



Achieve3000®

PREPARED FOR:

Yonkers Public Schools

Date: June 16, 2022

A young woman with dark hair, wearing large black headphones, is smiling and resting her chin on her hand. She is wearing a grey t-shirt and a silver watch. The background is a blurred indoor setting, possibly a library or study area, with bookshelves visible. The entire image has a blue tint.

Partnership Overview
& Investment Proposal

Date: June 16, 2022

Overview

Yonkers Public Schools is committed to challenging the city's youth to aspire to their highest potential, and to inspire a life-long love of learning.¹

Thank you for your partnership. While the pandemic continues to present educators with significant challenges, it has also given us the opportunity to provide you with learning solutions that offer proven results. As you look to the future, you can count on us doing everything in our power to deliver on our mission of ***unlocking potential and accelerating learning for every student***.

We know you are focused on providing high-quality instruction for every possible scenario, including remote, hybrid, and in-person learning approaches. Our digital solutions are designed for use in any environment and will transition quickly and seamlessly as your instructional needs change.

We're Committed to Your Success

We're always striving to improve: by expanding our features and functionality, by including more culturally relevant content, and by exploring critical issues such as social justice. Recently, we became part of the McGraw Hill family. This move created powerful synergies that have given us access to greater resources and a more robust catalog of supplemental solutions.

We are proud to be your educational partner, and we are committed doing everything in our power to support you and your students throughout the current school and beyond. This proposal outlines the ways we plan to do that:

- 1) Updates to our growing suite of learning solutions that support you whether your students are working in classrooms, remotely, or a combination of the two
- 2) Investment options that include the continuation of your existing Achieve3000 implementation, as well as opportunities for extending access to additional solutions and services
- 3) Special savings on our supplemental suite of solutions
- 4) New learning and thought leadership opportunities:
 - Speaker Series—virtual learning sessions with education leaders
 - National Literacy Summit—access to our annual learning event
- 5) Achieve3000's dedicated Customer Advocacy Team is committed to delivering a successful implementation and supporting your every need. Our growing network of master teachers, administrators, and thought leaders are available to guide you to the best possible outcomes for your teachers and students.

We are invested in your district's success, and we understand that now, more than ever, collaboration and continuity are essential in effectively addressing the needs of your students and teachers.

Together, we will:

- Accelerate the achievement of students in grades 3-12 by utilizing Achieve3000 Literacy with Boost, a solution that enables students to move their Lexile measures up steadily, level by level.
- Customize training, support, coaching, and data analysis to meet the needs of Yonkers educators.
- Foster family and community engagement with ongoing reading nights and customized workshops.
- Use a data-driven approach to identify learning needs that can be addressed by our suite of solutions.

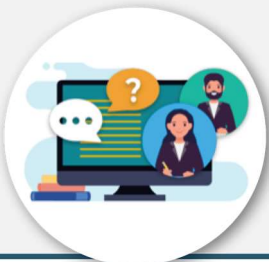
Achieve3000 looks forward to partnering with you to create a culture of learning success, and will work with you to help your students achieve the critical knowledge and skills necessary to become lifelong learners.



Guaranteed Learning Acceleration



Flexible Curriculum Platform



Dynamic Professional Services

Achieve3000 Literacy is proven to accelerate literacy growth across all populations of students, and ensures every student, especially the most vulnerable, continue to learn and grow. It is rated “strong” by Evidence for ESSA with the largest effect sizes in the nation.

Our Achieve3000 Acceleration Guarantee

is the ultimate proof of our commitment to accelerated literacy growth. We promise 2X expected reading gains in a single school year, or the following year is on us. Visit [achieve3000.com](https://www.achieve3000.com) for terms and conditions.

Actively Learn is a curriculum platform for grades 3-12 that is designed to drive learning, engagement, and equity with interactive, standards-aligned assignments in ELA, social studies, and science. It deepens learning for all students by providing differentiated instructional scaffolds; accessibility features like text-to-speech and translation into over 100 languages; and collaborative tools that promote in-line discussion and real-time feedback.

Achieve3000 Professional Services include strategies for both onsite and remote learning in a variety of modes and environments. Our curriculum and implementation experts will work with you to assess your needs and goals and then craft experiences to help you meet them. We offer a variety of flexible approaches, including:

- In-person experiences for deepening instructional best practices
- Virtual sessions and PLC opportunities
- Side-by-side virtual coaching experiences
- On demand modules and customized recordings
- Lesson modeling sessions
- Periodic teacher and student performance reviews

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A Higher Level
of Customer Service



Technical Integrations

Achieve3000 Customer Support is based on our understanding that supporting students' needs starts by supporting customers' needs. We are committed to building strong customer relationships, especially with our Tier 1 partners, and we'll do everything we can to empower you to use our learning solutions successfully.

- As a Tier 1 customer you will receive priority treatment and have dedicated reps
- Our experienced technical experts will assist you with onboarding and other needs
- You will have access to our omnichannel customer support (phone, email, chat)
- Customer satisfaction is our goal; our average CSAT score in 2020 was 9 out of 10

Technical Integrations: In addition to updates across our suite of solutions, we've continued working to improve our ability to deliver seamless implementations through extended rostering services. We have made it easier than ever with SSO and SIS capabilities, such as our integrations with Google Classroom and Schoology, and supporting Microsoft Teams and Zoom instructional tools.

Partnership Summary

Across our suite of solutions and services, we stand behind the pillars of equity, engagement, integration and empowerment, which **elevate our partnership beyond learning tools** to serve the unique needs of Yonkers educators and students.

Equity and Engagement in Culturally Responsive Content

As an organization, McGraw Hill supports equity in education. We are doing our best to listen, engage with, and learn from our customers, partners, stakeholders, and leaders. We want to be a true learning partner by providing rich content that is culturally responsive, respectful, equitable, and reflective of the communities that we serve.

As a result, we are committed to providing meaningful and engaging literacy experiences that connect with student's lives and perspectives. We endeavor to give students views of worlds and reflections of their own lives as part of the larger human experience. We offer content that features diverse backgrounds and experiences and works from authors with diverse backgrounds, so students will see themselves in the content they read, as well as be exposed to other cultures, ideas, and ways of thinking. Further, we are constantly auditing our content to ensure that our lessons reflect the voices of the students we serve. We have made significant progress in adding more culturally relevant content to our solutions, and we continue to seek new content that is relevant to diverse populations.

Integration with Benchmark Literacy

Our professional services team will customize a crosswalk of Achieve3000 content to the nine themes taught in Benchmark Literacy, saving Yonkers educators time by integrating the solutions for ease of use.

Empowerment through Data Workshops

In order to empower educators to make targeted, results-based academic decisions, we will provide deep-dive data analysis workshops to review best practices for using data dashboards and reports, share the different types of custom data reports available, and walk-through student performance data and Key Performance Indicators.

The following **value-added services** will also increase our ability to support the Yonkers school community in 2022 and beyond.

Ongoing Reading Nights

Family engagement is critical students' success. Throughout the year, Achieve3000 will host Reading Nights, which support the important work being done through The Yonkers Basics to give children from every background a more equal start in life.

Family Literacy Training

Our professional services team will hold monthly workshops (offered in both English and Spanish) to provide parents, family members and caregivers with practices they can use to help their young children thrive. Sessions will focus on strengthening the home-school connection, highlighting ways that families can encourage their child's reading development using Achieve3000 solutions at home.

Differentiated, personalized, and collaboration-ready, Achieve3000 gives teachers more time for instruction, more time for engagement, and the flexibility to connect regardless of language, learning level, or access.

LITERACY SOLUTIONS	Achieve3000 Literacy™	Actively Learn	Smarty Ants
What It's All About	Accelerates the literacy growth of every student through differentiated content and instruction	Powers engaging, equitable curriculum in ELA, Science, and Social Studies through deeper learning for every student	Drives students' mastery of foundational reading skills through personalized, game-based instruction
Grades	2-12	3-12	PreK-2
Content Area(s)	ELA, Science, Social Studies	ELA, Science, Social Studies	Reading
Platform	Cloud	Cloud	Cloud
Seamless Integration	Google Classroom, OneRoster, Canvas, Clever, Schoology	Google Classroom, OneRoster, Canvas, Clever, Schoology	Clever, OneRoster
Content Includes	40,000+ leveled texts, nonfiction and fiction, culturally relevant content, and SE learning	3,500 text and video assignments, 20,000 copyrighted novels, nonfiction textbooks, informational text, sequenced curriculum, and more	Complete early literacy curriculum covering letters, phonics, phonemes, sight words, vocabulary, and reading fluency
Standards-Aligned			
Differentiation/Personalization	12 Levels in English, 8 in Spanish	Embedded instruction and accessibility features	Personalized and adaptive
Reporting and Progress Monitoring			
Mobile Learning/Apps			
Testing and Assessment			
Scaffolding			
SPED Accommodations	On-screen cues, dictionary, screen masking, audio support, translation tools, and 150L leveled content	Audio support, text chunking, dictionary, videos, visual reading aids, hints, and scaffolding notes	Keyboard navigation support, multisensory lessons, and instructional recommendations
Languages	Spanish	104 languages	Spanish
Custom Professional Learning			
Teacher Collaboration Tools			
Videos			
Culturally Relevant Content			

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Investment Summary

We are honored to continue our strategic partnership with Yonkers Public Schools, and look forward to working with you to meet your on-site and remote learning goals for the 2022-2023 school year.

Product	Qty	Unit Cost	1 Year Investment- August 2022- June 2023
Achieve3000 Boost New York per Student	4,500	\$48.00	\$216,000.00
Actively Learn Science	4,000	\$9.00	\$36,000.00
Literacy Professional Learning Services	14	\$2,695.00	\$37,730.00
PD - Online Webinar Literacy	10	\$895.00	\$8,950.00
PD - Online Webinar Actively Learn	6	\$895.00	\$5,370.00
Site Set Up Fee	39	\$290.00	\$11,310.00
Subtotal			\$315,360.00
<i>Actively Learn Discount</i>			(\$36,000.00)
<i>Achieve3000 Partnership Discount</i>			(\$90,000.00)
Total Investment			\$189,360.00
Payment Summary			
<i>Payment Due July 2022</i>			\$189,360.00

This proposal is valid until July 31, 2022.

Please see below for acceptance of your Investment Proposal.



Date: June 16, 2022

Acceptance

Please send your completed, signed proposal and purchase order(s) to:

ACHIEVE3000, Inc.
331 Newman Springs Road, Suite 304
Red Bank, NJ 07701
Fax: 316-221-0718; Email: orders@achieve3000.com

Account Name

Customer Signature

Achieve3000 Signature

Name and Title

Name and Title

Date

Date

This proposal is governed by and subject to the Achieve3000 terms and conditions at <https://www.achieve3000.com/about/terms-of-service/>. By signing this proposal, you are agreeing to such terms and conditions.

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