



**Education Technology Joint Powers
Authority**

RFP No. 19/20-03

Educational Intelligence and Analytics Solution

REVISED PRICING September 2020

Appendix C: Pricing Form – Revised September 2020

Detail all costs associated with the proposed solution, including, but not limited to, complete delivery, the implementation, installation, configuration, software licensing, maintenance, ongoing support, repairs, parts, recommended professional services, taxes and surcharges, and costs of optional services and products. Describe any assumptions made impacting the cost proposal, and any limitations (e.g., professional service hours, number of initial distribution groups) that apply to the listed costs. Costs not identified by the Vendor shall be borne by the Vendor and will not alter the requirements identified in this solicitation.

- One Time Costs
- Annual Recurring Costs
- Optional Services/Solutions and Costs

One-Time Costs: Expand the following table as required to provide pricing for the proposed system to meet the requirements specified in this RFP.

One-Time Costs			
Item	Description	Unit Cost <i>(Indicate Flat Cost or Per Student, Staff, User, etc.)</i>	Estimated Total Cost
Implementation	<i>Includes implementation of standard California-specific Hoonuit Essentials Solution Suite; implementation for other Solution Suites and features are noted under Optional Costs. Additional service hours may be required to provide non-standard configurations, ETL for multiple sources, etc. See assumptions in Section 4.</i>	\$156 per Hour	\$78,000
Training	<i>Includes train the trainer model, three days of technical training for administrators and developers, along with four days of end user training. Does not include travel and expenses.</i>	\$156 per hour	\$12,480
Other	<i>Additional services to support customizations, more extensive project management support, historical data beyond 10 years, multi-district agencies, training beyond the provided four days, and data sources unique to a Participating Associate Member. Additional services will be negotiated with Participating Associate Members through the Statement of Work development process.</i>	\$156 per hour	
Total One-Time Costs:			\$90,480

Annual Recurring Costs: Expand the following tables as required to provide pricing for the proposed system to meet the requirements specified in this RFP. Include Software Upgrade Costs and Maintenance Support and Assurance. Explain any escalation or price change for each year if pricing for each year is not identical. Provide the hourly rate for services not covered by warranty or service contracts. If pricing is different based on quantity of licenses purchased, or any other factor(s), please provide pricing for Tier 1 and Tier 2, along with specifications to qualify for each Tier. If inadequate specifications are made Participating Associate Members may select which Tier they belong in, to the best of their knowledge.

Tier 1.1 Annual Recurring Costs SaaS/Hosted by Hoonuit Small District			
Specify number of licenses and any additional requirements to qualify for Tier 1.1 Pricing: 0—14,999 students			
Item	Examples of Included Items	Unit Cost (Indicate Flat Cost or Per Student, Staff, User, etc.)	Estimated Total Cost (Years 1-5) for 14,999 students
Hoonuit Hosted Essentials Solution Suite	<p>Hoonuit Platform and Essentials Solution Suite, as described in Enclosure E:</p> <ul style="list-style-type: none"> • <i>Improvement Planning Tool—a data driven process to help address what changes is the plan intending to address and progress towards that. Enables needs assessment, Title 1 Planning, Special Education Planning, Technical Planning, etc.</i> • <i>Data quality tools to assure accurate information and business rule validation</i> • <i>Ability to create custom cohorts and grouping of students</i> • <i>Ability to create dashboards and metrics</i> • <i>Full ad-hoc reporting capability to be able to slice and dice any measures, including embedded Microsoft Power BI and Hoonuit's PowerGrid tools</i> • <i>Snap-shot technology to measure change over time</i> • <i>Ability to export content as PDF, Excel, CSV, or JPG files</i> • <i>Developer dashboards to help district developers track usage, monitor ETL processes, configure dashboards/reports, and manage user access</i> 	<p>\$5.20 per student, plus 2% increase after Year 1</p>	<p><i>Year 1: \$77,995</i> <i>Year 2: \$79,555</i> <i>Year 3: \$81,146</i> <i>Year 4: \$82,769</i> <i>Year 5: \$84,424</i> TOTAL: \$405,889 for 14,999 students</p>

Tier 1.1 Annual Recurring Costs SaaS/Hosted by Hoonuit Small District			
	<ul style="list-style-type: none"> • <i>Embedded professional development courses, along with tutorials on how to use the solution</i> • <i>Out-of-the-box research-based dashboards and reports created using best practices, which include enrollment, attendance, academics, behavior, and assessments dashboards, along with Student Profile details per scope of data domains</i> • <i>Longitudinal analysis of data per scope</i> • <i>Organization, reporting, and storing of data required for state reporting per scope</i> • <i>Support of research and program evaluation with powerful queries and automated snapshot extracts to support analysis and reporting of longitudinal district trends</i> • <i>Support of root-cause analysis and continuous improvement with KPIs and ad-hoc data analysis</i> • <i>Facilitation of school improvement with Hoonuit needs assessment, goal setting, and progress monitoring reports</i> • <i>Includes prebuilt data loaders, as well as Hoonuit's formatted file loader</i> 		
Maintenance and Support	<p><i>Includes:</i></p> <ul style="list-style-type: none"> • <i>Daily Monitoring of the Production ETL Processes, Dashboard/Report Applications, and Systems Health</i> • <i>Production data warehouse performance troubleshooting, investigating performance issues raised, routine review of execution logs, proactively communicate noted issues, and deploying standard new indexes</i> • <i>Applying maintenance items including standard production upgrades and fixes as may be released during the service period that relate to purchased product suites, enhancements to predictive algorithms and models, new features and dashboards</i> • <i>Maintain a list of currently supported state and national assessments and ensure these assessments load in the vendor provided format</i> • <i>Updated and maintained product documentation</i> 	Included	<p>Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:</p>

Tier 1.1 Annual Recurring Costs SaaS/Hosted by Hoonuit Small District			
Upgrade & Update Costs	<i>Including but not limited to: Updated training materials and release notes.</i>	Included	Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Other	<i>Hoonuit Essentials Solution Suite, hosted by Hoonuit on Microsoft Azure, includes all the features described in Enclosure E. Optional Hoonuit solution suites and features can be added, as described in the Optional Costs section.</i>		Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Total Annual Recurring Costs		\$5.20 per student, plus 2% increase after Year 1	Year 1: \$77,995 Year 2: \$79,555 Year 3: \$81,146 Year 4: \$82,769 <u>Year 5: \$84,424</u> TOTAL: \$405,889 for 14,999 students

Tier 1.2 Annual Recurring Costs SaaS/Hosted by Hoonuit Medium District			
Specify number of licenses and any additional requirements to qualify for Tier 1.2 Pricing: 15,000—44,999 students			
Item	Examples of Included Items	Unit Cost (Indicate Flat Cost or Per Student, Staff, User, etc.)	Estimated Total Cost (Years 1-5) for 44,999 students
Hoonuit Hosted Essentials Solution Suite	<p>Hoonuit Platform and Essentials Solution Suite, as described in Enclosure E:</p> <ul style="list-style-type: none"> Improvement Planning Tool—a data driven process to help address what changes is the plan intending to address and progress towards that. Enables needs assessment, Title 1 Planning, Special Education Planning, Technical Planning, etc. Data quality tools to assure accurate information and business rule validation Ability to create custom cohorts and grouping of students 	\$4.16 per student, plus 2% increase after Year 1	Year 1: \$187,196 Year 2: \$190,940 Year 3: \$194,758 Year 4: \$198,654 <u>Year 5: \$202,627</u> TOTAL: \$974,175 for 44,999 students

Tier 1.2 Annual Recurring Costs SaaS/Hosted by Hoonuit Medium District

	<ul style="list-style-type: none"> • <i>Ability to create dashboards and metrics</i> • <i>Full ad-hoc reporting capability to be able to slice and dice any measures, including embedded Microsoft Power BI and Hoonuit's PowerGrid tools</i> • <i>Snap-shot technology to measure change over time</i> • <i>Ability to export content as PDF, Excel, CSV, or JPG files</i> • <i>Developer dashboards to help district developers track usage, monitor ETL processes, configure dashboards/reports, and manage user access</i> • <i>Embedded professional development courses, along with tutorials on how to use the solution</i> • <i>Out-of-the-box research-based dashboards and reports created using best practices, which include enrollment, attendance, academics, behavior, and assessments dashboards, along with Student Profile details per scope of data domains</i> • <i>Longitudinal analysis of data per scope</i> • <i>Organization, reporting, and storing of data required for state reporting per scope</i> • <i>Support of research and program evaluation with powerful queries and automated snap-shot extracts to support analysis and reporting of longitudinal district trends</i> • <i>Support of root-cause analysis and continuous improvement with KPIs and ad-hoc data analysis</i> • <i>Facilitation of school improvement with Hoonuit needs assessment, goal setting, and progress monitoring reports</i> • <i>Includes prebuilt data loaders, as well as Hoonuit's formatted file loader</i> 		
Maintenance and Support	<p><i>Includes:</i></p> <ul style="list-style-type: none"> • <i>Daily Monitoring of the Production ETL Processes, Dashboard/Report Applications, and Systems Health</i> • <i>Production data warehouse performance troubleshooting, investigating performance issues raised, routine review of execution logs, proactively communicate noted issues, and deploying standard new indexes</i> 	Included	<p><i>Year 1:</i> <i>Year 2:</i> <i>Year 3:</i> <i>Year 4:</i> <i>Year 5:</i> <i>TOTAL:</i></p>

Tier 1.2 Annual Recurring Costs SaaS/Hosted by Hoonuit Medium District			
	<ul style="list-style-type: none"> Applying maintenance items including standard production upgrades and fixes as may be released during the service period that relate to purchased product suites, enhancements to predictive algorithms and models, new features and dashboards Maintain a list of currently supported state and national assessments and ensure these assessments load in the vendor provided format Updated and maintained product documentation 		
Upgrade & Update Costs	Including but not limited to: Updated training materials and release notes.	Included	Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Other	Hoonuit Essentials Solution Suite, hosted by Hoonuit on Microsoft Azure, includes all the features described in Enclosure E. Optional Hoonuit solution suites and features can be added, as described in the Optional Costs section.		Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Total Annual Recurring Costs		\$4.16 per student, plus 2% increase after Year 1	Year 1: \$187,196 Year 2: \$190,940 Year 3: \$194,758 Year 4: \$198,654 <u>Year 5: \$202,627</u> TOTAL: \$974,175 for 44,999 students

Tier 1.3 Annual Recurring Costs SaaS/Hosted by Hoonuit Large District			
Specify number of licenses and any additional requirements to qualify for Tier 1.3 Pricing: 45,000+ students			
Item	Examples of Included Items	Unit Cost (Indicate Flat Cost or Per Student, Staff, User, etc.)	Estimated Total Cost (Years 1-5) for 75,000 students
Hoonuit Hosted Essentials Solution Suite	<p>Hoonuit Platform and Essentials Solution Suite, as described in Enclosure E:</p> <ul style="list-style-type: none"> • <i>Improvement Planning Tool—a data driven process to help address what changes is the plan intending to address and progress towards that. Enables needs assessment, Title 1 Planning, Special Education Planning, Technical Planning, etc.</i> • <i>Data quality tools to assure accurate information and business rule validation</i> • <i>Ability to create custom cohorts and grouping of students</i> • <i>Ability to create dashboards and metrics</i> • <i>Full ad-hoc reporting capability to be able to slice and dice any measures, including embedded Microsoft Power BI and Hoonuit's PowerGrid tools</i> • <i>Snap-shot technology to measure change over time</i> • <i>Ability to export content as PDF, Excel, CSV, or JPG files</i> • <i>Developer dashboards to help district developers track usage, monitor ETL processes, configure dashboards/reports, and manage user access</i> • <i>Embedded professional development courses, along with tutorials on how to use the solution</i> • <i>Out-of-the-box research-based dashboards and reports created using best practices, which include enrollment, attendance, academics, behavior, and assessments dashboards, along with Student Profile details per scope of data domains</i> • <i>Longitudinal analysis of data per scope</i> • <i>Organization, reporting, and storing of data required for state reporting per scope</i> 	<p>\$3.12 per student, plus 2% increase after Year 1</p>	<p>Year 1: \$234,000 Year 2: \$238,680 Year 3: \$243,454 Year 4: \$248,323 Year 5: \$253,289 TOTAL: \$1,217,746 for 75,000 students</p>

Tier 1.3 Annual Recurring Costs SaaS/Hosted by Hoonuit Large District			
	<ul style="list-style-type: none"> • Support of research and program evaluation with powerful queries and automated snapshot extracts to support analysis and reporting of longitudinal district trends • Support of root-cause analysis and continuous improvement with KPIs and ad-hoc data analysis • Facilitation of school improvement with Hoonuit needs assessment, goal setting, and progress monitoring reports • Includes prebuilt data loaders, as well as Hoonuit's formatted file loader 		
Maintenance and Support	<p><i>Includes:</i></p> <ul style="list-style-type: none"> • Daily Monitoring of the Production ETL Processes, Dashboard/Report Applications, and Systems Health • Production data warehouse performance troubleshooting, investigating performance issues raised, routine review of execution logs, proactively communicate noted issues, and deploying standard new indexes • Applying maintenance items including standard production upgrades and fixes as may be released during the service period that relate to purchased product suites, enhancements to predictive algorithms and models, new features and dashboards • Maintain a list of currently supported state and national assessments and ensure these assessments load in the vendor provided format • Updated and maintained product documentation 	Included	Year 1: Year 2: Year 3: Year 4: Year 5: TOTAL:
Upgrade & Update Costs	<p><i>Including but not limited to: Updated training materials and release notes.</i></p>	Included	Year 1: Year 2: Year 3: Year 4: Year 5: TOTAL:
Other	<p><i>Hoonuit Essentials Solution Suite, hosted by Hoonuit on Microsoft Azure, includes all the features described in Enclosure E. Optional Hoonuit solution suites and features can be added, as described in the Optional Costs section.</i></p>		Year 1: Year 2: Year 3: Year 4: Year 5: TOTAL:

Tier 1.3 Annual Recurring Costs SaaS/Hosted by Hoonuit Large District			
Total Annual Recurring Costs		\$3.12 per student, plus 2% increase after Year 1	Year 1: \$234,000 Year 2: \$238,680 Year 3: \$243,454 Year 4: \$248,323 Year 5: \$253,289 TOTAL: \$1,217,746 for 75,000 students

Tier 2.1 Annual Recurring Costs Subscription Small District			
Specify number of licenses and any additional requirements to qualify for Tier 2.1 Pricing: 0—14,999 students, onsite or customer-hosted deployment of solution			
Item	Examples of Included Items	Unit Cost (Indicate Flat Cost or Per Student, Staff, User, etc.)	Estimated Total Cost (Years 1-5) for 14,999 students
Hoonuit Essentials Solution Suite	<p><i>Participating Associate Member is responsible for obtaining and maintaining hardware/software necessary to support onsite deployment of Hoonuit solution.</i></p> <p><i>Hoonuit Platform and Essentials Solution Suite, as described in Enclosure E:</i></p> <ul style="list-style-type: none"> <i>Improvement Planning Tool—a data driven process to help address what changes is the plan intending to address and progress towards that. Enables needs assessment, Title 1 Planning, Special Education Planning, Technical Planning, etc.</i> <i>Data quality tools to assure accurate information and business rule validation</i> <i>Ability to create custom cohorts and grouping of students</i> <i>Ability to create dashboards and metrics</i> <i>Full ad-hoc reporting capability to be able to slice and dice any measures, including embedded Microsoft Power BI and Hoonuit's PowerGrid tools</i> 	\$4.44 per student, plus 2% increase after Year 1	Year 1: \$66,595.56 Year 2: \$67,927.47 Year 3: \$69,286.02 Year 4: \$70,671.74 Year 5: \$72,085.17 TOTAL: \$346,565.96 for 14,999 students

Tier 2.1 Annual Recurring Costs Subscription Small District			
	<ul style="list-style-type: none"> • <i>Snap-shot technology to measure change over time</i> • <i>Ability to export content as PDF, Excel, CSV, or JPG files</i> • <i>Developer dashboards to help district developers track usage, monitor ETL processes, configure dashboards/reports, and manage user access</i> • <i>Embedded professional development courses, along with tutorials on how to use the solution</i> • <i>Out-of-the-box research-based dashboards and reports created using best practices, which include enrollment, attendance, academics, behavior, and assessments dashboards, along with Student Profile details per scope of data domains</i> • <i>Longitudinal analysis of data per scope</i> • <i>Organization, reporting, and storing of data required for state reporting per scope</i> • <i>Support of research and program evaluation with powerful queries and automated snap-shot extracts to support analysis and reporting of longitudinal district trends</i> • <i>Support of root-cause analysis and continuous improvement with KPIs and ad-hoc data analysis</i> • <i>Facilitation of school improvement with Hoonuit needs assessment, goal setting, and progress monitoring reports</i> • <i>Includes prebuilt data loaders, as well as Hoonuit's formatted file loader</i> 		
Maintenance and Support	<p><i>Includes:</i></p> <ul style="list-style-type: none"> • <i>Daily Monitoring of the Production ETL Processes, Dashboard/Report Applications, and Systems Health</i> • <i>Production data warehouse performance troubleshooting, investigating performance issues raised, routine review of execution logs, proactively communicate noted issues, and deploying standard new indexes</i> 	Included	<p><i>Year 1:</i> <i>Year 2:</i> <i>Year 3:</i> <i>Year 4:</i> <i>Year 5:</i> <i>TOTAL:</i></p>

Tier 2.1 Annual Recurring Costs Subscription Small District			
	<ul style="list-style-type: none"> Applying maintenance items including standard production upgrades and fixes as may be released during the service period that relate to purchased product suites, enhancements to predictive algorithms and models, new features and dashboards Maintain a list of currently supported state and national assessments and ensure these assessments load in the vendor provided format Updated and maintained product documentation 		
Upgrade & Update Costs	Including but not limited to: Updated training materials and release notes.	Included	Year 1: Year 2: Year 3: Year 4: Year 5: TOTAL:
Other	Hoonuit Essentials Solution Suite includes all the features described in Enclosure E. Optional Hoonuit solution suites and features can be added, as described in the Optional Costs section.		Year 1: Year 2: Year 3: Year 4: Year 5: TOTAL:
Total Annual Recurring Costs		\$4.44 per student, plus 2% increase after Year 1	Year 1: \$66,595.56 Year 2: \$67,927.47 Year 3: \$69,286.02 Year 4: \$70,671.74 Year 5: \$72,085.17 TOTAL: \$346,565.96 for 14,999 students

Tier 2.2 Annual Recurring Costs Subscription Medium District

Specify number of licenses and any additional requirements to qualify for Tier 2.2 Pricing: 15,000—44,999 students, onsite or customer-hosted deployment of solution

Item	Examples of Included Items	Unit Cost (Indicate Flat Cost or Per Student, Staff, User, etc.)	Estimated Total Cost (Years 1-5) for 44,999 students
Hoonuit Essentials Solution Suite	<p><i>Participating Associate Member is responsible for obtaining and maintaining hardware/software necessary to support onsite deployment of Hoonuit solution.</i></p> <p>Hoonuit Platform and Essentials Solution Suite, as described in Enclosure E:</p> <ul style="list-style-type: none"> • <i>Improvement Planning Tool—a data driven process to help address what changes is the plan intending to address and progress towards that. Enables needs assessment, Title 1 Planning, Special Education Planning, Technical Planning, etc.</i> • <i>Data quality tools to assure accurate information and business rule validation</i> • <i>Ability to create custom cohorts and grouping of students</i> • <i>Ability to create dashboards and metrics</i> • <i>Full ad-hoc reporting capability to be able to slice and dice any measures, including embedded Microsoft Power BI and Hoonuit's PowerGrid tools</i> • <i>Snap-shot technology to measure change over time</i> • <i>Ability to export content as PDF, Excel, CSV, or JPG files</i> • <i>Developer dashboards to help district developers track usage, monitor ETL processes, configure dashboards/reports, and manage user access</i> • <i>Embedded professional development courses, along with tutorials on how to use the solution</i> • <i>Out-of-the-box research-based dashboards and reports created using</i> 	<p>\$2.99 per student, plus 2% increase after Year 1</p>	<p><i>Year 1: \$134,547.01</i> <i>Year 2: \$137,237.95</i> <i>Year 3: \$139,982.70</i> <i>Year 4: \$142,782.36</i> <u><i>Year 5: \$145,638.01</i></u> TOTAL: \$700,188.03 <i>for 44,999 students</i></p>

Tier 2.2 Annual Recurring Costs Subscription Medium District			
	<p><i>best practices, which include enrollment, attendance, academics, behavior, and assessments dashboards, along with Student Profile details per scope of data domains</i></p> <ul style="list-style-type: none"> • <i>Longitudinal analysis of data per scope</i> • <i>Organization, reporting, and storing of data required for state reporting per scope</i> • <i>Support of research and program evaluation with powerful queries and automated snap-shot extracts to support analysis and reporting of longitudinal district trends</i> • <i>Support of root-cause analysis and continuous improvement with KPIs and ad-hoc data analysis</i> • <i>Facilitation of school improvement with Hoonuit needs assessment, goal setting, and progress monitoring reports</i> • <i>Includes prebuilt data loaders, as well as Hoonuit's formatted file loader</i> 		
Maintenance and Support	<p><i>Includes:</i></p> <ul style="list-style-type: none"> • <i>Daily Monitoring of the Production ETL Processes, Dashboard/Report Applications, and Systems Health</i> • <i>Production data warehouse performance troubleshooting, investigating performance issues raised, routine review of execution logs, proactively communicate noted issues, and deploying standard new indexes</i> • <i>Applying maintenance items including standard production upgrades and fixes as may be released during the service period that relate to purchased product suites, enhancements to predictive algorithms and models, new features and dashboards</i> • <i>Maintain a list of currently supported state and national assessments and ensure these assessments load in the vendor provided format</i> • <i>Updated and maintained product documentation</i> 	Included	<p>Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:</p>

Tier 2.2 Annual Recurring Costs Subscription Medium District			
Upgrade & Update Costs	<i>Including but not limited to: Updated training materials and release notes.</i>	Included	Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Other	<i>Hoonuit Essentials Solution Suite includes all the features described in Enclosure E. Optional Hoonuit solution suites and features can be added, as described in the Optional Costs section.</i>		Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Total Annual Recurring Costs		\$2.99 per student, plus 2% increase after Year 1	Year 1: \$134,547.01 Year 2: \$137,237.95 Year 3: \$139,982.70 Year 4: \$142,782.36 <u>Year 5: \$145,638.01</u> TOTAL: \$700,188.03 for 44,999 students

Tier 2.3 Annual Recurring Costs Subscription Large District			
Specify number of licenses and any additional requirements to qualify for Tier 2.3 Pricing: 45,000+ students, onsite or customer-hosted deployment of solution			
Item	Examples of Included Items	Unit Cost (Indicate Flat Cost or Per Student, Staff, User, etc.)	Estimated Total Cost (Years 1-5) for 75,000 students
Hoonuit Essentials Solution Suite	<p><i>Participating Associate Member is responsible for obtaining and maintaining hardware/software necessary to support onsite deployment of Hoonuit solution.</i></p> <p><i>Hoonuit Platform and Essentials Solution Suite, as described in Enclosure E:</i></p> <ul style="list-style-type: none"> <i>Improvement Planning Tool—a data driven process to help address what changes is the plan intending to address</i> 	\$2.39 per student, plus 2% increase after Year 1	Year 1: \$179,250 Year 2: \$182,835 Year 3: \$186,491.70 Year 4: \$190,221.53 <u>Year 5: \$194,025.96</u> TOTAL: \$932,824.19 for 75,000 students

Tier 2.3 Annual Recurring Costs Subscription Large District

	<p><i>and progress towards that. Enables needs assessment, Title 1 Planning, Special Education Planning, Technical Planning, etc.</i></p> <ul style="list-style-type: none"> • <i>Data quality tools to assure accurate information and business rule validation</i> • <i>Ability to create custom cohorts and grouping of students</i> • <i>Ability to create dashboards and metrics</i> • <i>Full ad-hoc reporting capability to be able to slice and dice any measures, including embedded Microsoft Power BI and Hoonuit's PowerGrid tools</i> • <i>Snap-shot technology to measure change over time</i> • <i>Ability to export content as PDF, Excel, CSV, or JPG files</i> • <i>Developer dashboards to help district developers track usage, monitor ETL processes, configure dashboards/reports, and manage user access</i> • <i>Embedded professional development courses, along with tutorials on how to use the solution</i> • <i>Out-of-the-box research-based dashboards and reports created using best practices, which include enrollment, attendance, academics, behavior, and assessments dashboards, along with Student Profile details per scope of data domains</i> • <i>Longitudinal analysis of data per scope</i> • <i>Organization, reporting, and storing of data required for state reporting per scope</i> • <i>Support of research and program evaluation with powerful queries and automated snap-shot extracts to support analysis and reporting of longitudinal district trends</i> • <i>Support of root-cause analysis and continuous improvement with KPIs and ad-hoc data analysis</i> • <i>Facilitation of school improvement with Hoonuit needs assessment, goal setting, and progress monitoring reports</i> 		
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Tier 2.3 Annual Recurring Costs Subscription Large District			
	<ul style="list-style-type: none"> Includes prebuilt data loaders, as well as Hoonuit's formatted file loader 		
Maintenance and Support	<p>Includes:</p> <ul style="list-style-type: none"> Daily Monitoring of the Production ETL Processes, Dashboard/Report Applications, and Systems Health Production data warehouse performance troubleshooting, investigating performance issues raised, routine review of execution logs, proactively communicate noted issues, and deploying standard new indexes Applying maintenance items including standard production upgrades and fixes as may be released during the service period that relate to purchased product suites, enhancements to predictive algorithms and models, new features and dashboards Maintain a list of currently supported state and national assessments and ensure these assessments load in the vendor provided format Updated and maintained product documentation 	Included	Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Upgrade & Update Costs	<p>Including but not limited to: Updated training materials and release notes.</p>	Included	Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Other	<p>Hoonuit Essentials Solution Suite includes all the features described in Enclosure E. Optional Hoonuit solution suites and features can be added, as described in the Optional Costs section.</p>		Year 1: Year 2: Year 3: Year 4: <u>Year 5:</u> TOTAL:
Total Annual Recurring Costs		\$2.39 per student, plus 2% increase after Year 1	Year 1: \$179,250 Year 2: \$182,835 Year 3: \$186,491.70 Year 4: \$190,221.53 <u>Year 5: \$194,025.96</u> TOTAL: \$932,824.19 for 75,000 students

Optional Services and Costs: Expand the following table as required to provide pricing for the proposed system to meet the requirements specified in this RFP. All costs for functionality in the proposal must be listed in the Optional Services/Solutions if not identified in the previous pricing forms. Costs not identified by the Vendor shall be borne by the Vendor and will not alter the requirements identified in this solicitation.

Optional Services/Solutions and Costs				
Item	Description <i>(Check box if required to meet minimum requirements of this RFP)</i>	Dependent Requirements <i>(If required to meet requirements in this RFP, list requirements that are dependent on the Optional Services/Costs OR Future development efforts)</i>	Unit Cost <i>(Indicate Flat Cost or Per Student, Staff, User, etc.)</i>	Estimated Total Cost <i>(Years 1-5) for sample student population</i>
Early Warning and Interventions Solution Suite SaaS—Small District (0-14,999 students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.7 (and subsections) and 3.3.9. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$25,600 One-Time</p>	<p>Year 1: \$14,999 Year 2: \$15,298.98 Year 3: \$15,604.95 Year 4: \$15,917.05 <u>Year 5: \$16,235.39</u> TOTAL:</p> <p>\$78,055.37 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$25,600 One-Time</p>
Early Warning and Interventions Solution Suite Subscription—Any size, single district (onsite deployment)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.7 (and subsections) and 3.3.9. The Solution Suite must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1</p> <p>\$25,600 One-Time</p>	<p>Year 1: \$14,999 Year 2: \$15,298.98 Year 3: \$15,604.95 Year 4: \$15,917.05 <u>Year 5: \$16,235.39</u> TOTAL:</p> <p>\$78,055.37 Recurring for 14,999 students for five years</p> <p>\$25,600 One-Time</p>

Optional Services/Solutions and Costs

Early Warning and Interventions Solution Suite SaaS— Medium District (15,000-44,999 students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.7 (and subsections) and 3.3.9. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$25,600 One-Time</p>	<p><i>Year 1: \$44,999</i> <i>Year 2: \$45,898.98</i> <i>Year 3: \$46,816.95</i> <i>Year 4: \$47,753.29</i> <i>Year 5: \$48,702.36</i> TOTAL:</p> <p>\$234,170.58 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$25,600 One-Time</p>
Early Warning and Interventions Solution Suite SaaS — Large District (45,000+ students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.7 (and subsections) and 3.3.9. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$25,600 One-Time</p>	<p><i>Year 1: \$75,000</i> <i>Year 2: \$76,500</i> <i>Year 3: \$78,030</i> <i>Year 4: \$79,590.60</i> <i>Year 5: \$81,182.41</i> TOTAL:</p> <p>\$390,303.01 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$25,600 One-Time</p>
Human Capital Solution Suite SaaS— Small District (0-14,999 students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.13. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$49,000 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <i>Year 5: \$16,235.39</i> TOTAL:</p> <p>\$78,055.37 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$49,000 One-Time</p>

Optional Services/Solutions and Costs

Human Capital Solution Suite Subscription—Any size, single district (onsite deployment)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.13. The Solution Suite must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1</p> <p>\$49,000 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <i>Year 5: \$16,235.39</i></p> <p>TOTAL:</p> <p>\$78,055.37 Recurring for 14,999 students for five years</p> <p>\$49,000 One-Time</p>
Human Capital Solution Suite SaaS—Medium District (15,000-44,999 students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.13. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$49,000 One-Time</p>	<p><i>Year 1: \$44,999</i> <i>Year 2: \$45,898.98</i> <i>Year 3: \$46,816.95</i> <i>Year 4: \$47,753.29</i> <i>Year 5: \$48,702.36</i></p> <p>TOTAL:</p> <p>\$234,170.58 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$49,000 One-Time</p>
Human Capital Solution Suite SaaS — Large District (45,000+ students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.13. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$49,000 One-Time</p>	<p><i>Year 1: \$75,000</i> <i>Year 2: \$76,500</i> <i>Year 3: \$78,030</i> <i>Year 4: \$79,590.60</i> <i>Year 5: \$81,182.41</i></p> <p>TOTAL:</p> <p>\$390,303.01 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$49,000 One-Time</p>

Optional Services/Solutions and Costs

Operations Solution Suite SaaS— Small District (0-14,999 students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.14. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$49,000 One-Time</p>	<p>Year 1: \$14,999 Year 2: \$15,298.98 Year 3: \$15,604.95 Year 4: \$15,917.05 <u>Year 5: \$16,235.39</u> TOTAL:</p> <p>\$78,055.37 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$49,000 One-Time</p>
Operations Solution Suite Subscription—Any size, single district (onsite deployment)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.14. The Solution Suite must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1</p> <p>\$49,000 One-Time</p>	<p>Year 1: \$14,999 Year 2: \$15,298.98 Year 3: \$15,604.95 Year 4: \$15,917.05 <u>Year 5: \$16,235.39</u> TOTAL:</p> <p>\$78,055.37 Recurring for 14,999 students for five years</p> <p>\$49,000 One-Time</p>
Operations Solution Suite SaaS— Medium District (15,000-44,999 students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.14. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$49,000 One-Time</p>	<p>Year 1: \$44,999 Year 2: \$45,898.98 Year 3: \$46,816.95 Year 4: \$47,753.29 <u>Year 5: \$48,702.36</u> TOTAL:</p> <p>\$234,170.58 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$49,000 One-Time</p>

Optional Services/Solutions and Costs

Operations Solution Suite SaaS — Large District (45,000+ students, hosted by Hoonuit)	X Required to Meet Requirements	<p>This Solution Suite is required to meet requirements in 3.3.14. The Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$49,000 One-Time</p>	<p><i>Year 1: \$75,000</i> <i>Year 2: \$76,500</i> <i>Year 3: \$78,030</i> <i>Year 4: \$79,590.60</i> <u><i>Year 5: \$81,182.41</i></u> TOTAL:</p> <p>\$390,303.01 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$49,000 One-Time</p>
Student Success Solution Suite SaaS— Small District (0-14,999 students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$41,200 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <u><i>Year 5: \$16,235.39</i></u> TOTAL:</p> <p>\$78,055.37 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$41,200 One-Time</p>
Student Success Solution Suite Subscription —Any size, single district (onsite deployment)	Not Required to Meet Requirements	<p>This Solution Suite must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1</p> <p>\$41,200 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <u><i>Year 5: \$16,235.39</i></u> TOTAL:</p> <p>\$78,055.37 Recurring for 14,999 students for five years</p> <p>\$41,200 One-Time</p>

Optional Services/Solutions and Costs

Student Success Solution Suite SaaS— Medium District (15,000-44,999 students, hosted by Hoonuit)	<p style="text-align: center;">Not Required to Meet Requirements</p>	<p>This Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$41,200 One-Time</p>	<p><i>Year 1: \$44,999</i> <i>Year 2: \$45,898.98</i> <i>Year 3: \$46,816.95</i> <i>Year 4: \$47,753.29</i> <i>Year 5: <u>\$48,702.36</u></i> <i>TOTAL:</i></p> <p>\$234,170.58 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$41,200 One-Time</p>
Student Success Solution Suite SaaS — Large District (45,000+ students, hosted by Hoonuit)	<p style="text-align: center;">Not Required to Meet Requirements</p>	<p>This Solution Suite must be purchased with Essentials; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$41,200 One-Time</p>	<p><i>Year 1: \$75,000</i> <i>Year 2: \$76,500</i> <i>Year 3: \$78,030</i> <i>Year 4: \$79,590.60</i> <i>Year 5: <u>\$81,182.41</u></i> <i>TOTAL:</i></p> <p>\$390,303.01 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$41,200 One-Time</p>
Enrollment Analytics Solution Suite SaaS— Small District (0-14,999 students, hosted by Hoonuit)	<p style="text-align: center;">Not Required to Meet Requirements</p>	<p>This Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$0 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <i>Year 5: <u>\$16,235.39</u></i> <i>TOTAL:</i></p> <p>\$78,055.37 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$0 One-Time</p>

Optional Services/Solutions and Costs

Enrollment Analytics Solution Suite Subscription —Any size, single district (onsite deployment)	Not Required to Meet Requirements	<p>This Solution Suite must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1</p> <p>\$0 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <i>Year 5: \$16,235.39</i> TOTAL:</p> <p>\$78,055.37 Recurring for 14,999 students for five years</p> <p>\$0 One-Time</p>
Enrollment Analytics Solution Suite SaaS— Medium District (15,000-44,999 students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$0 One-Time</p>	<p><i>Year 1: \$44,999</i> <i>Year 2: \$45,898.98</i> <i>Year 3: \$46,816.95</i> <i>Year 4: \$47,753.29</i> <i>Year 5: \$48,702.36</i> TOTAL:</p> <p>\$234,170.58 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$0 One-Time</p>
Enrollment Analytics Solution Suite SaaS — Large District (45,000+ students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This Solution Suite must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$0 One-Time</p>	<p><i>Year 1: \$75,000</i> <i>Year 2: \$76,500</i> <i>Year 3: \$78,030</i> <i>Year 4: \$79,590.60</i> <i>Year 5: \$81,182.41</i> TOTAL:</p> <p>\$390,303.01 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$0 One-Time</p>

Optional Services/Solutions and Costs

SEL Surveys feature SaaS—Small District (0-14,999 students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This feature must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$6,240 One-Time</p>	<p><i>Year 1: \$7,499</i> <i>Year 2: \$7,649.49</i> <i>Year 3: \$7,802.47</i> <i>Year 4: \$7,958.52</i> <i><u>Year 5: \$8,117.69</u></i> <i>TOTAL:</i></p> <p>\$39,027.17 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$6,240 One-Time</p>
SEL Surveys feature Subscription—Any size, single district (onsite deployment)	Not Required to Meet Requirements	<p>This feature must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1</p> <p>\$6,240 One-Time</p>	<p><i>Year 1: \$7,499</i> <i>Year 2: \$7,649.49</i> <i>Year 3: \$7,802.47</i> <i>Year 4: \$7,958.52</i> <i><u>Year 5: \$8,117.69</u></i> <i>TOTAL:</i></p> <p>\$39,027.17 Recurring for 14,999 students for five years</p> <p>\$6,240 One-Time</p>
SEL Survey feature SaaS—Medium District (15,000-44,999 students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This feature must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$6,240 One-Time</p>	<p><i>Year 1: \$22,499.50</i> <i>Year 2: \$22,949.49</i> <i>Year 3: \$23,408.47</i> <i>Year 4: \$23,876.64</i> <i><u>Year 5: \$24,354.18</u></i> <i>TOTAL:</i></p> <p>\$117,088.28 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$6,240 One-Time</p>

Optional Services/Solutions and Costs				
SEL Survey feature SaaS—Large District (45,000+ students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This feature must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$6,240 One-Time</p>	<p><i>Year 1: \$37,500</i> <i>Year 2: \$38,250</i> <i>Year 3: \$39,015</i> <i>Year 4: \$39,795.30</i> <i>Year 5: <u>\$40,591.20</u></i> <i>TOTAL:</i></p> <p>\$195,151.50 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$6,240 One-Time</p>
Community Engagement feature SaaS—Small District (0-14,999 students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This feature must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$23,400 One-Time</p>	<p><i>Year 1: \$7,499</i> <i>Year 2: \$7,649.49</i> <i>Year 3: \$7,802.47</i> <i>Year 4: \$7,958.52</i> <i>Year 5: <u>\$8,117.69</u></i> <i>TOTAL:</i></p> <p>\$39,027.17 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$23,400 One-Time</p>
Community Engagement feature Subscription—Any size, single district (onsite deployment)	Not Required to Meet Requirements	<p>This feature must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1</p> <p>\$23,400 One-Time</p>	<p><i>Year 1: \$7,499</i> <i>Year 2: \$7,649.49</i> <i>Year 3: \$7,802.47</i> <i>Year 4: \$7,958.52</i> <i>Year 5: <u>\$8,117.69</u></i> <i>TOTAL:</i></p> <p>\$39,027.17 Recurring for 14,999 students for five years</p> <p>\$23,400 One-Time</p>

Optional Services/Solutions and Costs

Community Engagement feature SaaS—Medium District (15,000-44,999 students, hosted by Hoonuit)	<p style="text-align: center;">Not Required to Meet Requirements</p>	<p>This feature must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$23,400 One-Time</p>	<p><i>Year 1: \$22,499.50</i> <i>Year 2: \$22,949.49</i> <i>Year 3: \$23,408.47</i> <i>Year 4: \$23,876.64</i> <i>Year 5: <u>\$24,354.18</u></i> <i>TOTAL:</i></p> <p>\$117,088.28 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$23,400 One-Time</p>
Community Engagement feature SaaS—Large District (45,000+ students, hosted by Hoonuit)	<p style="text-align: center;">Not Required to Meet Requirements</p>	<p>This feature must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$0.50 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$23,400 One-Time</p>	<p><i>Year 1: \$37,500</i> <i>Year 2: \$38,250</i> <i>Year 3: \$39,015</i> <i>Year 4: \$39,795.30</i> <i>Year 5: <u>\$40,591.20</u></i> <i>TOTAL:</i></p> <p>\$195,151.50 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$23,400 One-Time</p>
Professional Development Platform SaaS—Small District (0-14,999 students, hosted by Hoonuit)	<p style="text-align: center;">Not Required to Meet Requirements</p>	<p>This platform must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$2.00 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$2.00 per student for hosting</p> <p>\$1,000 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <i>Year 5: <u>\$16,235.39</u></i> <i>TOTAL:</i></p> <p>\$78,055.37 Recurring total for 14,999 students for five years; does not include hosting fee</p> <p>\$1,000 One-Time</p>

Optional Services/Solutions and Costs				
Professional Development Platform Subscription—Any size, single district (onsite deployment)	Not Required to Meet Requirements	<p>This platform must be purchased with Essentials suite.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1</p> <p>\$1,000 One-Time</p>	<p><i>Year 1: \$14,999</i> <i>Year 2: \$15,298.98</i> <i>Year 3: \$15,604.95</i> <i>Year 4: \$15,917.05</i> <i>Year 5: \$16,235.39</i></p> <p>TOTAL:</p> <p>\$78,055.37 Recurring for 14,999 students for five years</p> <p>\$1,000 One-Time</p>
Professional Development Platform SaaS—Medium District (15,000-44,999 students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This platform must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.75 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.75 per student for hosting</p> <p>\$1,000 One-Time</p>	<p><i>Year 1: \$44,999</i> <i>Year 2: \$45,898.98</i> <i>Year 3: \$46,816.95</i> <i>Year 4: \$47,753.29</i> <i>Year 5: \$48,702.36</i></p> <p>TOTAL:</p> <p>\$234,170.58 Recurring total for 44,999 students for five years; does not include hosting fee</p> <p>\$1,000 One-Time</p>
Professional Development Platform SaaS—Large District (45,000+ students, hosted by Hoonuit)	Not Required to Meet Requirements	<p>This platform must be purchased with Essentials suite; if purchased with another Hoonuit hosted solution suite, additional hosting fees beyond initial \$1.40 per student annually will not be charged.</p> <p>See Enclosure E for details about this solution suite.</p>	<p>\$1.00 per student Recurring, plus 2% increase after Year 1; if not purchased with another hosted solution suite, add \$1.40 per student for hosting</p> <p>\$1,000 One-Time</p>	<p><i>Year 1: \$75,000</i> <i>Year 2: \$76,500</i> <i>Year 3: \$78,030</i> <i>Year 4: \$79,590.60</i> <i>Year 5: \$81,182.41</i></p> <p>TOTAL:</p> <p>\$390,303.01 Recurring total for 75,000 students for five years; does not include hosting fee</p> <p>\$1,000 One-Time</p>

BUNDLE DISCOUNTS

Hoonuit **Essentials Solution Suite** is proposed as our “basic” suite required for initial purchase of our solution; Essentials does not include any other Solution Suite in its pricing. Adding other Solution Suites to the solution—including, Early Warning and Interventions Solution Suite, Human Capital Solution Suite, Operations Solution Suite, Student Success Solution Suite, Community Engagement Suite and/or Enrollment Analytics Solution Suite—requires additional licensing and implementation service fees. These other Solution Suites are considered “optional” to add on to the Essentials Solution Suite, either at the time of initial purchase of Essentials or in the future (e.g., Year 2 after implementation of Essentials). While several of the optional suites are necessary to meet requirements listed in the RFP, Hoonuit customers often initially purchase Essentials only and then purchase additional Hoonuit solution suites as needed in the future.

Given the great value we place on our relationship with EdTech JPA and their members, a special discount to license pricing would be applied for those members who purchase Essentials and one or more additional solution suites, as represented in the table below.

Solution Suite “Bundle”	JPA Member Discount
Essentials Solution Suite, plus one of the following: Early Warning and Interventions Solution Suite; Student Success Solution Suite; Operations Solutions Suite; or Human Capital Solution Suite	5% Discount
Essentials Solution Suite, plus two of the following: Early Warning and Interventions Solution Suite; Student Success Solution Suite; Operations Solutions Suite; or Human Capital Solution Suite	10% Discount
Essentials Solution Suite, plus three of the following: Early Warning and Interventions Solution Suite; Student Success Solution Suite; Operations Solutions Suite; or Human Capital Solution Suite	15% Discount
Essentials Solution Suite, plus four of the following: Early Warning and Interventions Solution Suite; Student Success Solution Suite; Operations Solutions Suite; or Human Capital Solution Suite	20% Discount

Our pricing provided in this response facilitates the purchasing flexibility that we offer all our potential and existing customers. We are committed to providing a solution that grows to meet the changes needs of educators throughout the United States.