



Quote #: Q-00719-2
Issue Date:
Expires On: 5/17/2018

Schoolzilla

1999 Harrison St., Suite 1100
Oakland, CA 94612

Bill To

Santa Rosa City Schools
211 RIDGWAY AVE.
SANTA ROSA, CA 95401

This Quote is entered into 5/1/2018 ('Quote Effective Date') and shall be governed by the terms and conditions of the Terms of Service and Privacy Policy ('Agreement') by and between Schoolzilla, PBC ('SCHOOLZILLA'), a Delaware corporation having an office located at 1999 Harrison St Suite 1100, Oakland, CA 94612 ('SCHOOLZILLA') and Santa Rosa City Schools ('CUSTOMER') (collectively, the 'PARTIES'). Unless explicitly stated otherwise in this Quote, any capitalized terms shall have the meaning given to them in the Quote. If there are any conflicts between the provisions of this Quote and the Agreement, the terms of this Quote shall control with respect to the subject matter of this Quote. Any provisions of the Agreement not amended by this Quote shall remain in full force and effect. References to the 'Quote' shall mean the Agreement and this Quote together.

1. Scope of Product and Services

SCHOOLZILLA will implement a cloud-based data warehouse and reporting solution (with data provided by CUSTOMER), training, and professional services as detailed below. CUSTOMER acknowledges and agrees that SCHOOLZILLA owns and operates Schoolzilla.com, its website, and all rights and privileges thereto, and that it will not infringe on any intellectual property rights owned by SCHOOLZILLA.

Scope of Support:

CUSTOMER may submit support requests per the "SUPPORT" section in the Terms of Service (<https://app.schoolzilla.com/terms-privacy>).

Scope of Mosaic Platform:

- Schoolzilla's standard data quality dashboards for each data integration listed below.
- Your data connected to, hosted and maintained in the data warehouse; cleaned, transformed, and mapped into Schoolzilla's proprietary data structures; data optimized for automated K-12 reports and dashboards.
- Your data refreshed on a nightly or weekly basis for "SIS" and "High-Frequency" data integrations and within 2 business days of our receiving your data for "File Upload" or "Low-Frequency" data integrations. All data refreshes are subject to data being provided to Schoolzilla from each source system.
- Access to the Schoolzilla Data Champion Hub.
- Schoolzilla's standard deep-dive dashboards.
- Data quality reports, and customized recommendations for data quality best practices – initial and ongoing.

2. Critical Assumptions

The following assumptions were taken into account when preparing the Quote and estimate of hours. If any of them turn out not to be accurate, the schedule and/or budget may be affected. SCHOOLZILLA will work with CUSTOMER to resolve any issues as they occur.

- CUSTOMER agrees to provide requisite information for Schoolzilla to meet Table below Deliverables in a timely fashion.
- CUSTOMER will identify personnel to be active participants in the implementation, rollout and training steps of the project.
- One time connector fees guarantee only current (or previous) school year data quality for SIS or High Frequency sources - historical data will be pulled into the Data Warehouse, but historical data cleaning may incur additional cost if data is in different formats.
- One time connector fees cover only current (or previous) school year data file for Low Frequency sources - historical data in the SAME format as current year data file(s) will be added at no additional cost, but historical data from flat files in a different format may incur additional implementation cost.
- Schoolzilla's ability to deliver on all items in the Quote is contingent on Customer's ability to provide requisite information. In cases when vendors or third parties are also involved in a deliverable, their participation and affordance of necessary information and materials are critical for the success of the project. Without sufficient participation from the Customer, vendors, and third parties, deliverables may not be delivered to specification.
- Custom connector hosting fees include upgrades in the event Schoolzilla alters the data model and up to five hours of support to troubleshoot issues that may arise after the initial implementation. Any additional time spent to support the connector will be billed according to Schoolzilla's hourly rates.

3. Service Agreement

CUSTOMER's use of the Schoolzilla service is subject to the Agreement, the terms of which are hereby incorporated into this Quote by this reference.

The Agreement is located at <https://app.schoolzilla.com/terms-privacy>.

4. Warranties/Indemnification

CUSTOMER warrants and represents that all data disseminated to SCHOOLZILLA associated with the scope of work of this Quote complies with FERPA and COPPA. Schoolzilla agrees to comply fully with FERPA and COPPA and to use student information solely to fulfill its obligations as described in this Quote.

Schoolzilla is a data warehouse, analysis, and visualization platform for K12. We empower school systems across the country to use data to run great schools.

SCHOOLZILLA CONTACT: Jason Dolan, jason@schoolzilla.com

PAYMENT TERMS: Net 30

STUDENT #: 15,900

Subscription Products

Year 1

PRODUCT	DESCRIPTION	START DATE	END DATE	LIST PRICE	DISC (%)	CUST PRICE	TOTAL AMT
District Progress Monitoring (KPIs)		5/1/2018	4/30/2019	\$6.95	30.86	\$4.81	\$76,479.00
SIS Connector Subscription: Illuminate	Schoolzilla's Illuminate SIS integration includes a one-time pull of historical data and nightly refresh of the most recent 60 days of data. The Illuminate connector(s) will load supported data into optimized data structures for reporting.	5/1/2018	4/30/2019	Included		Included	\$0.00
High Frequency Subscription: Illuminate, Test	Connector to automatically load the last 60 days of assessment data from the DnA assessment tables into Schoolzilla's data blocks.	5/1/2018	4/30/2019	Included		Included	\$0.00
Low Frequency Subscription: CELDT (CA)	Connector to load state CELDT files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2018	4/30/2019	Included		Included	\$0.00
Low Frequency Subscription: SBAC (CA)	Connector to load state SBAC files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2018	4/30/2019	Included		Included	\$0.00
Low Frequency Subscription: mClass DIBELS NEXT	Connector to load mClass DIBELS NEXT files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2018	4/30/2019	\$0.25	30.86	\$0.17	\$2,703.00
Low Frequency Subscription: PSAT	Connector to load PSAT files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks. Includes PSAT 8/9.	5/1/2018	4/30/2019	\$0.25	30.86	\$0.17	\$2,703.00

PRODUCT	DESCRIPTION	START DATE	END DATE	LIST PRICE	DISC (%)	CUST PRICE	TOTAL AMT
Low Frequency Subscription: SAT	Connector to load CollegeBoard SAT files uploaded to Schoolzilla's My Data page into Schoolzilla's data blocks.	5/1/2018	4/30/2019	\$0.25	30.86	\$0.17	\$2,703.00
Low Frequency Subscription: AP	Connector to load CollegeBoard AP files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2018	4/30/2019	\$0.25	30.86	\$0.17	\$2,703.00
Year 1 Total Amount:							\$87,291.00

Year 2

PRODUCT	DESCRIPTION	START DATE	END DATE	LIST PRICE	DISC (%)	CUST PRICE	TOTAL AMT
District Progress Monitoring (KPIs)		5/1/2019	4/30/2020	\$6.95	30.86	\$4.81	\$76,479.00
SIS Connector Subscription: Illuminate	Schoolzilla's Illuminate SIS integration includes a one-time pull of historical data and nightly refresh of the most recent 60 days of data. The Illuminate connector(s) will load supported data into optimized data structures for reporting.	5/1/2019	4/30/2020	Included		Included	\$0.00
High Frequency Subscription: Illuminate, Test	Connector to automatically load the last 60 days of assessment data from the DnA assessment tables into Schoolzilla's data blocks.	5/1/2019	4/30/2020	Included		Included	\$0.00
Low Frequency Subscription: CELDT (CA)	Connector to load state CELDT files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2019	4/30/2020	Included		Included	\$0.00

PRODUCT	DESCRIPTION	START DATE	END DATE	LIST PRICE	DISC (%)	CUST PRICE	TOTAL AMT
Low Frequency Subscription: SBAC (CA)	Connector to load state SBAC files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2019	4/30/2020	Included		Included	\$0.00
Low Frequency Subscription: mClass DIBELS NEXT	Connector to load mClass DIBELS NEXT files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2019	4/30/2020	\$0.25	30.86	\$0.17	\$2,703.00
Low Frequency Subscription: PSAT	Connector to load PSAT files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks. Includes PSAT 8/9.	5/1/2019	4/30/2020	\$0.25	30.86	\$0.17	\$2,703.00
Low Frequency Subscription: SAT	Connector to load CollegeBoard SAT files uploaded to Schoolzilla's My Data page into Schoolzilla's data blocks.	5/1/2019	4/30/2020	\$0.25	30.86	\$0.17	\$2,703.00
Low Frequency Subscription: AP	Connector to load CollegeBoard AP files uploaded to Schoolzilla's MyData page into Schoolzilla's data blocks.	5/1/2019	4/30/2020	\$0.25	30.86	\$0.17	\$2,703.00
Year 2 Total Amount:							\$87,291.00

Implementation Products

PRODUCT	DESCRIPTION	DISC (%)	TOTAL AMT
Dashboard Suite Implementation: MOSAIC			\$0.00
SIS Connector Implementation: Illuminate, Enrollment			\$12,000.00
Low Frequency Implementation: CELDT (CA), Test	Includes mapping schools as tracked in your SIS.		\$1,500.00
Low Frequency Implementation: SBAC (CA), Test	Includes mapping schools as tracked in your SIS.		\$1,500.00
Low Frequency Implementation: mClass DIBELS NEXT, Test	Includes mapping schools as tracked in your SIS.		\$1,500.00

PRODUCT	DESCRIPTION	DISC (%)	TOTAL AMT
Low Frequency Implementation: PSAT, Test	Create and deploy file-based connector to MyData to enable automatic parsing of PSAT, including matching of data to SIS student information. Includes configuration of related metrics		\$1,500.00
Low Frequency Implementation: SAT, Test			\$1,500.00
Low Frequency Implementation: PSAT 8/9, Test	Includes mapping schools as tracked in your SIS.		\$0.00
Low Frequency Implementation: AP, Test			\$1,500.00
Mosaic DPM Grant - Implementation			\$-25,000.00
High Frequency Implementation: Illuminate, Test	Implementation cost covers an initial load of all available years and classifying assessments from Illuminate.		\$4,000.00
Single Sign-On	Single sign-on (SSO)	100.00	\$0.00
Total Amount:			\$0.00

Quote Summary

Year	List Price	Discount	Grant	TOTAL
1	\$154,405.00	\$42,114.00	\$25,000.00	\$87,291.00
2	\$126,405.00	\$39,114.00	\$0.00	\$87,291.00
Total	\$280,810.00	\$81,228.00	\$25,000.00	\$174,582.00

Invoice Schedule

Invoice #	Invoice Due Date	Description	TOTAL	Subscription Cost	Services Cost	Other Cost
1	5/1/2018		\$87,291.00	\$87,291.00	\$0.00	\$0.00
2	5/1/2019		\$87,291.00	\$87,291.00	\$0.00	\$0.00

Schoolzilla

Signature: _____

Effective Date: ____/____/____

Name (Print): _____

Title: _____

Customer

Signature: _____

Effective Date: ____/____/____

Name (Print): _____

Title: _____

Please sign and email to Jason Dolan at jason@schoolzilla.com.