



FAUQUIER COUNTY SCHOOL BOARD

Contract # 10-12smc

Spanish Avancemos Levels 1-3

French Bien Dit Levels 1-3

This contract is entered into this 1st day of July, 2011, by Holt McDougal, a division of Houghton-Mifflin Harcourt, 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; the Student Edition prices shall be fixed for the entire term of the agreement. Gratis items shall be offered, upon request in the initial contract year of purchase, free of charge with the minimum purchase of thirty (30) student editions; in subsequent contract years, one (1) Teacher Edition and Teacher One Stop Planner DVD-ROM shall be offered free of charge with the minimum purchase of fifty (50) Student Editions, otherwise, additional items listed shall be billed at the current price at the time of order placement. The Contractor shall provide in year seven (7) of this contract, upon request, a gratis option for the Student Interactive Online Edition (1-year subscription). Prices quoted are FOB Shipping Point and do not include shipping charges. The Contractor shall pay all shipping costs above six percent (6%) on each order for the initial order and duration of the contract; shipping charges shall be added to the invoice as a separate item. Delivery: The Contractor shall make deliveries within forty-five (45) 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 materials 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 08/10/2011 through 06/13/2018.

The contract documents shall consist of:

- (1) This signed form;
- (2) The attachments, which consist of:
 - (a) Attachment A: Additional Requirements and
 - (b) Attachment B: List of Textbooks and Ancillary Materials, ISBN and Unit Price as noted herein.

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

CONTRACTOR:

By: Chet Lucido

Printed Name: Chet Lucido

Date: July 7, 2011

FAUQUIER COUNTY SCHOOL BOARD:

By: Susan R. Monaco

Printed Name: Susan R. Monaco

Date: 7-7-2011

**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. 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 unit price. 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.
- 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. Contractor shall provide hands-on training on FCSB premises, initially for all staff and in subsequent years for new staff, as outlined in attachment B.
- 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 out on a school sidewalk
- 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 *Contract# 10-12smc, Spanish Avencemos and French Bien Dit, Levels 1-3*

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 VAILIDITY:** By signing this contract, Publisher 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.

Material	ISBN	Title, ATTACHMENT B	Price	Purchase Quantity	Complimentary Quantity
		<u>Bien Dit! Level 1</u>			
		Student Resources			
1115787	9780030398889	Level 1 Print Student Edition	\$73.65	200	
1205479	9780554005683	Interactive Online Edition with Grammar Tutor and SoundBooth (6-year subscription) (Includes interactive textbook activities with feedback, audio and video, SoundBooth online voice recording, Grammar Tutor.)			200
1154303	9780030797217	Cahier de vocabulaire et grammaire workbook (6 yrs.)			215
1154338	9780030797361	Cahier de vocabulaire et grammaire Online Version (6-year subscription)			200
1154350	9780030797415	Cahier d'activités Online Version (6-year subscription)			200
		Teacher Resources			
1118878	9780030422232	Teacher Edition			5
1154294	9780030797170	Assessment Program			5
1134688	9780030656262	Joie de lire! Beginning Reader			5
1155520	9780030920608	Grammar Tutor for Students of French			5
1154297	9780030797187	Cahier d'activités			5
1154327	9780030797316	Teacher One-Stop Planner CD-ROM (Includes all teacher resources, including audio, video, Independent Study Guide, Activities for Communication, Media Guide, Reading Strategies and Skills Handbook, MindPoint Quizshow, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner)			5
1160840	9780030940934	Differentiated Practice and Assessment CD-ROM for Slower-Paced and Advanced Learners (Includes two versions of the Cahier de vocabulaire et grammaire and Assessment Program, one for slower-paced learners and another for students that require additional challenge.)			5
1154321	9780030797286	Audio CD Program			5
1149755	9780030769672	DVD Tutor (DVD Tutor includes on Rappe French rap videos.)			5
1166811	9780030963148	On rappe! and GrammaVision DVD			5
1154341	9780030797378	Interactive Tutor on CD-ROM			5
1155523	9780030920615	PuzzlePro CD-ROM			5
1154288	9780030797149	Student Edition CD-ROM			5

Attachment B

		Bien Dit! Level 2			
		Student Resources			
1119691	9780030426971	Level 2 Print Student Edition			
1205584	9780554006086	Interactive Online Edition with Grammar Tutor and SoundBooth (6-year subscription) (Includes interactive textbook activities with feedback, audio and video, SoundBooth online voice recording, Grammar Tutor.)	\$73.65	63	63
1155242	9780030882470	Cahier de vocabulaire et grammaire workbook (6 yrs.)			105
1155372	9780030920080	Cahier de vocabulaire et grammaire Online Version (6-year subscription)			63
1155363	9780030920059	Cahier d'activités Online Version (6-year subscription)			63
		Teacher Resources			
1154065	9780030796234	Teacher Edition			2
1155230	9780030882432	Assessment Program			2
1134691	9780030556279	Joie de lire Reader			2
1155520	9780030920608	Grammar Tutor for Students of French			2
1155236	9780030882456	Cahier d'activités			2
1155360	9780030920042	Holt Bien dit! Teacher's One-Stop Planner, version 1.5 Level 2 (Includes all teacher resources, including audio, video, Independent Study Guide, Activities for Communication, Media Guide, Reading Strategies and Skills Handbook, MindPoint Quizshow, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner)			2
1160840	9780030940934	Differentiated Practice and Assessment CD-ROM for Slower-Paced and Advanced Learners (Includes two versions of the Cahier de vocabulaire et grammaire and Assessment Program, one for slower-paced learners and another for students that require additional challenge.)			2
1155233	9780030882449	Audio CD Program			2
1154126	9780030796470	DVD Tutor			2
1443569	9780547509662	Holt Bien dit! On Rappe! And Grammaison DVD Level 2			2
1155278	9780030882609	Interactive Tutor on CD-ROM			2
1155523	9780030920615	PuzzlePro CD-ROM			2
1155255	9780030882524	Student Edition CD-ROM			2

Attachment B

		Bien Dit! Level 3				
		Student Resources				
1120623	9780030432187	Level 3 Print Student Edition		\$73.65	45	
1205694	9780554006482	Interactive Online Edition with Grammar Tutor and SoundBooth (6-year subscription) (Includes interactive textbook activities with feedback, audio and video, SoundBooth online voice recording, Grammar Tutor.)			45	
1155463	9780030920394	Cahier de vocabulaire et grammaire workbook (6 yrs.)			70	
1155485	9780030920479	Cahier de vocabulaire et grammaire Online Version (6-year subscription)			45	
1155484	9780030920462	Cahier d'activités Online Version (6-year subscription)			45	
		Teacher Resources				
1154068	9780030796241	Teacher Edition			2	
1155451	9780030920356	Assessment Program			2	
1134694	9780030656286	Joie de lire! Advanced Reader			2	
1155520	9780030920608	Grammar Tutor for Students of French			2	
1155457	9780030920370	Cahier d'activités			2	
1155481	9780030920455	Holt Bien dit! Teacher's One-Stop Planner, version 1.5 Level 3 (Includes all teacher resources, including audio, video, Media Guide, Reading Strategies and Skills Handbook, MindPoint Quizshow, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner)			2	
1160840	9780030940934	Differentiated Practice and Assessment CD-ROM for Slower-Paced and Advanced Learners (Includes two versions of the Cahier de vocabulaire et grammaire and Assessment Program, one for slower-paced learners and another for students that require additional challenge.)			2	
1155454	9780030920363	Holt Bien dit! Audio CD Program Level 3			2	
1154129	9780030796487	DVD Program			2	
1155468	9780030920417	Interactive Tutor on CD-ROM			2	
1155523	9780030920615	PuzzlePro CD-ROM			2	
1155500	9780030920530	Student Edition CD-ROM			2	

Attachment B

		Avanceamos Level 1			
		Student Resources			
1101255	9780554025315	Level 1 Print Student Edition		\$72.60	519
1415695	9780547318677	eEdition Online with Cuaderno (6-year subscription) (includes interactive textbook activities with feedback, Cuaderno: práctica por niveles with differentiation and feedback, SoundBooth online voice recording, audio, video, assessment.)			519
291366	9780618765935	McDougal Littell ¡Avanceamos! Cuaderno: Practica por niveles Level 1 (6 yrs.)			675
		Teacher Resources			
1388285	9780547255378	Teacher's Edition			11
1410890	9780547278643	Teacher One-Stop Planner (Includes all teacher resources, including audio, video, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner.)			11
291985	9780618725014	Audio CD Program			11
291795	9780618585557	Video Program DVD			11
291445	9780618802814	Power Presentations CD-ROM			11
291964	9780618724499	@HomeTutor CD-ROM			11
1101261	9780554028712	¡AvanzaRap! DVD-ROM			11
291408	9780618776801	Sing-Along Grammar & Vocabulary Songs Audio CD with Booklet			11
293076	97806188866762	Música del mundo hispano Audio CD			11
291367	9780618766031	McDougal Littell ¡Avanceamos! Lecturas para todos (Student)			11
291391	9780618766321	McDougal Littell ¡Avanceamos! Avanza Comics Level 1			11
291360	9780618765980	McDougal Littell ¡Avanceamos! Cuaderno para Hispanohablaientes (Student) Level 1			11
291370	9780618766062	McDougal Littell ¡Avanceamos! Lecturas para Hispanohablaientes (Student) Level 1			11
291295	9780618752959	Resource Manager			8
291301	9780618753215	Best Practices Toolkit			8
291436	9780618801312	Differentiated Assessment Program			8

Attachment B

		Avancemos Level 2				
		Student Resources				
1101259	9780554025322	Level 2 Print Student Edition				
1415696	9780547318684	eEdition Online with Cuaderno (6-year subscription) (includes interactive textbook activities with feedback, Cuaderno: práctica por niveles with differentiation and feedback, SoundBooth online voice recording, audio, video, assessment.)		\$73.85	261	261
291356	9780618765942	McDougal Littell Avancemos! Cuaderno: Practica por niveles Level 2 (6 yrs.)				475
		Teacher Resources				
1388286	9780547255385	Teacher's Edition				9
1410891	9780547278650	Teacher One-Stop Planner				9
291986	9780618725021	Audio CD Program				9
291962	9780618724475	Video Program DVD				9
291446	9780618802821	Power Presentations CD-ROM				9
291965	9780618724505	@Home Tutor CD-ROM				9
291392	9780618766338	McDougal Littell Avancemos! Avanza Comics Level 2				9
1101262	9780554030524	AvanzaRap! DVD-ROM				9
291409	9780618776818	Sing Along Grammar & Vocabulary Songs Audio CD with Booklet				9
293076	9780618866762	Música del mundo hispano Audio CD				9
291361	9780618765997	McDougal Littell Avancemos! Cuaderno para Hispanohabla ntes (Student) Level 2				9
291371	9780618766079	McDougal Littell Avancemos! Lecturas para Hispanohabla ntes (Student) Level 2				9
291368	9780618766048	McDougal Littell Avancemos! Lecturas para todos (Student) Level 2				9
291296	9780618752966	Resource Manager (Includes Unit Resource books, Unit Transparency Books, Lesson Plans and Teaching Proficiency through Reading and Storytelling™)			3	
291306	9780618753260	Best Practices Toolkit			3	
291437	9780618801329	Differentiated Assessment Program (Includes Heritage Learner's Assessment, Modified Assessment, On-Level Assessment, and Pre-AP Assessment)			3	

Attachment B

		Avancemos Level 3					
		Student Resources					
1101260	9780554025339	Level 3 Print Student Edition			\$73.85	171	
1415697	9780547318691	eEdition Online with Cuaderno (6-year subscription) (Includes interactive textbook activities with feedback, Cuaderno: práctica por niveles with differentiation and feedback, SoundBooth online voice recording, audio, video, assessment.)				171	171
291357	9780618765959	McDougal Littell Avancemos Cuaderno: Practica por niveles Level 3 (6 yrs.)					300
		Teacher Resources					
1388287	9780547255392	Teacher's Edition					8
1410892	9780547278667	Teacher One-Stop Planner (includes all teacher resources, including audio, video, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner.)					8
291987	9780618725038	Audio CD Program					8
291963	9780618724482	Video Program DVD					8
291447	9780618802838	Power Presentations CD-ROM					8
291966	9780618724512	@HomeTutor CD-ROM					8
293076	9780618866762	Música del mundo hispano Audio CD					8
291362	9780618766000	McDougal Littell Avancemos Cuaderno para Hispanohablantes (Student) Level 3					8
291372	9780618766086	McDougal Littell Avancemos Lecturas para Hispanohablantes (Student) Level 3					8
291369	9780618766055	McDougal Littell Avancemos Lecturas para todos (Student) Level 3					8
291393	9780618766345	McDougal Littell Avancemos Avanza Comics Level 3					8
291297	9780618752973	Resource Manager (Includes Unit Resource books, Unit Transparency Books, Lesson Plans and Teaching Proficiency through Reading and Storytelling™)				3	
291307	9780618753277	Best Practices Toolkit				3	
291438	9780618801336	Differentiated Assessment Program (Includes Heritage Learner's Assessment, Modified Assessment, On-Level Assessment, and Pre-AP Assessment)				3	



HOLT McDOUGAL

a division of Houghton Mifflin Harcourt

Cost Proposal
Prepared For

Fauquier Co Schools And Govt Fauquier Co Schools And Government

320 Hospital Dr Ste 40
Warrenton VA 20186

Attention:
Amy Ternois
aternois@fcps1.org

For the Purchase of:

French Bien Dit Levels 1 - 3

Prepared By
Dana Joyce
dana.joyce@hmpub.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDER.

**Fauquier Co Schools And Govt
Fauquier Co Schools And Government
French Bien Dit Levels 1 - 3**

ISBN	Title	Sale Price	Purchase		Complimentary	
			Quantity	Amount	Quantity	Value
Bien Dit! Level 1						
Student Resources						
1115787	9780030398889 Level 1 Print Student Edition	\$73.65 *	200	\$14,730.00		
1205479	9780554005683 Interactive Online Edition with Grammar Tutor and SoundBooth (6-year subscription) <i>Includes interactive textbook activities with feedback, audio and video, SoundBooth online voice recording, Grammar Tutor.</i>	\$58.15			200	\$11,630.00
1154303	9780030797217 Cahier de vocabulaire et grammaire workbook (6 yrs.)	\$11.40			215	\$2,451.00
1154338	9780030797361 Cahier de vocabulaire et grammaire Online Version (6-year subscription)	\$55.10			200	\$11,020.00
1154350	9780030797415 Cahier d'activités Online Version (6-year subscription)	\$60.35			200	\$12,070.00
Totals for Student Resources				\$14,730.00		\$38,667.25
Teacher Resources						
1118878	9780030422232 Teacher Edition	\$86.25 *			5	\$431.25
1154294	9780030797170 Assessment Program	\$38.55			5	\$192.75
1134688	9780030656262 Jolie de l'Irel Beginning Reader	\$18.05			5	\$90.25
1155520	9780030920608 Grammar Tutor for Students of French	\$18.40			5	\$92.00
1154297	9780030797187 Cahier d'activités	\$13.75			5	\$68.75
1154327	9780030797316 Teacher One-Stop Planner CD-ROM	\$135.00			5	\$675.00
<i>Includes all teacher resources, including audio, video, Independent Study Guide, Activities for Communication, Media Guide, Reading Strategies and Skills Handbook, MindPoint Quizshow, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner</i>						
1160840	9780030940934 Differentiated Practice and Assessment CD-ROM for Slower-Paced and Advanced Learners <i>Includes two versions of the Cahier de vocabulaire et grammaire and Assessment Program, one for slower-paced learners and another for students that require additional challenge.</i>	\$43.25			5	\$216.25
1154321	9780030797286 Audio CD Program	\$110.25			5	\$551.25
1149755	9780030769672 DVD Tutor <i>DVD Tutor includes on Rappe French rap videos.</i>	\$216.30			5	\$1,081.50
1166811	9780030963148 On rappel and Grammavision DVD	\$54.05			5	\$270.25
1154341	9780030797378 Interactive Tutor on CD-ROM	\$54.05			5	\$270.25
1155523	9780030920615 PuzzlePro CD-ROM	\$54.05			5	\$270.25
1154288	9780030797149 Student Edition CD-ROM	\$57.00			5	\$285.00
Totals for Teacher Resources						\$5,270.00
Totals for Bien Dit! Level 1				\$14,730.00		\$43,937.25



Attention:
Amy Ternois
aternois@fcps1.org

Customer Service
1900 S. Batavia Ave.
Geneva, IL 60134
FAX: 888-872-8380

Proposal for
Fauquier Co Schools And Govt
Fauquier Co Schools And Government
French Bien Dit Levels 1 - 3

ISBN	Title	Sale Price	Purchase		Complimentary	
			Quantity	Amount	Quantity	Value
Bien Dit! Level 2						
Student Resources						
1119691	9780030426971 Level 2 Print Student Edition	\$73.65 *	63	\$4,639.95		
1205584	9780554006086 Interactive Online Edition with Grammar Tutor and SoundBooth (6-year subscription) <i>Includes interactive textbook activities with feedback, audio and video, SoundBooth online voice recording, Grammar Tutor.</i>	\$58.15			63	\$3,663.45
1155242	9780030882470 Cahier de vocabulaire et grammaire workbook (6 yrs.)	\$11.25			105	\$1,181.25
1155372	9780030920080 Cahier de vocabulaire et grammaire Online Version (6-year subscription)	\$59.00			63	\$3,717.00
1155363	9780030920059 Cahier d'activités Online Version (6-year subscription)	\$59.00			63	\$3,717.00
Totals for Student Resources				\$4,639.95		\$12,278.70
Teacher Resources						
1154065	9780030796234 Teacher Edition	\$86.25 *			2	\$172.50
1155230	9780030882432 Assessment Program	\$38.55			2	\$77.10
1134691	9780030656279 Joie de lire! Reader	\$18.05			2	\$36.10
1155520	9780030920608 Grammar Tutor for Students of French	\$18.40			2	\$36.80
1155236	9780030882456 Cahier d'activités	\$13.95			2	\$27.90
1155360	9780030920042 Holt Bien dit! Teacher's One-Stop Planner, version 1.5 Level 2	\$135.00			2	\$270.00
<i>Includes all teacher resources, including audio, video, Independent Study Guide, Activities for Communication, Media Guide, Reading Strategies and Skills Handbook, MindPoint Quizshow, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner</i>						
1160840	9780030940934 Differentiated Practice and Assessment CD-ROM for Slower-Paced and Advanced Learners <i>Includes two versions of the Cahier de vocabulaire et grammaire and Assessment Program, one for slower-paced learners and another for students that require additional challenge.</i>	\$43.25			2	\$86.50
1155233	9780030882449 Audio CD Program	\$111.90			2	\$223.80
1154126	9780030796470 DVD Tutor	\$216.30			2	\$432.60
1443569	9780547509662 Holt Bien dit! On Rappel And Grammaison DVD Level 2	\$54.05			2	\$108.10
1155278	9780030882609 Interactive Tutor on CD-ROM	\$54.05			2	\$108.10
1155523	9780030920615 PuzzlePro CD-ROM	\$54.05			2	\$108.10
1155255	9780030882524 Student Edition CD-ROM	\$57.50			2	\$115.00
Totals for Teacher Resources						\$2,112.70
Totals for Bien Dit! Level 2				\$4,639.95		\$14,391.40



Attention:
 Amy Ternois
 aternois@fcps1.org

Customer Service
 1900 S. Batavia Ave.
 Geneva, IL 60134
 FAX: 888-872-8380

**Fauquier Co Schools And Govt
Fauquier Co Schools And Government
French Bien Dit Levels 1 - 3**

ISBN	Title	Sale Price	Purchase		Complimentary	
			Quantity	Amount	Quantity	Value
Bien Dit! Level 3						
Student Resources						
1120623	9780030432187 Level 3 Print Student Edition	\$73.65 *	45	\$3,314.25		
1205694	9780554006482 Interactive Online Edition with Grammar Tutor and SoundBooth (6-year subscription) <i>Includes interactive textbook activities with feedback, audio and video, SoundBooth online voice recording, Grammar Tutor.</i>	\$58.15			45	\$2,616.75
1155463	9780030920394 Cahier de vocabulaire et grammaire workbook (6 yrs.)	\$11.95			70	\$836.50
1155485	9780030920479 Cahier de vocabulaire et grammaire Online Version (6-year subscription)	\$61.20			45	\$2,754.00
1155484	9780030920462 Cahier d'activités Online Version (6-year subscription)	\$61.20			45	\$2,754.00
Totals for Student Resources				\$3,314.25		\$8,961.25
Teacher Resources						
1154068	9780030796241 Teacher Edition	\$86.25 *			2	\$172.50
1155451	9780030920356 Assessment Program	\$38.55			2	\$77.10
1134694	9780030656286 Joie de lire! Advanced Reader	\$18.05			2	\$36.10
1155520	9780030920608 Grammar Tutor for Students of French	\$18.40			2	\$36.80
1155457	9780030920370 Cahier d'activités	\$13.95			2	\$27.90
1155481	9780030920455 Holt Bien dit! Teacher's One-Stop Planner, version 1.5 Level 3	\$135.00			2	\$270.00
<i>Includes all teacher resources, including audio, video, Media Guide, Reading Strategies and Skills Handbook, MindPoint Quizshow, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner</i>						
1160840	9780030940934 Differentiated Practice and Assessment CD-ROM for Slower-Paced and Advanced Learners <i>Includes two versions of the Cahier de vocabulaire et grammaire and Assessment Program, one for slower-paced learners and another for students that require additional challenge.</i>	\$43.25			2	\$86.50
1155454	9780030920363 Holt Bien dit! Audio CD Program Level 3	\$111.90			2	\$223.80
1154129	9780030796487 DVD Program	\$215.25			2	\$430.50
1155468	9780030920417 Interactive Tutor on CD-ROM	\$54.05			2	\$108.10
1155523	9780030920615 PuzzlePro CD-ROM	\$54.05			2	\$108.10
1155500	9780030920530 Student Edition CD-ROM	\$57.50			2	\$115.00
Totals for Teacher Resources						\$2,002.50
Totals for Bien Dit! Level 3				\$3,314.25		\$10,963.75

Proposal Summary	Total Value of Proposal:	\$93,337.65
	Total Complimentary:	\$69,292.40
	Subtotal Purchase Amount:	\$22,684.20



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**Fauquier Co Schools And Govt
Fauquier Co Schools And Government
French Bien Dit Levels 1 - 3**

ISBN	Title	Sale Price	Purchase		Complimentary	
			Quantity	Amount	Quantity	Value
<i>Shipping & Handling (6.00%):</i>				\$1,361.05		
Total Cost of Proposal (PO Amount):				\$24,045.25		

**Fauquier Co Schools And Govt
Fauquier Co Schools And Government
French Bien Dit Levels 1 - 3**

Total Cost of Proposal (PO Amount):		\$ 24,045.25	
Total Value of Proposal:	\$ 93,337.65	Total Savings:	\$ 69,292.40

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Date of Proposal: 4/26/2011

Proposal Expiration Date: 7/15/2011



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Educational customers are billed at wholesale school price, f.o.b. shipping point, with a prepaid transportation charge and, unless the customer specifically requests otherwise, a charge for our guarantee of delivery is added to the invoice when shipped via U.S. Postal service. For educational customers preferring f.o.b. destination billing, ten percent (10%) of wholesale school price is added and we pay transportation charges and guarantee delivery. Prices do not include any sales tax. Applicable sales tax, if any, will be added to the invoice unless an appropriate tax exemption certificate has been furnished to Houghton Mifflin Harcourt.

FREE MATERIALS: Upon receipt of purchase order, gratis items will be shipped in direct proportion to pupil materials purchased. If purchases vary from those included in this proposal, gratis items will change accordingly. Gratis items may also change if purchase is other than a direct school district to publisher order, such as via a third-party vendor or jobber.



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Cost Proposal
Prepared For

Fauquier Co Schools And Govt **Fauquier Co Schools And Government**

320 Hospital Dr Ste 40
Warrenton VA 20186

Attention:
Amy Ternois
aternois@fcps1.org

For the Purchase of:

Avancemos Levels 1 - 3

Prepared By
Dana Joyce
dana.joyce@hmcpub.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDER.

Proposal for
Fauquier Co Schools And Govt
Fauquier Co Schools And Government
Avancemos Levels 1 - 3

ISBN	Title	Sale Price	Purchase		Complimentary			
			Quantity	Amount	Quantity	Value		
Avancemos Level 1								
Student Resources								
1101255	9780554025315	Level 1 Print Student Edition		\$72.60	519	\$37,679.40		
1415695	9780547318677	eEdition Online with Cuaderno (6-year subscription)		\$119.95			519	\$62,254.05
<i>Includes interactive textbook activities with feedback, Cuaderno: práctica por niveles with differentiation and feedback, SoundBooth online voice recording, audio, video, assessment.</i>								
291366	9780618765935	McDougal Littell ¡Avancemos! Cuaderno: Practica por niveles Level 1 (6 yrs.)		\$14.10			675	\$9,517.50
Totals for Student Resources						\$37,679.40		\$71,771.55
Teacher Resources								
1388285	9780547255378	Teacher's Edition		\$92.75			11	\$1,020.25
1410890	9780547278643	Teacher One-Stop Planner		\$135.00			11	\$1,485.00
<i>Teacher One-Stop Planner includes: all teacher resources, including audio, video, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner.</i>								
291985	9780618725014	Audio CD Program		\$424.30			11	\$4,667.30
291795	9780618585557	Video Program DVD		\$425.20			11	\$4,677.20
291445	9780618802814	Power Presentations CD-ROM		\$106.90			11	\$1,175.90
291964	9780618724499	@HomeTutor CD-ROM		\$24.95			11	\$274.45
1101261	9780554028712	¡AvanzaRapl DVD-ROM		\$51.95			11	\$571.45
291408	9780618776801	Sling-Along Grammar & Vocabulary Songs Audio CD with Booklet		\$51.85			11	\$570.35
293076	9780618866762	Música del mundo hispano Audio CD		\$19.20			11	\$211.20
291367	9780618766031	McDougal Littell ¡Avancemos! Lecturas para todos (Student)		\$14.50			11	\$159.50
291391	9780618766321	McDougal Littell ¡Avancemos! Avanza Comics Level 1		\$7.50			11	\$82.50
291360	9780618765980	McDougal Littell ¡Avancemos! Cuaderno para Hispanohablantes (Student) Level 1		\$14.10			11	\$155.10
291370	9780618766062	McDougal Littell ¡Avancemos! Lecturas para Hispanohablantes (Student) Level 1		\$14.50			11	\$159.50
291295	9780618752959	Resource Manager		\$471.25	8	\$3,770.00		
<i>Resource Manager includes: Unit Resource books, Unit Transparency Books, Lesson Plans and Teaching Proficiency through Reading and Storytelling™</i>								
291301	9780618753215	Best Practices Toolkit		\$153.75	8	\$1,230.00		
291436	9780618801312	Differentiated Assessment Program		\$205.00	8	\$1,640.00		
<i>Includes Heritage Learner's Assessment, Modified Assessment, On-level Assessment, and Pre-AP Assessment</i>								
Totals for Teacher Resources						\$6,640.00		\$15,990.15
Totals for Avancemos Level 1						\$44,319.40		\$87,761.70



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Proposal for
Fauquier Co Schools And Govt
Fauquier Co Schools And Government
Avancemos Levels 1 - 3

ISBN	Title	Sale Price	Purchase		Complimentary	
			Quantity	Amount	Quantity	Value
Avancemos Level 2						
Student Resources						
1101259	9780554025322 Level 2 Print Student Edition	\$73.85	261	\$19,274.85		
1415696	9780547318684 eEdition Online with Cuaderno (6-year subscription)	\$119.95			261	\$31,306.95
<i>Includes interactive textbook activities with feedback, Cuaderno: práctica por niveles with differentiation and feedback, SoundBooth online voice recording, audio, video, assessment.</i>						
291356	9780618765942 McDougal Littell ¡Avancemos! Cuaderno: Practica por niveles Level 2 (6 yrs.)	\$14.10			475	\$6,697.50
Totals for Student Resources				\$19,274.85		\$38,004.45
Teacher Resources						
1388286	9780547255385 Teacher's Edition	\$92.75			9	\$834.75
1410891	9780547278650 Teacher One-Stop Planner	\$135.00			9	\$1,215.00
<i>Teacher One-Stop Planner includes: all teacher resources, including audio, video, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner.</i>						
291986	9780618725021 Audio CD Program	\$441.30			9	\$3,971.70
291962	9780618724475 Video Program DVD	\$425.20			9	\$3,826.80
291446	9780618802821 Power Presentations CD-ROM	\$106.90			9	\$962.10
291965	9780618724505 @HomeTutor CD-ROM	\$24.95			9	\$224.55
291392	9780618766338 McDougal Littell ¡Avancemos! Avanza Comics Level 2	\$7.50			9	\$67.50
1101262	9780554030524 ¡AvanzaRap! DVD-ROM	\$51.95			9	\$467.55
291409	9780618776818 Sing Along Grammar & Vocabulary Songs Audio CD with Booklet	\$51.90			9	\$467.10
293076	9780618866762 Música del mundo hispano Audio CD	\$19.20			9	\$172.80
291361	9780618765997 McDougal Littell ¡Avancemos! Cuaderno para Hispanohabiantes (Student) Level 2	\$14.10			9	\$126.90
291371	9780618766079 McDougal Littell ¡Avancemos! Lecturas para Hispanohabiantes (Student) Level 2	\$14.50			9	\$130.50
291368	9780618766048 McDougal Littell ¡Avancemos! Lecturas para todos (Student) Level 2	\$14.50			9	\$130.50
291296	9780618752966 Resource Manager	\$471.25	3	\$1,413.75		
<i>Resource Manager Includes: Unit Resource books, Unit Transparency Books, Lesson Plans and Teaching Proficiency through Reading and Storytelling™</i>						
291306	9780618753260 Best Practices Toolkit	\$153.75	3	\$461.25		
291437	9780618801329 Differentiated Assessment Program	\$205.00	3	\$615.00		
<i>Includes Heritage Learner's Assessment, Modified Assessment, On-level Assessment, and Pre-AP Assessment</i>						
Totals for Teacher Resources				\$2,490.00		\$13,449.15
Totals for Avancemos Level 2				\$21,764.85		\$51,453.60



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**Fauquier Co Schools And Govt
Fauquier Co Schools And Government
Avancemos Levels 1 - 3**

ISBN	Title	Sale Price	Purchase		Complimentary	
			Quantity	Amount	Quantity	Value
Avancemos Level 3						
Student Resources						
1101260	9780554025339 Level 3 Print Student Edition	\$73.85	171	\$12,628.35		
1415697	9780547318691 eEdition Online with Cuaderno (6-year subscription)	\$119.95			171	\$20,511.45
<i>Includes interactive textbook activities with feedback, Cuaderno: práctica por niveles with differentiation and feedback, SoundBooth online voice recording, audio, video, assessment.</i>						
291357	9780618765959 McDougal Littell ¡Avancemos! Cuaderno: Practica por niveles Level 3 (6 yrs.)	\$14.10			300	\$4,230.00
Totals for Student Resources				\$12,628.35		\$24,741.45
Teacher Resources						
1388287	9780547255392 Teacher's Edition	\$92.75			8	\$742.00
1410892	9780547278667 Teacher One-Stop Planner	\$135.00			8	\$1,080.00
<i>Teacher One-Stop Planner includes: all teacher resources, including audio, video, an Interactive Teacher's Edition, ExamView® Assessment Suite, and a Calendar Planner.</i>						
291987	9780618725038 Audio CD Program	\$441.30			8	\$3,530.40
291963	9780618724482 Video Program DVD	\$257.90			8	\$2,063.20
291447	9780618802838 Power Presentations CD-ROM	\$106.90			8	\$855.20
291966	9780618724512 @HomeTutor CD-ROM	\$24.95			8	\$199.60
293076	9780618866762 Música del mundo hispano Audio CD	\$19.20			8	\$153.60
291362	9780618766000 McDougal Littell ¡Avancemos! Cuaderno para Hispanohablantes (Student) Level 3	\$14.10			8	\$112.80
291372	9780618766086 McDougal Littell ¡Avancemos! Lecturas para Hispanohablantes (Student) Level 3	\$1.60			8	\$12.80
291369	9780618766055 McDougal Littell ¡Avancemos! Lecturas para todos (Student) Level 3	\$1.65			8	\$13.20
291393	9780618766345 McDougal Littell ¡Avancemos! Avanza Comics Level 3	\$7.50			8	\$60.00
291297	9780618752973 Resource Manager	\$471.25	3	\$1,413.75		
<i>Resource Manager includes: Unit Resource books, Unit Transparency Books, Lesson Plans and Teaching Proficiency through Reading and Storytelling™</i>						
291307	9780618753277 Best Practices Toolkit	\$153.75	3	\$461.25		
291438	9780618801336 Differentiated Assessment Program	\$205.00	3	\$615.00		
<i>Includes Heritage Learner's Assessment, Modified Assessment, On-level Assessment, and Pre-AP Assessment</i>						
Totals for Teacher Resources				\$2,490.00		\$9,579.60
Totals for Avancemos Level 3				\$15,118.35		\$34,321.05



Attention:
Amy Ternois
aternois@fcps1.org

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Proposal for
Fauquier Co Schools And Govt
Fauquier Co Schools And Government
Avancemos Levels 1 - 3

ISBN	Title	Sale Price	Purchase Quantity	Purchase Amount	Complimentary Quantity	Complimentary Value
Proposal Summary		Total Value of Proposal:			\$259,611.11	
		Total Complimentary:			\$173,536.35	
		Subtotal Purchase Amount:			\$81,202.60	
		Shipping & Handling (6.00%):			\$4,872.16	
		Total Cost of Proposal (PO Amount):			\$86,074.76	

**Fauquier Co Schools And Govt
Fauquier Co Schools And Government
Avancemos Levels 1 - 3**

Total Cost of Proposal (PO Amount):		\$ 86,074.76	
Total Value of Proposal:	\$ 259,611.11	Total Savings:	\$ 173,536.35

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Date of Proposal: 4/27/2011

Proposal Expiration Date: 7/15/2011



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