

Millington Municipal Schools

Skyward Software Proposal

Proposal # 19-1183bl

September 13, 2019

**SMS 2.0**

Millington, TN

The following pricing for software and services is provided specifically for you. If you would like information on a product or service not included below, please contact your Account Executive.

Informational Use Only - Student Management Suite**Per Student Pricing - 3 Year Offer****State Hosted****The Skyward Tennessee State Contract Student Management Suite Core Package includes:**

Student Management, Educator Gradebook, Family and Student Access, Fee Tracking, Graduation Requirements, Health Records, Professional Development Center, State Reporting Training, and Test Score Import

Millington Municipal Schools is a current Tennessee State Contract Student Management Suite district. The district purchased under the previous version of the Tennessee State Contract, as required by the state is void effective 06/30/2019. This proposal will align the district to the current Skyward Tennessee State Contract Student Management Suite, effective 07/01/2019.

The new contracted rate between the State of Tennessee Department of Education and Skyward for the Core Package - Base Functionality is \$6.50/student. As a current Skyward customer, we are pleased to offer the following Tennessee State Contract Current Customer Loyalty Lock with discounted pricing.

Pricing Detail

Student Management Suite - Tennessee State Contract				2,467 Students			
			<i>Initial Investment</i>	<i>Services</i>	<i>Full 12-Month Recurring Fees</i>	<i>Total</i>	
^{1,2} Student Management Suite Software							
Core Package - Base Functionality	\$	4.50 / student	\$ -	\$ -	\$ 11,102.00	\$ 8,510.00	
³ Skyward Discount	\$	(1.05) / student	-	-	(2,592.00)	-	
Support	\$	2.00 / student	-	-	4,934.00	4,934.00	
Student Management Educator Gradebook Family and Student Access Fee Tracking Graduation Requirements Health Records							
⁴ Professional Development Center							
State Reporting Training (Student Management Suite)							
Test Score Import							
Subtotal TN Core Package - Base Functionality	\$	-	\$ -	\$ -	\$ 13,444.00	\$ 13,444.00	
^{5,6} Total Student Management Suite - Base Functionality						\$ 13,444.00	



Pricing Footnotes

- ¹ This pricing is provided for informational purposes for district budgeting. A Task Order (TO) reflecting this offer will be created and sent to the district. The TO must be executed by both Skyward and an authorized district representative to be valid.
- ² The rate per student for the recurring fee will remain unchanged as stated in the Pricing Detail section above through June 30, 2022. The initial student count is based on the Average Daily Membership (ADM) counts available from the state of Tennessee. These ADM numbers will be adjusted annually. The recurring fee can fluctuate for subsequent years based on adjusted ADM counts. A new Task Order (TO) will be completed annually to reflect the updated ADM count.
- ³ This proposal includes a Tennessee State Contract Current Customer Loyalty Lock, which includes a discount off of the Skyward recurring fees. This Loyalty Lock will grandfather the current number of Skyward Support Contacts for this district. This discount is valid for a limited time and may be discontinued without prior notice. 19-1183dTN
- ⁴ Skyward's Professional Development Center (PDC) is included on this proposal. The PDC is a self-paced learning center to assist in training all staff. It includes online tutorials, simulations, and testing options. Your entire staff will have unlimited access to Skyward's on-line library and training materials for select modules.
- ⁵ Pre-printed forms for report cards can only be printed using supported laser printers. Skyward PaC software requires client access to utilize features that integrate with Microsoft products Excel and Word. Skyward Web based products like EA+ do not require client access to Microsoft Office products.
- Crystal Reports can be purchased directly from Skyward for additional custom reporting functionality and/or web Custom Reports.
- Third-party product licenses may be subject to an annual increase.
- Skyward requires an SSL (Secure Socket Layer) certificate to run any web-based applications. Skyward's IT Services can provide you more information including cost and installation of an SSL certificate.
- ⁶ As a current Skyward customer, transitioning to the new Tennessee State Contract, there are no additional services associated with this proposal.

Software Training

Additional training may be purchased at our current rates:

- The daily on-site training rate of \$1,850 includes all expenses.
- Web training is billed at \$200 / hour.

Recurring Fee Information

Annual Recurring Support Fee

- Unlimited software support requests for designated support contacts
- Live chat support
- Periodic product webinars
- Quarterly customer newsletter

Annual Recurring Software Fees

- Product updates throughout the year
- State and Federal required reports

Attachment B [Task Order (TO)]

TASK ORDER
BETWEEN
THE
MILLINGTON
MUNICIPAL
SCHOOLS
And
SKYWARD, INC

This Task Order (TO), by and between the MILLINGTON MUNICIPAL SCHOOLS, hereinafter referred to as the "EA" and SKYWARD, INC, hereinafter referred to as the "Contractor" is as follows:

The Contractor understands and agrees that this TO is governed by the provisions of Edison Contract Number 61801, hereinafter referred to as the "Master Contract". In the provision of services pursuant to this TO, the Contractor will conform to these provisions in their entirety. In the event of a conflict between the TO and the Master Contract, the documents shall govern in the order of preference given in the Master Contract.

This TO shall be effective for the period commencing on 7/1/2019, and ending on 6/30/2020, unless amended.

In no event shall the maximum liability of the EA under this TO exceed \$13,444.00 for the services provided pursuant to this TO, this amount shall constitute the TO Project Price and the entire potential compensation due the Contractor for the goods and/or services and all of the Contractor's obligations hereunder regardless of the difficulty, travel, administrative fees, or materials/equipment required. The Contractor shall be compensated as specified in the associated Statement of Work at the fixed-prices and/or hourly rate(s) quoted in the Contractor's Project Quote and transcribed here:

Service Description	Amount (per compensable increment)
Student Core – Base Functionality* – ADM 2467 x \$5.45 Per ADM	\$13,444.00

Payments to the Contractor pursuant to this TO will be made in accordance with the Tennessee Prompt Payment Act. Invoices shall be submitted to:

MILLINGTON MUNICIPAL SCHOOLS

Street Address:

City, State, Zip

Email Address:

The EA may, at any time and for any reason, terminate this TO in accordance with Contract Section A.7.b.

This TO may be modified only by a written amendment in accordance with Contract

District Name: MILLINGTON MUNICIPAL SCHOOLS

District Signature

Date

Contractor Name: SKYWARD, INC.

DocuSigned by:

Raymond Ackerlund

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September 25, 2019

Contractor Signature

Date



**Student Information System
Participating Agreement
2019-2024**

Participating Agreement (PA) Overview

The Tennessee Department of Education (State) established statewide contracts for State-approved Student Information System (SIS) provider (Contractor) as a tool for Educational Agencies (EA) to collect data, manage district processes, and meet state reporting requirements. EA's must use one of the State-approved contracts, listed on p. 2, for state reporting.

Contractor Selection and EA Onboarding/Offboarding

Each EA shall complete a PA to signify Contractor selection, and the PA will remain on file with the State unless a change in selection is requested by the EA. If an EA wants to change its selection to a different State approved Contractor, the EA should complete a new PA and submit to the State by March 1 for the upcoming school year.

The EA shall select their hosting option from one of the following: State-hosted, Contractor-hosted, or self-hosted with the Contractor. Self-hosted will only be available for EA's that currently utilize a self-hosted System. The EA shall work with the Contractor in data preparation, training, and system operationalization before the new school year.

EAs may cease usage of the System by advising the Contractor of such intent in writing at least 90 days prior to the start of the new school year

Additional Features/Services

Per Section A.3.1 of the Contract, the EA may request additional products, services, or feature packages at additional cost provided such offerings are clearly in addition to the Base Functionality. Any such additional products, services, or feature packages may be arranged under a separate Statement of Work (SOW) between the Contractor and EA and added to the Task Order (TO). The EA shall provide a copy of any such agreement to the State via email to district.technology@tn.gov.

SIS Contractor selection:

EA Name (district): MILLINGTON MUNICIPAL SCHOOLS

I. Please select one of the State-approved Contractors below:

<input type="checkbox"/>	61796 - Edupoint Educational Systems
<input type="checkbox"/>	61797 - Follett School Solutions, Inc.
<input type="checkbox"/>	61798 - Infinite Campus, Inc.
<input type="checkbox"/>	61799 - PowerSchool Group LLC
X	61801 - Skyward, Inc.

Contract number – Contract vendor

II. Please select one of the following hosting options:

<input checked="" type="checkbox"/>	State-hosted
<input type="checkbox"/>	Vendor-hosted
<input type="checkbox"/>	<i>Will remain self-hosted</i>

By: _____

Director of Schools Signature

Date: _____

*Date*_____
Printed name

*Return signed form to: district.technology@tn.gov by March 1. This PA supersedes any previously executed PA.
Full contract information available at <https://www.tn.gov/education/district-technology.html>*