



North Kitsap School District

A Great Place to Live & Learn | www.nkschools.org

Meeting: June 13, 2019
Category: 7.0 5 Action, Item 5.1.15
Subject: Fuel Education Online Services

Goal(s):

- 1) Success for all students
 - a. Deliver instruction aligned with standards
 - b. Use instructional strategies to maximize student engagement and learning
 - c. Create safe and nurturing learning environments
 - d. Provide a variety of opportunities to meet the diverse needs of all students

Budget Implication: See attached

Summary: Board Discussion

REQ DATE
05/29/2019



North Kitsap School District

A Great Place to Live & Learn

18360 Caldart Avenue NE, Poulsbo, WA 98370 360-396-3009

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REQUISITION NUMBER
0000119340

VENDOR KEY : FUELEDUC000
SHIP DATE : 05/29/2019
FISCAL YEAR : 2019-2020
ENTERED BY : KRAMEMAR001
ORIGINAL REQ # : 0000119340

PRINTED 05/29/2019

VENDOR:
FUELEDUCATION/K12 MANAGEMENT
PO BOX 824186
PHILADELPHIA, PA 19182-4186

SHIP TO:
NORTH KITSAP SCHOOL DIST.400
18360 CALDART AVE NE
POULSBO, WA 98370

PHONE: (571) 405-2242

ATTN: MARSHA KRAMER

QUANTITY	UNIT	DESCRIPTION OF ITEMS OR MATERIALS	UNIT PRICE	AMOUNT
1	YEAR	Year two (2) of three (3) year contract 7/1/2018 through 6/30/2021 in the amount of \$495,261.00 to be paid as follows: 7/1/2018 - \$165,087.00 (Pd. 9/1/2018), 7/1/2019 - \$165,087.00 (due) and 7/1/2020 - \$165,087.00. Access to FuelEd On line Courses for all students in NKSD with hosting included at no extra charge.	165087.00000	165,087.00
ACCOUNT SUMMARY (FOR INTERNAL USE)				
		ACCOUNT NUMBER	ACCOUNT AMOUNT	
		10 E 530 0205 27 7320 420 0000 0000 0	165,087.00	
*****REQUISITION TOTAL RECAP*****				
				Subtotal of PAGE TOTALS
				165,087.00
				Other Charges
				0.00
				Tax
				0.00
			PAGE TOTAL	165,087.00
			TOTAL	165,087.00

This is a Requisition and not an official Purchase Order.
The District is not financially responsible for the unauthorized purchases made with a Requisition.

Company Address:
2300 Corporate Park Drive
Herndon, VA 20171

Prepared By: Amy Banta
Phone:
Email: abanta@fueleducation.com

Quote #: Q-38839-1
Created Date: 6/18/2018
Expiration Date: 6/30/2019
Start Date: 7/1/2019
End Date: 6/30/2020
Contact Name: Jeff Sweeney
Phone: (360)396-3000
Email: jsweeney@nkschools.org

Bill To:
North Kitsap School District
8360 Caldart Ave NE
Poulsbo, WA 98370

Ship To:
North Kitsap School District
8360 Caldart Ave NE
Poulsbo, WA 98370

QTY	Product	Description	Unit Price	Total Price
1	Basic Enterprise License (Content, Hosting)	One-year access to FuelEd Online Courses for all students in the district as defined by the contract, with hosting included at no extra charge. Entire FuelEd Online Courses catalog available, with the exception of Extended Electives License also includes access to Lesson Builder and PEAK Library's Open Education Resources. For world languages, clients can select Middlebury courses that are available on PEAK Classroom, as well as FuelEd World Language Courses. Enterprise models are intended for part-time online students, blended learning students, and for students requiring a full-time online schooling program for a defined period of time, including alternative education and hospital homebound students. The Enrolled User/Enterprise Licenses are not intended for use as a full-time online schooling program. We reserve the right to audit to ensure intended use for part-time / blended programs and alternative education populations.	\$165,087.00	\$165,087.00
1	LearnBop Add-On License	Add-on for current customers to access an interactive math learning system	Included	\$0.00
1	Teacher Hotline & Support for Instructors	Service to enable client teachers with a hotline to reach the K12 Instructional Services team via phone for on-demand support.	Included	\$0.00
1	HS Online Course Instruction Add-On License	Instruction for a single student in a FuelEd Standard HS semester course (non-AP).	\$175.00	\$175.00
1	CR Online Course Instruction Add-On License	Instruction for a single student in a FuelEd Online CR semester course.	\$175.00	\$175.00
1	AP Online Course Instruction Add-On License	Instruction for a single student in a FuelEd AP semester course.	\$200.00	\$200.00
1	Extended Electives Online Course License (Content, Hosting)	Add-on for current customers to access the Extended Electives.	\$89.00	\$89.00
1	Extended Electives Online Course License (Content, Hosting, Instruction)	Add-on enrollment into an Extended Elective semester course with instruction within a enterprise or enrolled user license.	\$289.00	\$289.00
Total:				\$166,015.00

Note: The price quoted above represents the pro-rated cost of the ordered Educational Products and Services. Upon renewal, such products and services will be offered at the full annual rate.

This Sales Quote incorporates and is in all respects subject to the Fuel Education Online Educational Products and Services Agreement Terms (the "Terms") that is published at <http://www.fueeducation.com/fuel-education-products-and-services-agreement-terms> . This Sales Quote is valid for 30 days. In the event of a conflict of provisions between this Order, the Terms, and customers purchase order, the provisions of this Order shall control, followed in precedence by the Terms, and then customers purchase order.

Accepted by Customer:

Signature: _____

Date: _____

Name (Print): _____

Title: _____

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the new power of learning

This Online Educational Products and Services Order (this "Order"), dated as of 7/1/2018 (the "Order Effective Date"), is between North Kitsap School District, 8360 Caldart Ave NE, Poulsbo, WA 98370 ("Customer") and Fuel Education LLC ("FuelEd"), 2300 Corporate Park Drive Herndon, VA 20171. This Order incorporates and is in all respects subject to the FuelEd Online Educational Products and Services Agreement Terms (the "Terms") that is published at <http://www.fueleducation.com/fuel-education-products-and-services-agreement-terms> on the date that this Order bears the signatures of both Customer and FuelEd. All capitalized terms that are not defined in this Order will have the meanings assigned to those terms in the Terms. I am authorized by Customer to enter into this Order for the products, services and licenses indicated herein, at the prices set forth below and pursuant to the Terms.

Accepted by Customer:

Signature: John Waller Date: 6/6/18
 Name (Print): John Waller Title: ASSOCIATE DIRECTOR

Accepted by FuelEd:

Signature: _____ Date: _____
 Name (Print): _____ Title: _____

1. Period: 7/1/2018 through 6/30/2021 and is not eligible for a renewal period.
2. Territory: Students served by North Kitsap School District, WA
3. For the Services and/or Products provided under this Order, Customer shall pay the following Fees:

Product	Product Description	Unit Price
Three- Year Basic Enterprise License (Content, Hosting)	Three-year access to FuelEd Online Courses for all students in the district as defined by the contract, with hosting included at no extra charge. Entire FuelEd Online Courses catalog available, with the exception of Extended Electives. License also includes access to Lesson Builder and PEAK Library's Open Education Resources. For world languages, clients can select Middlebury courses that are available on PEAK Classroom, as well as FuelEd World Language Courses. Enterprise models are intended for part-time online students, blended learning students, and for students requiring a full-time online schooling program for a defined period of time, including alternative education and hospital homebound students. The Enrolled User/Enterprise Licenses are not intended for use as a full-time online schooling program. We reserve the right to audit to ensure intended use for part-time / blended programs and alternative education populations.	\$495,261.00
LearnBop Add-On License	Add-on for current customers to access an interactive math learning system	Included
Teacher Hotline & Support for Instructors	Service to enable client teachers with a hotline to reach the K12 Instructional Services team via phone for on-demand support.	Included
HS Online Course Instruction Add-On License	Instruction for a single student in a FuelEd Standard HS semester course (non-AP).	\$200.00
CR Online Course Instruction Add-On License	Instruction for a single student in a FuelEd Online CR semester course.	\$175.00
AP Online Course Instruction Add-On License	Instruction for a single student in a FuelEd AP semester course.	\$175.00
Extended Electives Online Course License (Content, Hosting)	Add-on for current customers to access the Extended Electives.	\$89.00
Extended Electives Online Course License (Content, Hosting, Instruction)	Add-on enrollment into an Extended Elective semester course with instruction within a enterprise or enrolled user license.	\$289.00

Product	Product Description	Unit Price
Career Readiness Pathways Course Enrollment License (Content, Hosting)	License for a single student in a FuelEd Career Readiness Pathways catalog semester course (non-AP). Includes content and hosting.	\$144.00
Career Readiness Pathways Course Enrollment License (Content, Hosting, Instruction)	License for a single student in a FuelEd Career Readiness Pathways catalog semester course (non-AP) Includes content, hosting and instruction.	\$344.00
Career Exploration	License for a single student to access a career exploration system available in English and Spanish that allows the student to complete a variety of self-assessments, look for colleges and universities known for certain areas of interest, build resumes, learn about scholarship opportunities, and search for employment. Includes content and hosting (non-AP)	\$10.00
Career Readiness Pathways Enrolled User Block	Block of 10 users for one year. Content and hosting included. Limit 2 courses per seat Includes new CTE courses plus existing 32 Career Elective courses as well as new CTE course certification test preparation. Includes Basic access to Peak. Enrolled User license models are intended for part-time online students, blended learning students, and for students requiring a full-time online schooling program for a defined period of time, including alternative education and hospital homebound students. The Enrolled User Licenses are not intended for use as a full-time online schooling program. We reserve the right to audit to ensure intended use for part-time / blended programs and alternative education populations. Does not include access to Peak Library	\$2,000.00
CTE Online Course Instruction Add On License	Instruction for a single student in a FuelEd Standard CTE semester course.	\$200.00
Training: Onsite Day	One day, one trainer onsite, serving up to 20* attendees. Same price for each subsequent day. Includes all FuelEd travel expenses for one trainer. *Some exceptions may apply due to program selected	\$2,500.00
Training: Webinar	Access to one online synchronous professional development session for up to 35 users in a district. *Some exceptions may apply due to program selected	\$750.00
K12 K-8 Online Course Enrollment License (Content, Hosting)	License for a single student in a K12 Standard K-8 year course. Includes content and hosting.	\$340.00
FTS Comprehensive K-8 Student License (5 Courses)	K-8 FTS Comprehensive Program for 5 courses per student.	\$2,160.00
FTS Comprehensive K-8 Student License (4 Courses)	K-8 FTS Comprehensive Program for 4 courses per student.	\$1,820.00
K12 K-8 Online Course Enrollment License (Content, Hosting, Instruction)	License for a single student in a K12 Standard K-8 year course. Includes content, hosting and instruction.	\$590.00
FTS Comprehensive K-8 Student License (6 Courses)	K-8 FTS Comprehensive Program for 6 courses per student.	\$2,500.00

4. Description of Educational Products.

FuelEd Online Courses: Each FuelEd course includes content as described in the course catalog. FuelEd may from time to time, in its sole discretion, deliver or otherwise make available to Customer certain updated courseware, which such updates shall also be subject to all of the Terms. Customer acknowledges and agrees that certain courseware and updates thereto may be designed to utilize separate textbook products or course materials and Customer shall be responsible for procuring such materials. A complete list of required materials may be accessed at <https://www.fueleducation.com/materials>

FuelEd Full-time School Comprehensive Program for Students Taking 4 to 6 courses: The full-time FuelEd program consists of three components: 1) courses, 2) materials and 3) educational tools and services.

Courses:

An enrollment portal into which Customer will enroll its students in the Territory into available courses provided by our content partner K12®, including Language Arts/English, Math, Science, History, Art, Music, available World Languages and, for grades 9 to 12, electives. Each full-time student concurrently enrolls in four to six courses. Customer is responsible for determining the proper placement of students in appropriate courses. Within two (2) weeks following FuelEd's receipt of a completed account set-up form from Customer, FuelEd will provide access for Customer to enroll its students.

A Learning Management System (LMS) or "FuelEd Hosting Services" for the delivery of K12 courses and access to a synchronous collaboration tool and system generated reports on academic performance, attendance and progress.

Materials:

Instructional text or e-books, supplies and teaching tools (collectively, "Materials") for K-8 students. Materials for Customer's teachers and High School students are ordered separately. A complete list of required materials may be accessed at <http://www.getfuelled.com/required-materials>. FuelEd will reclaim durable Materials by informing Customer and/or its students which Materials need to be returned and providing pre-paid return shipping labels. FuelEd Materials are intended solely for the use of the teachers and the students enrolled in FuelEd courses to whom FuelEd provides the Materials. Customer shall not transfer or resell the Materials to any other person. If a replacement component is required or a durable Material is not returned, the Customer will be invoiced for the component or Materials (plus shipping, if applicable). Customer will provide FuelEd with reasonable assistance in obtaining durable Materials from students and their parents.

Educational Tools and Services:

FuelEd will provide a variety of educational tools and services, depending on the individual needs of the Customer. Such tools and services may include, but are not limited to program launch and operational support, an online parent/mentor information session, learning management and technical support on FuelEd products and services. FuelEd will also provide supervision and implementation of year-end system rollovers. Additional tools to assist teachers may include, but are not limited to, supplemental tests and study assistance, diagnostic tests, FuelEd's Strategies for Success, access to an online community, an orientation course package, a teacher hotline and support website ("Service Station"), access to a counseling system for high school students, a school messenger telephony service with automated alerts and a tool to assist identification of plagiarism

5. Description of Services.

Instructional Services: Customer will be provided licensed teachers for instruction to enrolled students for selected courses.

Hosting Solution: The set-up, configuration and hosting of the applicable courseware for the delivery of courses, solely for the provision of educational services to its students in the Territory enrolled in Customers educational programs.

6. Billing Terms.

Customer shall be invoiced for the Educational Products and Services ordered hereunder in accordance with the Terms, unless otherwise specified on this Order. Customer shall be invoiced monthly and all invoices shall be payable Net 30 days from Customers receipt of invoice. FuelEd provides a 14 day grace period for students who enroll in courses or use instructional services. If a student withdraws from such course within 14 days from when the student enrolls, Customer will be refunded 50% of the applicable course or instruction fees, but only if such withdrawal was received in writing by fax or email before the grace period ended.

Services Billing Terms: Services shall be invoiced upon order. No refunds except as otherwise noted.

Enrolled User License Terms: During the original Subscription Period set forth in Paragraph 1 above, Customer may at its option purchase additional Enrolled User Licenses by submitting a purchase order or written authorization indicating the number of additional Enrolled User Licenses desired. The term of these subsequent Enrolled User Licenses shall also be one year from the date of purchase. Refunds or credits are not provided for the Enrolled User License Model.

Site & Enterprise License Terms: Customer will be invoiced for all Site and/or Enterprise licenses in accordance with the chart below. No other refunds, credits or cancellations are allowed. Standard payment terms are Net 30 days.

Approximate Invoice Date	Invoice Amount
7/1/2018	\$165,087.00
7/1/2019	\$165,087.00
7/1/2020	\$165,087.00

FuelEd Full-time School Comprehensive Program: FuelEd will invoice Customer for the components of the program as follows: (a) courses and educational tools and services will be billed equally over ten months (b) materials will be invoiced upon shipment. Materials costs are refunded 100% if the student is withdrawn within 10 days of order placement, or 50% if the student is withdrawn between the 11th and 30th day. There is no refund or credit on materials for withdraws occurring after 30 days. Fees will not be charged for a student for any month following notice to FuelEd of the student's withdrawal from the course. No other refunds, credits or cancellations are allowed.