

Exhibit B- Fees, Licensed Service Charges

Item	Description	Units/Hours	Rates	Total
1	<p>Setup and customization charges: (defined as any customization required by school divisions to integrate these resources into existing content, learning management, and/or other legacy systems)</p>	<p>Per district customization (from a to-be-agreed upon list of possible customizations) included in base fee. Additional customization billed at an hourly rate of \$150.</p>	<p>\$5,000 base fee/\$150 per hour</p>	<p>TBD</p>
2	<p>Recurring charges: Virginia schools will pay a per-student annual subscription fee that allows teachers and students to access the entire range of books and other content available. The subscription fee will allow educators to assign as many books (or portions of books) to their students as they want, easily curating materials to meet students' diverse learning needs. Availability of content and full implementation of this model is subject to the terms and conditions of publisher agreements. Until such agreements are fully executed, the following conditions will apply:</p> <ol style="list-style-type: none"> 1) All textbook materials will be "bucketed" by grade level (materials that are suitable for multiple grade levels would be assigned to all applicable levels). 2) All textbook materials will be "bucketed" by subject. 3) All content will be available in full book form; some content will also be available as individual chapters, as permitted by the publishers. 4) Teachers or administrators will be able to assign content a la carte to students, drawing from available content for the appropriate grade level, one grade level up, or one grade level down. Non-grade level materials are limited to two books per student per semester. 5) Teachers or administrators will be limited to two books per subject area where whole books are selected, or 50 chapters per subject area where chapters are available and selected. 6) Up to five non-textbook titles can be selected from Copia's catalog (for additional reading, reading assignments, etc.). 7) In addition to what teachers/administrators select, students themselves, in middle school and above, can select their own content up to the maximums described above if they have not already been reached. 8) A substantial body of public domain and other free materials, including literature classics, etc., will be available to administrators, teachers, and students without restriction or additional cost. 9) Pricing is based on the body of state-approved materials listed at http://doe.virginia.gov/instruction/textbooks/index.shtml and Copia's understanding that the significant majority of materials ordered through Copia's portal will be drawn from that list. 10) Included in the "all you can eat" price are ebook content and related materials that are supplied in ebook form and bundled by the publishers in their ebook pricing. Non-ebook resources, such as web-based materials, that are separately priced by publishers are not included, though Copia can make them available through the portal on an a la carte basis at a competitive price subject to negotiation with the publishers. 	<p>Per student registered in Copia, annually</p>	<p>Grades 1-5: \$130 per student Grades 6-12: \$145 per student</p>	<p>TBD</p>
3	<p>User training charges: For training end-users (teachers, parents, students), a "train the trainer" approach is generally preferred. For training the trainers as well as the administrators, Copia offers both remote and on-site training.</p>	<p>Three (3) training sessions will be offered at no cost in a train-the-trainer model. Each two-day training session will provide two, 3- hour sessions per day of training in the Copia system for up to 20 participants in each session at locations to be determined by the VDOE. School divisions may purchase additional training sessions directly at a rate of \$800 per day plus travel, billed at cost per the state travel guidelines. Web-based training sessions with the same time and enrollment conditions will be offered at a rate of \$500 a day.</p>	<p>\$800 for face-to-face training delivery/\$500 for Web-based training delivery</p>	<p>TBD</p>
4	<p>Ongoing support charges: Web-based, e-mail, and help desk support for first-level administration of the program (teachers and administrators).</p>	<p>First-level support is included as part of the base subscription package. Technical support required for local customization will be billed at an hourly rate as described above.</p>		<p>TBD</p>