



FAUQUIER COUNTY SCHOOL BOARD  
STANDARD TEXTBOOK CONTRACT # 01-17smc

Foreign Language:

Daccord (French, MS/HS), Descubre (Spanish, MS/HS), Mosaik (German, HS)  
Denk Mal (German 4) 6/2016 Mod #1

This contract is entered into this 1st day of July, 2016, by Vista Higher Learning hereinafter called the "Contractor" and the Fauquier County School Board hereinafter called "FCSB".

WITNESSETH that the Contractor and FCSB, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF SERVICES: This contract is established in accordance with the requirements as set forth in the Code of Virginia, §§ 22.1-238 and 22.1-241-243. The Contractor shall provide the attached list of approved textbooks ordered by FCSB for a period of seven (7) years at the unit price(s) noted on the list, which will be fixed for the entire term of the agreement (in addition, see A 1, Attachment A). Prices quoted are FOB Destination, ~~inside delivery~~, prepaid and charged back and do not include shipping charges (in addition, see A6, Attachment A). The Contractor shall pay all shipping costs above 4 percent (4%) on each order, or as noted in either A6 or Attachment B; shipping charges shall be added to the invoice as a separate item. Delivery: The Contractor shall make deliveries no later than thirty (30) days of receipt of an order, or sooner. Payment terms: Payment will be made within forty-five (45) days of receipt of a correct, accurate invoice. Ancillary Materials: The Contractor shall provide ancillary/complimentary materials at no charge to FCSB during the term of this contract or, as outlined in Attachment B. Additional requirements are set forth as Attachments to the contract document as noted herein.

CONTRACT TERM: The term of this contract shall be from July 1, 2016 through June 30, 2023.

The contract documents shall consist of the following documentation, listed in order of precedence:

- (1) This signed form;
- (2) The attachments, which consist of:
  - (a) Attachment A: Additional Requirements
  - (b) Attachment B: Publisher's Final Quote(s) which shall include List of Textbooks inclusive of Copyright year, ISBN and Unit Price, and Ancillary Materials.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:  
By: Debbie R. Secrist  
Printed Name: Debbie R. Secrist  
Date: 5/9/16

FAUQUIER COUNTY SCHOOL BOARD:  
By: Susan R. Monaco  
Printed Name: Susan R. Monaco, CPPO, CPPB  
Date: 5/9/2016

VN 644 198 Mod #1, adding Denk Mal (German 4) 6/16 See end of doc.

**FAUQUIER COUNTY SCHOOL BOARD**  
**STANDARD TEXTBOOK CONTRACT**  
**ATTACHMENT A, Additional Requirements**

- A1. The Contractor certifies that the textbook unit price appearing in the contract is the lowest wholesale price at which the book or books are currently bid under contract anywhere in the United States or that the price to be charged has been reduced and is the same price as sold anywhere outside of Virginia. The publisher shall, when applicable, offer FCSB the option of using any special or other edition of a textbook named in the contract and adapted for use in Virginia at a lower price as sold elsewhere in the United States. As applicable, in the event the reduced price is permanent the Contractor further agrees to notify the Virginia Department of Education to update its website with the new price.
- A2. The Contractor shall furnish sample copies of all books listed herein to FCSB and all textbooks furnished by the Contractor shall in all respects as to texts, paper, binding, printing, illustrations, copyright date, and in all other particulars be equal to the same copy purchased by FCSB. Changes may be made in the textbook(s) if mutually agreed to by the FCSB and Contractor.
- A3. When available, Contractor shall provide hands-on training on FCSB premises, initially for all staff and in subsequent years for new staff. Contractor shall identify and include any and all associated costs for training as an addendum to Attachment B, Textbook Pricing.
- A4. The Contractor shall replace any textbooks adopted for use and received from the Contractor, proven to have weak or defective bindings within the adoption period for which they were purchased.
- A5. The Contractor shall, for each textbook ordered, furnish an electronic file in the National Instructional Materials Accessibility Standards (NIMAS) format that will be deposited in the National Instructional Materials Access Center (NIMAC) from which accessible versions of the particular textbook may be produced for students with print disabilities. The Contractor shall deliver the NIMAS file of the textbook on or before the date of delivery of the regular text version.
- A6. SHIPPING INSTRUCTIONS: FCSB does not have central warehousing with loading docks and unloading equipment; only one or two select schools have loading docks. Therefore, Contractors shall instruct their freight carrier to provide shipments to FCSB locations with vehicles having lift gates and pallet jacks, for unloading of shipments at each location. All deliveries must be inside deliveries; no shipment will be accepted if it's left outside of an FCPS building. FCSB understands that shipping costs based on percentage of order most commonly applies to initial large adoption orders, unless otherwise noted on Attachment B; Contractors agree to ship subsequent smaller textbook orders placed after initial adoption by UPS or the most reliable, affordable method, FOB Destination, and that all freight pricing must be listed in detail on each invoice.
- A7. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the Contractor in whole or in part without the written consent of the FCSB. In the event of Contractor change in ownership, the Contractor shall notify FCSB in writing at least thirty days in advance of such change and indicating if the new owner will assume ownership and full compliance with the contract, at which time FCSB will modify the contract to reflect the change in ownership.
- A8. FCSB reserves the right to test other textbooks in designated schoolrooms for experimental study during the term of this contract.
- A9. With the approval of FCSB and the Contractor, any private school within Fauquier County that so requests may purchase from the FCSB contract with the Contractor. Such private school shall be fully responsible for ordering, purchasing, and receiving shipments of books to be provided from the Contractor pursuant to this section. FCSB shall be immune from any civil liability as a result of a private school purchasing from the FCSB contract.
- A10. TAX EXEMPTION: FCSB is exempt from the payment of any federal excise or any Virginia sales tax. All invoices must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Contractor.

- A11. **APPLICABLE LAW AND COURTS:** This contract shall be governed in any respects by the laws of Virginia, and any litigation with respect thereto shall be brought in the Circuit Court of Fauquier County, Virginia. The Contractor shall comply with applicable federal, state and local laws and regulations.
- A12. **COMPLIANCE WITH FEDERAL, STATE, AND LOCAL LAWS AND FEDERAL IMMIGRATION LAW:** During the term of any contract, the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth of Virginia, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- A13. **ANTI-TRUST:** By entering into a contract, the Contractor conveys, sells, assigns, and transfers to FCSB all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust law of the United States and Fauquier County, relating to the particular goods or services purchased or acquired by FCSB under said contract.
- A14. **ANTI-DISCRIMINATION:** By signing this contract, the Contractor certifies to FCSB that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and Section 2.2-4311 of the *Virginia Public Procurement Act*. If the contract is with a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis or race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, §2.2-4343.1(E)). In every contract over \$10,000 the provisions in A and B below apply:
  - A. During the performance of this contract, the Contractor agrees as follows:
    1. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
    2. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
    3. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this Section.
  - B. The Contractor will include the provisions of A. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

- A15. **DRUG-FREE WORKPLACE:** During the performance of this contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- A16. **CONTENT VALIDITY:** By signing this contract, Contractor hereby verifies that all materials provided have been thoroughly examined and reviewed by content experts, whose credentials were verified prior to contract signature, for factual

and content accuracy, typographical, grammatical, spelling, formatting and written expression errors, and that all such errors have been corrected prior to publication.

- A17. **CUSTOMER SERVICE:** To ensure continual service during the entire term of the contract, the Contractor must provide the name, phone, fax and e-mail address of the inside contact person who has the authority and knowledge to answer contractual questions or issues both during the initial adoption period and for the entire contract term. Should that person leave the Contractor's employ or be replaced by another person, the Contractor must promptly notify the FCSB Textbook Office in writing of the new customer service representative's name, phone, fax and e-mail. If multiple customer service representatives are assigned, the Contractor must note each representative's area of expertise (for example, Ordering vs. Billing and Invoicing). If the Contractor Sales Representative should change during the term of this contract, the Contractor must notify the FCSB Textbook Office in writing of the new Sales Representative's name, phone, fax and e-mail and effective date as our representative.
- A18. **CONTRACT MODIFICATIONS:** During the term of this contract, if supplemental materials, additions or deletions are required at the request of FCSB, the Contractor shall review and sign a mutually agreeable contract modification, to be co-signed by FCSB and added to this original contract.
- A19. **ON-LINE ELECTRONIC TEXTBOOK COMPONENT INTERFACE:** Contractors shall provide any and all on-line electronic textbook components with the capacity and capability to interface with Blackboard, to maximize FCSB's use of the electronic component.

ATTACHMENT B, Foreign Language, Contract 01-17smc

<p><b>Prepared For</b></p> <p>Laura Hoover                  Fauquier County School District                  Textbooks Dept.                  430 E Shirley Ave. Suite A7                  Warrenton VA, 20186</p>	<p><b>Prepared By</b></p> <p>Beatriz Gegundez                  bgegundez@vistahigherlearning.com                  (617) 728-9390                  Vista Higher Learning                  500 Boylston St, Suite 620                  Boston, MA 02116-3736</p>
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<b>Daccord 2015</b>					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
175	978-1-68004-047-0	Daccord 2015 Level 1 Student Edition + Supersite Plus(eBook (Online)) + eCahier (7 year license)(eDelivery)	\$140.00	\$24,500.00	\$24,500.00
175	978-1-62680-201-8	Daccord 2015 Level 1 Cahier de l'eleve	\$40.00	\$7,000.00	\$0.00
9	978-1-62680-986-4	Daccord 2015 Level 1 National Teacher Resource Box (LRG)	\$348.00	\$3,132.00	\$0.00
125	978-1-68004-053-1	Daccord 2015 Level 2 Student Edition + Supersite Plus(eBook (Online)) + eCahier (7 year license)(eDelivery)	\$140.00	\$17,500.00	\$17,500.00
125	978-1-62680-202-5	Daccord 2015 Level 2 Cahier de l'eleve	\$40.00	\$5,000.00	\$0.00
4	978-1-62680-987-1	Daccord 2015 Level 2 National Teacher Resource Box (LRG)	\$348.00	\$1,392.00	\$0.00

<b>Descubre 2017</b>					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
445	978-1-68004-533-8	Descubre 2017 Level 1 Student Edition + Supersite Plus(eBook (Online)) + eCuaderno(7 year license)(eDelivery)	\$140.00	\$62,300.00	\$62,300.00
445	978-1-68004-489-8	Descubre 2017 Level 1 Cuaderno de practica	\$18.00	\$8,010.00	\$0.00
15	978-1-68004-633-5	Descubre 2017 Level 1 National Teacher Resource Box	\$655.00	\$9,825.00	\$0.00
280	978-1-68004-678-6	Descubre 2017 Level 2 Student Edition + Supersite Plus(eBook (Online)) + eCuaderno(7 year license)(eDelivery)	\$140.00	\$39,200.00	\$39,200.00
280	978-1-68004-635-9	Descubre 2017 Level 2 Cuaderno de practica	\$18.00	\$5,040.00	\$0.00
10	978-1-68004-686-1	Descubre 2017 Level 2 National Teacher Resource Box	\$655.00	\$6,550.00	\$0.00
125	978-1-68004-729-5	Descubre 2017 Level 3 Student Edition + Supersite Plus(eBook (Online)) + eCuaderno(7 year license)(eDelivery)	\$140.00	\$17,500.00	\$17,500.00
125	978-1-68004-687-8	Descubre 2017 Level 3 Cuaderno de practica	\$18.00	\$2,250.00	\$0.00

VN 644198

ATTACHMENT B, Foreign Language, Contract 01-1 /smc

10	978-1-68004-737-0	Descubre 2017 Level 3 National Teacher Resource Box	\$500.00	\$5,000.00	\$0.00
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**Mosaik 1e 2014**

Qty	Item Number	Description	Unit Price	Total Value	Total Cost
60	978-1-68004-065-4	Mosaik 2014 Level 1 Student Edition + Supersite Plus(eBook (Online)) + WebSAM (7 year license)(eDelivery)	\$140.00	\$8,400.00	\$8,400.00
60	978-1-61857-189-2	Mosaik 2014 Level 1 Student Activities Manual	\$40.00	\$2,400.00	\$0.00
3	978-1-61857-370-4	Mosaik 2014 Level 1 Teacher Resource Box	\$360.00	\$1,080.00	\$0.00
40	978-1-68004-071-5	Mosaik 2014 Level 2 Student Edition + Supersite Plus(eBook (Online)) + WebSAM (7 year license)(eDelivery)	\$140.00	\$5,600.00	\$5,600.00
40	978-1-61857-190-8	Mosaik 2014 Level 2 Student Activities Manual	\$40.00	\$1,600.00	\$0.00
3	978-1-61857-375-9	Mosaik 2014 Level 2 Teacher Resource Box	\$360.00	\$1,080.00	\$0.00
30	978-1-68004-077-7	Mosaik 2014 Level 3 Student Edition + Supersite Plus(eBook (Online)) + WebSAM (7 year license)(eDelivery)	\$140.00	\$4,200.00	\$4,200.00
3	978-1-61857-377-3	Mosaik 2014 Level 3 Teacher Resource Box	\$360.00	\$1,080.00	\$0.00
30	978-1-61857-191-5	Mosaik 2014 Level 3 Student Activities Manual	\$40.00	\$1,200.00	\$0.00

<b>Total Value</b>	\$240,839.00
<b>Total Gratis</b>	\$61,639.00
<b>Total Cost</b>	\$179,200.00
<b>Est. Shipping (4%)</b>	\$9,633.56
<b>Est. Grand Total Cost</b>	\$188,833.56

**Special Instructions**

Please include a copy of your signed and dated tax exemption certificate when sending in your purchase order.

Shipping rate will not exceed 4% for the length of the contract

With the purchase of the student packs, Vista Higher Learning will provide a site license with the number of seats purchased and will add 10% more seats to allow for enrollment fluctuation to each program. The seats for one program, D'ACCORD, MOSAIK or DESCUBRE, cannot be combined or moved from program to program.

Vista Higher Learning provides complimentary teacher resources boxes ONE teacher resource box per teacher, per level taught. Teacher access to the teacher supersite for each program is included for the length of the adoption

Workbooks are included at no cost for the implementation year.

**To Order Contact Customer Service**

Phone (800) 269-6311 ext. 1 | Fax (617) 426-5215

Email [sales@vistahigherlearning.com](mailto:sales@vistahigherlearning.com)

**Vista Higher Learning 500 Boylston St. Suite 620 Boston, MA 02116**

**TEACHER RESOURCE BOX CONTENTS**

**978-1-62680-986-4      Daccord 2015 Level 1 National Teacher Resource Box (LRG)**

978-1-61857-866-2 | Daccord 2015 L1 Teacher Edition |  
978-1-62680-201-8 | Daccord 2015 L1 Cahier de l'eleve |  
978-1-62680-204-9 | Daccord 2015 L1 Answer Key |  
978-1-62680-207-0 | Daccord 2015 L1 Video Program DVD |  
978-1-62680-210-0 | Daccord 2015 L1 Testing Program |  
K1410813 | Daccord 2015 Large Teacher Resource Box |  
K1410827 | Daccord 2015 L1 National TRB Sticker |  
M1410554 | Daccord 2015 L1 For This Program Flyer |  
M1410602 | Daccord 2015 MSAP Sampler |  
M1510649 | D'accord c2015 Brochure (REVISED) |  
M1510685 | VHL 2015 Supersite 3.0 Brochure

**978-1-62680-987-1      Daccord 2015 Level 2 National Teacher Resource Box (LRG)**

978-1-61857-867-9 | Daccord 2015 L2 Teacher Edition |  
978-1-62680-202-5 | Daccord 2015 L2 Cahier de l'eleve |  
978-1-62680-205-6 | Daccord 2015 L2 Answer Key |  
978-1-62680-208-7 | Daccord 2015 L2 Video Program DVD |  
978-1-62680-211-7 | Daccord 2015 L2 Testing Program |  
K1410813 | Daccord 2015 Large Teacher Resource Box |  
K1410828 | Daccord 2015 L2 National TRB Sticker |  
M1410555 | Daccord 2015 L2 For This Program Flyer |  
M1510649 | D'accord c2015 Brochure (REVISED) |  
M1510685 | VHL 2015 Supersite 3.0 Brochure

**978-1-62680-988-8      Daccord 2015 Level 3 National Teacher Resource Box (LRG)**

978-1-61857-868-6 | Daccord 2015 L3 Teacher Edition |  
978-1-62680-203-2 | Daccord 2015 L3 Cahier de l'eleve |  
978-1-62680-206-3 | Daccord 2015 L3 Answer Key |  
978-1-62680-209-4 | Daccord 2015 L3 Video Program DVD |  
978-1-62680-212-4 | Daccord 2015 L3 Testing Program |  
K1410813 | Daccord 2015 Large Teacher Resource Box |  
K1410829 | Daccord 2015 L3 National TRB Sticker |  
M1410556 | Daccord 2015 L3 For This Program Flyer |  
M1510649 | D'accord c2015 Brochure (REVISED) |  
M1510685 | VHL 2015 Supersite 3.0 Brochure

**978-1-68004-633-5      Descubre 2017 Level 1 National Teacher Resource Box**

978-1-68004-319-8 | Descubre 2017 Level 1 Student Edition |  
978-1-68004-324-2 | Descubre 2017 Level 1 Teachers Edition |  
978-1-68004-514-7 | Descubre 2017 L1 Cuaderno de practica TE |  
978-1-68004-515-4 | Descubre 2017 L1 Cuaderno de actividades TE |  
978-1-68004-516-1 | Descubre 2017 L1 Activity Pack |  
978-1-68004-517-8 | Descubre 2017 L1 Testing Program |  
978-1-68004-518-5 | Descubre 2017 L1/L1A/L1B Teacher's DVD Set |  
978-1-61857-174-8 | VHL Cuaderno para Hispanohablantes 2e Volume 1 |  
M1510701 | Descubre 2017 MSAP |  
K1610890 | Descubre 2017 L1 Large TRB |  
M1510629 | VHL Practice Partner App Bookmarks (Pack of 25) |  
K1610894 | Descubre 2017 TRB Letter



**978-1-68004-686-1      Descubre 2017 Level 2 National Teacher Resource Box**

978-1-68004-322-8 | Descubre 2017 Level 2 Student Edition |  
978-1-68004-327-3 | Descubre 2017 Level 2 Teachers Edition |  
978-1-68004-659-5 | Descubre 2017 L2 Cuaderno de practica TE |  
978-1-68004-660-1 | Descubre 2017 L2 Cuaderno de actividades TE |  
978-1-68004-661-8 | Descubre 2017 L2 Activity Pack |  
978-1-68004-662-5 | Descubre 2017 L2 Testing Program |  
978-1-68004-663-2 | Descubre 2017 L2 Teacher's DVD Set |  
978-1-61857-175-5 | VHL Cuaderno para Hispanohablantes 2e Volume 2 |  
K1610891 | Descubre 2017 L2 Large TRB |  
K1610894 | Descubre 2017 TRB Letter

**978-1-68004-737-0      Descubre 2017 Level 3 National Teacher Resource Box**

978-1-68004-323-5 | Descubre 2017 Level 3 Student Edition |  
978-1-68004-328-0 | Descubre 2017 Level 3 Teachers Edition |  
978-1-68004-711-0 | Descubre 2017 L3 Cuaderno de practica TE |  
978-1-68004-712-7 | Descubre 2017 L3 Cuaderno de actividades TE |  
978-1-61857-176-2 | VHL Cuaderno para Hispanohablantes 2e Volume 3 |  
978-1-68004-713-4 | Descubre 2017 L3 Testing Program |  
978-1-68004-714-1 | Descubre 2017 L3 Teacher's DVD Set |  
K1610892 | Descubre 2017 L3 Large TRB |  
K1610894 | Descubre 2017 TRB Letter

**978-1-61857-370-4      Mosaik 2014 Level 1 Teacher Resource Box**

978-1-61857-186-1 | Mosaik L1 Teacher Annotated Edition |  
978-1-61857-369-8 | Mosaik Fotoroman DVD Levels 1-3 |  
978-1-61857-189-2 | Mosaik L1 Student Activities Manual |  
K1210728 | Mosaik L1 TRB Label - Spine |  
K1210742 | Mosaik L1 TRB Label - Sides |  
K1210722 | VHL Secondary Teacher's Resource Box |  
K1210723 | VHL Secondary Teacher's Resource Shipper

**978-1-61857-375-9      Mosaik 2014 Level 2 Teacher Resource Box**

978-1-61857-187-8 | Mosaik L2 Teacher Annotated Edition |  
978-1-61857-369-8 | Mosaik Fotoroman DVD Levels 1-3 |  
978-1-61857-190-8 | Mosaik L2 Student Activities Manual |  
K1210729 | Mosaik L2 TRB Label - Spine |  
K1210743 | Mosaik L2 TRB Label - Sides |  
K1210722 | VHL Secondary Teacher's Resource Box |  
K1210723 | VHL Secondary Teacher's Resource Shipper

**978-1-61857-377-3      Mosaik 2014 Level 3 Teacher Resource Box**

978-1-61857-188-5 | Mosaik L3 Teacher Annotated Edition |  
978-1-61857-369-8 | Mosaik Fotoroman DVD Levels 1-3 |  
978-1-61857-191-5 | Mosaik L3 Student Activities Manual |  
K1210730 | Mosaik L3 TRB Label - Spine |  
K1210744 | Mosaik L3 TRB Label - Sides |



## **Professional Development for Fauquier County, VA**

Vista Higher Learning, Inc. is pleased to offer professional development and implementation training at no charge upon adoption of VHL's Spanish, German and French language materials.

Always available to the faculty and staff of these schools is a wide array of informational and technical assistance access points which are available online on demand and through frequent, regularly-scheduled webinars.

Professional development is conducted by one of VHL's national trainers. Each trainer has thorough knowledge of the VHL programs as well as many years of classroom experience in teaching world languages to K-12 students. Two of these trainers, including our Director of PD, Norah Jones, reside in Virginia.

### **Initial Implementation Training (On Site)**

Duration: One day (3 hours) suggested, or as desired by the district.

Timing: Pre-service days in first year of implementation

#### **Purposes:**

- To provide an overview of the content and approach of VHL materials
- To demonstrate the integration of program components (texts, ancillaries, technology)
- To guide individual teacher access to and use of course preparation resources

Considerations: Training may be provided per level or in multi-level groups, according to the situation and objectives of the district.



### **Weekly Live Webinars (two per week)**

These are twice per week live webinars hosted by master teachers using the VHL programs. These sessions, great to view in teams, support research that tells “recurring sessions with mentoring teams that provide long-term professional growth opportunities for teachers. Resulting from this professional growth come goal-oriented increases in the range, pace, and quality of student learning.”

From Learning Forward we know:

“Learning Communities --Professional learning that increases educator effectiveness and results for all students occurs within learning communities committed to continuous improvement, collective responsibility, and goal alignment”.

### **Implementation Training (On Site)**

Duration: One half day (3 hours), or as desired by the district.

Timing: Spring of initial year through and including summer or second year.

Purposes:

- To reflect on and address questions emerging from further review of the materials
- Integration of VHL technology in teaching and assessment
- To address content and topics as may be specified by the district.

Considerations: Training may be provided per level or in multi-level groups, according to the situation and objectives of the district.

### **Continuing Implementation Training (On Site)**

Duration: One half day (3 hours) suggested for each of the two potential types, or as desired by the district.

Timing: Once annually as may be needed; summer to pre-service days

Purposes:

- To provide new teachers to with an overview of the content, approach, and integration of VHL materials or those who did not attend the June training
- To provide returning teachers with specific insights and practice to strengthen and clarify their work with VHL materials.

Considerations: Training may be provided per level or in multi-level groups, according to the situation and objectives of the situation.



### **Ongoing Online Training and Support**

In addition to the on-site training, VHL offers support at no charge for online training. Such training may include:

- Webinars led by VHL trainers for individual teachers or small groups that desire specific topics related to use of VHL materials.
- Thorough technology support:
  - On-demand video presentations on specific technology topics
  - Live, regularly-scheduled webinars at Basic and Advanced levels
  - For teachers and students: website, email, and phone tech support.

### **Professional Development on World Language Pedagogy and Methodologies**

Vista Higher Learning can provide districts with a variety of single and multi-day workshops addressing topics and skills specific to world language instruction. A catalog of such workshops is provided upon request. There is a fee for these workshops.

Topics may include: (but all not limited to)

- Supporting 21st Century Learners in Today's Digital Teaching/Learning Environments
- Preparing for ACTFL World Readiness Standards
- Implementing Effective Second Language Acquisition Strategies for Maximum Teacher and Student Performance
- Learning Beyond the Classroom: How Digital Tools Support Communication, Community and Culture
- Empowering Students, Differentiating Instruction and Meeting All Learners' Needs

**FAUQUIER COUNTY GOVERNMENT  
AND PUBLIC SCHOOLS**


**Date:** June 2, 2016  
**Contract No.:** 01-17smc, Foreign Language Adoption  
**Contractor:** Vista Higher Learning  
**Modification No.:** 1  
**Effective Date:** Immediately  
**Issued by:** Fauquier County Government and Public Schools  
Procurement Division  
320 Hospital Drive, Suite 23  
Warrenton, VA 20186 PH 540-422-8348 FX 540-422-8355


This Supplemental Agreement is entered into pursuant to the provision of the basic contract.

Description of Modification:

***Addition of the attached Denk Mal (German 4) Textbook and related materials per Contractor Cost Proposal/Quote # 160510161 dated May 25, 2016, revised to note 7 year license (was 6; 7 matches term of the approved referenced contract and this adoption) and to add 2016 as the copyright year.***

Except as provided herein, all terms and conditions of the above referenced agreement, as heretofore changed, remain unchanged and in full force and effect.

Vista Higher Learning  
By:   
Signature  
School Sales Manager  
Title  
June 6, 2016  
Date

Fauquier County School Board  
By:   
Susan R. Monaco, CPPO, CPPB  
Procurement Manager  
June 6, 2016  
Date

**Modification#1: Foreign Language, Addition of Denk Mal German 4**



**COST PROPOSAL**

Quote Prepared On May 25, 2016

Quote Valid Through August 23, 2016

Payment Terms Net 30 Days

Quote No. 160510161

Prepared For
Laura Hoover Fauquier County School District Textbooks Dept. 430 E Shirley Ave.Suite A7 Warrenton VA, 20186

Prepared By
Beatriz Gegundez bgegundez@vistahigherlearning.com (617) 728-9390 Vista Higher Learning 500 Boylston St, Suite 620 Boston, MA 02116-3736

Denk mal 2e 2016					
Qty	Item Number	Description	Unit Price	Total Value	Total Cost
25	978-1-62680-956-7	Denk mal 2e Student Edition(Hardcover) + Supersite Plus(vText (Online)) + WebSAM (7 year license)(eDelivery)	\$155.00	\$3,875.00	\$3,875.00
2	978-1-62680-937-6	Denk mal 2e Film Collection DVD	\$145.00	\$290.00	\$0.00
2	978-1-62680-915-4	Denk mal 2e Instructor Annotated Edition	\$132.00	\$264.00	\$0.00
2	978-1-62680-939-0	Denk mal 2e Lab Audio MP3	\$37.00	\$74.00	\$0.00
2	978-1-62680-916-1	Denk mal 2e Student Activities Manual	\$79.00	\$158.00	\$0.00

<b>Total Value</b>	\$4,661.00
<b>Total Gratis</b>	\$786.00
<b>Total Cost</b>	\$3,875.00
<b>Est. Shipping (4%)</b>	\$186.44
<b>Est. Grand Total Cost</b>	<b>\$4,061.44</b>

Special Instructions
<ul style="list-style-type: none"> <li>Please include a copy of your signed and dated tax exemption certificate when sending in your purchase order.</li> <li>Shipping rates shown here are only estimates and may be different than the actual charges invoiced for your shipment.</li> </ul>

To Order Contact Customer Service
Phone (800) 269-6311 ext. 1   Fax (617) 426-5215
Email <a href="mailto:sales@vistahigherlearning.com">sales@vistahigherlearning.com</a>
Vista Higher Learning
500 Boylston St. Suite 620 Boston, MA 02116

**Thank you for your business!**