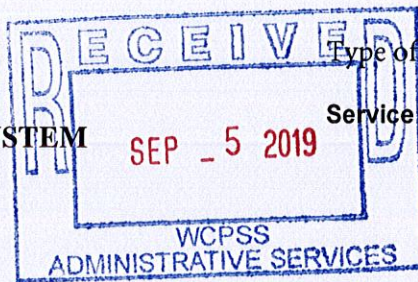


WAKE COUNTY PUBLIC SCHOOL SYSTEM
Contract Routing Form 1950



Type of Contract:

Service Agreement: Version 1, 2, or 3

FINANCE / ACCOUNTING
AUG 27 2019

Fiscal Year (FY): 2019-2020

Person to Call for Pick up: Emery Flannery Phone: 919-694-0370

Name of Contract: Open Up Resources

If Change Order - (Amount +/-): _____ Total Contract Amount: \$ 150,000.00

Board Action: (Required at \$100,000) ☒ Yes ☐ No Board Meeting Date: 09/17/2019

Budget Code: 02.5110.131.312.0111.0825

Items of Special Note: Contracted Services for Professional Development for Middle School Math Open Up Resources Curriculum

To be completed by the School or Department required for all contracts \$2,500 and up
INITIAL/DATE THIS FORM AFTER YOU HAVE REVIEWED AND APPROVED THE ATTACHED CONTRACT:

	Initial	Date
Administrator (\$2,500 - \$9,999 and All MOAs)	<u>MT</u>	<u>8/20/19</u>
Fiscal Administrator (\$2,500 and up and all MOAs)	<u>QR</u>	<u>8/20/19</u>
Assistant Superintendent or Area Superintendent (\$10,000 - \$99,999 and all MOAs)	<u>Deak</u>	<u>8/20/19</u>
Chief Officer (\$100,000+ and All MOAs)	<u>LSM</u>	<u>8.23.19</u>

To be completed by the Administrative Services required for all contracts \$2,500 and up

	Initial	Date
Risk Management (Insurance Review)	<u>GCH</u>	<u>8/29/19</u>
Finance Officer *	<u>h</u>	<u>8/28/19</u>
Chief Operating Officer (Required at \$100,000 +)	<u>DN</u>	<u>8/5/19</u>
School Board Attorney		
(As required by the Chief Officer or Superintendent)		
Comments:		

* "This instrument has been preaudited in the manner required by the School Budget and Fiscal Control Act."
G.S. 115C-441(a).

FIN 22439



WAKE COUNTY PUBLIC SCHOOL SYSTEM
1551 ROCK QUARRY ROAD
RALEIGH, NC 27610-4145

PURCHASE ORDER

223167

Page 1 of 1

INVOICE
TO

WAKE COUNTY PUBLIC SCHOOL SYSTEM
ACCOUNTING DEPARTMENT
110 CORNING ROAD
CARY, NC 27518

PAYMENT TERMS
Net 30

PO REVISION
0

CORRECT PURCHASE ORDER AND
STOCK NUMBERS MUST APPEAR
ON ALL PACKAGES, INVOICES,
SHIPPING PAPERS AND
CORRESPONDENCE. PACKING
SLIPS MUST ACCOMPANY ALL
SHIPMENTS. CONDITIONS AND
BILLING INSTRUCTIONS ON
REVERSE.

TO

OPEN UP RESOURCES
PO BOX 969
GLADSTONE, OR 97027

SHIP
TO

Curriculum Development K-12
Crossroads I, 5625 Dillard Drive
Cary, NC 27518

DATE	FOB	FREIGHT TERMS	FOR QUESTIONS REGARDING THIS ORDER CONTACT
15-AUG-19	Destination	Prepaid	Gooding, Petra, pgooding@wcpss.net 919-588-3456 EXT. 83456

WCPSS Deliver To Only: Flannery, Emery Livingston
TILLERY)

Curriculum Development K-12 - 825/925 (DENISE

LINE	WCPSS ITEM NO	WCPSS ACCOUNT CODE ITEM DESCRIPTION	QTY	UOM	UNIT PRICE	AMOUNT
1		02.5110.131.312.0111.0825.000 CONTRACTED SERVICES FOR PROFESSIONAL DEVELOPMENT FOR MIDDLE SCHOOL MATH OPEN UP RESOURCES CURRICULUM	150000	Dollar	1.00	

RECEIVER'S SIGNATURE Certifying that the above
Goods or services has been received

DATE

PARTIAL
☐

FINAL
☐

BUDGET MANAGER'S SIGNATURE Certifying Receipt
and that all regulations set forth by the Finance
Manual and Board Policy were followed

DATE

MATERIAL RECEIVING REPORT



Service Agreement/Contract

Justification/Negotiation Statement

Requestor's Name: Michelle Tucker

Vendor's Name: Open Up Resources

Date: August 9, 2019

Justification (why services are required): Open Up Resources is the district resource for Middle School Math. During the 2018-19 school year, funding was approved by the Board to provide professional learning for all teachers who support Middle School Mathematics. Professional learning will be extended for the 2019-20 school year to include continuing support of all Middle School Mathematics teachers and school leaders. Professional learning assists teachers and school leaders in planning, pedagogy, and implementation of the core curriculum.

Scope of Services (what is being provided and measurable outcomes): Professional Learning for teachers and leaders will be provided to support the continued implementation of Open Up Resources curriculum in middle school math classrooms for the 19-20 school year. Open Up Resources is providing one full day design workshop, learning walks for instructional leaders, two rounds of a virtual learning series, as well as strategic planning and ongoing impact reporting.

Negotiation (Price/terms negotiated; if bid or quote for services is not the lowest of the three quotes or submitted bids please justify): Costs for Professional Development days were negotiated with Open Up Resources to get the lowest price for the Professional Development.

WAKE COUNTY PUBLIC SCHOOL SYSTEM

This contract (the "Contract") is made and entered into this 9th day of August, 2019, between the Wake County Board of Education (the "School System"), 5625 Dillard Drive, Cary, NC 27518, and Open Up Resources (the "Provider"), PO Box 969, Gladstone, OR 97027.

For and in consideration of the mutual promises set forth in the Contract the parties do mutually agree as follows:

1. Obligations and Representations of Parties. Provider hereby agrees to provide the following services to the School System: Open Up Resources agrees to provide professional development according to the attached Exhibit A: "Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math" at designated times and sites as specifically requested and authorized by the School System. The work will be completed in a manner acceptable to the School System and in full compliance with the terms and conditions of this Contract, including any documents incorporated by reference. All agents or employees of Provider who will provide services under this Contract will be fully qualified, possess any requisite licenses, and otherwise be legally entitled to perform the services provided, and shall exercise the skill and care customarily exercised by duly licensed and qualified providers of the same or similar services. The parties acknowledge that the Wake County Board of Education has authorized the Superintendent or his designee to enter into service contracts involving expenditures of up to \$100,000. The parties further acknowledge that the School System may perform all or part of its obligations pursuant to this Contract through the Superintendent or his designee.
2. Compensation. The School System hereby agrees to compensate Provider in the amount (not to exceed) \$150,000.00, once all services have been rendered in accordance with the terms of this Contract. Provider shall provide School System with invoice(s) itemized by service provided the number of hours worked and by whom, the date(s) that services were provided, and the amount owed, along with any supporting documentation that may be requested in advance by School System. The School System shall process payments to Provider within forty-five (45) days of submission of such invoice(s).
 - 2.1. In the event of inclement weather, fire, power failure, or other similar occurrence, which may necessitate the cancellation of the delivery of the service(s), and an alternate date cannot be agreed upon, the School System will be under no obligation to compensate Provider for services not rendered.
3. Contract Funding. It is understood and agreed between Provider and the School System that the School System's payment obligation under this Contract is contingent upon the availability of appropriated funds from which payment for Contract purposes can be made.
4. Term. The services described in this Contract will be provided from October 1, 2019 through June 30, 2020, unless sooner terminated as herein provided.
5. Termination for Convenience. The School System may terminate this Contract at any time at its complete discretion upon ten (10) calendar days' notice in writing from the School System to Provider prior to the date of termination. In addition, all finished or unfinished documents and other materials produced by Provider pursuant to this Contract shall, at the request of the School System, be turned over to it and become its property. If the Contract is terminated by the School System in accordance with this section, the School System will provide a prorated payment for all services performed as of the date of termination.
6. Termination for Default. At any time, the School System may terminate this Contract immediately and without prior notice if provider is unable to meet goals and timetables or if the School System is dissatisfied with the quality of services provided.
7. Insurance. Provider agrees to maintain Commercial General Liability in amount of \$1,000,000 each occurrence, \$1,000,000 each occurrence in Personal & Advertising Injury with \$2,000,000 General Aggregate, and \$2,000,000 Products/Completed Operations Aggregate. Provider shall maintain \$1,000,000 in automobile liability, and other appropriate insurance, as well as Workers Compensation in the required statutory amount for all employees participating in the provision of services under this Contract. The Wake County Board of Education shall be named by endorsement as an additional insured on the General and Automobile Liability policies. Certificates of such insurance shall be furnished by Provider to the School System and shall contain an endorsement to provide the School System at least 10 days' written notice of any intent to cancel or terminate by either Provider or the insuring

company. Failure to furnish insurance certificates or maintain such insurance shall be a default under this Contract and shall be grounds for immediate termination of this Contract.

8. Taxes. Provider shall pay all federal, state and FICA taxes for all employees participating in the provision of services under this Contract.
9. Monitoring and Auditing. Provider shall maintain, during the entirety of this Contract term, including any extensions, and for three (3) years thereafter, receipts, records, and/or documents to support the following: the cost of materials purchased for Projects completed under this Contract by the Provider or its subcontractor; the number of labor hours billed by the Provider's employees and its subcontractors; the sales tax paid by the Provider and its subcontractors for materials; and the names and contact information for all of Provider's employees or subcontractors who performed work under this Contract. Provider must be able to provide this supporting documentation to the School System upon request during the Contract term, including any extensions, and within three (3) years thereafter. Provider shall cooperate with the School System, or with any other person or agency as directed by the School System, in monitoring, auditing, or investigating activities related to this Contract. Provider shall permit the School System to evaluate all activities conducted under this contract as dictated by the School System. Provider shall provide auditors retained by the School System with access to any records and files related to the provision of services under this Contract.
10. Confidentiality of Student Information. Provider agrees that all student records or personally identifiable information contained in student records that may be obtained in the course of providing services to the School System under this Contract shall be subject to the confidentiality and disclosure provisions of applicable federal and state statutes and regulations as well as the School System's policies. All student records shall be kept in a secure location preventing access by unauthorized individuals. Provider will maintain an access log delineating date, time, agency, and identity of individual accessing student records who is not in the direct employ of Provider. Provider shall not forward to any person other than parent or the School System any student record or personally identifiable information obtained from a student record (including, but not limited to, the student's identity) without the written consent of the School System. Upon termination of this Contract, Provider shall turn over to the School System all student records or personally identifiable information about students obtained by Provider while providing services under this Contract. Nothing in this Contract gives Provider any right to access any student records or personally identifiable information.
11. Lunsford Act/Criminal Background Check. Provider also acknowledges that G.S. § 14-208.18 prohibits anyone required to register as a sex offender under Article 27A of Chapter 14 of the General Statutes from knowingly being on the premises of any school. Provider shall conduct or arrange to have conducted, at its own expense, sexual offender registry checks on each of its owners, employees, agents and subcontractors ("contractual personnel") who will engage in any service on or delivery of goods to School System property or at a School System sponsored event, except checks shall not be required for individuals who are solely delivering or picking up equipment, materials, or supplies at: (1) the administrative office or loading dock of a school; (2) non-school sites; (3) schools closed for renovation; or (4) school construction sites. The checks shall include at a minimum checks of the State Sex Offender and Public Protection Registration Program, the State Sexually Violent Predator Registration Program, and the National Sex Offender Registry ("the Registries"). For Provider's convenience only, all of the required registry checks may be completed at no cost by accessing the United States Department of Justice Sex Offender Public Website at <http://www.nsopw.gov/>. Provider shall provide certification on the Sexual Offender Registry Check Certification Form (Attachment A) that the registry checks were conducted on each of its contractual personnel providing services or delivering goods under this Contract prior to the commencement of such services or the delivery of such goods. Provider shall conduct a current initial check of the registries. The sex offender registry checks shall be conducted within 30 days of Provider's execution of the Contract and prior to performing any services on School System property. In addition, Provider agrees to conduct the registry checks and provide a supplemental certification form before any additional contractual personnel are used to deliver goods or provide services pursuant to this Contract. Provider further agrees to conduct annual registry checks of all contractual personnel and provide annual certifications at each anniversary date of this Contract. Provider shall not assign any individual to deliver goods or provide services pursuant to this Contract if said individual appears on any of the listed registries. Provider agrees that it will maintain all records and documents necessary to demonstrate that it has conducted a thorough check of the registries as to each contractual personnel, and agrees to provide such records and documents to the School System upon request. Provider specifically acknowledges that the School System

retains the right to audit these records to ensure compliance with this section at any time in the School System's sole discretion. If requested by the School System, the Provider shall provide sufficient background information regarding any or all contractual personnel who may deliver goods or perform services under this contract in order to allow the school system to perform a criminal background check on each individual at the School System's expense. Provider further agrees that it has an ongoing obligation to provide the School System with the name of any new contractual personnel who may deliver goods or provide services under the Contract. The School System reserves the right to prohibit any contractual personnel of Provider from delivering goods or providing services under this Contract if the School System determines, in its sole discretion, that such contractual personnel may pose a threat to the safety or well-being of students, school personnel or others, or if such contractual personnel may otherwise pose a risk to the School System's operations. Failure to comply with the terms of this provision shall be deemed a material breach of the Contract.

12. Indemnification. Provider shall indemnify and hold harmless the School System and its agents and employees from and against all claims, actions, demands, costs, damages, losses, and/or expenses of any kind whatsoever resulting from the omission or commission of any act, lawful or unlawful, by Provider or its agents and/or employees, including but not limited to court costs and attorney's fees, incurred in connection with the defense of said matters. The parties agree that this indemnification clause is an "evidence of indebtedness" for purpose of N. C. Gen. Stat. § 6-21.2.
13. Relationship of Parties. Provider shall be an independent contractor of the School System, and nothing herein shall be construed as creating a partnership or joint venture; nor shall any employee of Provider be construed as an employee, agent, or principal of the School System. Provider shall not assign, subcontract, or otherwise transfer any interest in this contract without the prior written approval of the School System.
14. Applicable Laws. Provider shall comply with all applicable laws and regulations in providing services under this Contract. In particular, Provider shall not employ any individuals to provide services to the School System who are not authorized by federal law to work in the United States. Provider represents and warrants that it is aware of and in compliance with the Immigration Reform and Control Act and North Carolina law (Article 2 of Chapter 64 of the North Carolina General Statutes) requiring use of the E-Verify system for employers who employ twenty-five (25) or more employees and that it is and will remain in compliance with these laws at all times while providing services pursuant to this Contract. Provider shall also ensure that any of its subcontractors (of any tier) will remain in compliance with these laws at all times while providing subcontracted services in connection with this Contract. North Carolina law will govern the interpretation and construction of the Contract. Provider shall comply with the Affordable Care Act and accompanying IRS and Treasury Department regulations.
15. Restricted Companies Lists. Provider represents that as of the date of this Contract, Provider is not included on the Final Divestment List created by the North Carolina State Treasurer pursuant to N.C. Gen. Stat. § 147-86.58. Provider also represents that as of the date of this Contract, Provider is not included on the list of restricted companies determined to be engaged in a boycott of Israel created by the North Carolina State Treasurer pursuant to N.C. Gen. Stat. § 147-86.81.
16. Anti-Nepotism. Provider warrants that, to the best of its knowledge and in the exercise of due diligence, none of its corporate officers, directors, or trustees and none of its employees who will directly provide services under this Contract are immediate family members of any member of the Wake County Board of Education or of any principal or central office staff administrator employed by the Wake County Board of Education. For purposes of this provision, "immediate family" means spouse, parent, child, brother, sister, grandparent, or grandchild, and includes step, half, and in-law relationships. Should Provider become aware of any family relationship covered by this provision or should such a family relationship arise at any time during the term of this Contract, Provider shall immediately disclose the family relationship in writing to the Superintendent of the Wake County Public School System. Unless formally waived by the Wake County Board of Education, the existence of a family relationship covered by this Contract is grounds for immediate termination by Owner without further financial liability to Provider.
17. Applicable Wake County Board of Education Policies. Provider acknowledges that the Wake County Board of Education has adopted policies governing conduct on School System property and agrees to abide by any and all relevant WCPSS policies while on School System property. The Provider acknowledges that it has received copies of and will abide by the following Wake County

Board of Education policies:

- Policy 2305: Code of Ethics and Standard of Conduct
- Policy 2306: Drug and Alcohol Testing of Commercial Motor Vehicle Operators
- Policy 2307: Drug-free Workplace Environment
- Policy 3012: Prohibited Conduct on School Property and at School Events
- Policy 4040/7310: Staff-Student Relations
- Policy 5026/7250: Use of Tobacco and Nicotine Products
- Policy 5027/7275: Weapons and Explosives Prohibited

18. Order of Precedence. The Parties do hereby agree that in the event of conflict between the terms and conditions of the WCPSS agreement and the attached Exhibit A: "Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math" that the terms and conditions in the WCPSS agreement shall prevail.
19. Entire Agreement. This Contract may be amended only by written amendments duly executed by and between the School System and Provider. This Contract, including the purchase order, if any, used in connection herewith and any other document(s) expressly incorporated by reference as a part of this Contract, constitutes and expresses the entire agreement and understanding between the parties concerning its subject matter. This Contract supersedes all prior and contemporaneous discussions, promises, representations, agreements and understandings relative to the subject matter of this contract. To the extent there may be any conflict between the four corners of this Contract and other documents incorporated by reference herein, the terms of this Contract will control. If any provision of this Contract shall be declared invalid or unenforceable, the remainder of the Contract shall continue in full force and effect.
20. Counterparts and Execution. This Contract may be executed in any number of counterparts, each of which will be deemed an original but all of which together will constitute one and the same instrument. The Parties agree that computer scanned and/or faxed signatures or copies of this Contract will have the same validity and force as an "original."
21. Authority to Enter Contract. The person(s) executing this Contract on behalf of Provider have authority to do so as an official, binding act of Provider.

IN WITNESS WHEREOF, the parties have hereunto set their hands and seals the day and year first indicated above.

**WAKE COUNTY
BOARD OF EDUCATION**

PROVIDER

James D. Martin, Board Chair

Authorized Signature

Date

Date

02.5110.131.312.0111.0825

Budget Code

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

August 8, 2019

Wake County Public School System
Denise Tillery, Senior Director, Office of Professional Learning
Michelle Tucker, Director of K-12 Math
Christina Galluci, Middle School Math Teacher Trainer
Christina Zukowski, Middle School Math Content Specialist

Denise, Michelle, Tina, and Christina,

Open Up Resources and BetterLesson are excited about the opportunity to launch a partnership with Wake County School System to support your continued implementation of the Open Up Resources (OUR) 6-8 Math curriculum at your middle schools while building the capacity of a small cohort of your area superintendents and principals to assess implementation progress and create action plans for ongoing support. We share your belief that professional development is a critical component of a successful curriculum implementation for administrators, instructional coaches, teachers, and students.

During our initial conversation, our team noticed clear alignment between your vision for student-centered pedagogy that fosters discourse-driven mathematics classrooms grounded in productive struggle and BetterLesson's approach to professional learning. I look forward to discussing this proposal, incorporating your feedback, and honing in on a model that aligns with your key priorities for teaching and learning.

Kind Regards,
Katya Rucker, BetterLesson
Tabitha Savage, Open Up Resources

About BetterLesson

Founded in 2009, BetterLesson's mission is to empower schools and districts to develop and retain innovative, student-centered teachers, instructional coaches, and leaders. BetterLesson's leading-edge professional development platform supports K-12 educators to design and implement student-centered learning strategies that solve their most pressing challenges and enhance student and teacher engagement, achievement, and joy in the classroom.

Our personalized model is informed by years of rigorous investigation, analysis, and codification. A host of prominent organizations incorporate our research and thought leadership into their resources and tools, including New Schools for New Orleans, RELAY Graduate School of Education, The Friday Institute, The Highlander Institute, Next Generation Learning Challenges, The Rogers Family Foundation, The Clayton Christensen Institute, and Jobs for the Future.

Our experienced team shares a vision to catalyze and scale technology-enabled, student-centered learning for all students. BetterLesson has partnered with hundreds of schools, districts, foundations, non-profit organizations, and state departments of education to build the capacity of more than 10,000 teachers and

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

leaders across North America. The professional experiences we've designed to facilitate the implementation of OUR 6-8 Math in more than 100 schools and districts are grounded in the research on adult learning and mirror the pedagogies and routines within the curriculum. Our capacity-building approach focuses on the manageable steps educators can take from week to week to sustain long-term learner-centered changes in practice.

Partnership Model

Our 2019 - 20 partnership will include the following:

1. 1-Day Design Workshop for 555 teachers, focused on scaffolding and fostering productive struggle
2. Learning Walks for 60 Instructional Leaders
3. Two rounds of Virtual Learning Series for 9 schools (one in each area). Each school PLT will consist of approximately 12 teachers. Year-long support will consist of six, 2-hour sessions spaced 4-6 weeks apart beginning in early fall 2019.
4. Strategic Planning and Ongoing Impact Reporting (fees waived)

Total Investment: **\$150,000**

Descriptions of program components follow.

1-Day Design Workshop for Teachers, Fall 2019

Every BetterLesson Design Workshop for OUR 6-8 Math is a design thinking experience in which our facilitators employ experiential pedagogy because we have seen that active pedagogy in professional development creates truly empowered learners. At every step in the agenda, teachers experience proven strategies that they can implement in their math practice. We pause regularly to reflect on how these techniques can support improved practice and teacher and student growth and learning.

Each **Design Workshop** provides concrete support and differentiated resources for math educators to:

- Reflect on practice and identify strengths and areas of improvement
- Articulate a vision for OUR 6-8 Math implementation and student-centered practice
- Select and prioritize key learning targets that lead to growth and sustainable outcomes
- Identify OUR Math practices, instructional strategies, and tools that align with learning targets and outcomes
- Craft a strategic plan for implementation of new learnings in upcoming lessons

BetterLesson is designing a frame for this experience tailored to the goals of Wake County's curriculum leadership team. Based on our initial conversation, this frame will include experiences that:

- Support teachers to scaffold for a variety of learners
- Leverage routines to promote discourse and productive struggle
- Develop problem-based facilitation skills

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

- Explore challenges in effective discourse and strategies that foster a culture for problem solving
- Support a strategic lesson planning approach centered around facilitation of discourse

Two Rounds of Virtual Learning Series'

Each Virtual Learning Series consists of **3 sessions** that delve progressively deeper into a specific topic to build teacher capacity and skills. Each session is **2 hours** in length. Sessions strive to break up the topic into manageable and actionable chunks, and planning and implementation between sessions makes the learning ongoing and job-embedded. Participants will meet every 4-6 weeks with their dedicated BetterLesson Coach via video-conference.

Our expert facilitator will support participants to learn about high impact instructional strategies, experience virtual active pedagogy, implement high-leverage instructional strategies, build confidence in their ability to make and sustain key pedagogical shifts, and work collaboratively to build a common understanding of key mathematical concepts and pedagogies. At the end of each session, participants will identify and plan for action steps and then reflect on implementation in the following session. This continuous action-oriented professional learning experience supports improved teacher practice and student growth. Participants will also be given one year of access to the BetterLesson Professional Learning Lab (BL Lab). In the BL Lab, teachers and leaders will have access to premium strategies that are aligned to district priorities and tailored to support their growth.

All participants must video-conference from their own computers for ease of visual and audio communication with their collaborative team. Sample areas of focus for the Virtual Learning Series include:

- Engaging in continuous iterative cycles to ensure strategies are optimizing student achievement
- Leveraging routines to make the curriculum's problem-based, concept-building approach accessible to all learners
- Supporting teachers to use student data in their selection, adaptation, and application of instructional strategies and protocols in the curriculum
- Leveraging qualitative and quantitative student growth metrics to analyze and measure success
- Collaborating with peers to share experiences and apply relevant solution approaches

Learning Walks for Area Superintendents, District Leaders, and MS Principals

Onsite, coach-guided Learning Walks are non-evaluative professional learning opportunities for instructional leaders, and are facilitated by a BetterLesson Coach for school and district administrators to collect evidence of curriculum implementation and identify trends of success and trends for ongoing support. The BetterLesson coach will support the Wake County team to determine action steps for teacher capacity building.

Learning Walks are tailored to supporting instructional leadership growth and development and will:

- Empower participants with the strategies and tools to gather evidence of good instructional practice and provide meaningful and actionable feedback to their teachers that improve practice.
- Build confidence in identifying effective pedagogy regardless of knowing Math content or having teaching experience in Mathematics

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

- Support the progression that recognizing effective pedagogy in Mathematics transfers to recognizing it in other classrooms and across grade levels.

BetterLesson customizes every Learning Walks agenda to meet partner goals and logistical constraints, but below is a sample agenda:

1. Pre-Classroom Visits (1 - 2 hours)

- Introductions & Norms for visiting classrooms
- Defining end goals
- Defining focus areas for walkthrough
- Defining rationale for each focus area
- Learning Walk Tool (introduced or co-created)
 - How can this tool support my understanding of supporting teachers?
 - What are we looking for in terms of curriculum implementation?

2. Classroom Visits & Hallway Huddles (1 - 3 hours)

- Identifying trends to celebrate and trends to support

3. Post-Classroom Visits (2 hours)

- Debriefing observations, alignment across leaders, trends of success, trends for support
- Backwards planning for replicating learning walks in each leader's school/context

Strategic Planning and Ongoing Impact Reporting

To ensure that we maximize the impact of BetterLesson's professional learning services for Wake County Schools, BetterLesson will provide your team with a dedicated Partner Success Manager will work with you during the implementation planning phase to ensure:

- *Alignment on Vision and Outcomes:* BetterLesson will align its support to your goals, instructional outcomes, teacher needs, and student needs.
- *A Successful Partnership Launch:* BetterLesson will engage you in a strategic planning conversation to understand your context and help you plan a roll-out process for our partnership

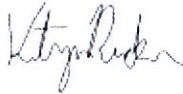
As our partnership progresses, BetterLesson's Partner Success Team will regularly communicate with you to review progress, get feedback, and ensure ongoing alignment via:

- *Partnership Meetings:* Your BetterLesson Partner Success Manager will schedule regular, ongoing meetings to:
 - share qualitative and quantitative data regarding participant feedback and outcomes
 - ensure continued alignment toward identified outcomes, and
 - troubleshoot and solve challenges.
-

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

Itemized pricing follows on the next page.

Thank you for your time!



Katya Rucker
Director of Partnerships
katya.rucker@betterlesson.com
703-200-6643

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

Pricing for Wake County School System

BL Product	SY 19/20 Program Rate	Quantity	Total Cost	Notes
1-Day Design Workshop for OUR 6-8 Math	\$4,250/ \$3,250/ 30 teachers* *Facilitator to teacher ratio of 1:30	18 (to support 555 teachers)	\$76,500* \$58,500	Fall 2019 Suggested model: Cohorts of 60 teachers per day over 11 days. Option to run concurrent trainings of 30 or 60 teachers each on the same day. Recommended on Tuesday - Thursday over the course of 3-4 consecutive weeks. *Discount contingent upon 2 factors: 1) bundling this experience with Learning Walks for Instructional Leaders and 2) offering these trainings on consecutive days (Tuesdays - Thursdays) to reduce travel costs.
Learning Walks for Instructional Leaders	\$17,500 \$15,000/ 30 administrators	2 (to support 60 administrators)	\$35,000 \$30,000	Fall 2019 Suggested model: Convene 30 leaders at one middle school where 5 groups of 6 administrators can concurrently observe math instruction (Requires 5 math classes to be occurring simultaneously) This experience requires a full day commitment from leaders, generally running from 8:00 - 2:30 or 9:00 - 3:30.
Virtual Learning Series for PLTs	\$4,500 \$3,500/ Series	18 (2 rounds per area school, 9 area schools)	\$81,000 \$63,000	Six 2-hour sessions for 12 MS Math teachers, spaced 4-6 weeks apart, on a topic identified by district leaders (ex. MLRs, 5 Practices)
Strategic Planning, Data & Impact Consultations	\$2,500	1	Waived for Open Up Partners	Ongoing virtual progress meetings to ensure alignment and smooth implementation, and report on the impact of professional learning experiences.
Subtotal			\$151,500	
Discounts Applied			(\$43,500) (\$1,500)	Additional \$1,500 discount; total discounts \$45,000
Partnership Total			\$150,000	

Wake County Public School System PD Proposal for Implementation of Open Up Resources 6-8 Math

Appendix: Phases of Effective Curriculum Implementation

Adopting a new curriculum is, in many ways, a reframing of your instructional vision for teaching and learning and requires alignment, stakeholder support, training, and most of all, planning. BetterLesson is committed to helping you navigate and plan your approach to a successful implementation, knowing that it often takes a multi-year approach to make and manage the change that will make an impact for students.

Below, you will find our '**Phases of Implementation**' table that outlines 7 distinct 'phases'. These phases are defined by consistent traits in curriculum implementation that require building of direct and specific supports and systems. The seven phases are not meant to be a linear progression, but as guidelines for the type of support needed as any district implements.

1: Adoption	2: Intentional Start	3: Ongoing Supports	4: Assessing Progress	5: Targeted Support and Learning	6: Building Capacity	7: Sustaining Transformation
In this phase, you are vetting curricula, bringing in stakeholders, and gathering information and feedback that will support you with building an implementation plan. This is a place to start to map out what your rollout might be--from a limited pilot to full scale implementation across the district.	In this phase, you will build an implementation team and provide initial development on the curriculum to teachers, coaches, and leaders. We believe in supporting educators to gain the knowledge they need to implement the curriculum, but also aim to support the process by which they narrow their focus and build expertise over time. This builds small wins and accelerates growth and buy in.	Once educators have materials, and have been trained in the curriculum, ongoing supports allow you to differentiate for them, build capacity to plan and collaborate effectively, and have access to supporting resources. This phase is essential to a successful implementation, as it signals the beginning of bringing the curriculum to life in classrooms, and increasing the rigor of that experience over time.	As the curriculum is implemented, it is an important time to align on the progress teachers and students are making to identify and celebrate successes and shifts in practice, and areas to prioritize support. It is also a time to review and modify existing school and district supports. During this phase, implementation teams should be looking for evidence of the benefits of the curriculum.	As we assess progress, we will discover areas for growth and targeted support around skills, knowledge that are needed. This phase creates the spaces to provide differentiated and targeted support and reflection around these topics. In this phase, we gather and share evidence of progress with stakeholders, and make recommendations for continued growth.	As implementation continues, this phase strategically identifies ways to increase the internal capacity in a school or district to provide internal PD, coaching, build teacher-leaders, and create cyclical, ongoing learning and planning spaces. These concepts are essential to the long term success of the implementation, and ensure that the curriculum integrates with other systems within the district.	In this phase, we determine key stakeholders that can provide supports and create regular, ongoing systems of collaboration, planning, and data analysis. In addition, we can further push into supporting teachers and leaders with some of the larger student-centered shifts outside of the curriculum (i.e. Social Emotional Learning) that continue to grow and leverage the strong foundation put into place.



K12OERC-01

ACOFFEY

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

4/10/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER CAL Insurance & Associates, Inc. 2311 Taraval Street San Francisco, CA 94116		CONTACT NAME: PHONE (A/C, No, Ext): (415) 661-6500 E-MAIL ADDRESS: info@cal-insure.com FAX (A/C, No): (415) 661-2254		
INSURED Open Up Resources PO Box 969 Gladstone, OR 97027		INSURER(S) AFFORDING COVERAGE		NAIC #
		INSURER A: Nonprofits Ins. Alliance of CA		11384
		INSURER B: The Travelers		25674
		INSURER C:		
		INSURER D:		
		INSURER E:		
		INSURER F:		

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER:	X		2019-47303	4/8/2019	4/8/2020	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 500,000
							MED EXP (Any one person)	\$ 20,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
A	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			2019-47303	4/8/2019	4/8/2020	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE	OTH-ER
							E.L. EACH ACCIDENT	\$
							E.L. DISEASE - EA EMPLOYEE	\$
							E.L. DISEASE - POLICY LIMIT	\$
B	Directors/Officers			106497522	4/6/2019	4/6/2020	Liability Limit	1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Wake County Board of Education is included as additional insured.

CERTIFICATE HOLDER

CANCELLATION

Wake County Board of Education
5625 Dillard Drive
Cary, NC 27518

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Attachment A

Sexual Offender Registry Check Certification Form

PLEASE SUBMIT THIS FORM TO YOUR OWNER'S REPRESENTATIVE

Project Name: _____ Contract: _____

Check the appropriate box to indicate the type of check:

___ Initial ___ Supplemental ___ Annual

I, _____ (insert name), _____ (insert title) of _____ (insert company name) hereby certify that I have performed all of the required sexual offender registry checks required under this Agreement for all contractual personnel (employees, agents, ownership personnel, or contractors) who may be used to deliver goods or provide services under this Agreement, including the North Carolina Sex Offender and Public Protection Registration Program, the North Carolina Sexually Violent Predator Registration Program, and the National Sex Offender Registry (Note: all of the required registry checks may be completed at no cost by accessing the United States Department of Justice Sex Offender Public Website at <http://www.nsopw.gov/>). I further certify that none of the individuals listed below appears on any of the above-named registries and that I will not assign any individual to deliver goods or perform services under this Agreement if said individual appears on any of the sex offender registries. I agree to maintain all records and documents associated with these registry checks, and that I will provide such records and documents to the school system upon request. I specifically acknowledge that the school system retains the right to audit these records to ensure compliance with this section at any time in the school system's sole discretion. I acknowledge that I am required to perform these checks and provide this certification form before any work is performed under the Agreement (initial check), any time additional contractual personnel may perform work under the Agreement (supplemental check), and at each anniversary date of the Agreement (annual check).

Contractual Personnel Names

Job Title

- | | | |
|----|-------|-------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |
| 4. | _____ | _____ |
| 5. | _____ | _____ |
| 6. | _____ | _____ |
| 7. | _____ | _____ |

To be provided
within 30 days of
service start date.

PD start: 10/15/19

I attest that the forgoing information is true and accurate to the best of my knowledge.

_____ (print name)

_____ (signature / date)