



# Brownsville Independent School District

Agenda Category: General Function Board of Education Meeting: 05/07/2024

Item Title:	<u>Proclamation 2024 (CTE)</u>	<u>X</u>	<u>Action</u>
	<u>Textbook Adoption Year 2023-2024</u>	<u>          </u>	<u>Information</u>
	<u>Implementation Year 2024-2025</u>	<u>          </u>	<u>Discussion</u>

### BACKGROUND:

Selection of instructional materials to be used in Texas public schools is a process that begins when the State Board of Education (SBOE) calls for bids in selected subject areas and/or grade levels. Proclamation 2024 calls for the selection and adoption of Technology Applications and some courses within the Career and Technology Education (CTE) Program. On January 8, 2024, Vendors provided Presentations pertaining to their resources to the CTE Teachers. Teachers were able to review the resources for two weeks and then voted from Jan. 24 – 31, 2024.

SBOE Approved Vendors: Teachers reviewed and selected these companies for their resources: (see Attachment)

- Cengage Learning - \$246,180.00
- ICEV Multimedia Ltd. – \$321,750.00
- Goodheart-Wilcox Company- \$189,432.00
- SAVVAS Learning Company -\$233,258.62

### FISCAL IMPLICATIONS:

Instructional Material Allotment (IMA) Funds - \$990,620.62. This funding is part of the 2023-2024 TEA Instructional Materials Allotment.

### RECOMMENDATION:

Recommend approval for the Proclamation 2024 State adoption of Instructional Materials from Cengage Learning, ICEV Multimedia, Goodheart-Wilcox Company, McGraw Hill LLC, and Savvas Learning Company to be implemented during the 2024-2025 school year for Teen and Glencoe Health at a cost to the district of \$990,620.62.

Rosie Ara *Rosie Ara* Benita Villarreal

Submitted by: LMS Director and CTE Director

Approved for Submission to Board of Education:

Dr. Nellie Cantu *Dr. Nellie Cantu*

Chief Officer Dr. Nellie Cantu

*4/18/24*

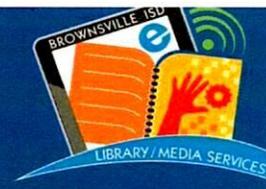
*Jesus H Chavez*

Dr. Jesus H. Chavez  
Superintendent

Beatriz Hernandez

Recommended by: Chief Academic Officer

When Necessary, Additional Background May Follow This.



## **LIBRARY/MEDIA SERVICES**

**Rosie Ara**  
**Director**

### **Proclamation 2024 Instructional Materials**

#### **Contents to be considered for adoption to include:**

- Science, grades K-12,
- Science (Spanish), grades K-6
- Technology Applications, grades K-8
- Personal Financial Literacy
- Several Career and Technical Education (CTE) courses

#### **Library Media Services organized and hosted several Vendor presentations**

Wednesday, November 8, 2023

Thursday, November 9, 2023

Monday, January 8, 2024

Saturday, February 17, 2024

Saturday, February 24, 2024

Vendors provided samples to teachers and campuses. All samples are to be kept by teachers or campus. Teachers were provided a rubric by C&I Department to use as they reviewed the resources. Their input was then submitted by the DIMC member for voting. Each campus was provided the opportunity to vote for each grade level or content.

#### **SCIENCE AND Personal Financial Literacy TEXTBOOK/DIGITAL Resources Selected by Teachers**

Elementary: K-5<sup>th</sup> Grade English and Spanish: **McGraw-Hill School Division**

Middle School: 6<sup>th</sup> – 8<sup>th</sup> Grade and Biology: **McGraw-Hill School Division**

High School: Aquatic Science and Environmental Science – **Cengage Learning Inc.**

Biology, Chemistry and Integrated Physics & Chemistry – **McGraw-Hill School Division**

Astronomy – **eDynamic Learning**

Personal Financial Literacy: **Ramsey Education**

#### **Career and Technology Education Courses (CTE)**

**Cengage Learning Inc.:**

Anatomy & Physiology, Health Science Theory and Pharmacy I & II

**ICEV Multimedia Ltd.:** Medical Terminology and Technology Applications

**Goodheart - Wilcox Company:**

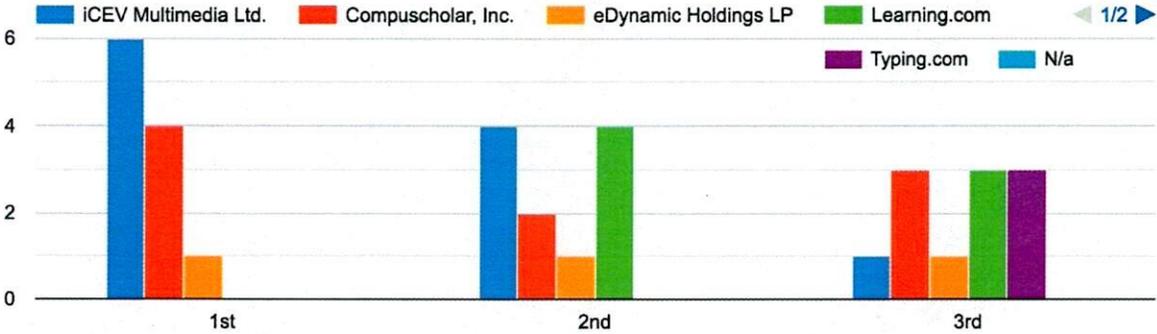
Education & Training, Human Growth & Development, Instructional Practicum Education

**Savvas Learning Company:**

Computer Science, Cybersecurity, Engineering Design and Forensic Science

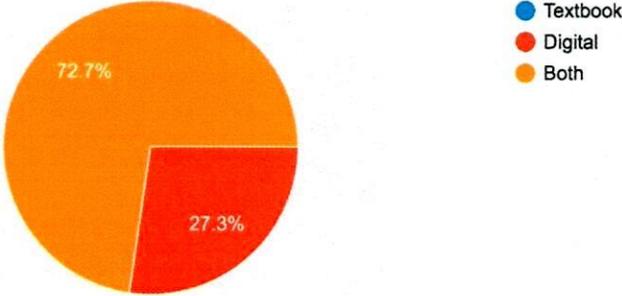
# Tech Apps.

Rank your Top 3 Companies



**1<sup>st</sup> – iCev Multimedia Ltd. – 6**

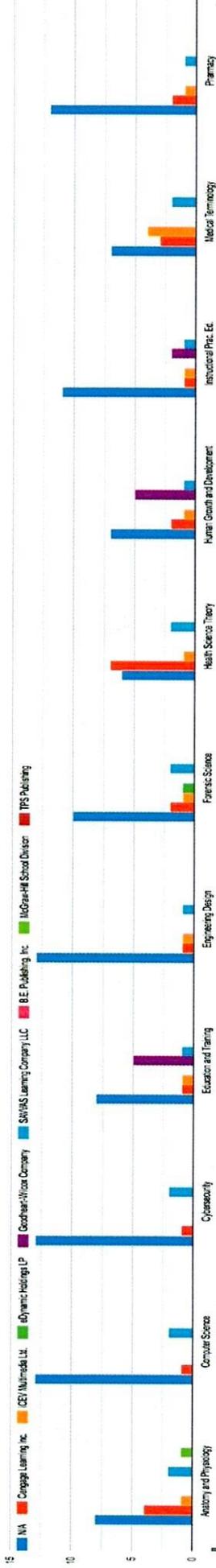
What is your preference?  
11 responses



**72.7 % Both(Textbook & Digital)**

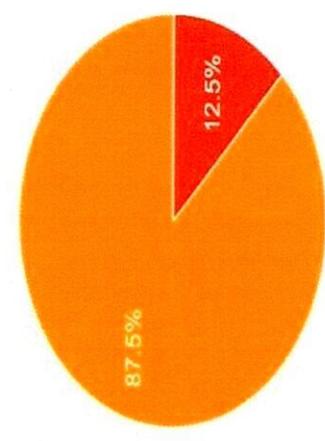
# PROCLAMATION 2024 CTE RESULTS

Rank your Top 3 Companies



- Cengage Learning Inc.– A&P, Health Science Theory, Pharmacy
- Goodheart-Wilcox Company– Educa8on & Training, Human Growth and Development, Instruc8onal Prac.Ed
- iCEV Mul>media – Medical Terminology
- SAVVAS Learning Company LLC – Computer Science, Cybersecurity, Engineering Design, Forensic Science

What is your preference?  
16 responses



87.5% Both(Textbook&Digital)

# BISD PROCLAMATION 2024

## CTE Textbook Adoption 2024 Vendors QUOTES

Textbook Company	Representative and Contact information	CTE Subject Area	Includes Teacher's Edition or NOT	Quote Received
Cengage LEARNING	Robert Chavez 210-232-2185 <a href="mailto:Robert.chavez@cengage.com">Robert.chavez@cengage.com</a>	<ul style="list-style-type: none"> <li>Anatomy and Physiology</li> <li>Health Science Theory</li> <li>Pharmacy I and II</li> </ul>	No printed teacher editions available. They do include the full suite of online instructor resources at no extra cost.	\$246,180.00
Goodheart-Wilcox COMPANY	Christina Francisco 713-828-0530 <a href="mailto:cfrancisco@g-w.com">cfrancisco@g-w.com</a>	<ul style="list-style-type: none"> <li>Education and Training</li> <li>Human Growth and Development</li> <li>Instructional Practices</li> </ul>	No printed teacher editions available. They do include the full suite of online instructor resources at no extra cost.	\$189,432.00
ICEV Multimedia	Mark Johnson 832-282-0875 <a href="mailto:Mark.johnson@icevonline.com">Mark.johnson@icevonline.com</a>	<ul style="list-style-type: none"> <li>Medical Terminology</li> <li>Technology Applications</li> </ul>	ICEV is all inclusive for both teachers and students	\$321,750.00
SAVVAS Learning	Gonzalo Garza 956-371-8599 <a href="mailto:Gonzalo.garza@savvas.com">Gonzalo.garza@savvas.com</a>	<ul style="list-style-type: none"> <li>Computer Science</li> <li>Cybersecurity</li> <li>Engineering Design</li> <li>Forensic Science</li> </ul>	The CTE titles that are adopted will receive a print copy of the Teacher's Editions.	\$233,258.62
			<b>Total</b>	<b>\$990,620.62</b>

Updated 4/17/2024



To place your order: select [Submit Customer Purchase Order Here](#)

Confidential Price Quote (6567071)

[Submit Customer Purchase Order Here](#)

4/17/2024

Pricing on this Proposal Guaranteed: **10/5/2024**

**Presented To:** Benita Villarreal, [bvillarreal@bisd.us](mailto:bvillarreal@bisd.us)

**Prepared By:** Robert Chavez, [robert.chavez@cengage.com](mailto:robert.chavez@cengage.com)

**SHIP TO:**BROWNSVILLE IND  
SCHOOL DIST  
Benita Villarreal  
1900 PRICE RD  
BROWNSVILLE, TX 78521  
USA

**BILL TO:**BROWNSVILLE IND  
SCHOOL DIST  
Benita Villarreal  
1900 PRICE RD  
BROWNSVILLE, TX 78521  
USA

Cengage Learning  
ATTN: Order Fulfillment  
10650 Toebben Drive  
Independence, KY 41051  
(800) 354-9706  
<http://NGL.Cengage.com/CustomerSupport>

[View Quote in CAD](#)

Quoted Products: Proc 2024 CTE\_5YR\_DHO

Qty	Update Qty	Product	Price	Quoted Price	Total
400		<a href="#">TX Bundle: DHQ Health Science, 9th Student Edition + MindTap + eBook (5-year access)</a> Simmers/Simmers-Nartker/Simmers-Kobelak 9th Edition [K12, 2022] 9798214084923 / 821408492X	\$203.00	\$203.00	\$81,200.00

Sub-Total: \$81,200.00  
+ Estimated Shipping and/or Process Fee: \$8,120.00

**TOTAL: \$89,320.00**

[Submit Customer Purchase Order Here](#)

Thank you for your interest in Cengage Learning products.

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To place your order: select [Submit Customer Purchase Order Here](#)

Confidential Price Quote (6567068)

[Submit Customer Purchase Order Here](#)

4/17/2024

Pricing on this Proposal Guaranteed: **10/5/2024**

**Presented To:** Benita Villarreal, [bvillarreal@bisd.us](mailto:bvillarreal@bisd.us)

**Prepared By:** Robert Chavez, [robert.chavez@cengage.com](mailto:robert.chavez@cengage.com)

**SHIP TO:**BROWNSVILLE IND SCHOOL DIST  
Benita Villarreal  
1900 PRICE RD  
BROWNSVILLE, TX 78521  
USA

**BILL TO:**BROWNSVILLE IND SCHOOL DIST  
Benita Villarreal  
1900 PRICE RD  
BROWNSVILLE, TX 78521  
USA

Cengage Learning  
ATTN: Order Fulfillment  
10650 Toebben Drive  
Independence, KY 41051  
(800) 354-9706

<http://NGL.Cengage.com/CustomerSupport>

[View Quote in CAD](#)

Quoted Products: Proc 2024 CTE\_5YR\_A&P

Qty	Update Qty	Product	Price	Quoted Price	Total
400		<a href="#">TX Bundle: Body Structures and Functions, 14th Student Edition Revised + MindTap + eBook (5-year access)</a> Scott/Fong 14th Edition [K12, 2022] 9798214084848 / 8214084849	\$162.00	\$162.00	\$64,800.00

Sub-Total: \$64,800.00  
+ Estimated Shipping and/or Process Fee: \$6,480.00

**TOTAL: \$71,280.00**

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Confidential Price Quote (6567611)

[Submit Customer Purchase Order Here](#)

4/17/2024

Pricing on this Proposal Guaranteed: **10/5/2024**

**Presented To:** Benita Villarreal, [bvillarreal@bisd.us](mailto:bvillarreal@bisd.us)

**Prepared By:** Robert Chavez, [robert.chavez@cengage.com](mailto:robert.chavez@cengage.com)

SHIP TO: BROWNSVILLE IND  
SCHOOL DIST  
Benita Villarreal  
1900 PRICE RD  
BROWNSVILLE, TX 78521  
USA

BILL TO: BROWNSVILLE IND  
SCHOOL DIST  
Benita Villarreal  
1900 PRICE RD  
BROWNSVILLE, TX 78521  
USA

Cengage Learning  
ATTN: Order Fulfillment  
10650 Toebben Drive  
Independence, KY 41051  
(800) 354-9706  
<http://NGL.Cengage.com/CustomerSupport>

[View Quote in CAD](#)

Quoted Products: Proc 2024 CTE\_5YR\_PharmTech

Qty	Update Qty	Product	Price	Quoted Price	Total
400		<a href="#">K12 Print + Digital Bundle: The Pharmacy Technician Comprehensive Approach, 4th Student Edition + MindTap (5-year access)</a> Molni 4th Edition [Skills, 2021] 9798214129655 / 8214129656	\$194.50	\$194.50	\$77,800.00

Sub-Total: \$77,800.00  
+ Estimated Shipping and/or Process Fee: \$7,780.00

**TOTAL: \$85,580.00**

[Submit Customer Purchase Order Here](#)

Thank you for your interest in Cengage Learning products.

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**Quote:** Q-37688  
**Today's Date:** 3/19/2024  
**Start Date:** 8/1/2024  
**End Date:** 7/31/2029

CEV Multimedia, LLC  
 1020 SE Loop 289  
 Lubbock, TX 79404  
**Phone** 800/922-9965 \* 806/745-8820  
**Fax** 800/243-6398 \* 806/745-5300  
**E-Mail** customersupport@icevonline.com

**BILL TO**  
 Brownsville Independent School District  
 1900 E. Price Road, Room 303  
 Brownsville, Texas 78521

**SHIP TO**  
 Brownsville Independent  
 School District  
 Benita Villarreal  
 bebecerra@bisd.us  
 Claudia Ramirez  
 ciramirez@bisd.us

Purchase Order No.	Customer ID	Salesperson ID	Territory ID	Payment Terms
Pending	BROW0001	TX11	iCEV-CTE	Net 30

Qty	Item #	Description	Term	Ext. Price
1,500	TK-001500-2	TX - Turnkey Package   2 Subjects   30 Teachers -	60	\$321,750.00
		TX - Health Science		
		TX - Middle School Digital Literacy & Career Exploration		
<b>TOTAL:</b>				<b>\$321,750.00</b>

**iCEVonline.com CANCELLATION & REFUND POLICY**  
**No charge** for cancellation within 30 days of receipt of purchase order.  
**No cancellation or refund** after 30 days of receipt of purchase order.

Quote valid for 90 days



# Goodheart-Willcox Publisher

18604 West Creek Drive • Tinley Park • Illinois 60477-6243  
 Phone: 1.800.323.0440 • Fax: 1.888.409.3900  
 www.g-w.com • custserv@g-w.com

Duns No. 00517-6706  
 U.S. Fed I.D. 36-2135904  
 Canada BN: 855264339

## QUOTE

Account Number	0007852002
Quote Number	14667449
Quote Date	3/20/2024

Bill To:

Ship To:

BROWNSVILLE IND SCHOOL DIST  
 1900 PRICE RD  
 BROWNSVILLE TX 78521-2495

BROWNSVILLE IND SCHOOL DIST  
 BENITA VILLARREAL  
 1900 PRICE RD  
 BROWNSVILLE TX 78521-2495

Please refer to your Account Number and Process Number on all correspondence.

Email Address
bebecerra@bisd.us

Process No.	Process Date	Purchase Order Number		Shipped Via		Expiration Date
14667449	3/20/2024	QUOTE: 03/20/24 2:16:05 PM		*** FEDEX GROUND ***		10/31/2024
ISBN	Quantity	Item	Title (©)	List Price	Disc. %	Net Extended Price
9798889995265	800	BDL	BDL TX TEACHING TX/CCL5 PROGRAM (2024)	157.86	.00	126,288.00
9798889995487	24	OIR	OIR TX TEACHING 8YR EMAIL (2024) DESK COPY	0.00	.00	0.00
9798889994657	400	BDL	BDL TX LIFESPAN DEVEL TX/CCL5 PROG(2024)	157.86	.00	63,144.00
9798889995487	12	OIR	OIR TX TEACHING 8YR EMAIL (2024) DESK COPY	0.00	.00	0.00
<b>Sub-Total</b>		<b>Sales Tax</b>		<b>Shipping Charge</b>		<b>PAY THIS AMOUNT</b>
189,432.00		0.00		0.00		189,432.00

Shipping Charges are good for 30 days from date of quote.

Page Number 1 of 1

Tax to be collected is estimated.

Free items available only with purchase of student items direct from Goodheart-Willcox.

Please send tax exemption certificates to taxcert@g-w.com.

- |                              |                                |                                  |
|------------------------------|--------------------------------|----------------------------------|
| BDL Bundle                   | OG Observation Guide           | SG Study Guide                   |
| BSK BrightSpace Packet       | OIR Online Instructor Resource | SHP Shop Manual                  |
| BSL BrightSpace License      | OLS Online Learning Suite      | TAW Teacher's Annotated Workbook |
| CCL Common Cartridge License | OSC Online Student Center      | TE Teacher's Edition             |
| CCK Common Cartridge Packet  | OT Online Textbook             | TSE Exam View Test Software      |
| CUR Curriculum Center        | PP PowerPoint                  | TXT Textbook                     |
| EBI Ebook Instructor         | RCD Instructor's Resource CD   | WB Workbook                      |
| EBS Ebook Student            | SDG Software Design Guide      |                                  |
| LM Lab Manual                |                                |                                  |

Brownsville Ind School Dist

Region 1 RFP 23-AGENCY-000115



Ms. Rosie Ara  
Principal  
Brownsville Ind School Dist  
1900 Price Rd  
Brownsville, TX 78521-2495  
United States

Quote Number: 263644-1  
Quote Creation Date: 03-26-2024  
Quote Expiration Date: 09-30-2024

Quote Release: 1

Brownsville CTE Science Print + Digital 3 Years  
Price Quote Summary

Solution	Base Amount	Total
K-12 Career & Technical Education	\$ 183,988.00	\$ 183,988.00
<b>Solution Subtotal</b>	<b>\$ 183,988.00</b>	<b>\$ 183,988.00</b>
	<b>Shipping &amp; Handling</b>	<b>\$ 0.00</b>
		<b>Total \$ 183,988.00</b>

Price Quote Detail

ISBN	Description	Price	Charged Qty	Total Charged
<b>K-12 Career &amp; Technical Education Curriculums</b>				
<b>Texas Programs - Forensic Science for Texas, 2nd Edition ©2024</b>				
9780138342418	** FORENSIC SCIENCE FOR TEXAS (BOOK) + THREE MYLAB CRIMINAL JUSTICE WITH PEARSON ETEXT (OASIS DAC) -- PACKAGE	169.99	400	\$67,996.00
<b>Texas Programs - Forensic Science for Texas, 2nd Edition ©2024 Subtotal</b>				<b>\$ 67,996.00</b>
<b>Texas Programs - Fundamentals of Computer Science for Texas, 1st Edition ©2024</b>				
9780138342388	** FUNDAMENTALS OF COMPUTER SCIENCE FOR TEXAS + THREE VITALSOURCE ACCS -- PACKAGE	144.99	400	\$57,996.00
<b>Texas Programs - Fundamentals of Computer Science for Texas, 1st Edition ©2024 Subtotal</b>				<b>\$ 57,996.00</b>
<b>Texas Programs - Introduction to Engineering for Texas, 1st Edition ©2024</b>				

Brownsville Ind School Dist

ISBN	Description	Price	Charged Qty	Total Charged
9780138342500	** INTRODUCTION TO ENGINEERING FOR TEXAS + THREE VITALSOURCE ACCS -- PACKAGE	144.99	400	\$57,996.00
<b>Texas Programs - Introduction to Engineering for Texas, 1st Edition ©2024 Subtotal</b>				<b>\$ 57,996.00</b>
<b>K-12 Career &amp; Technical Education Curriculums Subtotal</b>				<b>\$ 183,988.00</b>
<b>Solution Subtotal</b>				<b>\$ 183,988.00</b>
<b>Shipping and Handling</b>				<b>\$ 0.00</b>
<b>Total</b>				<b>\$ 183,988.00</b>

\*\* Contract Pricing has been applied to these items

Print Teacher Editions will be provided at a 1:25 ratio

**Please send final purchase orders to [irvingsupport@savvas.com](mailto:irvingsupport@savvas.com)**

## Savvas Learning Company LLC Terms and Conditions

To place your order please submit a copy of this price quote with your Purchase Order, include the Quote Number on your Purchase Order, and include any other required documentation. You may send the order documents using an electronic form or by mail. Please submit your PO and price quote via one of the following methods:

**Please send final purchase orders to [irvingsupport@savvas.com](mailto:irvingsupport@savvas.com)**

Savvas does not accept Credit Card information via postal mail, facsimile, or email. Credit Card information will only be accepted via phone, eCommerce, or OASIS. For questions regarding your order please call Customer Service: 1-800-848-9500.

**Price quote:** This is a price quote for the customer's convenience only, and not an offer to contract. All quotes are subject to review and final acceptance by an authorized representative of Savvas at its offices. Savvas reserves the right to correct typographical, computational or other errors. Savvas' standard payment terms are net 30 days unless otherwise specified. All pricing is in US Dollars unless otherwise specified. Pricing calculations use multiple decimal places to determine the most accurate extended pricing but are represented in standard currency format.

**Shipping & handling charges** (where applicable) are shown on the quote. S&H rates quoted are for standard ground transportation and may not reflect account contracted rates. If expedited shipping is requested, actual charges may be higher. For orders picked up at the Savvas warehouse by the customer or a third party carrier contracted by the customer, a 2% handling charge will be applied to shippable items. The 2% charge will appear on the customer proposal and invoice as a S&H charge.

**Taxes:** All pricing in this quote is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for any such taxes or duties that may apply; if the customer is tax exempt, evidence of such tax exemption must be provided. Estimated tax may be provided solely for customer convenience. The amount indicated is only an estimate and is intended to be helpful for budgeting purposes. The actual amount of sales tax assessed at the time of invoicing may be more or less.

**Platforms:** Savvas, and any third party for which Savvas serves as the sales agent or distributor, reserve the right to change and/or update technology platforms, including possible edition updates to customers during the term of access. Customers will be notified of any change prior to the beginning of the new school year.

**Damaged & Defective Products:** If a print product, or the print component of a blended (print & digital) product, is received in damaged or defective condition, Savvas will issue a credit or replacement at no charge to the customer if the customer promptly (no later than 120 days) returns the damaged or defective product. Customers must report missing product immediately upon receipt.

**Return Policy:** Returns (other than damaged or defective products) are subject to the following conditions: (a) materials must be returned to Savvas at the customer's expense in new, unused condition, suitable for resale by Savvas (note that any barcoding, sticker, stamping or similar marking on any print materials renders them unsuitable for resale); (b) materials must be returned within six (6) months from the date of purchase; (c) the customer must obtain a Return Materials Authorization ("RMA") from Savvas prior to returning the materials, and must ship the materials back to Savvas within thirty days of receiving the RMA; (d) all materials sold in a set or package must be returned complete as originally sold; and (e) any materials provided by Savvas to the customer on a no-charge basis in consideration of the customer's purchase must be returned in proportion to the purchased materials that are being returned for a credit. A restocking fee of 3% may be applied to credits over \$1,000. Savvas' return policy does not apply to science lab kits or trade publication novels, which are sold on a non-returnable basis.

**Consumable Worktexts:** Subsequent year consumable worktexts will ship each year on the anniversary of the original order date for the duration of their license. Worktexts will ship to the location listed on the original order. Quantities for each grade level and title will remain consistent each year. Changes to quantities of titles previously ordered, shipping location changes, or any other changes to consumable worktext shipments must be made 4 weeks prior to shipment date. (the anniversary of the original order date unless changed). Changes can be made on the Subscription Worktext Site:  
<https://worktext-subscriptions.savvas.com>

**Annual subscriptions for iLit and Successmaker Only:** Savvas' iLit and Successmaker products (and no others) automatically renew on the anniversary date of the original purchase and will be invoiced accordingly unless otherwise specified.

**Technical support services** are included with purchase of Savvas digital products.

online help: <https://support.savvas.com/support/s/k12-curriculum-support-form>  
phone: 1-800-848-9500

**Professional Services:** Professional Services: All paid services must be delivered within twelve (12) months of the order date of those services. Any unused services expire at the end of such twelve (12) month period, unless otherwise specified in contract terms. Any cancellation made with less than 72 hours' notice will result in a cancellation fee equal to the full price of the event. MySavvasTraining is included with purchase of products (<https://mysavvastraining.com>).



# Savvas Learning Company LLC

15 East Midland Avenue  
Suite 502  
Paramus, NJ 07652  
USA

**BILL - TO**  
BROWNSVILLE IND SCHOOL DIST  
ACCOUNTS PAYABLE  
1900 PRICE RD  
BROWNSVILLE TX 78521

## QUOTATION # 7028695243

Internal Use Only: 7028695243  
Purchase Order #: QUOTE  
Document Control #: 596395  
# of Cartons: 0  
FOB:  
Ship Via:  
Tax Certificate:  
Invoice Date: 03/26/2024  
Payment Due: 04/25/2024  
Invoice Routing: 1C

Acct.# 2321983

Region 1 FP 23-AGENCY-000115

## SHIP - TO

BROWNSVILLE IND SCHOOL DIST  
ACCOUNTS PAYABLE  
1900 PRICE RD  
BROWNSVILLE TX 78521  
Acct.# 2321983

Title/Description	Copyright	ISBN13/Material#	Qty	Unit Price	Discount	Extended Price
Computer Security Fundamentals	2023	978013798478-7	400	67.50	NET	27,000.00
CompTIA Security+ SY0-701 Cert Guide	2024	978013829308-6	400	44.99	NET	17,996.00

texasalesops@savvas.com

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