



Houghton Mifflin Harcourt

Cost Proposal
Prepared For
Milpitas Unified School Dist

For the Purchase of:
CA Collections Hybrid Package 8 Year

Prepared By
Lindsay Washington
lindsay.washington@hnhco.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDER.



Houghton Mifflin Harcourt

Attention:
Charlotte Torres
ctorres@musd.org

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Customer Experience
9205 South Park Center Loop
Orlando, FL 32819
FAX: 800-269-5232
k12orders@hnhpub.com

Milpitas Unified School Dist

CA Collections Hybrid Package 8 Year

ISBN	Title	Sale Price	Purchase		Complimentary
			Quantity	Amount	Quantity
Grade 9					
Classroom Package					
Student and Teacher Resource Packages					
1616917	9780544607460 Collections California Hybrid Student Resource Package (print w/8yr digital) Grade 9 2017	\$95.02	771	\$73,260.42	
<i>Package Includes:</i> <i>California Student Edition Grade 9</i> <i>Close Reader 8-year Print Subscription Grade 9</i> <i>California Interactive Digital Student Resources Enhanced 8-Year Grade 9</i> <i>California Downloadable Student Resource Tool Grade 9</i> <i>Performance Assessment Student Edition Grade 9</i> <i>HMH Close Reads App, Grade 9-10</i>					
<i>Included in package 3 Novels per student or equivalent to 225 Novel Points.</i> <i>Please work with your Account Executive on your Novel Selections</i>					
1616931	9780544607675 Collections California Teacher Resource Package (print w/8yr digital) Grade 9 2017	\$274.21	15	\$4,113.15	
<i>Package includes:</i> <i>California Teacher Edition Grade 9</i> <i>California Interactive Digital Teacher Resources Enhanced 8-Year Grade 9</i> <i>California Downloadable Teacher Resource Tool Grade 9</i> <i>Performance Assessment Teacher Edition Grade 9</i> <i>California Quick Start Pacing Guide Grade 9</i> <i>Included with the purchase of the Hybrid Package:</i> <i>Language Workshop Resources Grade 9</i> <i>Language Workshop Teacher's Guide Grade 9</i> <i>Language Workshop Assessment Handbook Grade 9</i>					
Total for Classroom Package				\$77,373.57	
Total for Grade 9				\$77,373.57	



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ISBN	Title	Sale Price	Purchase		Complimentary
			Quantity	Amount	Quantity
Grade 10					
Classroom Package					
Student and Teacher Resource Packages					
1616918	9780544607477 Collections California Hybrid Student Resource Package (print w/8yr digital) Grade 10 2017	\$95.02	797	\$75,730.94	
<i>Package includes:</i> <i>California Student Edition Grade 10</i> <i>Close Reader 8-year Print Subscription Grade 10</i> <i>California Interactive Digital Student Resources Enhanced 8-Year Grade 10</i> <i>California Downloadable Student Resource Tool Grade 10</i> <i>Performance Assessment Student Edition Grade 10</i> <i>HMH Close Reads App, Grade 9-10</i>					
<i>Included in package 3 Novels per student or equivalent to 225 Novel Points.</i> <i>Please work with your Account Executive on your Novel Selections</i>					
1616932	9780544607682 Collections California Teacher Resource Package (print w/8yr digital) Grade 10 2017	\$274.21	12	\$3,290.52	
<i>Package includes:</i> <i>California Teacher Edition Grade 10</i> <i>California Interactive Digital Teacher Resources Enhanced 8-Year Grade 10</i> <i>California Downloadable Teacher Resource Tool Grade 10</i> <i>Performance Assessment Teacher Edition Grade 10</i> <i>California Quick Start Pacing Guide Grade 10</i> <i>Included with the purchase of the Hybrid Package:</i> <i>Language Workshop Resources Grade 10</i> <i>Language Workshop Teacher's Guide Grade 10</i> <i>Language Workshop Assessment Handbook Grade 10</i>					
Total for Classroom Package				\$79,021.46	
Total for Grade 10				\$79,021.46	



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ISBN	Title	Sale Price	Purchase		Complimentary
			Quantity	Amount	Quantity
<u>Grade 11</u>					
Classroom Package					
<i>Student and Teacher Resource Packages</i>					
1616919	9780544607484 Collections California Hybrid Student Resource Package (print w/8yr digital) Grade 11 2017	\$95.03	794	\$75,453.82	
<i>Package includes:</i> <i>California Student Edition Grade 11</i> <i>Close Reader 8-year Print Subscription Grade 11</i> <i>California Interactive Digital Student Resources Enhanced 8-Year Grade 11</i> <i>California Downloadable Student Resource Tool Grade 11</i> <i>Performance Assessment Student Edition Grade 11</i> <i>HMH Close Reads App, Grades 11-12</i>					
<i>Included in package 3 Novels per student or equivalent to 225 Novel Points.</i> <i>Please work with your Account Executive on your Novel Selections</i>					
1616933	9780544607699 Collections California Teacher Resource Package (print w/8yr digital) Grade 11 2017	\$274.21	12	\$3,290.52	
<i>Package includes:</i> <i>California Teacher Edition Grade 11</i> <i>California Interactive Digital Teacher Resources Enhanced 8-Year Grade 11</i> <i>California Downloadable Teacher Resource Tool Grade 11</i> <i>Performance Assessment Teacher Edition Grade 11</i> <i>California Quick Start Pacing Guide Grade 11</i> <i>Included with the purchase of the Hybrid Package:</i> <i>Language Workshop Resources Grade 11</i> <i>Language Workshop Teacher's Guide Grade 11</i> <i>Language Workshop Assessment Handbook Grade 11</i>					
Total for Classroom Package				\$78,744.34	
Total for Grade 11				\$78,744.34	



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ISBN	Title	Sale Price	Purchase		Complimentary
			Quantity	Amount	Quantity
Grade 12					
Classroom Package					
Student and Teacher Resource Packages					
1616920	9780544607491 Collections California Hybrid Student Resource Package (print w/8yr digital) Grade 12 2017	\$95.03	866	\$82,295.98	
<i>Package includes:</i> <i>California Student Edition Grade 12</i> <i>Close Reader 8-year Print Subscription Grade 12</i> <i>California Interactive Digital Student Resources Enhanced 8-Year Grade 12</i> <i>California Downloadable Student Resource Tool Grade 12</i> <i>Performance Assessment Student Edition Grade 12</i> <i>HMH Close Reads App, Grades 11-12</i>					
<i>Included in package 3 Novels per student or equivalent to 225 Novel Points.</i> <i>Please work with your Account Executive on your Novel Selections</i>					
1616636	9780544607705 Collections California Teacher Resource Package (print w/8yr digital) Grade 12 2017	\$274.21	12	\$3,290.52	
<i>Package includes:</i> <i>California Teacher Edition Grade 12</i> <i>California Interactive Digital Teacher Resources Enhanced 8-Year Grade 12</i> <i>California Downloadable Teacher Resource Tool Grade 12</i> <i>Performance Assessment Teacher Edition Grade 12</i> <i>California Quick Start Pacing Guide Grade 12</i> <i>Included with the purchase of the Hybrid Package:</i> <i>Language Workshop Resources Grade 12</i> <i>Language Workshop Teacher's Guide Grade 12</i> <i>Language Workshop Assessment Handbook Grade 12</i>					
Total for Classroom Package				\$85,586.50	
Total for Grade 12				\$85,586.50	



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ISBN	Title	Sale Price	Purchase		Complimentary
			Quantity	Amount	Quantity
<u>HMH Professional Services</u>					
Getting Started					
1638254	9780544782693 Collections 2017 California Getting Started eLearning 35 User License	\$349.00			2
Gain a fundamental understanding of California Collections curriculum and its rich set of classroom and digital resources. License for 25 users.					
Total for Getting Started					
Total for HMH Professional Services					

**Proposal
Summary**

Subtotal Purchase Amount:	\$320,725.87
Shipping & Handling:	\$19,238.55
Sales Tax: (9.50%)	\$30,596.81

Total Cost of Proposal (PO Amount): \$370,561.23



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Total Cost of Proposal (PO Amount): \$ 370,561.23

This is a cost proposal only.

This cost proposal is subject to HMH's Standard Terms and Conditions ("Ts & Cs") below:

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

Ts & Cs are also found on HMH invoices.

HMH reserves the right to modify its Ts & Cs from time to time and agrees to notify you prior to such modifications becoming effective.

Date of Proposal: 4/24/2017

Proposal Expiration Date: 6/8/2017



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