



# Agenda of Regular Meeting

## The Board of Trustees Beeville ISD

---

A Regular Meeting of the Board of Trustees of Beeville ISD will be held October 15, 2020, beginning at 5:30 PM in the Board Room  
201 N. St. Mary's  
Beeville, TX 78102.

The subjects to be discussed or considered or upon which any formal action may be taken are listed below. Items do not have to be taken in the same order as shown on this meeting notice. Unless removed from the consent agenda, items identified within the consent agenda will be acted on at one time.

1. **CALL TO ORDER**
2. **PLEDGE OF ALLEGIANCE AND PRAYER**
3. **PRESIDENT'S WELCOME**
4. **VICE-PRESIDENT'S RECITATION OF DISTRICT MISSION, VALUES, AND PRIORITIES**
5. **RECOGNITIONS**
  - A. Superintendent Comments
  - B. Mighty Trojan Awards
6. **PUBLIC COMMENT**
7. **INFORMATION/DISCUSSION ITEMS:**
  - A. Instructional Continuity Planning / Remote Learning Update
  - B. Operational Update
  - C. Safety Update
  - D. Technology Update
  - E. Business Office Report 4
8. **CONSENT AGENDA: 6**
  - A. Approval of Board of Education Meeting Minutes
    1. Regular Board Meeting September 24, 2020 5:30 P.M. 7
  - B. September 2020 Expenditures 12
9. **ACTIONS ITEMS:**
  - A. Consideration and Possible Approval of Purchases of Goods/Services in Excess of \$50,000 13
  - B. Consideration and Possible Approval of 2020-2021 Budget Amendment 31
  - C. Consideration and Possible Approval of MOU with Education Service Center, Region 2 33



**10. ADJOURN TO CLOSED SESSION:**

A. For the purpose of considering matters for which closed sessions are authorized by Chapter 551.071-551.084, Texas Government Code, whereupon the Superintendent at the request of the Board President, will present for the Board's consideration or discussion the following matters.

**Section 551.071** For the purpose of a private consultation with the Board's attorney on any or all subjects or matters authorized by law. Pursuant to Texas Government Code Sections 551.071 and 551.087: Consultation with legal counsel regarding legal issues pertaining to possible Applications for Appraised Value Limitation under Chapter 313 of the Texas Tax Code and to deliberate the offer of a financial incentive to a business prospect.

**Section 551.072** For the purpose of discussing the purchase, exchange, lease or value of real property.

**Section 551.073** For the purpose of considering a negotiated contract for a prospective gift or donation.

**Section 551.074** For the purpose of considering the appointment, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee or to hear complaints or charges against a public officer or employee.

**Section 551.076** To consider the deployment, or specific occasions for implementation, of security personnel or devices.

**Section 551.0821** For the purpose of deliberating a matter regarding a public-school student if personally identifiable information about the student will necessarily be revealed.

**Section 55.083** For the purpose of considering the standards, guidelines, terms or conditions the Board will follow, or instruct its representatives to follow, in consultation with representatives of employees groups in connection with consultation agreements provided for by Section 13.901 of the Texas Education Code.

**Section 551.084** For the purpose of excluding witness or witnesses from a hearing during examination of another witness.

**11. RECONVENE IN OPEN SESSION:**

A. Consideration and Possible Approval of Items Discussed in Closed Session

For the purpose of considering matters for which closed sessions are authorized by Chapter 551.071-551.084, Texas Government Code, whereupon the Superintendent at the request of the Board President, will present for the Board's consideration or discussion the following matters.



**Section 551.071** For the purpose of a private consultation with the Board’s attorney on any or all subjects or matters authorized by law. Pursuant to Texas Government Code Sections 551.071 and 551.087: Consultation with legal counsel regarding legal issues pertaining to possible Applications for Appraised Value Limitation under Chapter 313 of the Texas Tax Code and to deliberate the offer of a financial incentive to a business prospect.

**Section 551.072** For the purpose of discussing the purchase, exchange, lease or value of real property.

**Section 551.073** For the purpose of considering a negotiated contract for a prospective gift or donation.

**Section 551.074** For the purpose of considering the appointment, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee or to hear complaints or charges against a public officer or employee.

**Section 551.076** To consider the deployment, or specific occasions for implementation, of security personnel or devices.

**Section 551.0821** For the purpose of deliberating a matter regarding a public-school student if personally identifiable information about the student will necessarily be revealed.

**Section 55.083** For the purpose of considering the standards, guidelines, terms or conditions the Board will follow, or instruct its representatives to follow, in consultation with representatives of employees groups in connection with consultation agreements provided for by Section 13.901 of the Texas Education Code.

**Section 551.084** For the purpose of excluding witness or witnesses from a hearing during examination of another witness.

12. **AGENDA PLANNING**

13. **ADJOURNMENT**

**Beeville ISD**  
**BOARD OF TRUSTEES**

Date: October 15, 2020 Presented By: Eva Cisneros

Subject: Finance Report Related Page(s) 1

**Information**

**BACKGROUND INFORMATION:**

Financial Report as of September 2020.

**RECOMMENDATION:**

Information only.

**BOARD ACTION REQUIRED**

No action needed.

**Beeville ISD**  
**District Cash Flow Statement Funds 181,199, 240 & 599**  
**2020-2021**  
**As of September 30, 2020**

REVENUE					
	Budget	Actual MTD	Actual YTD	Balance	% Budget Realized
5711 Current Taxes (less discounts)	9,870,285	23,298	23,298	9,846,987	0.2%
5712 Delinquent Taxes	169,000	6,347	6,347	162,653	3.8%
5716 Penalties	56,000	7,101	7,101	48,899	12.7%
5719 Late Rend. Penalties	7,000	23	23	6,977	0.3%
57XX All Other Local Revenue	329,950	34,493	34,493	295,457	10.5%
5811/5812 State Foundation Collected	22,653,622	3,044,924	3,044,924	19,608,698	13.4%
58XX Other State Revenue **	1,758,457	113,948	113,948	1,644,509	6.5%
59XX Total Federal Revenue	280,000	0	0	280,000	0.0%
240/5XXX Break/Lunch Revenue **	1,502,112	68,865	68,865	1,433,247	4.6%
<b>Total Revenue</b>	<b>\$ 36,626,426</b>	<b>\$ 3,299,000</b>	<b>\$ 3,299,000</b>	<b>\$ 33,327,426</b>	<b>9.0%</b>

EXPENDITURES						
Expenses by Function (Excluding Payroll 61XX)	Budget	Encumbrances	Actual MTD	Actual YTD	Balance	% Budget Expended
11 Instruction	16,688,945	201,942	2,026,480	2,026,480	14,460,523	13.4%
12 Library	447,446	6,107	89,596	89,596	351,742	21.4%
13 Curriculum/Instruction	656,729	8,987	34,905	34,905	612,837	6.7%
21 Instructional Development	712,440	7,196	53,683	53,683	651,561	8.5%
23 School Administration	1,987,354	4,716	165,019	165,019	1,817,618	8.5%
31 Guidance & Counseling	1,082,401	1,100	83,856	83,856	997,445	7.8%
32 Social Service	84,050	0	5,909	5,909	78,141	7.0%
33 Health Services	293,408	655	37,735	37,735	255,018	13.1%
34 Transportation	1,046,155	69,310	84,846	84,846	891,999	14.7%
35 Food Service	1,534,303	111,130	124,742	124,742	1,298,430	15.4%
36 Extracurricular	1,452,611	38,067	123,031	123,031	1,291,513	11.1%
41 General Admin	1,376,147	19,578	145,081	145,081	1,211,489	12.0%
51 Maintenance & Operations	4,313,156	164,422	212,826	212,826	3,935,908	8.7%
52 Security	528,153	3,443	37,991	37,991	486,720	7.8%
53 Data Processing	906,457	15,041	31,018	31,018	860,398	5.1%
71-73 Debt Services	1,679,440	0	0	0	1,679,440	0.0%
81-Facilities Construction	177,000	0	0	0	177,000	0.0%
93 Payments to Fiscal Agent/Member	105,000	0	0	0	105,000	0.0%
99 Appraisal District	253,008	0	45,571	45,571	207,437	18.0%
<b>Total Expenses by Function:</b>	<b>\$ 35,324,203</b>	<b>\$ 651,695</b>	<b>\$ 3,302,288</b>	<b>\$ 3,302,288</b>	<b>\$31,370,219</b>	<b>11.2%</b>

CASH & INVESTMENTS	
General Fund	\$ 14,126,072
Investments	\$ 1,475,343
Cafeteria	\$ 312,930
Payroll	\$ 439,211
Debt Service	\$ 253,204
<b>Total Cash &amp; Investments</b>	<b>\$ 16,606,759</b>

CAFETERIA	
Revenue	\$ 68,865
Expenditures	\$ 124,742
<b>Balance</b>	<b>\$ (55,878)</b>

YTD CASH FLOW	
Revenue:	\$ 3,299,000
Expenditures:	\$ 3,302,288
<b>YTD cash flow:</b>	<b>\$ (3,289)</b>

**Beeville ISD**  
**BOARD OF TRUSTEES**

Date: October 15, 2020 Presented By: Mr. Travis Fanning  
Consent Items  
Subject: See List Below Related Page(s) 6

**Consent**

**BACKGROUND INFORMATION:**

Attached are the following Consent Items:

- September 24, 2020 Regular Board Meeting Minutes
- September 2020 Expenditures

**RECOMMENDATION:**

Approval

**BOARD ACTION REQUIRED:**

I move the Board approve the Consent Items.

# Minutes of Regular Meeting

## The Board of Trustees Beeville ISD

---

A Regular Meeting of the Board of Trustees of Beeville ISD was held Thursday, September 24, 2020, beginning at 5:30 PM in the Board Room at 201 N. St. Mary's, 2nd Floor, Beeville, TX 78102.

**1. CALL TO ORDER:**

*Board President Leticia Munoz called the Regular Board meeting to order at 5:30 p.m. and a quorum was present and notice of the meeting had been posted for the time and manner required by law.*

*Members Present:*

*Leticia Munoz President  
Darryl Martin, Vice President  
Pete Martinez  
Eddie Salazar  
Orlando Vasquez  
Theresa Arthur, Secretary  
Dr. Kevin Behr*

*Members Absent:*

*Others Present:*

*Mr. Travis Fanning, Superintendent  
Dr. Tiffany Spicer, Assistant Superintendent of Learning and Innovation  
Mr. Erasmo Rodriguez, Deputy Superintendent  
Mrs. Martina Villarreal, Director of Federal and Special Programs  
Mrs. Jennifer Hughes, Director of Research, Evaluation and Accountability  
Mrs. Eva Cisneros, CFO  
Mr. Art Gamez, Chief of Police*

**2. PLEDGE OF ALLEGIANCE AND PRAYER**

*Mrs. Leticia Munoz led the pledge and Dr. Kevin Behr led the invocation.*

**3. PRESIDENT'S WELCOME:**

*Mrs. Leticia Munoz welcomed everyone to the Board meeting.*

**4. VICE-PRESIDENT'S RECITATION OF DISTRICT MISSION, VALUES, AND PRIORITIES:**

*Mr. Darryl Martin addressed the district mission, values, and priorities for Beeville ISD.*

**5. RECOGNITIONS:**

A. Superintendent Comments  
Presenter: Mr. Travis Fanning, Superintendent:  
● **Mr. Jodi Davis- Director of Technology**

B. Mighty Trojan Awards  
Presenter: Mrs. Martina Villarreal, Director of Federal and Special Programs  
● **Katherine Weaver – FMC**  
● **Felicia Goodman – RA Hall**

6. **PUBLIC COMMENT:**  
*No Public Comment*

7. **INFORMATION/DISCUSSION ITEMS:**

A. Instructional Continuity Planning / Remote Learning Update  
Presenter: Dr. Tiffany Spicer, Assistant Superintendent of Learning & Innovation

***Phase 2: Week of October 5<sup>th</sup> will serve as our Introduction week. Our goal is to open our doors to students starting on a new campus as they transition to elementary, middle school, and high school. We want to ensure these students can learn their new campus and systems. We will also have our Life Skills students at all levels who choose to return for in-person learning.***

**PreK/Kindergarten:**    **1<sup>st</sup> Grade:**  
**Remote: 26%**      **FMC: Remote 26%**      **RA Hall: Remote 38%**  
**Face to Face 62%**    **FMC: Face to Face 64%**    **RA Hall Face to Face 57%**

**6<sup>th</sup> Grade**                      **9<sup>th</sup> Grade**  
**Remote: 32%**                  **Remote: 26%**  
**Face to Face: 15%**      **Face to Face: 53%**

B. Operational Update  
Presenter: Erasmo Rodriguez, Deputy Superintendent  
**Project AC Jones High School 504 Classes are completed.**  
**Thomas Jefferson Property Survey was given to him 5:15 pm today so he had no time to review but wanted the Board to be aware of the update.**

C. Safety Update  
Presenter: Art Gamez, Chief of Police  
**Raptor: Screens visitors for all visiting Beeville ISD**  
**Frontline: Health screening applications for the all employees and students**  
**Emergency Plan with the State is completed.**

D. Business Office Report  
Presenter: Eva Cisneros, Chief Financial Officer

8. **CONSENT AGENDA:**

- A. Approval of Board of Education Meeting Minutes
1. Special Board Meeting    August 31, 2020    5:30 P.M.
  2. Special Board Meeting    September 15, 2020 5:30 P.M.
- B. August 2020 Expenditures

- C. Joe Barnhart Bee County Library Contract
- D. Dual Credit MOU with Del Mar College
- E. Dual Credit MOU with Coastal Bend College  
*On a motion by Darryl Martin seconded, by Kevin Behr, the Board unanimously carried the motion with a 7/0 vote to approval all consent items.*

**9. ACTIONS ITEMS:**

- A. Consideration and Possible Approval of Coastal Bend College TRIO Educational Talent Search Proposal  
*On a motion by Darryl Martin, seconded by Pete Martinez, the Board unanimously carried the motion with a 7/0 vote to approve the Coastal Bend College TRIO Educational Talent Search Proposal.*

**10. ADJOURN TO CLOSED SESSION:**

*The meeting convened into closed session at 6:10 p.m.*

- A. For considering matters for which closed sessions are authorized by Chapter 551.071-551.084, Texas Government Code, whereupon the Superintendent at the request of the Board President, will present for the Board's consideration or discussion the following matters.

**Section 551.071** For the purpose of a private consultation with the Board's attorney on any or all subjects or matters authorized by law.

**Section 551.072** For the purpose of discussing the purchase, exchange, lease or value of real property.

**Section 551.073** For the purpose of considering a negotiated contract for a prospective gift or donation.

**Section 551.074** For the purpose of considering the appointment, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee or to hear complaints or charges against a public officer or employee.

**Section 551.076** To consider the deployment, or specific occasions for implementation, of security personnel or devices.

**Section 551.0821** For the purpose of deliberating a matter regarding a public-school student if personally identifiable information about the student will necessarily be revealed.

**Section 55.083** For the purpose of considering the standards, guidelines, terms or conditions the Board will follow, or instruct its representatives to follow, in consultation with representatives of employees groups in connection with consultation agreements provided for by Section 13.901 of the Texas Education Code.

**Section 551.084** For the purpose of excluding witness or witnesses from a hearing during examination of another witness.

11. **RECONVENE IN OPEN SESSION:**

*The meeting reconvened into opened session at 7:25 p.m.*

A. Consideration and Possible Approval of Items Discussed in Closed Session

For the purpose of considering matters for which closed sessions are authorized by Chapter 551.071-551.084, Texas Government Code, whereupon the Superintendent at the request of the Board President, will present for the Board's consideration or discussion the following matters.

**Section 551.071** For the purpose of a private consultation with the Board's attorney on any or all subjects or matters authorized by law.

**Section 551.072** For the purpose of discussing the purchase, exchange, lease or value of real property.

**Section 551.073** For the purpose of considering a negotiated contract for a prospective gift or donation.

**Section 551.074** For the purpose of considering the appointment, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee or to hear complaints or charges against a public officer or employee.

**Section 551.076** To consider the deployment, or specific occasions for implementation, of security personnel or devices.

**Section 551.0821** For the purpose of deliberating a matter regarding a public-school student if personally identifiable information about the student will necessarily be revealed.

**Section 55.083** For the purpose of considering the standards, guidelines, terms or conditions the Board will follow, or instruct its representatives to follow, in consultation with representatives of employees groups in connection with consultation agreements provided for by Section 13.901 of the Texas Education Code.

**Section 551.084** For the purpose of excluding witness or witnesses from a hearing during examination of another witness.

*On a motion by Theresa Arthur, seconded by Pete Martinez, the Board unanimously carried the motion with a 7/0 vote to approve employment of personnel as presented.*

12. **AGENDA PLANNING:**

*All will reach out to Mr. Fanning*

13. **ADJOURNMENT:**  
*The meeting adjourned at 8:05 pm.*

\_\_\_\_\_  
Board President

\_\_\_\_\_  
Board Secretary

## DISBURSEMENTS BY FUND

Invoice payments per fund for the period of September 1, 2020 through September 30, 2020.

<u>Fund</u>	<u>Fund Name</u>	<u>Total</u>
181	Athletics	\$15,345.36
199	Local Maintenance	\$121,640.84
240	Food Service	\$31,887.10
410	Textbook Fund	\$12,925.00
	<b>Grand Total</b>	<b><u><u>\$181,798.30</u></u></b>

**End of Report**

**Beeville ISD**  
**BOARD OF TRUSTEES**

Date: October 15, 2020 Presented By: Eva Cisneros

Subject: Purchasing and Acquisition Related Page(s) 16

**Action**

**BACKGROUND INFORMATION:**

CH (Local) requires purchases of goods or services that cost \$50,000 or more to be approved by the Board.

1. The purchases attached include two software programs that will assist teachers and students. Amplify and Really Great Reading are universal screening tools to assist us in assessing our students literacy and phonics skills. Our goal is to streamline our process and provide vertical and horizontal alignment from PreK through 12<sup>th</sup> grade in BISD.
2. The purchase is to replace the intercom system at Moreno Junior High. The previous system is no longer able to be required.

**RECOMMENDATION:**

Approval.

**BOARD ACTION REQUIRED:**

I move to approve the requested purchases.



# Price Quote

## Amplify

55 Washington Street, Suite 900  
 Brooklyn, NY 11201  
**Phone:** (800) 823-1969  
**Fax:** (646) 403-4700

**Quote #:** Q-29351-1  
**Date:** 6/23/2020  
**Expires On:** 7/23/2020

### Customer Contact Information

Jennifer Hughes  
 BEEVILLE IND SCHOOL DISTRICT  
 361) 358-7111 Ext. 1036  
 361-358-7837  
 jhughes@beevilleisd.net

### Amplify Contact Information

Carla Small  
 Sales support  
 csmall@amplify.com

### mCLASS K-2 ENG + SPAN + TRC + KITS + BOOKSETS

TRC with English licenses only; TRC booksets integral to assessment, estimated

PRODUCT	DESCRIPTION	ISBN	QUANTITY	LIST PRICE	TOTAL PRICE
mCLASS Texas, GK-G2 (2020)	Per student K-2 license for the Texas edition of mCLASS literacy assessment. Includes DIBELS 8th Edition, dyslexia screening, mCLASS Texas Reporting, and instructional tools.		670.00	\$0.00	\$0.00
mCLASS TRC TX Edition Annual Student Subscription, GK-2 for existing mCLASS customers (2020)			670.00	\$5.00	\$3,350.00
mCLASS:IDEL Annual Student Subscr GK-2 for existing mCLASS customers (2020)	Annual student subscription Spanish language assessment measures. Available ONLY as an add-on to mCLASS license.		30.00	\$0.00	\$0.00
mCLASS DIBELS 8th Edition Kit - Kindergarten (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Kindergarten	978-1-64089-000-8	12.00	\$47.00	\$564.00
mCLASS DIBELS 8th Edition Kit - Grade 1 (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Grade 1	978-1-64089-001-5	12.00	\$47.00	\$564.00

PRODUCT	DESCRIPTION	ISBN	QUANTITY	LIST PRICE	TOTAL PRICE
mCLASS DIBELS 8th Edition Kit - Grade 2 (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Grade 2	978-1-64089-002-2	12.00	\$47.00	\$564.00
Amplify Atlas 2.0 (2020)	Assessment Material for Amplify Atlas	978-1-64383-005-6	6.00	\$300.00	\$1,800.00

**mCLASS G3-6, ENG + SPAN + TRC+ KITS**

TRC English licenses only, booksets estimated

PRODUCT	DESCRIPTION	ISBN	QUANTITY	LIST PRICE	TOTAL PRICE
mCLASS Texas with TRC, G3-G5 (2020)	Per student G3-5 license for the Texas edition of mCLASS literacy assessment. Includes DIBELS 8th Edition, dyslexia screening, mCLASS Texas Reporting, and instructional tools.		865.00	\$19.90	\$17,213.50
mCLASS:IDEL Annual Student Subscription Grade 3 for existing mCLASS customers (2020)	Annual student subscription Spanish language assessment measures. Available ONLY as an add-on to mCLASS license.		10.00	\$5.00	\$50.00
mCLASS DIBELS 8th Edition Kit - Grade 3 (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Grade 3	978-1-64089-003-9	12.00	\$47.00	\$564.00
mCLASS DIBELS 8th Edition Kit - Grade 4 (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Grade 4	978-1-64089-004-6	12.00	\$47.00	\$564.00
mCLASS DIBELS 8th Edition Kit - Grade 5 (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Grade 5	978-1-64089-005-3	3.00	\$47.00	\$141.00
mCLASS DIBELS 8th Edition Kit - Grade 6 (2020)	Assessment materials for mCLASS DIBELS 8th Edition for Grade 6	978-1-64089-006-0	3.00	\$47.00	\$141.00
Amplify Atlas 2.0 (2020)	Assessment Material for Amplify Atlas	978-1-64383-005-6	6.00	\$300.00	\$1,800.00

**MCLASS INTERVENTION + KITS**

4 site licenses, intervention kits, estimated

PRODUCT	DESCRIPTION	ISBN	QUANTITY	LIST PRICE	TOTAL PRICE
mCLASS Intervention: Universal Edition - School Site License (2020)	This license gives a school that screens with their own reading assessment the ability to use mCLASS Intervention with as many students as they wish.		4.00	\$3,850.00	\$15,400.00
mCLASS Intervention Kit Grades K-3 (2020)	This kit includes many of the materials interventionists use during lessons with K-3 students, such as picture, letter and word cards; a white board and dry erase markers; a puppet; counting chips and sand timers.	BR00006	6.00	\$215.00	\$1,290.00
mCLASS Intervention Kit Grades 4-6 (2020)	This kit includes many of the materials interventionists use during lessons with 4th-6th graders, such as picture, word and sentence cards; a white board and dry erase markers; and sand timers.	BR00005	4.00	\$195.00	\$780.00

**AMPLIFY READING K-5**

PRODUCT	DESCRIPTION	ISBN	QUANTITY	LIST PRICE	TOTAL PRICE
Amplify Reading Student License ES for existing mCLASS customers (2020)	Provides per student access for licensed users to content designed for students in grades K through 5.		1,540.00	\$21.10	\$32,494.00

**PROFESSIONAL DEVELOPMENT**

TBD - Recommended Train the Trainer model for Assessment, Amplify Reading and Intervention

PROFESSIONAL DEVELOPMENT	DESCRIPTION	QUANTITY	LIST PRICE	TOTAL PRICE
mCLASS Texas Edition and Amplify Reading Overview 1-day Remote Initial Training	Full day remote sessions in which participants learn: how mCLASS Texas Edition assesses the early literacy skills; to administer and score mCLASS Texas Edition assessment measures; to interpret student data and identify instructional needs for whole group and small group instruction; to navigate targeted skills-focused lessons available in mCLASS and deliver whole group and small group instruction. A high-level overview of how to get started with Amplify Reading will be provided at the end of the training along with supplementary, on-demand resources. Maximum 15 participants	2.00	\$1,000.00	\$2,000.00
mCLASS Texas Edition 1-day Remote Initial Training <b>Recommended for Intervention</b>	Full day remote sessions in which participants learn: how mCLASS Texas Edition assesses the early literacy skills; to administer and score mCLASS Texas Edition assessment measures; to interpret student data and identify instructional needs for whole group and small group instruction; to navigate targeted skills-focused lessons available in mCLASS and deliver whole group and small group instruction. Maximum 15 participants	1.00	\$1,000.00	\$1,000.00

SHIPPING AND HANDLING	TOTAL PRICE
Amplify Shipping and Handling	\$438.60

**GRAND TOTAL**

**\$80,718.10**

**Notes**

mCLASS K-2, Eng + Span + TRC  
 mCLASS 3-6 Eng + Span [ G3] + TRC  
 Assessment kits + Booksets  
 mCLASS Intervention + Kits  
 Amplify Reading  
 PD, Recommended

**Scope and Duration**

**Payment Terms:**

- This Price Quote (including all pricing and other terms) is valid through Quote Expiration Date stated above.
- Payment terms: net 60 days.
- Prices do not include sales tax, if applicable.
- Pricing terms in the Price Quote are based on the scope of purchase and other terms herein.
- The Federal Tax ID # for Amplify Education, Inc. is 13-4125483. A copy of Amplify's W-9 can be found at: <http://www.amplify.com/w-9.pdf>

**License and Services Term:**

- Licenses: until 08/01/2021.
- Services: 18 months from order date. Unless otherwise stated above, all training and other services purchased must be scheduled and delivered within such term or will be forfeited.

**Special Terms:**

- **FOR SHIPPED MATERIALS:**
  - Expedited shipping is available at extra charge.
  - Print materials and kits are non-returnable and non-refundable, except in the case of defective or missing materials reported by Customer within 60 days of receipt.
- **FOR SERVICES:**
  - Training and professional development sessions cancelled with less than one week notice will be deemed delivered.

**For Texas customers purchasing mCLASS:**

Customer acknowledges that Texas LEAs are required to submit beginning-of-year (BOY) multidimensional kindergarten data ("LEA Data") to TEA pursuant to Texas Education Code §§28.006 and 29.161, (ii) TEA authorized Amplify as the state alternative kindergarten diagnostic through December 31, 2021 and that (iii) pursuant to the Family Educational Rights and Privacy Act (FERPA), TEA may have access to student-identifiable data subject to FERPA without parental consent in accordance with sections 99.31(a)(3) (iv) and 99.35 of title 34 of the Code of Federal Regulations.

Customer hereby requests and authorizes Amplify to provide LEA Data to TEA on an annual basis on behalf of the LEA.

Customer acknowledges and agrees that this authorization covers all participating LEA schools and programs, and that no additional approvals or releases are required from those schools. Amplify will not have control over LEA Information following its disclosure to TEA, and Amplify does not own TEA's or the LEA's data at any time.

## How to Order Our Products

Amplify would like to process your order as quickly as possible. We accept the following forms of payment: purchase orders, checks, and credit card payments (Visa, MasterCard, Discover and American Express). In order for us to assist you, please help us by following these instructions:

**Please include these three documents with your order:**

- Authorized purchase order, check or [credit card authorization form](#)
- A copy of your Price Quote
- A copy of your Tax-Exemption Certificate

**If submitting a purchase order:**

To expedite your order, please email a purchase order to [IncomingPO@amplify.com](mailto:IncomingPO@amplify.com) or fax it to (646) 403-4700. Purchase Orders can also be mailed to our Order Management Department at the address below.

**If submitting your order via credit card authorization form:**

- Amplify accepts Visa and MasterCard payments.
- Please email all documents to [Accountsreceivable@amplify.com](mailto:Accountsreceivable@amplify.com) or fax them to (347)-662-2402
- **Please do not mail credit card authorization forms.**

**If submitting your order via sending a check:**

- Please mail your documents directly to our Order Management Department and notify your sales representative of the check number and check amount.
- Please note that mailing a check can add up to two weeks processing time for your order. For faster processing of your order, please submit your order via Purchase Order or Credit Card Authorization Form.

The information requested above is essential to ensure smooth completion of your order with Amplify. Failure to submit documents will prevent your order from processing.

Our Order Management Department is located at 55 Washington Street, Suite 800, Brooklyn, NY 11201. Please note that mailing any documents can result in delays of up to two weeks. For faster processing of your order, we recommend you submit a purchase order via fax or email.

**This Price Quote is subject to the Customer Terms & Conditions of Amplify Education, Inc. attached and available at [amplify.com/customer-terms](http://amplify.com/customer-terms). Issuance of a purchase order or payment pursuant to this Price Quote, or usage of the products specified herein, shall be deemed acceptance of such Terms & Conditions.**

## Terms & Conditions

1. Scope. Amplify Education, Inc. ("Amplify") and Customer wish to enter into the agreement created by the price quote, proposal, renewal letter, or other ordering document containing the details of this purchase (the "Quote") and these Customer Terms & Conditions, including any addendums hereto (this "Agreement") pursuant to which Amplify will deliver one or more of the products or services specified on the Quote (collectively, the "Products").

2. License. Subject to the terms and conditions of this Agreement, Amplify grants to Customer a non-exclusive, non-transferable, non-sublicenseable license to access and use, and permit Authorized Users to access and use the Products solely in the U.S. during the Term for the number of Authorized Users specified in the Quote for whom Customer has paid the applicable fees to Amplify. "Authorized User" means an individual teacher or other personnel employed by Customer, or an individual student registered for instruction at Customer's school, whom Customer permits to access and use the Products subject to the terms and conditions of this Agreement, and solely while such individual is so employed or so registered. Each Authorized User's access and use of the Products shall be subject to Amplify's Terms of Use available through the Products, in addition to the terms and conditions of this Agreement, and violations of such terms may result in suspension or termination of the applicable account.

3. Restrictions. Customer shall access and use the Products solely for non-commercial instructional and administrative purposes of Customer's school. Further, Customer shall not, except as expressly authorized or directed by Amplify: (a) copy, modify, translate, distribute, disclose or create derivative works based on the contents of, or sell, the Products, or any part thereof; (b) decompile, disassemble or otherwise reverse engineer the Products or otherwise use the Products to develop functionally similar products or services; (c) modify, alter or delete any of the copyright, trademark, or other proprietary notices in or on the Products; (d) rent, lease or lend the Products or use the Products for the benefit of any third party; (e) avoid, circumvent or disable any security or digital rights management device, procedure, protocol or mechanism in the Products; or (f) permit any Authorized User or third party to do any of the foregoing. Customer also agrees that any works created in violation of this section are derivative works, and, as such, Customer agrees to assign, and hereby assigns, all right, title and interest therein to Amplify. The Products and derivatives thereof may be subject to export laws and regulations of the U.S. and other jurisdictions. Customer may not export any Product outside of the U.S. Further, Customer will not permit Authorized Users to access or use any Product in a U.S.-embargoed country or otherwise in violation of any U.S. export law or regulation. The software and associated documentation portions of the Products are "commercial items" (as defined at 48 CFR 2.101), comprising "commercial computer software" and "commercial computer software documentation," as those terms are used in 48 CFR 12.212. Accordingly, if Customer is the U.S. Government or its contractor, Customer will receive only those rights set forth in this Agreement in accordance with 48 CFR 227.7201-227.7204 (for Department of Defense and their contractors) or 48 CFR 12.212 (for other U.S. Government licensees and their contractors).

4. Reservation of Rights. SUBSCRIPTION PRODUCTS ARE LICENSED, NOT SOLD. Subject to the limited rights expressly granted hereunder, all rights, title and interest in and to all Products, including all related IP Rights, are and shall remain the sole and exclusive property of Amplify or its third-party licensors. "IP Rights" means, collectively, rights under patent, trademark, copyright and trade secret laws, and any other intellectual property or proprietary rights recognized in any country or jurisdiction worldwide. Customer shall notify Amplify of any violation of Amplify's IP Rights in the Products, and shall reasonably assist Amplify as necessary to remedy any such violation. Amplify Products are protected by patents (see <http://www.amplify.com/virtual-patent-marking>).

5. Payments. In consideration of the Products, Customer will pay to Amplify (or other party designated on the Quote) the fees specified in the Quote in full within 30 days of the date of invoice, except as otherwise agreed by the parties or for those amounts that are subject to a good faith dispute of which Customer has notified Amplify in writing. Customer shall be responsible for all state or local sales, use or gross receipts taxes, and federal excise taxes unless Customer provides a then-current tax exemption certificate in advance of the delivery, license, or performance of any Product, as applicable.

6. Shipments. Unless otherwise specified on the Quote, physical Products will be shipped FOB origin in the US (Incoterms 2010 EXW outside of the US) and are deemed accepted by Customer upon receipt. Upon acceptance of such Products, orders are non-refundable, non-returnable, and non-exchangeable, except in the case of defective or missing materials reported by Customer within 60 days of receipt.

7. Account Information. For subscription Products, the authentication of Authorized Users is based in part upon information supplied by Customer or Authorized Users, as applicable. Customer will and will cause its Authorized Users to (a) provide accurate information to Amplify or a third-party authentication service as applicable, and promptly report any changes to such information, (b) not share or allow others to use their account, (c) maintain the confidentiality and security of their account information, and (d) use the Products solely via such authorized accounts. Customer agrees to notify Amplify immediately of any unauthorized use of its or its Authorized Users' accounts or related authentication information. Amplify will not be responsible for any losses arising out of the unauthorized use of accounts created by or for Customer and its Authorized Users.

8. Confidentiality. Customer acknowledges that, in connection with this Agreement, Amplify has provided or will provide to Customer and its Authorized Users certain sensitive or proprietary information, including software, source code, assessment instruments, research, designs, methods, processes, customer lists, training materials, product documentation, know-how and trade secrets, in whatever form ("Confidential Information"). Customer agrees (a) not to use Confidential Information for any purpose other than use of the Products in accordance with this Agreement and (b) to take all steps reasonably necessary to maintain and protect the Confidential Information of Amplify in strict confidence. Confidential Information shall not include information that, as evidenced by Customer's contemporaneous written records: (i) is or becomes publicly available through no fault of Customer; (ii) is rightfully known to Customer prior to the time of its disclosure; (iii) has been independently developed by Customer without any use of the Confidential Information; or (iv) is subsequently learned from a third party not under any confidentiality obligation.

9. Student Data. The parties acknowledge and agree that Customer is subject to federal and local laws relating to the protection of personally identifiable information of students ("PII"), including the Family Educational Rights and Privacy Act ("FERPA"), and that Amplify is obtaining such PII as a "school official" under Section 99.31 of FERPA for the purpose of providing the Products hereunder. Subject to the terms and conditions of this Agreement, Amplify will not take any action to cause Customer to be out of compliance with FERPA or applicable state laws relating to PII. Amplify's Customer Privacy Policy at <http://www.amplify.com/customer-privacy> will govern collection, use, and disclosure of information collected or stored on behalf of Customer under this Agreement.

10. Customer Materials. Customer represents, warrants, and covenants that it has all the necessary rights, including consents and IP Rights, in connection with any data, information, content, and other materials provided to or collected by Amplify on behalf of Customer or its Authorized Users using the Products or otherwise in connection with this Agreement ("Customer Materials"), and that Amplify has the right to use such Customer Materials as contemplated hereunder or for any other purposes required by Customer. Customer is solely responsible for the accuracy, integrity, completeness, quality, legality, and safety of such Customer Materials. Customer is responsible for meeting hardware, software, telecommunications, and other requirements listed at <http://www.amplify.com/customer-requirements>.

11. Warranty Disclaimer. PRODUCTS ARE PROVIDED "AS IS" AND WITHOUT WARRANTY OF ANY KIND BY AMPLIFY. AMPLIFY EXPRESSLY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY AS TO TITLE, NON-INFRINGEMENT, MERCHANTABILITY, OR FITNESS FOR A PARTICULAR PURPOSE OR USE. CUSTOMER ASSUMES RESPONSIBILITY FOR SELECTING THE PRODUCTS TO ACHIEVE CUSTOMER'S INTENDED RESULTS AND FOR THE ACCESS AND USE OF THE PRODUCTS, INCLUDING THE RESULTS OBTAINED FROM THE PRODUCTS. WITHOUT LIMITING THE FOREGOING, AMPLIFY MAKES NO WARRANTY THAT THE PRODUCTS WILL BE ERROR-FREE OR FREE FROM INTERRUPTIONS OR OTHER FAILURES OR WILL MEET CUSTOMER'S REQUIREMENTS. AMPLIFY IS NEITHER RESPONSIBLE NOR LIABLE FOR ANY THIRD PARTY CONTENT OR SOFTWARE INCLUDED IN PRODUCTS, INCLUDING THE ACCURACY, INTEGRITY, COMPLETENESS, QUALITY, LEGALITY, USEFULNESS OR SAFETY OF, OR IP RIGHTS RELATING TO, SUCH THIRD PARTY CONTENT AND SOFTWARE. ANY ACCESS TO OR USE OF SUCH THIRD PARTY CONTENT AND SOFTWARE MAY BE SUBJECT TO THE TERMS AND CONDITIONS AND INFORMATION COLLECTION, USAGE AND DISCLOSURE PRACTICES OF THIRD PARTIES.

12. Limitation of Liability. IN NO EVENT SHALL AMPLIFY BE LIABLE TO CUSTOMER OR TO ANY AUTHORIZED USER FOR ANY INCIDENTAL, SPECIAL, CONSEQUENTIAL, PUNITIVE, RELIANCE OR COVER DAMAGES, DAMAGES FOR LOST PROFITS, LOST DATA OR LOST BUSINESS, OR ANY OTHER INDIRECT DAMAGES, EVEN IF AMPLIFY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. TO THE EXTENT PERMITTED BY APPLICABLE LAW, AMPLIFY'S ENTIRE LIABILITY TO CUSTOMER OR ANY AUTHORIZED USER ARISING OUT OF PERFORMANCE OR NONPERFORMANCE BY AMPLIFY OR IN ANY WAY RELATED TO THE SUBJECT MATTER OF THIS AGREEMENT, REGARDLESS OF WHETHER THE CLAIM FOR SUCH DAMAGES IS BASED IN CONTRACT, TORT, STRICT LIABILITY OR OTHERWISE, SHALL NOT EXCEED THE AGGREGATE OF CUSTOMER'S OR ANY AUTHORIZED USER'S DIRECT DAMAGES UP TO THE FEES PAID BY CUSTOMER TO AMPLIFY FOR THE AFFECTED PORTION OF THE PRODUCTS IN THE PRIOR 12 MONTH-PERIOD. UNDER NO CIRCUMSTANCES SHALL AMPLIFY BE LIABLE FOR ANY CONSEQUENCES OF ANY UNAUTHORIZED USE OF THE PRODUCTS THAT VIOLATES THIS AGREEMENT OR ANY APPLICABLE LAW OR REGULATION.

13. Term; Termination. This Agreement will be in effect for the duration specified in the Quote and may be renewed or extended by mutual agreement of the parties. Without prejudice to any rights either party may have under this Agreement, in law, equity or otherwise, a party shall have the right to terminate this Agreement if the other party (or in the case of Amplify, an Authorized User) materially breaches any term, provision, warranty or representation under this Agreement and fails to correct the breach within 30 days of its receipt of written notice thereof. Upon termination, Customer will: (a) cease using the Products, (b) return, purge or destroy (as directed by Amplify) all copies of any Products and, if so requested, certify to Amplify in writing that such surrender or destruction has occurred, (c) pay any fees due and owing hereunder, and (d) not be entitled to a refund of any fees previously paid, unless otherwise specified in the Quote. Customer will be responsible the cost of any continued use of Products following such termination. Upon termination, Amplify will return or destroy any PII of students provided to Amplify hereunder. Notwithstanding the foregoing, nothing shall require Amplify to return or destroy any data that does not include PII, including de-identified information or data that is derived from access to PII but which does not contain PII. Sections 3-13 shall survive the termination of this Agreement.

14. Miscellaneous. This Agreement, including all addendums, attachments and the Quote, as applicable, constitutes the entire agreement between the parties relating to the subject matter hereof. The provisions of this Agreement shall supersede any conflicting terms and conditions in any Customer purchase order, other correspondence or verbal communication, and shall supersede and cancel all prior agreements, written or oral, between the parties relating to the subject matter hereof. This Agreement may not be modified except in writing signed by both parties. All defined terms in this Agreement shall apply to their singular and plural forms, as applicable. The word "including" means "including without limitation." This Agreement shall be governed by and construed and enforced in accordance with the laws of the state of New York, without giving effect to the choice of law rules thereof. This Agreement will be binding upon and inure to the benefit of the parties and their respective successors and assigns. The parties expressly understand and agree that their relationship is that of independent contractors. Nothing in this Agreement shall constitute one party as an employee, agent, joint venture partner, or servant of another. Each party is solely responsible for all of its employees and agents and its labor costs and expenses arising in connection herewith. Neither this Agreement nor any of the rights, interests or obligations hereunder may be assigned or delegated by Customer or any Authorized User without the prior written consent of Amplify. If one or more of the provisions contained in this Agreement shall for any reason be held to be unenforceable at law, such provisions shall be construed by the appropriate judicial body to limit or reduce such provision or provisions so as to be enforceable to the maximum extent compatible with applicable law. Amplify shall have no liability to Customer or to third parties for any failure or delay in performing any obligation under this Agreement due to circumstances beyond its reasonable control, including acts of God or nature, fire, earthquake, flood, epidemic, strikes, labor stoppages or slowdowns, civil disturbances or terrorism, national or regional emergencies, supply shortages or delays, action by any governmental authority, or interruptions in power, communications, satellites, the Internet, or any other network.

**We are delighted to work with you and we thank you for your order!**





PO Box 46, Cabin John, MD 20818  
 info@reallygreatreading.com  
 Toll Free 1-866-401-7323 Fax 1-240-465-0478 (if faxing please call to confirm)

**Purchase Recommendation**

Quote number:	6708
Quoted by:	Shari Zimmer
Valid until:	2020-12-31

**Bill To** **Ship To**

BEEVILLE ISD - TX 2400 N SAINT MARYS ST BEEVILLE, TX, 78520	BEEVILLE ISD - TX TX,
---	--------------------------

**PreK: Launchpad for 6 classrooms**

Item	Description	Quantity	Rate	Amount
LPTG	Launchpad Teacher Guide Set	6.00	\$299.00	\$1,794.00
LPOL	Launchpad Online Annual Subscription	6.00	\$95.00	\$570.00
LP-DECK	Launchpad Sound & Letter Cards	6.00	\$25.00	\$150.00
			Subtotal:	\$2,514.00
			Shipping:	\$0.00
			Total	\$2,514.00

**Kindergarten: Countdown (12 Teachers\_ Classroom set up is based on 1 teacher/20 students)**

Item	Description	Quantity	Rate	Amount
CD	Countdown Classroom setup includes one set of Teacher Guides, One Year Access to Countdown Online, 20 Student Workbook Sets, and 10 Countdown Manipulative Kits	12.00	\$899.00	\$10,788.00
			Subtotal:	\$10,788.00
			Shipping:	\$0.00
			Total	\$10,788.00

**First Grade: Blast Foundations (10 teachers\_Classroom set up is based on 1 teacher/20 students)**

Item	Description	Quantity	Rate	Amount
BLASTPR	Blast Foundations Classroom Setup, (Grade 1) -1 Teacher Lesson Plan Set - Vowel Poster Set -10 Blast Kits -20 Primary Student Workbook Sets -1 Annual Subscription to Blast Online	10.00	\$1,119.00	\$11,190.00
Subtotal:				\$11,190.00
Shipping:				\$0.00
Total				\$11,190.00

**Second Grade: HD Word Foundations (11Teachers\_Classroom set up is based on 1 teacher/20 students)**

Item	Description	Quantity	Rate	Amount
HDWF	HD WORD Classroom Setup, Foundations (2nd-5th) -1 HD Word Teacher Lesson Plan Set -10 HD Word Kits -20 Foundations Student Workbook Sets -1 Annual Subscription to HD Word Online	11.00	\$1,349.00	\$14,839.00
Subtotal:				\$14,839.00
Shipping:				\$0.00
Total				\$14,839.00

**Third Grade: HD Word Foundations (10 Teachers\_Classroom set up is based on 1 teacher/20 students) Phase 1 large group 2020-21**

Item	Description	Quantity	Rate	Amount
HDWF	HD WORD Classroom Setup, Foundations (2nd-5th) -1 HD Word Teacher Lesson Plan Set -10 HD Word Kits -20 Foundations Student Workbook Sets -1 Annual Subscription to HD Word Online	10.00	\$1,349.00	\$13,490.00
Subtotal:				\$13,490.00
Shipping:				\$0.00
Total				\$13,490.00

**Interventionists: Countdown for 3 teachers/8 students Kindergarten alignment with older students.**

Item	Description	Quantity	Rate	Amount
CDLP	Countdown Lesson Plan Teacher Guide Set	3.00	\$225.00	\$675.00
CDOL	Countdown Online, One-year subscription	3.00	\$95.00	\$285.00
CDKIT	Countdown Manipulative Kit	3.00	\$45.00	\$135.00
CDWALL	Countdown Wall Cards	3.00	\$24.00	\$72.00
CDSW	Countdown Student Workbook	24.00	\$10.00	\$240.00
Subtotal:				\$1,407.00
Shipping:				\$0.00
Total				\$1,407.00

**Interventionists: Blast for 3 teachers/8 students 1st grade alignment with older students: (Note: Use HD Word Phonics Kit for this instruction:)**

Item	Description	Quantity	Rate	Amount
BLAST1LP	Blast Lesson Plan	3.00	\$225.00	\$675.00
BLASTOL	Blast Online Annual Subscription	3.00	\$95.00	\$285.00
BLAST1PRSW	Blast Student Primary Workbook (Grade 24.00 1)		\$19.00	\$456.00
Subtotal:				\$1,416.00
Shipping:				\$0.00
Total				\$1,416.00

**Interventionists: HD Word Foundations for 3 teachers/8 students for 2nd grade alignment with older students**

Item	Description	Quantity	Rate	Amount
HDLP	HD Word Lesson Plan	3.00	\$299.00	\$897.00
HDOL	HD Word Online Annual Subscription	3.00	\$95.00	\$285.00
HDKIT	HD Word Student Kit	24.00	\$65.00	\$1,560.00
HDFSW	HD Word Foundations Student Workbook Set (Grades 2-5)	24.00	\$19.00	\$456.00
Subtotal:				\$3,198.00
Shipping:				\$0.00
Total				\$3,198.00

**Junior High (1 teacher/20 students)**

Item	Description	Quantity	Rate	Amount
------	-------------	----------	------	--------

HDWE	HD WORD Classroom Setup, Essentials (5th-8th) -1 HD Word Teacher Lesson Plan Set -10 HD Word Kits -20 Essentials Student Workbook Sets -1 Annual Subscription to HD Word Online	3.00	\$1,349.00	\$4,047.00
				Subtotal: \$4,047.00
				Shipping: \$0.00
				Total: \$4,047.00

**Grades 4-5 Tier 2: small group of 8**

Item	Description	Quantity	Rate	Amount
HDLP	HD Word Lesson Plan	20.00	\$299.00	\$5,980.00
HDOL	HD Word Online Annual Subscription	20.00	\$95.00	\$1,900.00
HDKIT	HD Word Student Kit	160.00	\$65.00	\$10,400.00
HDFSW	HD Word Foundations Student Workbook Set (Grades 2-5)	160.00	\$19.00	\$3,040.00
				Subtotal: \$21,320.00
				Shipping: \$0.00
				Total: \$21,320.00

Currency: USD	<b>Grand Total</b> Subtotal: \$84,209.00 Tax: \$0.00 Shipping: \$1,439.60 Total: \$85,648.60
---------------	--



**Great South Texas Corp dba  
Computer Solutions**

814 Arion Parkway, Suite 101  
San Antonio, Texas 78216  
United States  
http://www.comsoltx.com  
(P) (210) 369-0300  
(F) 210-369-0389

**Quote (Open)**

<b>Date</b> Sep 14, 2020 08:21 PM CDT	<b>Expiration Date</b> 10/15/2020
<b>Modified Date</b> Sep 14, 2020 03:18 PM CDT	
<b>Doc #</b> 1025862 - rev 1 of 1	
<b>Description</b> Moreno JHS Paging	
<b>SalesRep</b> Jones, David (P) 210-369-0318 (F) 210-369-0389	
<b>Customer Contact</b> Spears, Robert (P) 361-597-0421 rspears@beevilleisd.net	

**Customer**

Beeville ISD (BISD)  
Spears, Robert  
201 North St. Mary  
Beeville, TX 78102  
United States  
(P) 361-358-7111  
(F) 361-358-7837

**Bill To**

Beeville ISD  
Payable, Accounts  
201 North St. Mary's Street  
Beeville, TX 78102  
United States  
(P) 361-358-7111  
(F) 361-358-7837

**Ship To**


Beeville ISD - Central Supply  
Garcia, Lawrence  
309 N. Jackson St, Ste 2  
Beeville, TX 78102  
United States  
(P) 361-362-6026  
lgarcia@beevilleisd.net

**Contract Programs:** Cisco

DIR-TSO-4167 Expires  
07/03/2021 - Cisco  
**Certifications:** WBE/SBE/HUB;  
1942650013800 Exp:  
04/26/2022  
**Sales Order Type:** Drop  
Ship - Ship to customers  
location

<b>Customer PO:</b>	<b>Terms:</b> Undefined	<b>Ship Via:</b> FedEx Ground
<b>Special Instructions:</b>		<b>Carrier Account #:</b>

#	Image	Description	Part #	List Price	Qty	Unit Price	Total
<b>IP Speakers/Clocks, Mounts, &amp; Wall Push Buttons</b>							
1		Compact IP Speaker, Text & Flashers Valcom	VL520BK-F-IC	\$0.00	61	\$653.45	\$39,860.45
2		Lay-In Talk-Back IP Ceiling Speaker Valcom	VIP-422A-IC	\$0.00	32	\$485.37	\$15,531.84
3		Wall Plate Push Button Switch, Momentary Contact Closure	WPD-SWM	\$0.00	93	\$49.74	\$4,625.82
Note: Notes: For usage with the Indoor Clock/Speakers							
4		Atlas Sound IHVP IP speaker - PoE (grille color - white)	SP-ATLAS-IP-HVP=	\$1,680.86	8	\$840.43	\$6,723.44
Note: Outdoor IP Speaker							
5		Atlas Sound Enclosure for speaker(s) - surface mountable	SP-ATLAS- IPSSTHVP=	\$321.12	8	\$160.56	\$1,284.48
Note: Outdoor IP Speaker Enclosure							
<b>Cisco UCM Enhanced &amp; Informacast Licensing</b>							
6		Cisco Unified Communications Manager Enhanced (v. 11.x) - license - 1 user - up to 1000 licenses	LIC-CUCM-11X- ENH-A	\$210.74	101	\$118.01	\$11,919.01
Note: Top-Level Sku: UCL-UCM-LIC-K9 Included Components: CON-ECMU-UCLUCMLK SWSS UPGRADES Top Level Sku For 9/10/11. UCM-PAK UCM 9X/10X/11X PAK CUCM-VERS-11.5 CUCM Software version 11.5 LIC-CUCM-11X-ENH UC Manager Enhanced 11.x License 65							

#	Image	Description	Part #	List Price	Qty	Unit Price	Total
7		Cisco SMARTnet Software Support Service Technical support - for LIC-CUCM-11X-ENH-A - phone consulting - 1 year - 24x7	CON-ECMU- LICXENHA	\$37.00	101	\$25.44	\$2,569.44
8		InformaCast Advanced Notification - Endpoint Licensing - 250 License Bundle	IPTA-IC250	\$6,750.00	1	\$6,136.36	\$6,136.36
9		Pro-Rated Maintenance - Per End Point License COTERM: 9/14/2020 - 10/29/2022	IPTA-MY	\$14.48	250	\$14.34	\$3,585.00
Subtotal							\$92,235.84
<b>Professional Services</b>							
10		ComSol Professional Svc. Installation/Configuration Fixed Bid Engagement - DIR/Preferred Engineer Rates	ComSol-PS	\$26,293.00	1	\$26,293.00	\$26,293.00
Subtotal							\$26,293.00

**Notes**

Cisco DIR-TSO-4167 Contract - Exp: 7/3/2021  
 Vendor ID: 1942650013800 (Great South Texas Corp. dba  
 Computer Solutions)  
 HUB / SBE / WBE Co. Certifications - Expires 4/26/2022

**Subtotal: \$118,528.84**  
 Tax (0.000%): \$0.00  
 Shipping: \$40.00  
**Total: \$118,568.84**  
*(List Price: \$77,700.58)*

Thank you for the opportunity to provide this quote.

**Due to the recent COVID-19 pandemic, shortages in components may cause an item(s) to have longer than usual estimated shipping dates. If an item goes on backorder and the manufacturer increases the cost of the product, the increased cost will be passed onto to our customers. We will alert customers as soon as we know when a price increase on a backordered item occurs.**

Freight charges are estimates only.

Returns are subject to approval and may include a restocking fee.

Leasing Only: The information provided is a proposal and is subject to credit approval. The proposal provides an approximate monthly payment for hardware, software and services based upon the contract type and term in months. Taxes, fees and insurance are not included. Any change in the amount financed will change this information.

This document and the information contained is PROPRIETARY and CONFIDENTIAL and may not be duplicated, redistributed or displayed to any other party without the written permission of Computer Solutions.

Envision Network Solutions, LLC  
 9922 Leopard St. Ste 104  
 TX US  
 (361) 317-8516  
 billing@envisionnetworksolutions.com  
 www.envisionnetworksolutions.com



**ADDRESS**

Beeville ISD  
 201 N. Saint N. Mary's  
 Beeville, TX 78102 USA

**Estimate 1121**

**DATE 09/03/2020**

ACTIVITY	DESCRIPTION	QTY
Cat 6 Cable Drop	Includes labor for installation of horizontal cable, cable path, cable testing and end to end labeling.	101
48 Port Keystone Patch Panel		5
5' Cat 6 patch cable		102
2' Cat 6 patch cable		101
2-port Surface Mt. Box		101
Infinity CAT6 Keystone Jack		202
BERK-TEK CAT 6 -Grey	Price Per Ft.	20,000
Raceway Single Gang Box		61
Raceway 6' Stick White		61
Contract Time and Material	Provide labor and material to install (61) Valcom IP Speakers. Provide labor and material to install (32) Valcom Ceiling mount speakers. Provide labor and material to install (8) Atlas Outdoor speakers. Provide labor and material to install 61 sticks of raceway. Provide labor and material to install (61) single gang junction boxes. Provide labor and material to install (61) Atlas call buttons. Provide labor and material to install (1) customer provided data cabinet.	1
Travel	Travel to and from Beeville for 2 weeks. 2 vehicles.	1,400
Velcro		3

REF: Moreno IP Paging

SUBTOTAL 34,842.59  
 TAX 0.00

**TOTAL \$34,842.59**

Accepted By

Accepted Date

**Beeville ISD**  
**BOARD OF TRUSTEES**

Date: October 15, 2020 Presented By: Eva Cisneros

Subject: Budgetary Amendment Related Page(s) 1

**Action**

**BACKGROUND INFORMATION:**

The attached budget amendment is need for the replacement of the Moreno Jr. High intercom system.

**RECOMMENDATION:** Approval

**BOARD ACTION REQUIRED:**

I move to approve the budget amendments as presented.



# BEEVILLE

INDEPENDENT SCHOOL DISTRICT  
INSPIRING BOLD INNOVATIVE LEADERS

**Eva Cisneros**  
Director of Finance  
201 N. St. Mary's  
Beeville, Texas 78102  
361-358-7111  
ecisneros@beevilleisd.net

## Budget Amendments for October 15, 2020

Fund	Func	Summary	Location	Increase	Decrease
199	81	MJH Intercom System	MJH	\$118,568	
199	51	District wide maintenance	District wide		\$118,568

**Beeville ISD**  
**BOARD OF TRUSTEES**

Date: October 15, 2020 Presented By: Mr. Travis Fanning  
Subject: MOU with Education Service Center,  
Region 2 Related Page(s) 4

**Action**

**BACKGROUND INFORMATION:**

Attached is the MOU with Education Service Center, Region 2. This MOU includes Observation and Feedback, a training designed to support campus and district leaders as they seek to drive instructional improvement, blends the practices and principles in Paul Bambrick-Santoyo's Get Better Faster: A 90-Day Plan for Coaching New Teachers with the T-TESS appraisal framework.

Observation and Feedback is to intend provide campus and district leaders with opportunities to develop proficiency in establishing and coaching toward effective instructional practices in every classroom.

The five days of professional development on Observation and Feedback are REQUIRED co-requisites for the Onsite Coaching Days.

ESC-2 is a TEA vetted provider of TIL Trainings for schools seeking a capacity builder. The training will be used to assist our campuses that are currently rated as D campuses (FMC and MJH).

**RECOMMENDATION:**

Approval

**BOARD ACTION REQUIRED:**

I move the Board approve the MOU between Education Service Center, Region 2 and BISD.

# Observation and Feedback

Observation and Feedback, a training designed to support campus and district leaders as they seek to drive instructional improvement, blends the practices and principles in Paul Bambrick-Santoyo’s *Get Better Faster: A 90-Day Plan for Coaching New Teachers with the T-TESS appraisal framework*.

Observation and Feedback is intended to provide campus and district leaders opportunities to develop proficiency in establishing and coaching toward effective instructional practices in every classroom.

ESC-2 is an approved provider of TIL trainings for schools seeking a technical assistance provider or capacity builder to support the execution of a campus improvement plan.

The five days of professional development on Action Coaching are **REQUIRED** co-requisites for the Onsite Coaching Days.



## Pricing per campus:

Principal Manager	Number of Administrators	Professional Development (5 days)	Onsite Coaching	Total Cost
1	1	\$4,590	\$5,475	\$10,065
1	2	\$5,590	\$8,212	\$13,802

### Cost will include:

5 days of face to face professional development  
 3 days for onsite coaching  
 Book Resources: Leverage Leadership  
 Get Better Faster

**Cohort One:** 10/20-22/20, 11/9/20, 12/14/20

**Cohort Two:** 1/19-21/21, 3/1/21, 4/6/21

### For more information contact:

Martha Rose  
 (361) 561-8504  
 martha.rose@esc2.us

Joye Beard, Ph.D.  
 (361) 561-8674  
 joye.beard@esc2.us





**Memorandum of Understanding**  
**Texas Instruction Leadership Training Packages**  
**Observation and Feedback**

Observation and Feedback, a training designed to support campus and district leaders as they seek to drive instructional improvement, blends the practices and principles in Paul Bambrick-Santoyo's *Get Better Faster: A 90-Day Plan for Coaching New Teachers* with the T-TESS appraisal framework.

Observation and Feedback is intended to provide campus and district leaders with opportunities to develop proficiency in establishing and coaching toward effective instructional practices in every classroom.

The five days of professional development on Observation and Feedback are REQUIRED co-requisites for the Onsite Coaching Days.

ESC-2 is a TEA vetted provider of TIL Trainings for schools seeking a capacity builder.

The Education Service Center, Region 2 will provide the following:

1. five days of face-to-face professional development
2. three days of onsite coaching for each participant
3. implementation support
4. required resources: *Leverage Leadership 2.0 and Get Better Faster*

The Local Education Agency agrees to:

1. send administrators to all face-to-face professional development
2. schedule onsite coaching with ESC-2 staff
3. provide a PO for the total cost of the training series

Name of LEA: \_\_\_\_\_

Name of Campus; \_\_\_\_\_ Grade Level of Campus: \_\_\_\_\_

Name and Contact for Administrator(s) to be trained by ESC-2:

- 1. \_\_\_\_\_ Email: \_\_\_\_\_
- 2. \_\_\_\_\_ Email: \_\_\_\_\_
- 3. \_\_\_\_\_ Email: \_\_\_\_\_

**Pricing per campus:**

Principal Manager	Number of Administrators	Professional Development (5 days)	Onsite Coaching (3 days)	Total Cost
1	1	\$4,590	\$5,475	\$10,065
1	2	\$5,590	\$8,212	\$13,802

\_\_\_\_\_ Cohort One: October 20-22, 2020, November 9, 2020 and December 14, 2020

\_\_\_\_\_ Cohort Two: January 19-21, 2021, March 1, 2021 and April 6, 2021

Total Price: \_\_\_\_\_ Purchase Order # \_\_\_\_\_

\_\_\_\_\_  
ESC-2 Signature

\_\_\_\_\_  
Superintendent Signature

Please return the signed contract to [joanne.ferguson@esc2.us](mailto:joanne.ferguson@esc2.us) or [joye.beard@esc2.us](mailto:joye.beard@esc2.us)