



**FAUQUIER COUNTY SCHOOL BOARD
STANDARD TEXTBOOK CONTRACT 44-19smc
Math Adoption, K-5th Grades
ORIGO Stepping Stones**

This contract is entered into this 1st day of July 2019, by **ORIGO Education, Incorporated**, 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 ten percent (10%) 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.

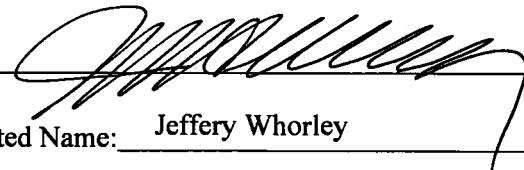
CONTRACT TERM: The term of this contract shall be from July 1, 2019 through June 30, 2026.

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/Edition, 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: 
 Printed Name: Jeffery Whorley
 Date: 1-25-2019

FAUQUIER COUNTY SCHOOL BOARD:

By: 
 Printed Name: Susan R. Monaco, CPPO, CPPB
 Date: 1-29-2019

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 (“VDOE”) to update its website with the new price. *Note: FCSB acknowledges that the Contractor’s materials noted herein, are not on the VDOE list for this particular adoption.*
- 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. *Google Classroom*

Contractual Sales Coordinator: Karen Smith, PH 888-674-4601
E-mail k_smith@origomath.com

Purchase Orders: Direct to Customer Service, Jessica Kesselring, FAX 888-674-4604
E-mail orders@origomath.com



October 30, 2018

Fauquier County Public Schools
Attn: Angie Ashley
320 Hospital Drive, Suite 40
Warrenton, VA 20186

Dear Ms. Ashley,

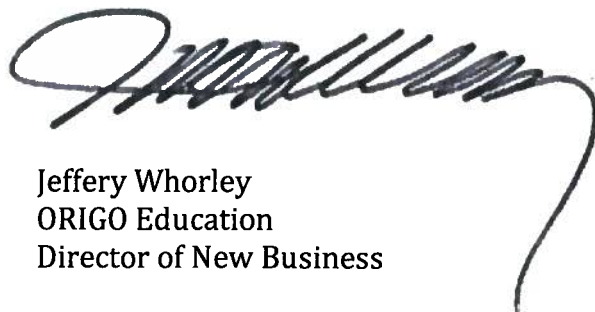
Thank you for the opportunity to present the ORIGO Education *Stepping Stones 2.0* program offer for the district. The 7-year program includes the teacher and student resources and our commitment to the district, your teachers and your students. The mission of ORIGO Education is to make learning **mathematics** meaningful, enjoyable, and accessible for all.

Enclosed is the ORIGO response to the negotiation items discussed and identified in several calls over the past few weeks. We believe we have the program, technology, and support personnel to make *ORIGO Stepping Stones* a successful choice for Fauquier County Public Schools.

Please let me know if there are any missing points or items needing further clarification. We appreciate the tight timeframe that you are working within and are anxious to supply the information you need.

ORIGO Education is committed to supporting FCPS and your strategic plan. We look forward to being your partner in mathematics education.

Regards,



Jeffery Whorley
ORIGO Education
Director of New Business

PROPOSAL for FAUQUIER COUNTY PUBLIC SCHOOLS
Effective 1/1/2019 – 6/30/2026

1. Quote 1 for year 1 of 7-year implementation – please see attached.
 - Provides the digital and printed teacher edition for 7 years at the 5-year price of \$1,100, a savings of \$287 per teacher (\$55,391)
 - Provides the consumable student journals for 50% of the students complimentary, a savings of \$22.95 per student (\$52,073.55)
 - Shipping of 10% for only the print product purchased, savings of \$5,207.35 on student journals offered complimentary.

2. Quote 2 for year 2 of 7-year implementation – please see attached.
 - Provides the consumable student journals for 50% of the students complimentary, a savings of \$22.95 per student (\$51,499.80)
 - Shipping of 10% for only the print product purchases, savings of \$5,149.98

3. Quote 3 for years 3-7 of 7-year implementation – please see attached.
 - Represents student journal purchases for a minimum for 2,200 students per year for the life of the adoption.
 - Additional journals are offered at the same \$22.95 price
 - Good Faith agreement that the amount of 2,200 journals is a reasonable expectation and there will be no penalties of not meeting that amount. The agreement allowed ORIGO Education to offer 50% of the journals complimentary in years 1 and 2.

4. Professional Learning Plan – please see attached.
 - 25 to 30 mentors for the 11 elementary schools
 - Initial session to be held January 4, 2019
 - Additional sessions over the summer in support of a Fall 2019 implementation
 - Principals session July 15, 2018

5. Teacher Package – Classroom Teachers
ORIGO Stepping Stones 2.0 Grade Teacher Package w/ QUICKsteps includes:
 - 5 year digital subscription to the online teacher edition with a bonus 2 years for a total of 7 years
 - K-2 Big Book Classroom Resource Sets for all K-2 teacher packages
 - Grade level Number Case Classroom Resource for all K-5 teacher packages
 - Grade level printed Teachers Edition – QUICKsteps
 - Specific Digital Channels incorporated into the Virginia online Teachers Edition:
 - Virginia Supplemental Channel
 - Step It Up! Channel (home work sheets for teacher printing)
 - Financial Literacy Channel

- STaRT Channel (student thinking and reasoning tasks – additional problem solving)
- Additional enhancements to the digital teacher edition offered complimentary

6. Teacher Package – Non-Classroom Teachers

Access to digital teacher edition and all specific digital channels offered in the teacher package complimentary for the full 7-year adoption

7. Student Resources - consumable student materials for each year of the adoption

- *ORIGO Stepping Stones 2.0 Grades 1-5 Student Journal A and B set*
- *ORIGO Stepping Stones 2.0 Grade K Student Journal / Practice Book set*

8. Shipping

ORIGO has provided savings on the products in the above quotes for the proposal and cannot offer additional shipping savings. The 10% charged on the product purchased in years 1 and 2 represent a total shipping percentage of 7% based upon the complimentary product provided.

9. Technology Support and Performance

- A minimum of 7-day notification of any planned service outage will be provided.
- ORIGO will provide additional on-site or technical support to assist in the beginning of the adoption period.
- ORIGO maintains a hotline number 1-888-229-8680
 - 8AM-Midnight EST, M-Th
 - 7PM-8AM EST, Sunday
 - 8AM-5PM EST, Friday
- Technical support is also available through the Slate Feedback tab and email at info@origomath.com
- ORIGO Education agrees that the system will be available to a level of 99.9%, calculated over a 30-day period, 24/7, outside of regularly-scheduled maintenance and/or update window.
- ORIGO Education will provide technical support for the contracted resources for FCPS faculty and staff throughout the life of the contract.



QUOTE 1 - YEAR 1

Company Address 4333 Green Ash Drive
Earth City, MO 63045
United States

Phone (888) 674-4601

Fax (888) 674-4604

Created Date 10/9/2018

Expiration Date 6/28/2019

Quote Number 00009792

Prepared By Adrienne Morris

Email a_morris@origomath.com

Contacts Name Angie Ashley

Phone (540) 422-7000

Email aashley@fcps1.org

Bill To Name FAUQUIER CO PUBLIC SCHOOLS

Bill To 320 Hospital Dr
Warrenton, VA 20186
United States

Ship To Name FAUQUIER CO PUBLIC SCHOOLS

Ship To 320 Hospital Dr
Warrenton, VA 20186
United States

Product	Quantity	Sales Price	Total Price
ORIGO Stepping Stones 2.0 Grade 1 Student Journal A and B set	362.00	\$22.95	\$8,307.90
ORIGO Stepping Stones 2.0 Grade 1 Student Journal A and B set	362.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-964-9, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 1 Teacher Package w/ QUICKsteps	38.00	\$1,100.00	\$41,800.00
For the above product: ISBN 978-1-76048-832-1, Copyright 2018			
ORIGO Stepping Stones 2.0 Grade 2 Student Journal A and B set	391.00	\$22.95	\$8,973.45
ORIGO Stepping Stones 2.0 Grade 2 Student Journal A and B set	391.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-963-2, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 2 Teacher Package w/ QUICKsteps	34.00	\$1,100.00	\$37,400.00
For the above product: ISBN 978-1-76048-833-8, Copyright 2018			
ORIGO Stepping Stones 2.0 Grade 3 Student Journal A and B set	385.00	\$22.95	\$8,835.75
ORIGO Stepping Stones 2.0 Grade 3 Student Journal A and B set	386.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-962-5, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 3 Teacher Package w/ QUICKsteps	29.00	\$1,100.00	\$31,900.00
For the above product: ISBN 978-1-76048-834-5, Copyright 2018			
ORIGO Stepping Stones 2.0 Grade 4 Student Journal A and B set	386.00	\$22.95	\$8,858.70
ORIGO Stepping Stones 2.0 Grade 4 Student Journal A and B set	386.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-961-8, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 4 Teacher Package w/ QUICKsteps	34.00	\$1,100.00	\$37,400.00
For the above product: ISBN 978-1-76048-835-2, Copyright 2018			
ORIGO Stepping Stones 2.0 Grade 5 Student Journal A and B set	384.00	\$0.00	\$0.00
ORIGO Stepping Stones 2.0 Grade 5 Student Journal A and B set	384.00	\$22.95	\$8,812.80
For the above product: ISBN 978-1-76048-960-1, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 5 Teacher Package w/ QUICKsteps	23.00	\$1,100.00	\$25,300.00
For the above product: ISBN 978-1-76048-836-9, Copyright 2018			
ORIGO Stepping Stones 2.0 Grade K Student Journal and Practice Book	360.00	\$0.00	\$0.00
ORIGO Stepping Stones 2.0 Grade K Student Journal and Practice Book	360.00	\$22.95	\$8,262.00
For the above product: ISBN 978-1-76048-965-6, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade K Teacher Package w/ QUICKsteps	35.00	\$1,100.00	\$38,500.00
For the above product: ISBN 978-1-76048-831-4, Copyright 2018			

Total Price	\$264,350.60
Shipping and Handling	\$20,456.06
Grand Total	\$284,806.66

Please Note the

ORIGO Stepping Stones 2.0 Grade X Teacher Package w/ QUICKsteps includes:

5 year digital subscription to the online teacher edition with a bonus 2 years for a total of 7 years

K-2 Big Book Classroom Resource Sets for all K-2 teacher packages

Grade level Number Case Classroom Resource for all K-5 teacher packages

Grade level printed Teachers Edition – QUICKsteps

Specific Digital Channels incorporated into the Virginia online Teachers Edition:

Virginia Supplemental Channel

Step It Up! Channel (home work sheets for teacher printing)

Stepping into Financial Literacy

STaRT Channel

ORIGO Stepping Stones 2.0 Grade X Student Journal A and B set and

ORIGO Stepping Stones 2.0 Grade K Student Journal / Practice Book set

Are consumable student materials for each year of the adoption.

Savings Negotiated: One-half of student consumable journals will be offered complimentary: \$57,269.56 in year one

Stepping Stones Digital Teacher Edition will be offered 2 years complimentary: \$55,391

Quote Acceptance Information

Signature _____

Name _____

Title _____

Date _____



QUOTE 2 - YEAR 2

Company Address 4333 Green Ash Drive
Earth City, MO 63045
United States

Phone (888) 674-4601

Fax (888) 674-4604

Created Date 10/9/2018

Expiration Date 6/14/2019

Quote Number 00009793

Prepared By Adrienne Morris

Email a_morris@origomath.com

Contacts Name Angie Ashley

Phone (540) 422-7000

Email aashley@fcps1.org

Bill To Name FAUQUIER CO PUBLIC SCHOOLS

Bill To 320 Hospital Dr
Warrenton, VA 20186
United States

Ship To Name FAUQUIER CO PUBLIC SCHOOLS

Ship To 320 Hospital Dr
Warrenton, VA 20186
United States

Product	Quantity	Sales Price	Total Price
ORIGO Stepping Stones 2.0 Grade 1 Student Journal A and B set	360.00	\$22.95	\$8,262.00
ORIGO Stepping Stones 2.0 Grade 1 Student Journal A and B set	360.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-964-9, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 2 Student Journal A and B set	361.00	\$22.95	\$8,284.95
ORIGO Stepping Stones 2.0 Grade 2 Student Journal A and B set	362.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-963-2, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 3 Student Journal A and B set	391.00	\$22.95	\$8,973.45
ORIGO Stepping Stones 2.0 Grade 3 Student Journal A and B set	391.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-962-5, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 4 Student Journal A and B set	385.00	\$22.95	\$8,835.75
ORIGO Stepping Stones 2.0 Grade 4 Student Journal A and B set	386.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-961-8, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade 5 Student Journal A and B set	386.00	\$22.95	\$8,858.70
ORIGO Stepping Stones 2.0 Grade 5 Student Journal A and B set	386.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-960-1, Copyright 2017			
ORIGO Stepping Stones 2.0 Grade K Student Journal and Practice Book	360.00	\$22.95	\$8,262.00
ORIGO Stepping Stones 2.0 Grade K Student Journal and Practice Book	360.00	\$0.00	\$0.00
For the above product: ISBN 978-1-76048-965-6, Copyright 2017			

Total Price \$51,476.85

Shipping and \$5,147.69

Handling

Grand Total \$56,624.54

Savings Negotiated: One-half of student consumable journals will be offered complimentary: \$56,649.78 in year two

Quote Acceptance Information

Signature _____

Name _____

Title _____

Date _____

Footer Section





QUOTE 3 - YEARS 3-7 each

Company Address 4333 Green Ash Drive
Earth City, MO 63045
United States

Phone (888) 674-4601

Fax (888) 674-4604

Created Date 10/9/2018

Expiration Date 6/11/2021

Quote Number 00009794

Prepared By Adrienne Morris
Email a_morris@origomath.com

Contacts Name Angie Ashley
Phone (540) 422-7000
Email aashley@fcps1.org

Bill To Name FAUQUIER CO PUBLIC SCHOOLS
Bill To 320 Hospital Dr
Warrenton, VA 20186
United States

Ship To Name FAUQUIER CO PUBLIC SCHOOLS
Ship To 320 Hospital Dr
Warrenton, VA 20186
United States

Product	Quantity	Sales Price	Total Price
ORIGO Stepping Stones 2.0 Grade 1 Student Journal A and B set For the above product: ISBN 978-1-76048-964-9, Copyright 2017	365.00	\$22.95	\$8,376.75
ORIGO Stepping Stones 2.0 Grade 2 Student Journal A and B set For the above product: ISBN 978-1-76048-963-2, Copyright 2017	365.00	\$22.95	\$8,376.75
ORIGO Stepping Stones 2.0 Grade 3 Student Journal A and B set For the above product: ISBN 978-1-76048-962-5, Copyright 2017	365.00	\$22.95	\$8,376.75
ORIGO Stepping Stones 2.0 Grade 4 Student Journal A and B set For the above product: ISBN 978-1-76048-961-8, Copyright 2017	365.00	\$22.95	\$8,376.75
ORIGO Stepping Stones 2.0 Grade 5 Student Journal A and B set For the above product: ISBN 978-1-76048-960-1, Copyright 2017	365.00	\$22.95	\$8,376.75
ORIGO Stepping Stones 2.0 Grade K Student Journal and Practice Book For the above product: ISBN 978-1-76048-965-6, Copyright 2017	365.00	\$22.95	\$8,376.75

Total Price \$50,260.50
Shipping and Handling \$5,026.05
Grand Total \$55,286.55

Quote Acceptance Information

Signature _____

Name _____

Title _____

Date _____

Footer Section





ORIGO Education Implementation Plan for K-5 Math Materials

Proposed Professional Development/Implementation Plan

ORIGO Education is committed to working with FCPS to create an implementation training plan that is designed to improve teacher competence in mathematics, promote instructional shifts, promote rigor, and provide an environment and resources where all students can experience success and enjoy mathematics. It is our commitment to support your goal to prepare all students to face the rigors of middle school mathematics.

Stepping Stones 2.0 is built on a research base which recognizes the value of classroom language and discourse, the power of multiple models for mathematics, and the importance of spaced practice in learning. These principles are shown to significantly impact student achievement in the Visible Learning research led by Dr. John Hattie. ORIGO's Director of Professional Learning, Sara Delano Moore, is an author of *Visible Learning for Mathematics*; she will lead the planning for implementation in Orange County Public Schools.

ORIGO Education's implementation plan for *Stepping Stones* follows the principles of [Implementation Science](#). This research-based approach to educational change supports the implementation of the new program at all levels. Implementation teams are identified at each level of the organization; this work often folds into the work of school improvement teams. These teams review implementation data on a regular basis and work to respond to obstacles and challenges identified by the data. This continuous feedback loop smooths the path to effective implementation, ensuring teachers are able to implement the program successfully. ORIGO Education will collaborate with your district to use this approach to support implementation.

Approach

ORIGO uses a train-the-trainer model for initial implementation of the program across the adoption. Mentor teachers are selected for each school and these mentors typically receive two full-day training sessions during the summer.

- The first session educates the mentors about the program;
- The second session prepares them to turn around and train their colleagues.

In addition, ORIGO provides training about the program for administrators and works intensively with district coaches to ensure they are knowledgeable about the program. The chart below provides an overview of this approach we have proposed.

**Sample Implementation Plan
Districts with < 75 Elementary Schools**

Participant	Initial Implementation			Ongoing Support	
	Spring 2019	Back to School 2019	2019-2020	Years 2+ (new)	Years 2+ (returning)
Building & Central Administrators*		• 60-90 minute orientation	• 90 minute refresher @ midyear		• 60 minute back-to-school refresher
Math Leaders & Coaches	• 3 hour initial training + participate in mentor** trainings		• 3 hour update session at midyear	• Participate in initial training for new teachers then join returning leaders	• Annual 3 hour refresh meeting at the beginning of each year.
Teachers		• 3 hour initial training from peer mentor**	• 3 hour follow-up training from peer mentor	• 3 hour initial training by ORIGO then join building follow-up	• Refresh meetings led by coaches or additional paid session led by ORIGO team

* Administrator sessions are scheduled in conjunction with math leader presentations.

** This proposal presents a train-the-trainer model where each school identifies mentor teachers by grade band. ORIGO will train the mentors and the mentors will train their colleagues. Mentor training is customized and ranges from 6-9 hours.



Support

In addition to implementation support, ORIGO Education will work with the district and/or each interested building principal to create a plan for job-embedded professional learning for their faculty through quarterly on-site coaching visits. This begins with an on-site classroom walkthrough visit to assess implementation and identify needs. Ongoing support might include planning support, the provision of model lessons, or instructional rounds. Content-specific professional learning can also be provided as part of this process as needed.

ORIGO Education understands that successful implementation of any program requires ongoing collaboration between the company and the schools or districts who adopt our resources. By focusing our program development efforts on research-based best practices, supporting these same effective practices in our implementation training and professional learning, and collaborating with schools & districts to take a research-informed approach to rigorous implementation, we demonstrate our commitment to our mission: We make learning **Mathematics Meaningful, Enjoyable, and Accessible** for all.

**FAUQUIER COUNTY GOVERNMENT
AND PUBLIC SCHOOLS**

Date: February 22, 2019
Contract No.: 44-19smc, Math Adoption, Grades K-5, ORIGO Stepping Stones
Contractor: ORIGO Education, Inc.
Modification No.: 1
Effective Date: July 1, 2019
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:

*Per Section A 18, CONTRACT MODIFICATIONS, in Attachment A of the referenced original contract, the following are added to this contract per Quote No. 00010722 dated 2/6/19, and attached hereto:
The Box and Book of Facts Set (Addition and Subtraction), \$ 224/each
The Box and Book of Facts Set (Multiplication and Division), \$ 224/each*

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

ORIGO Education, Inc.

By:  _____

Jeffery Whorley,
Director of New Business

Title

February 26, 2019

Date

Fauquier County School Board

By:  _____

Susan R. Monaco, CPPO, CPPB

Procurement Manager

2/26/2019

Date



Company Address 4333 Green Ash Drive
Earth City, MO 63045
United States

Phone (888) 674-4601

Fax (888) 674-4604

Prepared By Adrienne Morris
Email a_morris@origomath.com

Bill To Name FAUQUIER CO PUBLIC SCHOOLS
Bill To 320 Hospital Dr
Warrenton, VA 20186
United States

Created Date 2/6/2019
Expiration Date 3/29/2019
Quote Number 00010722

Contacts Name Angie Ashley
Phone (540) 422-7000
Email aashley@fcps1.org

Ship To Name FAUQUIER CO PUBLIC SCHOOLS
Ship To 320 Hospital Dr
Warrenton, VA 20186
United States

Product	Quantity	Sales Price	Total Price
The Box and Book of Facts Set (Addition and Subtraction)	67.00	\$224.00	\$15,008.00
The Box and Book of Facts Set (Multiplication and Division)	68.00	\$224.00	\$12,992.00

Total Price \$28,000.00
Shipping and Handling \$2,800.00
Grand Total \$30,800.00