

Pricing

For each component offered, present valid pricing for the required term.

ESCNJ expects that each provider will offer co-op discounts from retail pricing. Our objective is to provide the best pricing in New Jersey for the components offered by responding providers.

If pricing is proposed as a package deal, detail what is included.

If pricing is based on hourly rates, be clear about the quantity and type of labor required to perform the work in question. If required, present a matrix of tasks and hours to complete various tasks.

Providers are encouraged to offer bundled services as part of a better deal, but providers also MUST allow for the separate purchase of each category, gear or indicator listed below.

Pricing must identify and include any additional taxes and fees, surcharges or additional costs. Identify any non-recurring fees or additional expenses. In other words, pricing must be all inclusive. Acknowledge and verify.

Present pricing for solutions, services and software as applicable:

I. Certification Services, Solutions and Software- General

- 1. **Services:**
- 2. **Solutions:**
- 3. **Software:**

b. Measuring Success Using Data

28. Services:

Consulting on ROI Digital Learning

- \$175 per hour or \$1,400 per day

29. Solutions:

Assessing and Reporting the District's ROI in Digital Learning based on NJTRAx Data:

Pricing for 1 District: \$3,750

An ROI Report for a District: Includes 3-4 virtual workshops/consultations, analysis of NJTRAx

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data, and ROI report/presentation. All presentations/consultations via Webinar, final report in PDF and slides. Service provided only for those districts that have updated their data in NJTRAX Technology Readiness and NJTRAX Digital Learning within the prior 12 months.

Pricing for Multiple District:

| | Year 1 Pricing | Years 2 & 3 |
|---------------------------------|-----------------------|------------------------|
| For 20 – 39 districts | \$2,700 | \$1,800 |
| For 40 – 75 districts | \$1,800 | \$1,200 |
| For 76 or more districts | \$1,200 | \$850 |

An ROI Report for multiple districts would be automated digitally and available online, on-demand. The automation would include an analysis of NJTRAX data, and a PDF downloadable report on the district’s ROI for Digital Learning. An online video would be available to assist districts in interpreting their reports. This product would be provided only for those districts that have updated their data in NJTRAX Technology Readiness and NJTRAX Digital Learning within the prior 12 months.

Component Pricing:

Workshops on ROI Digital Learning

- Workshop onsite in the District (4 hours): \$2,250
Note: Metiri could teach the CFO from a district how to calculate their own ROI from NJTRAX data in a four-hour workshop, plus some consulting.
- Workshop onsite in the District (2 hours): \$1,750
- Workshop via Webinar (2 hours): \$600
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ROI Tools for District: A set of spreadsheets and directions for calculating ROI from NJTRAX data

- \$1800 (includes a video orientation and 4 hours of Metiri consulting)

30. Software:

a. Culture of Innovation, Collaboration and Empowerment

40. Services:

41. Solutions:

School and Classroom Culture of Innovation, Collaboration, and Empowerment

Full Package for Single District: \$3,750 for one data collection cycle with district report, with option for individual school or grade band reports @ \$299 each in addition

Pricing for Multiple Districts (district report only):

| | Year 1 Pricing | Years 2 & 3 |
|---------------------------------|-----------------------|------------------------|
| For 20 – 39 districts | \$2,700 | \$1,800 |
| For 40 – 75 districts | \$1,800 | \$1,200 |
| For 76 or more districts | \$1,200 | \$850 |

Pricing for Multiple Districts (district report and school reports included):

| | Year 1 Pricing | Years 2 & 3 |
|---------------------------------|-----------------------|------------------------|
| For 20 – 39 districts | \$3,200 | \$2,300 |
| For 40 – 75 districts | \$2,300 | \$1,700 |
| For 76 or more districts | \$1,700 | \$1,200 |

See also: #83 below. (Assessing 21st Century, personalized, deep learning). Both are addressed through the same data collection and reporting.

Component pricing:

- a. 2-hour presentations on School/Classroom Culture
 - Onsite: \$1,750
 - Webinar: \$600
- b. One-year, district license to Metiri’s background information, templates, definitions, and rubrics for innovation, collaboration and empowerment (teacher and student), includes a 2-hour orientation webinar:
Total for District: \$299 plus \$49 per school
- c. Assessment of school/classroom culture through teacher logs, plus district report
Total: \$3,000 with option of individual school or grade band reports @ \$299 each.

42. Software:

b. Board-Approved Future Ready Plan

43. Services:

44. Solutions:

An Instructional Approach Aligned to and Integrated with District Priorities, Programs, and Budgets

(also addresses capacity building section and could be informed by the ROI digital Learning section.)

Pricing for Full package: \$5,500

Metiri will provide a model for identifying high impact digital solutions based on research and unpacking it to develop a viable tactical plan for implementation. Includes a license to Metiri’s model for identifying high-impact instructional strategies and the model for tactical planning, 4 webinars (2 hours each) to teach the model, plus some feedback to the district team on its initial solution and tactical plan.

(See capacity building below: same solution.)

The components will also be available separately:

- Licensing (1-year), modeling, and webinar training (2 for 2 hours each) on the Metiri model for identifying research-based high-impact technology solutions aligned to district learning targets. (Team would then be able to develop their own solutions.)
Pricing: \$2,750 with webinars

Note: if onsite is preferred, Metiri would conduct a 4-hour training for an additional \$2,000)

- Licensing (1-year) for the Metiri tactical planning model, training on the model (2 webinars- each 2 hours), and development of sample tactical plan to implement research based, high-impact technology solutions. (Team would then be able to develop tactical plans on their own.)
Pricing: \$3,750 with webinars

Note: if onsite is preferred, Metiri would conduct a 4-hour training for an additional \$2,000)

45. Software:

d. Culture of Capacity Building

49. Services:

50. Solutions:

Capacity Building for Programmatic Effectiveness and Maturity

Pricing for Full package: \$5,500

Metiri will provide a model for identifying high impact digital solutions based on research and unpacking it to develop a viable tactical plan for implementation. Includes a license to Metiri’s model for identifying high-impact instructional strategies and the

model for tactical planning, 4 webinars (2 hours each) to teach the model, plus some feedback to the district team on its initial solution and tactical plan.

Note: Same as the partial solution in the Board Approved Future Ready Plan above.

The components will also be available separately:

- Licensing (1-year), modeling, and webinar training (2 for 2 hours each) on the Metiri model for identifying research-based high-impact technology solutions aligned to district learning targets. (Team would then be able to develop their own solutions.)
Pricing: \$2,750 with webinars

Note: if onsite is preferred, Metiri would conduct a 4-hour training for an additional \$2,000)

- Licensing (1-year) for the Metiri tactical planning model, training on the model (2 webinars- each 2 hours), and development of sample tactical plan to implement research based, high-impact technology solutions. (Team would then be able to develop tactical plans on their own.)
Pricing: \$3,750 with webinars

Note: if onsite is preferred, Metiri would conduct a 4-hour training for an additional \$2,000)

1. Curriculum, Instruction and Assessment- Services, Solutions and Software

82. Services:

83. Solutions:

Assessing the Progress on the Shift to 21st Century, personalized, technology-enabled deeper learning

Full Package: \$3,750, with option for individual school or grade band reports @ \$299 each in addition

Includes: one orientation webinar (2 hours); 1-year license of all background information, templates and rubrics; one districtwide administration of the teacher logs (online through Metiri), one district report based on the results from the teacher logs.

Pricing for Multiple Districts (district report only):

| | Year 1 Pricing | Years 2 & 3 |
|------------------------------|-----------------------|------------------------|
| For 20 – 39 districts | \$2,700 | \$1,800 |

| | | |
|--------------------------|---------|---------|
| For 40 – 75 districts | \$1,800 | \$1,200 |
| For 76 or more districts | \$1,200 | \$850 |

Pricing for Multiple Districts (district report and school reports included):

| | Year 1 Pricing | Years 2 & 3 |
|--------------------------|----------------|-------------|
| For 20 – 39 districts | \$3,200 | \$2,300 |
| For 40 – 75 districts | \$2,300 | \$1,700 |
| For 76 or more districts | \$1,700 | \$1,200 |

See also: #41 above. (School and Classroom Culture of Innovation, Collaboration, and Empowerment). Both are addressed through the same data collection and reporting.

Component pricing:

- **2-hour presentations on School/Classroom Culture**
 - Onsite: \$1,750
 - Webinar: \$600
- One-year, district license to Metiri’s background information, templates, definitions, and rubrics for innovation, collaboration and empowerment (teacher and student), includes a 2-hour orientation webinar:
Total for District: \$299 plus \$49 per school
- Assessment of school/classroom culture through teacher logs, plus district report
Total: \$3,000 with option of individual school or grade band reports @ \$299 each.

c. Digital Citizenship

91. Services:

92. Solutions:

Digital Personalized Learning on the Digital Citizen

Metiri will provide facilitated, tiered, online, micro-credentialed professional learning that addresses Digital Citizenship in a Metiri-ISTE courses for teachers and administrators:

Note: See also #110 - Digital Personalized Learning on 21st Century Skills

Pricing: For the course (includes the rubrics):

| | Price per Participant | Discount after 1000 registrants | Discount after 2000 registrants | Discount after 5000 registrants |
|---|-----------------------|---------------------------------|---------------------------------|---------------------------------|
| Course with Tier 1 Badge (Knowledge) Only* | \$210 | 5% | 10% | 15% |
| Adding the Tier 2 Badge after completing the Tier 1 Badge for a course: | \$185 | 5% | 10% | 15% |
| Course with Tier 1 & 2 Badges (Knowledge and Performance)* | \$390 | 5% | 10% | 15% |

*Cohort launches upon registration of a minimum of 20 new participants

a. Communicating and Celebrating 21st Century Learning

109. Services:

110. Solutions:

Digital Personalized Learning on 21st Century Skills

Metiri will provide facilitated, tiered, online, micro-credentialed professional learning that addresses 21st Century Skills through 3 online Metiri-ISTE courses for teachers and administrators:

- *Empowered Learner* online course addresses: self-direction and aspects of technology competency
- *Digital Citizen* online course addresses: critical thinking and problem-solving, communication, collaboration, creativity, and aspects of technology competency
- *Knowledge Constructor* online course addresses: critical thinking, creativity, and information literacy

Pricing: For each of the 3 courses (includes the rubrics):

| | Price per Participant | Discount after 1000 registrants | Discount after 2000 registrants | Discount after 5000 registrants |
|---|-----------------------|---------------------------------|---------------------------------|---------------------------------|
| 1 Course with Tier 1 Badge (Knowledge) Only* | \$210 | 5% | 10% | 15% |
| Adding the Tier 2 Badge after completing the Tier 1 Badge for a course: | \$185 | 5% | 10% | 15% |
| 1 Course with Tier 1 & 2 Badges (Knowledge and Performance)* | \$390 | 5% | 10% | 15% |

*Cohort launches upon registration of a minimum of 20 new participants

Pricing: Metiri’s rubrics for 21st Century Skills sold separately:

- \$69 for single user for 1-year license
- \$350 for school site license for 1-year license
- \$2,500 for 1-year district license (all schools)