



Proposal #009272027
Prepared For
Yonkers Public Schools

Attention:
Alyssa Colon-Garcia
acolon-garcia@yonkerspublicschools.org

For the Purchase of:
Into Reading K-6 Version 3 with HMH Readers

Prepared By
Thomas Rozzi
thomas.rozzi@hnhco.com

Please submit this proposal with your purchase order.

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Chicago, IL 60693

Attention:
Alyssa Colon-Garcia
acolon-garcia@yonkerspublicschools.org

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FAX: 800-269-5232

Proposal for Yonkers Public Schools

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade K						
Teacher Digital Licenses						
1808222 9780358553762	¡Arriba la lectura! Teacher License Standalone 6 Year Grades K-6	\$450.00	7	\$3,150.00		\$3,150.00
Includes: ¡Arriba la lectura! Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
Total for Teacher Digital Licenses		\$3,150.00				
A la Carte Items Available for Purchase						
Teacher Materials						
1746532 9780358086659	2020 ¡Arriba la lectura! Teacher Guide Set Grade K	\$217.11	7	\$1,519.77	\$76.02	\$1,443.75
1742526 9780358056430	¡Arriba la lectura! Big Book Set Grade K	\$264.30	7	\$1,850.10	\$92.54	\$1,757.56
1742523 9780358056409	¡Arriba la lectura! Read Aloud Set Grade K	\$151.40	7	\$1,059.80	\$52.99	\$1,006.81
1721048 9781328522559	¡Arriba la lectura! Bookstix Grade K	\$5.35	7	\$37.45	\$1.89	\$35.56
1742517 9780358056348	¡Arriba la lectura! Instructional Card Kit Grade K	\$90.75	7	\$635.25	\$31.78	\$603.47
1742539 9780358056560	¡Arriba la lectura! Start Right Reader Set 6 Grade K	\$194.64	7	\$1,362.48	\$68.11	\$1,294.37
1721090 9781328522979	¡Arriba la lectura! Tabletop Minilessons Reading Grade K	\$37.35	7	\$261.45	\$13.09	\$248.36
1745953 9780358091707	¡Arriba la lectura! Rigby Library with Take and Teach Lessons Grade K	\$1,424.51	7	\$9,971.57	\$498.61	\$9,472.96
1647094 9780544853447	Aventuras Revistas Collection Grade K	\$54.15	7	\$379.05	\$18.97	\$360.08
1715026 9781328477347	¡Arriba la lectura! Dual Language Implementation Guide Grade K	\$32.45	7	\$227.15	\$11.34	\$215.81
1742542 9780358056591	¡Arriba la lectura! Start Right Reader Set 1 Grade K	\$32.49	7	\$227.43	\$11.34	\$216.09
Student Materials						
1750582 9780358119623	2020 ¡Arriba la lectura! Student myBook Softcover 6 Year Print Grade K	\$33.00	120	\$3,960.00	\$198.00	\$3,762.00
Total for A la Carte Items Available for Purchase		\$20,416.82				
Total for Grade K		\$23,566.82				
Grade K						
Teacher Digital Licenses						
1893245 9798202062384	Into Reading VRS3 Teacher License with HMH Digital Readers 6 Year Grades K-6	\$1,452.00	84	\$121,968.00		\$121,968.00
Package Includes: Into Reading Vrs3 Digital Teacher Resources 6 Year Grades K-6 HMH Readers Vrs3 Digital Library Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						
Total for Teacher Digital Licenses		\$121,968.00				
A la Carte Items Available for Purchase						
Teacher Materials						
1886179 9798202028168	Into Reading Vrs3 Teacher's Guide Set Grade K	\$197.35	84	\$16,577.40	\$829.08	\$15,748.32
1889838 9798202043420	Into Reading Vrs3 Big Book Set Grade K	\$240.25	84	\$20,181.00	\$1,008.84	\$19,172.16
1889834 9798202043406	Into Reading Vrs3 Read Aloud Set Grade K	\$137.60	84	\$11,558.40	\$577.92	\$10,980.48
1889786 9798202043369	Into Reading VRS3 Decodable Library Set Grade K	\$1,295.01	84	\$108,780.84	\$5,439.00	\$103,341.84
1874676 9780358976240	Into Reading Vrs3 Bookstix Grade K	\$4.85	84	\$407.40	\$20.16	\$387.24
1889840 9798202043437	Into Reading Vrs3 Instructional Card Kit Grade K	\$82.51	84	\$6,930.84	\$346.92	\$6,583.92
1721083 9781328522900	Into Reading Tabletop Minilessons Reading Grade K	\$33.91	116	\$3,933.56	\$197.20	\$3,736.36
1716734 9781328491602	Into Reading Tabletop Minilessons English Language Development Grade K	\$33.91	116	\$3,933.56	\$197.20	\$3,736.36
1889860 9798202043536	Into Reading HMH Readers VRS3 Library with Take and Teach Lessons Grade K	\$1,295.00	116	\$150,220.00	\$7,511.00	\$142,709.00
Student Materials						
Coupon Code: PRODPB5						
Send Check Payments to: HMH Education Company 14046 Collection Center Drive Chicago, IL 60693		Attention: Alyssa Colon-Garcia acolon-garcia@yonkerspublicschools.org		Send Orders to: orders@hnhco.com FAX: 800-269-5232		
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009272027		Sold:0000191913 Ship:0000191913		Page 2 of 8		Please submit this form with your purchase order

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
1736147 9781328639097	Into Reading Big Book Set Grade 1	\$91.75	87	\$7,982.25	\$399.33	\$7,582.92
1736145 9781328639059	Into Reading Read Aloud Set Grade 1	\$96.09	87	\$8,359.83	\$417.60	\$7,942.23
1889788 9798202043376	Into Reading VRS3 Decodable Library Set Grade 1	\$1,294.99	87	\$112,664.13	\$5,633.25	\$107,030.88
1874678 9780358976257	Into Reading Vrs3 Bookstix Grade 1	\$4.85	87	\$421.95	\$20.88	\$401.07
1889842 9798202043444	Into Reading Vrs3 Instructional Card Kit Grade 1	\$82.50	87	\$7,177.50	\$359.31	\$6,818.19
1721084 9781328522917	Into Reading Tabletop Minilessons Reading Grade 1	\$33.90	119	\$4,034.10	\$202.30	\$3,831.80
1716735 9781328491619	Into Reading Tabletop Minilessons English Language Development Grade 1	\$33.90	119	\$4,034.10	\$202.30	\$3,831.80
1889862 9798202043543	Into Reading HMH Readers VRS3 Library with Take and Teach Lessons Grade 1	\$1,295.00	119	\$154,105.00	\$7,705.25	\$146,399.75
1737708 9780358011170	Into Reading Focal Text Set of 6 with Take and Teach Lessons Grade 1	\$169.65	87	\$14,759.55	\$737.76	\$14,021.79
Student Materials						
1885999 9798202027260	Into Reading Vrs3 Student myBook Softcover Set 6 Year Print Grade 1	\$33.00	2,018	\$66,594.00	\$3,329.70	\$63,264.30
Total for A la Carte Items Available for Purchase		\$380,865.03				

Total for Grade 1**\$507,189.03****Grade 2****Teacher Digital Licenses**

1808222 9780358553762	¡Arriba la lectura! Teacher License Standalone 6 Year Grades K-6	\$450.00	4	\$1,800.00		\$1,800.00
Includes: ¡Arriba la lectura! Digital Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner						

Total for Teacher Digital Licenses**\$1,800.00****A la Carte Items Available for Purchase****Teacher Materials**

1746534 9780358086673	2020 ¡Arriba la lectura! Teacher Guide Set Grade 2	\$217.11	4	\$868.44	\$43.44	\$825.00
1721071 9781328522788	2020 ¡Arriba la lectura! Writing Workshop Teacher's Guide Grade 2	\$58.11	4	\$232.44	\$11.64	\$220.80
1746539 9780358086727	¡Arriba la lectura! Teaching Pal Set Grade 2	\$45.75	4	\$183.00	\$9.16	\$173.84
1742525 9780358056423	¡Arriba la lectura! Read Aloud Set Grade 2	\$151.40	4	\$605.60	\$30.28	\$575.32
1721050 9781328522573	¡Arriba la lectura! Bookstix Grade 2	\$5.35	4	\$21.40	\$1.08	\$20.32
1742530 9780358056478	Arriba la Lectura Trade Classroom Library Single Copy Set Grade 2	\$30.00	4	\$120.00	\$6.00	\$114.00
1742519 9780358056362	¡Arriba la lectura! Instructional Card Kit Grade 2	\$90.75	4	\$363.00	\$18.16	\$344.84
1742541 9780358056584	¡Arriba la lectura! Start Right Reader Set 6 Grade 2	\$207.60	4	\$830.40	\$41.52	\$788.88
1721092 9781328522993	¡Arriba la lectura! Tabletop Minilessons Reading Grade 2	\$37.35	4	\$149.40	\$7.48	\$141.92
1745960 9780358082378	¡Arriba la lectura! Rigby Library with Take and Teach Lessons Grade 2	\$1,424.51	4	\$5,698.04	\$284.92	\$5,413.12
1745397 9780358074267	Aventuras Revistas Student Magazine (quantity 6) Grade 2	\$56.00	4	\$224.00	\$11.20	\$212.80
1715028 9781328477361	¡Arriba la lectura! Dual Language Implementation Guide Grade 2	\$32.45	4	\$129.80	\$6.48	\$123.32
1742535 9780358056522	¡Arriba la lectura! Trade Classroom Library Set 6 with Take and Teach Lessons Grade 2	\$187.11	4	\$748.44	\$37.44	\$711.00
1742544 9780358056614	¡Arriba la lectura! Start Right Reader Set 1 Grade 2	\$34.71	4	\$138.84	\$6.96	\$131.88

Student Materials

1750584 9780358119647	2020 ¡Arriba la lectura! Student myBook Softcover Set 6 Year Print Grade 2	\$33.00	95	\$3,135.00	\$156.75	\$2,978.25
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Total for A la Carte Items Available for Purchase**\$12,775.29****Total for Grade 2****\$14,575.29****Grade 2****Teacher Digital Licenses**

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ISBN		Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
1893245	9798202062384	Into Reading VRS3 Teacher License with HMH Digital Readers 6 Year Grades K-6	\$1,452.00	83	\$120,516.00		\$120,516.00
Package Includes: Into Reading Vrs3 Digital Teacher Resources 6 Year Grades K-6 HMH Readers Vrs3 Digital Library Teacher Resources 6 Year Grades K-6 Access to Teacher's Corner							
Total for Teacher Digital Licenses			\$120,516.00				
A la Carte Items Available for Purchase							
Teacher Materials							
1886183	9798202028182	Into Reading Vrs3 Teacher's Guide Set Grade 2	\$197.35	83	\$16,380.05	\$819.21	\$15,560.84
1886171	9798202028120	Into Reading Vrs3 Teaching Pal Set Grade 2	\$41.49	83	\$3,443.67	\$171.81	\$3,271.86
1889836	9798202043413	Into Reading Vrs3 Read Aloud Set Grade 2	\$137.60	83	\$11,420.80	\$571.04	\$10,849.76
1889790	9798202043383	Into Reading VRS3 Decodable Library Set Grade 2	\$1,294.99	83	\$107,484.17	\$5,374.25	\$102,109.92
1874680	9780358976264	Into Reading Vrs3 Bookstix Grade 2	\$4.85	83	\$402.55	\$19.92	\$382.63
1889844	9798202043451	Into Reading Vrs3 Instructional Card Kit Grade 2	\$82.50	83	\$6,847.50	\$342.79	\$6,504.71
1721085	9781328522924	Into Reading Tabletop Minilessons Reading Grade 2	\$33.90	115	\$3,898.50	\$195.50	\$3,703.00
1716736	9781328491626	Into Reading Tabletop Minilessons English Language Development Grade 2	\$33.90	115	\$3,898.50	\$195.50	\$3,703.00
1889864	9798202043550	Into Reading HMH Readers VRS3 Library with Take and Teach Lessons Grade 2	\$1,295.00	83	\$107,485.00	\$5,374.25	\$102,110.75
1737709	9780358011187	Into Reading Focal Text Set of 6 with Take and Teach Lessons Grade 2	\$169.65	83	\$14,080.95	\$703.84	\$13,377.11
Student/ Materials							
1886015	9798202027345	Into Reading Vrs3 Student myBook Softcover Set 6 Year Print Grade 2	\$33.00	2,006	\$66,198.00	\$3,309.90	\$62,888.10
Total for A la Carte Items Available for Purchase			\$324,461.68				

Total for Grade 2 **\$444,977.68**

Amira Amira Student Licenses

1804237	9780358522119	Amira Suite Student License Digital 6 Year	\$120.00	6,041	\$724,920.00	\$173,980.80	\$550,939.20
	Includes:						
	Amira Dyslexia Screener Digital Student Resources 6 Year						
	Amira Oral Reading Fluency Assessment Digital Student Resources 6 Year						
	Amira Practice Digital Student Resources 6 Year Implementation Success						
	Total for Amira Student Licenses		\$550,939.20				
	Amira Teacher Licenses						
1808264	9780358556732	Amira Suite Teacher License Digital 6 Year	\$348.00	254	\$88,392.00	\$88,392.00	
	Includes:						
	Amira Dyslexia Screener Digital Teacher Resources 6 Year						
	Amira Oral Reading Fluency Assessment Digital Teacher Resources 6 Year						
	Amira Practice Digital Teacher Resources 6 Year						
	Teacher's Corner Elementary License 6 Year						
	Total for Amira Teacher Licenses		\$0.00				

Total for Amira **\$550,939.20**

Professional Services- Amira Suite Implementation Success Plan

1780620 9780358338857	Amira Suite Getting Started Live Online 2-Hour Grades K-6	\$800.00	7	\$5,600.00	\$5,600.00	
This session walks teachers through how to use Amira in their classroom to provide reading fluency assessments and tutoring to strengthen reading skills and confidence.						

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	<p>This initial session is the first step on the way to a successful first 30 days. Additional training and support will be provided via Teacher's Corner on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of live sessions and on-demand interactive media and videos will help teachers plan, teach and assess learning using their new HMH program.</p> <p>Note: To ensure a successful training, please schedule this session after teachers are rostered on Ed, HMH teaching and learning platform.</p>						
1872618	9780358966234	Amira Leader Success Live Online 1-Hour Grades K-6	\$400.00	1	\$400.00	\$400.00	
	<p>During this one-hour live online session, leaders learn about the design and resources of their HMH program. To help leaders develop a plan to guide implementation and set up teachers for a successful start, HMH Coaches share tools and best teaching and student learning practices to observe in the classroom. Leaders also preview the Teacher Success Pathways and resources on HMH Ed for ongoing support.</p>						
Total for Implementation Success Plan			\$0.00				
Total for Professional Services- Amira Suite			\$0.00				
Professional Services- Into Reading Vrs3 K-6							
Coaching							
1893692	9798202064852	Into Reading VRS3 Coaching In-Person 6-Hour Grades K-6	\$4,200.00	96	\$403,200.00	\$96,768.00	\$306,432.00
Total for Coaching			\$306,432.00				
Implementation Support for Into Reading Vrs3 K-6							
1888461	9798202036293	Into Reading Vrs3 Getting Started In-Person (Two, 3HR sessions) 6-Hour Grades K-6	\$4,200.00	4	\$16,800.00	\$4,032.00	\$12,768.00
	<p>This three-hour Getting Started session introduces teachers to their new program's structure, essential resources, and implementation recommendations. Teachers will also explore Ed, HMH's teaching and learning platform, and the professional learning pathway on Ed. An HMH Coach will provide the introductory Getting Started session to one teacher group in the morning and a different group in the afternoon.</p> <p>Getting Started is the initial step toward a successful first 30 days. Ongoing training and support will be also provided on Ed. There, teachers will access a guided learning pathway based on their grade level and implementation timeline. A recommended sequence of topics, which includes live sessions, videos, interactive media, and related resources, will help teachers plan, teach, and assess student learning using their new HMH program. After teachers complete each pathway topic, they receive a certificate of completion.</p>						
Total for Implementation Support for Into Reading Vrs3 K-6			\$12,768.00				
Total for Professional Services- Into Reading Vrs3 K-6			\$319,200.00				

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<i>Total Savings:</i>	\$422,669.49
<i>Subtotal Purchase Amount:</i>	\$2,377,414.62
<i>Shipping & Handling:</i>	\$91,827.37
<i>Total Cost of Proposal (PO Amount):</i>	\$2,469,241.99

****Please add proper sales tax to your order****

Coupon Code: PRODPB5

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Total Cost of Proposal (PO Amount): \$2,469,241.99

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- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
 - o Point of Contact for Print materials
 - o Point of Contact for Digital materials
 - o Point of Contact for Scheduling Professional Development
 - o Email address for Accounts Payable contact
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

Ship to: Yonkers Public Schools 1 Larkin Ctr Yonkers, NY 10701-7044	Sold to: Yonkers Public Schools 1 Larkin Ctr Yonkers, NY 10701-7044
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- If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

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Date of Proposal: 2/19/2025

Proposal Expiration Date: 6/30/2025



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