Year 2**Strengthening and/or Coaching:****Training for Teachers: Strengthening Implementation**

Districts can use Strengthening Days flexibly based on implementation needs in order to effectively train their educators. Strengthening Days can include follow-up professional development sessions (see our menu of individual training sessions below) and/or onsite coaching visits conducted at schools.

- Timing: Flexible after 4-6 weeks of implementation
- Duration: ½ day sessions for up to 30 participants per session.
- # of Sessions: (2) K-2 ELAR, (2) 3-5 ELAR, - all AM/PM sessions (1) SLAR for K-2 and (1) SLAR 3-5
- Possible Strengthening half-day sessions include:
 - Enhancing Planning & Practice
 - Writing
 - Enhancing Planning and Instruction for English Language Learners, K-5 teachers
 - Enhancing Planning and Instruction for Students with Special Needs, K-5 teachers

Strengthening Consultations, Three, one-hour remote consultations - Year 2

These 60-minute sessions will focus on a specific topic that will deepen educators' understanding of CKLA and equip them with the support they need to drive toward stronger student outcomes.

- Timing: Flexible
- Duration: 3, one-hour remote sessions
- Topics included:

Student engagement: Teachers will identify student-centered teacher moves and incorporate student-centered engagement strategies into their daily lesson implementation.

Pacing: Teachers will identify strategies to improve pacing and incorporate them into their daily lesson implementation.

Supporting all learners: Teachers will maximize their ability to support all learners within Amplify through an examination of embedded and additional supports

Training for Teachers: Onsite Coaching Sessions

Texas ELAR onsite coaching sessions are geared to meet the needs of individual schools and teachers in order to strengthen program implementation. Texas ELAR facilitators will work with district or school leads to design the format of the onsite session. Onsite coaching agendas may include a combination of the following services: Lesson modeling (conducted by a Texas ELAR facilitator) and debrief, grade-level planning, classroom observations and feedback, and Leadership consultation. The flexible onsite coaching design allows a collaborative approach to support effective program implementation. Coaching visits can include a full day at a single school or two half-day visits to two different schools.

- Timing: Flexible
- Duration: 2 days consecutive for a total of 6 days
- Onsite coaching visits can include observation and feedback, modeling, coaches leading PLCs, coaches leading team planning, or a combination based on school and/or district need.
- Participants: Teachers/Leaders



Price Quote

Amplify

55 Washington Street, Suite 800
Brooklyn, NY 11201
Phone: (800) 823-1969
Fax: (646) 403-4700

Quote #: Q-157757-2
Date: 7/1/2022
Expires On: 7/31/2022

Customer Contact Information

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Amplify Contact Information

Carla Small
Sales support
csmall@amplify.com

2 YEAR PD PROPOSAL K-8
PLEASE REFER TO TRAINING DETAILS UNDER SEPARATE COVER

PROFESSIONAL DEVELOPMENT	QUANTITY	PRICE	TOTAL PRICE
Amplify Texas ELAR Special PD Package	1.00	\$111,700.00	\$111,700.00
TOTAL		\$111,700.00	\$111,700.00

GRAND TOTAL \$111,700.00

Scope and Duration

Payment Terms:

- This Price Quote (including all pricing and other terms) is valid through Quote Expiration Date stated above.
- Payment terms: net 30 days.
- Prices do not include sales tax, if applicable.
- Pricing terms in the Price Quote are based on the scope of purchase and other terms herein.
- The Federal Tax ID # for Amplify Education, Inc. is 13-4125483. A copy of Amplify's W-9 can be found at: <http://www.amplify.com/w-9.pdf>

License and Services Term:

- Licenses: 07/01/2022 until 06/30/2023.
- Services: 18 months from order date. Unless otherwise stated above, all training and other services purchased must be scheduled and delivered within such term or will be forfeited.

Special Terms:

- FOR SHIPPED MATERIALS:
 - Expedited shipping is available at extra charge.
 - Print materials and kits are non-returnable and non-refundable, except in the case of defective or missing materials reported by Customer within 60 days of receipt.
- FOR SERVICES:

- Training and professional development sessions cancelled with less than one week notice will be deemed delivered.

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Please include these three documents with your order:

- Authorized purchase order or check
- A copy of your Price Quote
- A copy of your Tax-Exemption Certificate

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4. Reservation of Rights. SUBSCRIPTION PRODUCTS ARE LICENSED, NOT SOLD. Subject to the limited rights expressly granted hereunder, all rights, title and interest in and to all Products, including all related IP Rights, are and shall remain the sole and exclusive property of Amplify or its third-party licensors. "IP Rights" means, collectively, rights under patent, trademark, copyright and trade secret laws, and any other intellectual property or proprietary rights recognized in any country or jurisdiction worldwide. Customer shall notify Amplify of any violation of Amplify's IP Rights in the Products, and shall reasonably assist Amplify as necessary to remedy any such violation. Amplify Products are protected by patents (see <http://www.amplify.com/virtual-patent-marking>).

5. Payments. In consideration of the Products, Customer will pay to Amplify (or other party designated on the Quote) the fees specified in the Quote in full within 30 days of the date of invoice, except as otherwise agreed by the parties or for those amounts that are subject to a good faith dispute of which Customer has notified Amplify in writing. Customer shall be responsible for all state or local sales, use or gross receipts taxes, and federal excise taxes unless Customer provides a then-current tax exemption certificate in advance of the delivery, license, or performance of any Product, as applicable.

6. Shipments. Unless otherwise specified on the Quote, physical Products will be shipped FOB origin in the US (Incoterms 2010 EXW outside of the US) and are deemed accepted by Customer upon receipt. Upon acceptance of such Products, orders are non-refundable, non-returnable, and non-exchangeable, except in the case of defective or missing materials reported by Customer within 60 days of receipt.

7. Account Information. For subscription Products, the authentication of Authorized Users is based in part upon information supplied by Customer or Authorized Users, as applicable. Customer will and will cause its Authorized Users to (a) provide accurate information to Amplify or a third-party authentication service as applicable, and promptly report any changes to such information, (b) not share or allow others to use their account, (c) maintain the confidentiality and security of their account information, and (d) use the Products solely via such authorized accounts. Customer agrees to notify Amplify immediately of any unauthorized use of its or its Authorized Users' accounts or related authentication information. Amplify will not be responsible for any losses arising out of the unauthorized use of accounts created by or for Customer and its Authorized Users.

8. Confidentiality. Customer acknowledges that, in connection with this Agreement, Amplify has provided or will provide to Customer and its Authorized Users certain sensitive or proprietary information, including software, source code, assessment instruments, research, designs, methods, processes, customer lists, training materials, product documentation, know-how and trade secrets, in whatever form ("Confidential Information"). Customer agrees (a) not to use Confidential Information for any purpose other than use of the Products in accordance with this Agreement and (b) to take all steps reasonably necessary to maintain and protect the Confidential Information of Amplify in strict confidence. Confidential Information shall not include information that, as evidenced by Customer's contemporaneous written records: (i) is or becomes publicly available through no fault of Customer; (ii) is rightfully known to Customer prior to the time of its disclosure; (iii) has been independently developed by Customer without any use of the Confidential Information; or (iv) is subsequently learned from a third party not under any confidentiality obligation.

9. Student Data. The parties acknowledge and agree that Customer is subject to federal and local laws relating to the protection of personally identifiable information of students ("PII"), including the Family Educational Rights and Privacy Act ("FERPA"), and that Amplify is obtaining such PII as a "school official" under Section 99.31 of FERPA for the purpose of providing the Products hereunder. Subject to the terms and conditions of this Agreement, Amplify will not take any action to cause Customer to be out of compliance

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10. Customer Materials. Customer represents, warrants, and covenants that it has all the necessary rights, including consents and IP Rights, in connection with any data, information, content, and other materials provided to or collected by Amplify on behalf of Customer or its Authorized Users using the Products or otherwise in connection with this Agreement ("Customer Materials"), and that Amplify has the right to use such Customer Materials as contemplated hereunder or for any other purposes required by Customer. Customer is solely responsible for the accuracy, integrity, completeness, quality, legality, and safety of such Customer Materials. Customer is responsible for meeting hardware, software, telecommunications, and other requirements listed at <http://www.amplify.com/customer-requirements>.

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13. Term; Termination. This Agreement will be in effect for the duration specified in the Quote and may be renewed or extended by mutual agreement of the parties. Without prejudice to any rights either party may have under this Agreement, in law, equity or otherwise, a party shall have the right to terminate this Agreement if the other party (or in the case of Amplify, an Authorized User) materially breaches any term, provision, warranty or representation under this Agreement and fails to correct the breach within 30 days of its receipt of written notice thereof. Upon termination, Customer will: (a) cease using the Products, (b) return, purge or destroy (as directed by Amplify) all copies of any Products and, if so requested, certify to Amplify in writing that such surrender or destruction has occurred, (c) pay any fees due and owing hereunder, and (d) not be entitled to a refund of any fees previously paid, unless otherwise specified in the Quote. Customer will be responsible the cost of any continued use of Products following such termination. Upon termination, Amplify will return or destroy any PII of students provided to Amplify hereunder. Notwithstanding the foregoing, nothing shall require Amplify to return or destroy any data that does not include PII, including de-identified information or data that is derived from access to PII but which does not contain PII. Sections 3-13 shall survive the termination of this Agreement.

14. Miscellaneous. This Agreement, including all addendums, attachments and the Quote, as applicable, constitutes the entire agreement between the parties relating to the subject matter hereof. The provisions of this Agreement shall supersede any conflicting terms and conditions in any Customer purchase order, other correspondence or verbal communication, and shall supersede and cancel all prior agreements, written or oral, between the parties relating to the subject matter hereof. This Agreement may not be modified except in writing signed by both parties. All defined terms in this Agreement shall apply to their singular and plural forms, as applicable. The word "including" means "including without limitation." This Agreement shall be governed by and construed and enforced in accordance with the laws of the state of New York, without giving effect to the choice of law rules thereof. This Agreement will be binding upon and inure to the benefit of the parties and their respective successors and assigns. The parties expressly understand and agree that their relationship is that of independent contractors. Nothing in this Agreement shall constitute one party as an employee, agent, joint venture partner, or servant of another. Each party is solely responsible for all of its employees and agents and its labor

costs and expenses arising in connection herewith. Neither this Agreement nor any of the rights, interests or obligations hereunder may be assigned or delegated by Customer or any Authorized User without the prior written consent of Amplify. If one or more of the provisions contained in this Agreement shall for any reason be held to be unenforceable at law, such provisions shall be construed by the appropriate judicial body to limit or reduce such provision or provisions so as to be enforceable to the maximum extent compatible with applicable law. Amplify shall have no liability to Customer or to third parties for any failure or delay in performing any obligation under this Agreement due to circumstances beyond its reasonable control, including acts of God or nature, fire, earthquake, flood, epidemic, strikes, labor stoppages or slowdowns, civil disturbances or terrorism, national or regional emergencies, supply shortages or delays, action by any governmental authority, or interruptions in power, communications, satellites, the Internet, or any other network.

We are delighted to work with you and we thank you for your order!

Amplify Education, Inc. - Confidential Information



Price Quote

Amplify

55 Washington Street, Suite 800
Brooklyn, NY 11201
Phone: (800) 823-1969
Fax: (646) 403-4700

Quote #: Q-152959-2
Date: 6/17/2022
Expires On: 7/17/2022

Customer Contact Information

Eve Prado
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210-977-7000 3576
eve.prado@southsanisd.net

Amplify Contact Information

Carla Small
Sales support
csmall@amplify.com

Please refer to Product Description section below for more detail.

PROFESSIONAL DEVELOPMENT	QUANTITY	PRICE	TOTAL PRICE
Amplify Texas ELAR GK-2 Initial Training for Teachers (1 Day Onsite)	3.00	\$3,200.00	\$9,600.00
Amplify Texas SLAR GK-2 Initial Training for Teachers (1 Day Onsite)	1.00	\$3,200.00	\$3,200.00
Amplify Texas ELAR G3-5 Initial Training for Teachers (1 Day Onsite)	3.00	\$3,200.00	\$9,600.00
Amplify Texas SLAR G3-5 Initial Training for Teachers (1 Day Onsite)	1.00	\$3,200.00	\$3,200.00
TOTAL		\$12,800.00	\$25,600.00

GRAND TOTAL

\$25,600.00

Notes

TRAINING DATE TO BE CONFIRMED

Scope and Duration

Payment Terms:

- This Price Quote (including all pricing and other terms) is valid through Quote Expiration Date stated above.
- Payment terms: net 30 days.
- Prices do not include sales tax, if applicable.
- Pricing terms in the Price Quote are based on the scope of purchase and other terms herein.
- The Federal Tax ID # for Amplify Education, Inc. is 13-4125483. A copy of Amplify's W-9 can be found at: <http://www.amplify.com/w-9.pdf>

License and Services Term:

- Licenses: 07/01/2022 until 06/30/2023.

- Services: 18 months from order date. Unless otherwise stated above, all training and other services purchased must be scheduled and delivered within such term or will be forfeited.

Special Terms:

- FOR SHIPPED MATERIALS:
 - Expedited shipping is available at extra charge.
 - Print materials and kits are non-returnable and non-refundable, except in the case of defective or missing materials reported by Customer within 60 days of receipt.
- FOR SERVICES:
 - Training and professional development sessions cancelled with less than one week notice will be deemed delivered.

Product Descriptions

PRODUCT	DESCRIPTION
Amplify Texas ELAR GK-2 Initial Training for Teachers (1 Day Onsite)	Learn the foundational elements of the Amplify ELAR TX print K-2 program, including the structure of materials, key lesson elements, and how to deliver specific lesson types successfully. The maximum number of participants is 30.
Amplify Texas SLAR GK-2 Initial Training for Teachers (1 Day Onsite)	Learn the foundational elements of the Amplify Texas SLAR K-2 program, including the structure of materials, key lesson elements, and how to deliver specific lesson types successfully. The maximum number of participants is 30.
Amplify Texas ELAR G3-5 Initial Training for Teachers (1 Day Onsite)	Learn the foundational elements of the Amplify ELAR TX print 3-5 program, including the structure of materials, key lesson elements, and how to deliver specific lesson types successfully. The maximum number of participants is 30.
Amplify Texas SLAR G3-5 Initial Training for Teachers (1 Day Onsite)	Learn the foundational elements of the Amplify SLAR TX print 3-5 program, including the structure of materials, key lesson elements, and how to deliver specific lesson types successfully. The maximum number of participants is 30.

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9. Student Data. The parties acknowledge and agree that Customer is subject to federal and local laws relating to the protection of personally identifiable information of students ("PII"), including the Family Educational Rights and Privacy Act ("FERPA"), and that Amplify is obtaining such PII as a "school official" under Section 99.31 of FERPA for the purpose of providing the Products hereunder. Subject to the terms and conditions of this Agreement, Amplify will not take any action to cause Customer to be out of compliance with FERPA or applicable state laws relating to PII. Amplify's Customer Privacy Policy at <http://www.amplify.com/customer-privacy> will govern collection, use, and disclosure of information collected or stored on behalf of Customer under this Agreement.

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