

Exhibit B

Core Solution Pricing

Section 22 of the of the Agreement to which this Exhibit B is attached is only applicable to situations where Supplier is providing products to school districts on a flat per district fee basis (i.e., pricing not determined solely by the number of students in the district). As such, the provision of products by Supplier to school districts on a per student basis or other pricing other than on a flat per district fee basis is specifically excluded from Section 22.

State (1) (One Time Fee)	State (2) (Annual Subscription Fee)	Per Division (3) (One Time Fee)	Per Division (4) (Annual Subscription Fee)	Market Basket (5)		
				Number Of Divisions	Total Division (One Time Fee)	Total Division (Annual Subscription Fee)
\$548,400.00	\$33,096.78	\$3,030.61	\$33,096.78	132	\$400,040.00	\$4,368,774.39

- (1) **Note:** State (One Time Fee) required for making IA's Core Solution available to participating divisions. One time fee includes Core Solution set up, implementation, and regional training (see description below).
- (2) **Note:** State (Annual Subscription Fee) only owed if state opting into IA's state-level solution.
- (3) **Note:** Per Division (One Time Fee) could be incurred in subsequent years depending on when divisions implement. Per Division (One Time Fee) includes division-level set up and implementation of Core Solution.
- (4) **Note:** Per Division (Annual Subscription Fee) only owed for divisions opting into IA's Core Solution.
- (5) **Note:** Market Basket calculations represent 100% division adoption.

Description	Units/Hours	Rates
Set up charges <i>One time charge for initial database/application creation and configuration for state- and division-level accounts for "core" solution</i>		Listed Above
Annual subscription fee <i>Annually recurring per student license cost of "core" solution for state-level users and division- and school-level users</i>		Listed Above
Implementation charges <i>One time charge for initial state data transfer, state data import, state-level application configuration, division-level system configurations, division SIS configurations, division user/student record imports, division roster imports, and state-/division-level permission setting</i>		Listed Above
User training charges <i>Cost of nine total onsite product trainings. One training for state-level users and eight trainings for division- and school-level users - one in each VA Region.</i>		Listed Above
User training charges - Optional <i>Onsite training / professional development for state-level users beyond onsite training session included in one time fee and described above (per day; includes travel)</i>	1.00	\$1,725.00

School Division Pricing

Section 22 of the Agreement to which this Exhibit B is attached is not applicable to this portion of Exhibit B for School Division Pricing on onTRAC AMS products and services.

Item	Description	Units/Hours	Rates
1	Set up charges <i>No set up charges are required by divisions to successfully utilize the "core" solution</i>	1.00	\$0.00
2	Required modules <i>No additional modules are required by divisions to successfully utilize the provided "core" solution</i>	1.00	\$0.00
3	Annual subscription fee <i>No additional subscription fees are required by divisions to successfully utilize the provided "core" solution</i>	1.00	\$0.00
	1-3,000 students		
	3,001-6,000 students		
	6,001-9,000 students		
	9001-15,000 students		
	15,001 and up		
4a	Implementation charges - Required <i>No implementation charges are required by divisions to utilize the "core" solution if division personnel successfully utilize documentation provided for uploading and automating local assessment data and other local indicators such as grades, attendance, and discipline independently.</i>	1.00	\$0.00
4b	Implementation charges - Optional <i>Rate for direct Interactive Achievement assistance with uploading and automating local assessment data and other local indicators such as grades, attendance, and discipline. Hourly rate for phone, remote, or onsite assistance (travel time billable). Billed in one hour increments.</i>	1.00	\$155.00
5a	User training charges - Required <i>No training charges are required by divisions to successfully utilize the provided "core" solution beyond initial regional trainings and/or IA's free online documentation and on-demand training resources available 24/7.</i>	1.00	\$0.00
5b	User training charges - Optional online training <i>Rate for live online product training sessions. Hourly rate for online product training provided by IA staff via GoToTraining. Billed in one hour increments.</i>	1.00	\$200.00
5c	User training charges - Optional onsite training (half day) <i>Rate for onsite product training sessions. Half day rate per trainer with maximum of one product training session per trainer (includes travel).</i>	1.00	\$1,035.00
5d	User training charges - Optional onsite training (full day) <i>Rate for onsite product training sessions. Daily rate per trainer with maximum of two product training sessions per trainer (includes travel).</i>	1.00	\$1,725.00
5e	User professional development charges - Optional online PD <i>Rate for live online professional development sessions. Hourly rate for online PD provided by IA staff and/or subject matter experts via GoToTraining. See Appendix E for full list of PD offerings.</i>	1.00	\$300.00
5f	User professional development charges - Optional onsite PD (full day) <i>Rate for onsite professional development sessions. Daily rate per presenter with maximum of two PD training sessions per presenter (includes travel). See Appendix E for full list of PD offerings.</i>	1.00	\$2,875.00

6a	<p>On going client services/support charges <i>No on going client services/support charges are required by divisions to successfully utilize the "core" solution. Division level client services/support are subsumed in annual (state) subscription fee and includes online help-desk, e-mail, and telephone support according to Service Level Agreement conditions for division- and school-level users.</i></p>	1.00	\$0.00
6b	<p>Optional client services/support charges <i>Optionally requested, direct Interactive Achievement service and support beyond included services outlined in Service Level Agreement. Hourly rate for phone, remote, or onsite assistance (travel time billable). Example of service might include providing technical support to data administrators uploading and automating local assessment data and other local indicators such as grades, attendance, and discipline post-implementation.</i></p>	1.00	\$155.00
7	<p>Recurring charges <i>No recurring charges are required by divisions to successfully utilize the provided "core" solution.</i></p>	1.00	\$0.00

Optional Component Pricing

Section 22 of the Agreement to which this Exhibit B is attached is not applicable to this portion of Exhibit B for Optional Components and Rate Card and onTRAC AMS products.

Component	Description	Cost
PowerSchool Assessment (Formerly: onTRAC Assessment Management System (AMS))	Full service assessment management system that includes item creation, assessment creation, assessment delivery, and data analysis	Determined by subjects licensed, enrollment, contact term, and division organization memberships. Detailed PS Assessment fee schedule provided on worksheet titled "PS Assessment".
PowerSchool Special Education	Special Education platform helps schools and districts to manage instruction, assessment, intervention and special education. Improves management, streamlines implementation, and supports compliance with ESSA standards for instruction, intervention, and special education case management.	Determined by division student enrollments. Detailed PS SPED fee schedule provided on worksheet titled "PS SPED".
PowerSchool Registration	PowerSchool Registration is a cloud-based registration management platform that streamlines enrollment for new student applications and enrollment, school choice and lotteries, annual student registration, and year-round updates.	Annual per student fees and first-year per student setup costs are determined by division student enrollments. Detailed PS Registration fee schedule provided on worksheet titled "PS Registration".
PowerSchool Student Information System (SIS)	Full service SIS for managing student data. Includes features for master scheduling, tracking attendance, course registration, etc.	Options for both local and vendor hosting. Detailed PowerSchool SIS fee schedule and pricing provided on worksheet titled "PS SIS".

PowerSchool Learning	Cloud-based Learning Management System (LMS) and classroom collaboration solution.	Determined by division student enrollments. Detailed PS Learning fee schedule provided on worksheet titled "PS Learning".
onTRAC Longitudinal Data System (LDS) - Intervention Module	Response to Intervention (Rtl) / Virginia Tiered System of Supports (VTSS) module for intervention tracking and progress monitoring	\$2.00/student <i>OR</i> No-cost to divisions subscribing to onTRAC AMS (minimum subscription of 2 subjects for six grade levels) and opting into state-provided "core" solution
onTRAC AMS - Student Learning Objective (SLO) Module	Student growth module that includes a structure and process for creating, approving, monitoring, and scoring SLOs for measuring student growth (onTRAC AMS subscription required for utilization)	No-cost to divisions subscribing to onTRAC AMS and opting into state-provided "core" solution
SAS® EVAAS®	Comprehensive reporting package of value-added metrics and student growth for local use via VDOE solicited proposal for Student Growth Assessments through Request for Proposal (RFP) # DOE-SGA-2012-15. See details of Interactive Achievement / SAS contract and pricing at http://www.doe.virginia.gov/school_finance/procurement/student_growth_assessments/	\$3.70/student
onTRAC AMS - Mastery Maps Module (Product Roadmap)	Standards-based reporting for tracking student mastery and growth (onTRAC AMS subscription required for utilization)	TBN
Curriculum Management System (CMS) (Product Roadmap)	Full service curriculum management system that includes curriculum design and distribution, instructional resource management, and standards alignment.	TBN

Rate Card

Position	Description of services provided	Hourly rate
Data Specialist, Level I	Optionally requested, direct Interactive Achievement service and support beyond included services outlined in Service Level Agreement. Hourly rate for phone, remote, or onsite assistance (travel time billable). Example of service might include providing technical support to data administrators uploading and automating local assessment data and other local indicators such as grades, attendance, and discipline post-implementation.	\$ 80
Data Specialist, Level II	Optionally requested, direct Interactive Achievement service and support beyond included services outlined in Service Level Agreement. Hourly rate for phone, remote, or onsite assistance (travel time billable). Example of service might include providing technical support to data administrators uploading and automating local assessment data and other local indicators such as grades, attendance, and discipline post-implementation.	\$ 155

Software Engineer	Optionally requested, direct Interactive Achievement service and support beyond included services outlined in Service Level Agreement. Hourly rate for phone, remote, or onsite assistance (travel time billable). Example of service might include providing custom software development as outlined in mutally agreed upon SOW.	\$ 155
Network Administrator	Optionally requested, direct Interactive Achievement service and support beyond included services outlined in Service Level Agreement. Hourly rate for phone, remote, or onsite assistance (travel time billable). Example of service might include providing custom network configuration or network consultation as outlined in mutally agreed upon SOW.	\$ 155
Data Analystist	Optionally requested, direct Interactive Achievement service and support beyond included services outlined in Service Level Agreement. Hourly rate for phone, remote, or onsite assistance (travel time billable). Example of service might include analsis and support for a newly requested data source as outlined in mutally agreed upon SOW.	\$ 155

PS Assessment Annual Fee Schedule - VIRGINIA

Enrollment	Number of Subjects	Discount	Price per Student
Students #1 - 10,000 (Tier I)	<i>AMS Platform & IA Content</i>		
	One	0% - 15%*	\$ 5.10 - \$ 6.00
	Two	0% - 15%*	\$ 8.50 - \$10.00
	Three	0% - 15%*	\$11.05 - \$13.00
	Four	0% - 15%*	\$12.75 - \$15.00
Students #10,001 - 25,000 (Tier II)	<i>AMS Platform & IA Content</i>		
	One	45%	\$3.30
	Two	45%	\$5.50
	Three	45%	\$7.15
	Four	45%	\$8.25
Students #25,001 and Above (Tier III)	<i>AMS Platform & IA Content</i>		
	One	60%	\$2.40
	Two	60%	\$4.00
	Three	60%	\$5.20
	Four	60%	\$6.00

*Optional Multi Year Discounts (Applied Only to Tier I Amount)	Discount Applied to First Year	Discount Applied to Second Year	Discount Applied to Third Year
1 Year agreement	0.0%	NA	NA
2 Years - paid annually	5.0%	5.0%	NA
2 Years - paid upfront	5.0%	10.0%	NA
3 Years - paid annually	10.0%	10.0%	10.0%
3 Years - paid upfront	10.0%	15.0%	15.0%

Additional options may apply to divisions with 25K+ students signing multi-year discounts
Additional division discounts may apply to Tier I (e.g. VSUP, regional consortiums, etc.)

PS SPED Case Management Annual Fee Schedule - VIRGINIA

Enrollment	Price per Student
1-1000	\$2.75 (minimum \$1500)
1001-3000	\$2.50
3001-10000	\$2.25
10001-25000	\$2.00
25001+	\$1.75

PS SPED Medicaid Service Capture Annual Fee Schedule - VIRGINIA

Enrollment	Price per Student
1-1000	\$0.25
1001-3000	\$0.25
3001-10000	\$0.25
10001-25000	\$0.25
25001+	\$0.25

PS SPED 504 Accommodations Annual Fee Schedule - VIRGINIA

Enrollment	Price per Student
1-1000	\$0.55
1001-3000	\$0.50
3001-10000	\$0.45
10001-25000	\$0.40
25001+	\$0.35

PS SPED Response to Intervention Annual Fee Schedule - VIRGINIA

Enrollment	Price per Student
1-1000	\$1.25
1001-3000	\$1.15
3001-10000	\$1.05
10001-25000	\$0.95
25001+	\$0.85

PS SPED Gifted and Talented Annual Fee Schedule - VIRGINIA

Enrollment	Price per Student
1-1000	\$0.55
1001-3000	\$0.50

3001-10000	\$0.45
10001-25000	\$0.40
25001+	\$0.35

PS SPED English Language Learner Annual Fee Schedule - VIRGINIA

Enrollment	Price per Student
1-1000	\$0.55
1001-3000	\$0.50
3001-10000	\$0.45
10001-25000	\$0.40
25001+	\$0.35

PS Registration Annual Fee Schedule - VIRGINIA

Enrollment	Annual Price per Student	First-Year Setup Price per Student
<2,000 Students	\$5.30 (\$7,950 Minimum)	\$2.65 (\$3,975 Minimum)
2,000 - 3,000 students	\$4.20	\$2.10
3,000 - 4,000 students	\$4.05	\$2.02
4,000 - 5,000 students	\$3.85	\$1.92
5,000 - 7,500 students	\$3.40	\$1.70
7,500 - 10,000 students	\$2.85	\$1.42
10,000 - 20,000 students	\$2.70	\$1.08
20,000 - 30,000 students	\$2.25	\$0.90
30,000 - 40,000 students	\$2.05	\$0.82
40,000 - 50,000 students	\$1.95	\$0.78
50,000+ students	\$1.90	\$0.76

PS SIS Hosting Annual Fee Schedule - VIRGINIA

Enrollment	Annual Price per Student
<1,000 Students	\$4.00 (\$1,000 Minimum)
1,000 - 3,000 students	\$3.50
3,000 - 10,000 students	\$3.00
10,000 - 25,000 students	\$2.50
25,000+ students	\$2.00

PS SIS Self-Hosting Fee Schedule - VIRGINIA

Model	Cost
Subscription	\$7.40 per student
Perpetual	\$13.10 per student (one time) + \$4.90 per student (annual) for Maintenance and Service (\$2,650 minimum for both)

PS Learning Annual Fee Schedule - VIRGINIA

Enrollment	Annual Price per Student	First-Year Setup Price per Student
Minimum Price	\$1,500 Minimum	\$2,500.00
<1,000 Students	\$9.00	\$2,500.00
1,000 - 2,999 students	\$8.00	\$2,500.00
3,000 - 9,999 students	\$7.00	\$2,500.00
10,000 - 24,999 students	\$6.00	\$2,500.00
25,000+ students	\$5.00	\$2,500.00

Custom Domain: \$3,500/year