

RENAISSANCE®



Cost proposal and billing procedure

(ME) Cost proposal

Use the format established in Appendix A to respond to the Cost Proposal of this RFP, and identify it as “Cost Proposal – 17-0008 Idaho Reading Indicator.” Altering the format may result in a finding that your Proposal is non-responsive.

The Offeror must provide a fully-burdened rate which must include, but not be limited to, all operating and personnel expenses, such as: overhead, salaries, administrative expenses, profit, and supplies.

As required, we’ve completed Attachment A which can be found at the end of this cost proposal. In addition, we’ve provided an itemized cost breakdown supporting our cost, below.

Table 1. Year one

Year one (2017-2018 school year)			
Item	Unit cost	Volume discount	Total
Student Subscriptions (includes the per-student cost for early literacy and reading assessments)	\$8.60	10%	\$7.74
Hosting and Startup	\$2.00		\$2.00
Renaissance Data Integration Services	\$0.50		\$0.50
Project Management Services	\$0.82		\$0.82
Total cost per student			\$11.06
Total cost for 10,500 students			\$116,130.00

Table 2. Year two

Year two (2018-2019 school year)			
Item	Unit cost	Volume discount	Total
Student Subscriptions (includes the per-student cost for early literacy and reading assessments)	\$8.60	25%	\$6.46
Hosting and Startup	\$2.00		\$2.00
Renaissance Data Integration Services	\$0.50		\$0.50
Project Management Services	\$0.82		\$0.82
Expected 6% annual increase per student			\$0.59
Total cost per student			\$10.37
Total cost for 90,250 students			\$935,893

Table 3. Year three

Year three (2019-2020 school year)	
Item	Total
Ongoing operational testing (per student)	\$10.37
Expected 6% annual increase per student	
	\$0.62
Total cost per student	
	\$10.99
Total cost for 90,250 students	
	\$991,847.50

Table 4. Year four

Year four (2020-2021 school year)	
Item	Total
Ongoing operational testing (per student)	\$10.99
Expected 6% annual increase per student	\$0.66
Total cost per student	\$11.65
Total cost for 90,250 students	\$1,051,412.50

Table 5. Year five

Year five (2021-2022 school year)	
Item	Total
Ongoing operational testing (per student)	\$11.65
Expected 6% annual increase per student	\$0.70
Total cost per student	\$12.35
Total cost for 90,250 students	\$1,114,587.50

Billing procedure

The Contractor must provide a signed invoice upon the SDE acceptance of each line item. The invoice must be submitted no later thirty (30) calendar days after acceptance. No invoice will be accepted or paid without receipt of required documentation. Invoices submitted without the required documentation will be returned to the Contractor for resubmission.

The Contractor must provide the following information with each invoice:

- 1. SDE contract number**

- 2. Identification of the billing period.**
- 3. Total amount billed for the billing period.**
- 4. Detailed description of services/products provided and associated # of hours/\$ amounts, as appropriate.**
- 5. Name of authorized individual/contact information for Contractor.**

Renaissance accepts items 2-5 without exception. In addition, your contract number will be added to your invoice, as requested in item 1, as long as this criteria is stated on your purchase order.

APPENDIX A – COST PROPOSAL

17-0008 Idaho Reading Indicator

The offeror shall submit this Cost Proposal in a sealed envelope marked "Cost Proposal – 17-0008 Idaho Reading Indicator" and shall be separate from the Technical Proposal. Along with this Cost Proposal, please provide an itemized breakdown to support your cost.

ESTIMATED QUANTITY	UNIT	ARTICLES	TOTAL PRICE
1	Total	School Year 17/18 (July 2017 to June 2018) Professional Development for Pilot Year	\$ <u>18,600.00</u>
1	Year	School Year 17/18 (July 2017 to June 2019) Preliminary Testing (approximately 10,500 students)	\$ <u>116,130.00</u>
1	Total	School Year 18/19 Implementation Professional Development	\$ <u>18,600.00</u>
1	Year	School Year 18/19 Field Test (approximately 90,250 students)	\$ <u>935,893.00</u>
1	Year	On-going Operational Testing (approximately 90,250 students)	\$ <u>991,847.50*</u>
1	Year	Annual Professional Development after years 1 and 2	\$ <u>18,600.00</u>
Total Proposal Cost			\$ <u>2,099,670.50*</u>

Contractor's Legal Business Name		Tax ID#	
Renaissance Learning, Inc.		39-1559474	
Phone:		Email:	
800-338-4204		dept10@renaissance.com	
Contractor's Authorized Representative's Printed Name		Title	
Debra C. Schoenick		Vice President of Strategic Support	
Signature		Date	
		November 23, 2016	

*Please note that an annual increase of 6% per year is expected in subsequent years and is shown on our itemized cost breakdown.