

**Services Renewal Proposal for**

**Los Angeles Leadership Academy**

EdTec has greatly enjoyed being a key service provider and partner to Los Angeles Leadership Academy (LALA) since 2016. And for some on the team that partnership extends well past ten years. We look forward to continuing our role in supporting the organization’s on-going success and impact.

**Current Contracts Overview**

* Back-Office Services:
	+ Contract Term – July 1, 2017 through June 30, 2021
	+ Service Level – Per Amended & Restated Statement of Work #3
	+ 2020/21 Service Pricing – $42,900
* EdTec School Portal Licensing and Support:
	+ Contract Term – July 1, 2018 through June 30, 2021
	+ Service Level – Per Statement of Work #5
	+ Annual Pricing - $10,950
* Data Services:
	+ Contract Term – July 1, 2020 through June 30, 2021 (via auto-renewal)
	+ Service Level – Per Statement of Work #6 (Attendance, CALPADS, PowerSchool)
	+ Service Pricing – $19,800

**Back-Office Service Renewal Proposal**

Given the success of the partnership to date, EdTec is proposing continuing services at the current scope, and are presenting three renewal scenarios for consideration – 1-year, 2-year, and 3-year options - as detailed in the table below.

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| --- | --- | --- | --- |
| **Back-Office Service Renewal Pricing** | **2021-22** | **2022-23** | **2023-24** |
| **Year-by-Year Back-Office Service Cost** | **$45,045** | **47,300** | **49,665** |
| % fee increase | +5.0% | +5.0% | +5.0% |
|  |  |  |  |
| *Multi-Year Renewal Credit for 2-Year Term* | *-$300* | *-$400* |  |
| **2-Year Renewal Adjusted Service Cost** | **$44,745** | **$46,900** |  |
| *Effective % increase* | *+4.3%* | *+4.1%* |  |
|  |  |  |  |
| *Multi-Year Renewal Credit for 3-Year Term* | *-$500* | *-$600* | *-$700* |
| **3-Year Renewal Adjusted Service Cost** | **$44,545** | **$46,700** | **$48,965** |
| *Effective % increase* | *+3.8%* | *+3.7%* | *+3.5%* |

**EdTec School Portal License**

The ESP licensing and support contract is set to expire June 30, 2021 and is set to auto-renew for an additional 1 year. While no action is required to renew, we are proposing a multi-year arrangement that offers some discounts for a multi-year renewal to reduce some necessary licensing and support increases in future years. The multiyear options also provide LALA with firm costs to budget for ESP licensing and support over the coming 2 or 3 years.

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| **ESP Service Renewal Pricing** | **2021-22** | **2022-23** | **2023-24** |
| **Year-by-Year Licensing and Support Cost** | **$10,950** | **$11,500** | **$12,075** |
| % fee increase | +0% | +5.0% | +5.0% |
|  |  |  |  |
| *Multi-Year Renewal Credit for 2-Year Term* | *-* | *-$100* |  |
| **2-Year Renewal Adjusted Cost** | **$10,950** | **$11,400** |  |
| *Effective % increase* | *+0%* | *+4.1%* |  |
|  |  |  |  |
| *Multi-Year Renewal Credit for 3-Year Term* | *-* | *-$200* | *-$225* |
| **3-Year Renewal Adjusted Cost** | **$10,950** | **$11,300** | **$11,850** |
| *Effective % increase* | *+0%* | *+3.2%* | *+3.1%* |

**Data Services Contract Renewal Proposal**

Expanding compliance requirements in CALPADS reporting have required a steady increase in support time over the past several years. While we did not increase the data services support cost (which includes CALPADS) for the current fiscal year when the contract auto-renewed for 2020-21, we propose using the auto-renewal option once again with an allowable 5% increase in the service cost for 2021/22, bringing the annual fee to $20,790.

**Next Steps**

Based on LALA’s preferred renewal term option for Back-Office Services and for ESP Licensing and Support, new Statement(s) of Work will be prepared for review and signature.

Thank you for your partnership and for your consideration of EdTec’s proposal. We look forward to your feedback and to discussing next steps.

Best Regards,

Mark Campo

EVP and Chief Marketing Officer