



Investment Summary
Prepared For
J B Davidson Middle School
280 Woodland Ave, San Rafael, CA 94901

Attention:
Dominique Ryan
dryan@srcs.org

For the Purchase of:
R180/S44/M180 - Revitalization of Licenses

Prepared By
Marcia Lowell
marcia.lowell@hnhco.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDERS.

Attention:
Dominique Ryan
dryan@srcs.org

Intervention Solutions Group
255 38th Street, Suite L
St. Charles, IL 60174
FAX: 800-724-4716

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InterventionSolutionsOrders@hnhco.com

INVESTMENT SUMMARY

This document outlines the beginning of our partnership to enable learning and support your teachers. Please contact your HMH Supplemental and Intervention Solutions Account Executive, Marcia Lowell, to discuss how to create a deeper, customized professional development plan for your district.

CONTENT AND RESOURCES

Math 180 Course I
Math 180 Course II
Math 180 Technical Services

Proposal is valid through 4/30/2019

Investment Summary	
Subtotal Purchase Amount:	\$30,988.00
Total Shipping & Handling Amount:	\$737.10
Total Tax Amount:	\$803.44
Total Cost of Proposal (PO Amount):	\$32,528.54

Year 2 Costs will be approximately \$45 per student. The estimate does not take into account any recommended on-going professional services.

Please send Purchase Order to:

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An Equation That Works to Accelerate Students to Algebra

J B Davidson Middle School

12/03/2018

J B Davidson Middle School is embarking on an important and significant journey: a targeted and focused plan to increase the proficiency of middle school students in mathematics and to equally support the teachers of J B Davidson Middle School in reaching their full potential in teaching mathematics. The purpose of this proposal is to outline a plan that will improve student algebra readiness and ultimately prepare today's students for the rigor of college and career, as well as to identify ways to improve teacher effectiveness.

MATH 180 is a revolutionary new program for Grades 5 & up, designed to address the needs of struggling students and their teachers equally, building students' confidence in mathematics, and accelerating their progress to algebra. Its instructional design uses adaptive software to provide students with personalized instruction and practice, while equipping teachers with an ecosystem of support that's comprehensive, coherent, and convenient. With *MATH 180*, struggling students develop the expertise, reasoning, and confidence to thrive in college and career.

ALIGNED WITH CALIFORNIA CAREER & TECHNICAL EDUCATION (CTE) PATHWAYS

The screenshot shows the 'BLOCK 2 Designing Your World' interface. It includes a 'Career Cluster: Art, Media, and Entertainment' section. Below this, there is a 'The Distributive Property' section with a small image of a colorful building. To the right, there is a 'Featured Careers' section with a list of careers: Mural Artist, Fine Artist, Lighting Designer, Model Maker, Landscape Architect, Urban Park Planner, Actor, Costume Designer, Graphic Designer, Lighting Director, Fashion Designer, Jewelry Designer, and Set Design. At the bottom, there is a legend for 'Engage Zone', 'Learn Zone', 'Fast Track', and 'Success Zone'.

MATH 180 recognizes the value of integrating career pathways into daily instruction. With an emphasis on facilitating students' understanding of the relevancy of mathematics to their lives and future selves, each block of instruction centers around a career cluster. The diagram above is an example of the various careers which are part of the curriculum in the first two blocks of Course I. Content in all *MATH 180* blocks utilize critical thinking to make sense of problems and persevere in solving them.

A POWERFUL INSTRUCTIONAL MODEL FOR BLENDED LEARNING

MATH 180's blended-learning model is flexible and smart. It allows technology to provide adaptive instruction and gives teachers the tools to do what they do best—build reasoning and elicit student thinking.

FOCUS ON WHAT MATTERS MOST

MATH 180 helps struggling students master the skills that matter most for algebra and accelerates the learning for college and career readiness.



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The Course I Learning Matrix—Designed for students who lack numerical understanding and reasoning skills, *Course I* focuses on key foundational concepts that enable students to make connections while learning to think algebraically. The program is built from a carefully sequenced and paced progression of content:

- | | | |
|------------------------------|---|-----------------------------|
| 1. Multiplicative Thinking | 4. Fraction Concepts | 7. Decimals and Place Value |
| 2. The Distributive Property | 5. Fraction Relationships | 8. Decimal Operations |
| 3. Division | 6. Fraction Multiplication and Division | 9. Both Sides of Zero |

The Course II Learning Matrix -- The *Course II* curriculum transitions students to pre-algebra with an emphasis on building proportional reasoning through nine blocks of instruction featuring high-interest themes:

- | | | |
|------------------------|---------------------------------------|-------------------------|
| 1. Rates in Time | 4. Percent and Proportional Reasoning | 7. Graphs in the Plane |
| 2. Rate and Ratio | 5. Proportional Relationships | 8. Functions |
| 3. Ratio Relationships | 6. Linear Relationships | 9. Systems of Equations |

Teacher Materials

- **Student Central**—a comprehensive, cohesive, and convenient digital space for teachers and leaders. This platform provides access to data analytics, professional learning, interactive lessons, and various instructional resources.
- **Teaching Guide** (Volumes 1 & 2)—leads teachers through the whole instructional sequence. Educators get step-by-step teaching instructions and guidance for monitoring student progress, establishing routines for classroom discourse, and eliciting student thinking.
- **The Groupinator®**—dynamically assigns students to groups for daily group instruction with the *mSpace* and CheckPoint days, simplifying data-driven decision making for teachers.
- **Getting Started Guide**—provides teachers with the scaffolded support to successfully implement the first two weeks of instruction by introducing new routines, previewing the student software, and building a growth mindset.
- **Professional Learning Guide**—provides mathematical and pedagogical support for the particular topics addressed.

Student Materials

- **Student Software**—developed to showcase students' recent achievements and updates. The dashboard helps students build executive function skills and take ownership of their learning. The program promotes resilience with interactive simulations, while building an understanding with interactive videos, and increases fluency through various games—all the time developing mastery with adaptive practices and rewarding successes.
- **The mSpace**—provides rigor with scaffolded practice. Students have a place to record and share their work, thoughts, and mathematical understanding within the *mSpace*—a student book designed to promote active participation.

Assessment

- **HMH Math Inventory (Universal Screener)**—can be used as a trajectory-setting tool, forecasting tool, and progress monitoring tool. HMH MI College & Career helps determine where along the content progression students need to start. A student's Quantile measure will provide valuable information for placement into Course I and Course II.
- **mSkills (curriculum embedded)**—ongoing formative assessment and progress monitoring.
- **Math Reasoning Inventory**—teacher interview and online formative assessment tool, designed to reveal the strategies students use to reason with whole numbers, decimals, and fractions.
- **Mindset Assessment**—assesses the shift in students' attitudes toward math and their own mathematical abilities.



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PROFESSIONAL LEARNING FOR INITIAL AND ONGOING SUCCESS

To ensure teachers have the knowledge to begin implementing their new HMH program, professional learning is provided with purchase. We understand that schools and districts need choices regarding delivery options; as a result, we offer a variety of delivery methods for this initial program learning. Clients may choose from courses listed below.

MATH 180 Getting-Started: Course – Professional Learning Days 1 & 2

MATH 180 professional learning is designed to help teachers consider how MATH 180 prepares students to meet rigorous College and Career Readiness Standards. Teachers understand the MATH 180 Instructional Model from the teacher's and student's perspective looking closely at the role of classroom discourse to support learning of mathematics. Teachers discover how Teacher Central supports teaching, planning, and progress monitoring. They interpret MATH 180 progress, performance, and assessment data to inform instruction and prepare for the first six weeks with MATH 180.

Learning Outcomes:

- Understand the research behind MATH 180.
- Experiencing the MATH 180 Instructional Model from the student's perspective.
- Explain and use the role of talk to support learning of mathematics.
- Use Teacher Central to support teaching, planning, and progress monitoring.
- Interpret MATH 180 progress, performance, and assessment data to inform instruction.
- Prepare for the first two weeks with MATH 180.

Getting Started: Leadership Overview

The commitment of the leadership team is a critical component to students' and teachers' success with MATH 180. This course provides school and district leaders the information needed to support a successful implementation of MATH 180.

Learning Outcomes:

- Connect the MATH 180 research foundation with program materials and routines
- Experience the MATH 180 Instructional Model in order to support students and teachers
- Use program data to monitor progress toward college and career readiness
- Identify tools, strategies, and next steps for successful program implementation

Coaching and Modeling

As teachers grow in their understanding of how to use MATH 180 to support student achievement, one-on-one and team coaching provides opportunities to gain knowledge from an HMH program expert firsthand. Our Professional Learning Consultants help teachers develop instructional expertise by answering program questions, modeling effective instruction, leading grade-level program sessions centered on evidence of student learning, and helping teachers select and achieve instructional goals. Teachers, coaches, and leaders benefit from this in-person service.

- **1:1 Coaching:** This side-by-side, individual product coaching helps educators integrate new skills immediately into their practice.
- **Team Coaching:** Team Coaching builds a community of learners, synchronizing teams of teachers across grade levels to share experience and expertise and collaborate on plans and protocol regarding product implementation
- **Lesson Modeling:** Lesson Modeling provides teachers with professional learning before, during, and after lesson delivery. An HMH Professional Learning Consultant sets the context for the lesson, focusing on lesson objectives, program resources, and 6 "what to notice." Facilitated post-lesson reflection continues the instructional conversation, culminating in establishing next steps and setting goals.



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TECHNOLOGY SUPPORT AND SERVICES

Qualified technical support specialists and field implementation managers provide support and maintenance to ensure *MATH 180* works efficiently. The **Hosting Services** included in this proposal eliminates the need to purchase or maintain servers to use our programs. Hosting allows the district to put the primary focus on the success of students.

Included with Hosting Services:

- Software Updates and Point Releases
- Unlimited Phone Support
- Unlimited Email Support
- Unlimited Web Chat Support

INVESTMENT SUMMARY

This document outlines the beginning of our partnership to enable learning and support your teachers. Please contact your HMH Education Services representative/HMH Account Executive to discuss how to create a deeper, customized professional development plan for your district.

MATH 180 Program Intervention Solution including curriculum for 72 students & 2 classrooms

Course I:

- 36 M180 Course I Student Licenses
- 1 M180 Course I Teacher Material Pack
- 2 M180 Course I Teacher Licenses
- 36 M180 Course I Volume 1/Volume 2 Student mSpace Books

Course II:

- 36 M180 Course II Student Licenses
- 1 M180 Course II Teacher Material Pack
- 2 M180 Course II Teacher Licenses
- 36 M180 Course II Volume 1/Volume 2 Student mSpace Books

Implementation Services:

- 2 Days M180 Getting-Started Implementation Training for all stakeholders
- 4-6 In-Classroom Follow-up Coaching Visits for up to 2 teachers
- Mid-Year & End-of-Year Gains Analysis Report
- MATH 180 Utilization Report

Technical Services:

- 1 Year Hosting Fees for (72) M180 Student Licenses
- Servers are automatically updated with the latest software
- Internet access to SAM Central data & reporting anytime, anywhere
- Unlimited Phone, Email, and Web Chat Support



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Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
- Provide the exact address for *delivery* of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
- Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
 - o Point of Contact for Print materials
 - o Point of Contact for Digital materials
 - o Point of Contact for Scheduling Professional Development
- Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.

Ship to:

J B Davidson Middle School
280 Woodland Ave
San Rafael, CA 94901-5046

Sold to:

San Rafael Elem Schl Dist
310 Nova Albion Way
San Rafael, CA 94903-3523

- Please provide funding start and end dates.
- Please note that all products and services will be billed upon the processing of your purchase order.
- Our payment terms are 30 days from the invoice date.
- Our standard shipping terms are FOB shipping point. The shipping term for your proposal is Destination.
- Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase.

Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here:

<http://www.hmhco.com/common/terms-conditions>



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