



Investment Summary
Prepared For
Central Unified School District

4605 N Polk Ave, Fresno, CA 93722

Attention:
Jerrianna Billington
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For the Purchase of:
MATH 180 Course I

Prepared By
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&

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PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDERS.

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

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An Equation That Works to Accelerate Students to Algebra

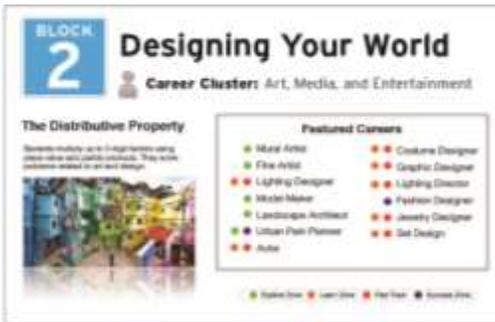
Central Unified School District

6/13/2017

Central Unified School District 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 Central Unified School District 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



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 |

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.

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.



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MATH 180 Getting-Started: Course – Professional Learning Day 1 & Day 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 SAM 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.
- Learn how the Common Core State Standards and assessments impact teaching, curriculum, and learning.
- 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.

MATH 180 Data and Differentiation Follow-up Course – Day 3

This day of professional learning is designed to help teachers understand how both the learning environment and classroom culture impact the differentiated mathematics classroom; interpret progress, performance, and assessment data of MATH 180 students to inform instruction; and use assessments, data, and instructional strategies to support the needs of all MATH 180 learners.

Learning Outcomes:

- Understand how both the learning environment and classroom culture impact the differentiated mathematics classroom
- Interpret progress, performance, and assessment data of MATH 180 students to inform instruction
- Use assessments, data, and instructional strategies to support the needs of all MATH 180 learners

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—Access to free updates and point releases ensures that your school is sent the latest features and fixes as they become available.
- Unlimited Phone Support—From inquiries about software usage to accessing reports and classroom management, your educators and technicians can speak directly with our technical experts to answer any question.
- Unlimited Email Support—Send our technical experts an email and receive a detailed how-to response that you can print and save for future reference.
- Unlimited Web Chat Support—Our Web Chat Support lets you talk in real time with technical experts

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 Course I Program Intervention Solution including curriculum for 72 students & 3 classrooms

- 72 M180 Course I Perpetual Student Licenses
- 3 M180 Course I Teacher Material Packs
- 6 M180 Course I Perpetual Teacher Licenses
- 170 M180 Course I Volume 1 & Volume 2 Student mSpace Books

Implementation Services:

- 2 Days M180 Getting-Started Implementation Training for all stakeholders
- 1 Day M180 Data and Differentiation Follow-up Course for all stakeholders
- 4-6 In-Classroom Follow-up Coaching Visits each for 3 teachers
- Mid-Year & End-of-Year Gains Analysis Report
- MATH 180 Utilization Report

Technical Services:

- 1 Year Hosting Fees for (72) Math 180 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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Investment Summary	
Subtotal Purchase Amount:	\$55,425.00
Total Shipping & Handling Amount:	\$460.63
Total Estimated Tax Amount (7.975%):	\$3,290.14
Total Cost of Proposal (PO Amount):	\$59,175.77
Total Savings:	\$8,596.00

** Year 2 costs will be approximately \$47.50 per student. This estimation does not take into consideration any recommended on-going professional services.

Please send Purchase Order to:

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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/terms-and-conditions.html>.**

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: June 13, 2017 Proposal Expiration Date: July 31, 2017

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