



# Sumdog Proposal

## Yonkers Public Schools

2019 - 2020

Prepared January 2019

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## Introduction

Sumdog is pleased to submit a proposal to support Yonkers Public Schools in its aim to raise mathematics proficiency, by delivering quality math practice opportunities for students at home and in school.

This proposal contains an introduction to Sumdog, a proposed implementation plan for students and teachers beginning September, 2019 and pricing information.

## Sumdog solution for Yonkers Public Schools

Following consultation with the district administration team, Sumdog proposes an implementation at Yonkers Public Schools consisting of the following products:

- » **Sumdog Math™** for students in Kindergarten through 6th Grade.
- » **Administrator Toolkit** including rostering support, one webinar and access to schoolwide data.
- » **2 on-site training sessions** lasting 1.5 hours for 30 participants, during back to school 2019.

## About Sumdog Inc

Sumdog has been developing student and teacher-centered software for over 20 years. Based in New York, Sumdog provides math fluency software in 22% of US schools. Sumdog's mission is to lower the achievement gap by helping each child achieve their full potential.

Evidence from efficacy studies show that high student engagement makes it easier to introduce Sumdog into the classroom, achieve teacher buy-in, and maintain the consistency of practice required to achieve fluency in math skills.

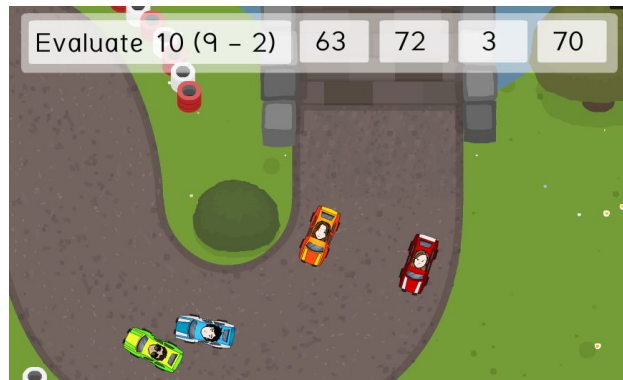
## Introduction to Sumdog

Sumdog Math is a K-8 practice resource. Independently-reviewed studies have shown that students who use Sumdog Math for 30 minutes a week improve two times faster than students who do not.

### Engaging

In each Sumdog session, students answer questions in a online learning environment. Correct answers allow them to progress in the game, while incorrect answers slow their progress.

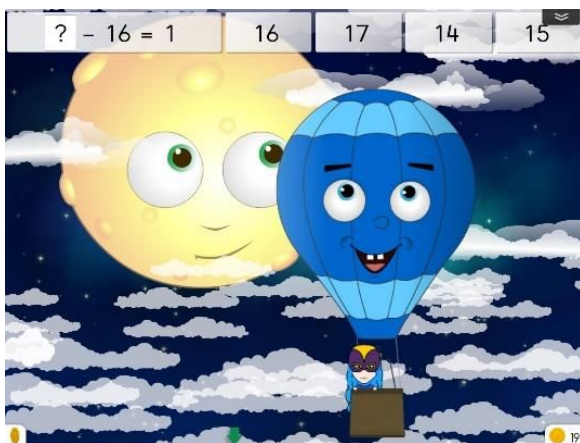
The activities allow students of different abilities to play together fairly, giving everyone a chance to feel successful. Any of Sumdog's activities can be used to practice any standard. Students enjoy practicing with Sumdog so much that it makes an ideal homework assignment, or even a summer practice activity to prevent regressions.



### Adaptive

Sumdog runs a diagnostic test when students first log in, which it uses to differentiate the practice. Students then move through a cycle of preparation, focus, and revision as they complete skills. If they need extra help on a skill, Sumdog will show a Khan Academy video with additional guidance.

### Flexible



Sumdog provides usage and progress reports with actionable data to help drive instruction. Teachers can use the adaptive system or target specific skills correlated to the Common Core Standards.

Sumdog is especially effective when used as supplement to classroom instruction, for example in a small group setting.

## Sumdog district services

### Sumdog subscriptions

Sumdog subscriptions provide a wealth of educational features, including:

- » **Math practice activities**, including new 3D games.
- » **Class Reports** provide access to live data reports at the student and class level.
- » **Assessments** are fully customizable benchmarking tests which can be repeated and shared between teachers.
- » **Challenges and Competitions** can be set for homework or as a fun activity in class.
- » **Grade 6-8 skills** included within this current proposal.

### Data reports

Sumdog collects detailed usage and progression data for all students. In addition to Class Reports, Sumdog offers:

- » **Administrator Reports** provide data at the grade and school level, perfect for comparing trends and monitoring site-wide usage.

### Professional development

Sumdog offers three channels of professional development:

- » **Recorded webinars** provide a foundational understanding of the program for self-directed learners.
- » **In-person trainings** are hands-on sessions delivered by Sumdog's professional development team. The duration of each session is typically 1-2 hours and training materials are provided.
- » **Live remote training** sessions can be used as a supplementary learning aid as needed, for example if new teachers have joined the school district or if it is determined that a refresher would be beneficial. Such sessions can be booked as and when they are required.

## Proposed implementation schedule

Here follows the proposed timeline for the implementation.

<i>Aug 2019</i>	<b>Subscription</b> becomes available at all sites
<i>Sept 2019</i>	<b>On-site professional development</b> conducted by Sumdog with 30 educators from Yonkers Public Schools
<i>Sept 2019</i>	Previously-trained educators share their knowledge to staff members at their own schools
<i>Mar 2020</i>	Consultation to finalize <b>implementation schedule</b> for 2020-21 school year

## Technical requirements

Sumdog can be accessed on desktop computers via major web browsers. It is also available on iOS and Android tablets and smartphones via an app, which requires an internet connection.

## Pricing schedule 2019-2020

### Sumdog solution for Yonkers Public Schools

The following service elements are delivered annually:

- » Sumdog Math for grades K-6
- » Administrator Toolkit (Roster Support, Webinar Training and Data)
- » Professional development (on-site) – one session

### Pricing

Pricing information for the 1-year solution is detailed below.

Unit(s)	Components	Price	Discount*	Total Price
14,000	Administrator Toolkit	\$21,000 (Per Unit \$1.50)	(\$21,000)	\$0.00
14,000	Math	\$56,000 (Per Unit \$4.00)	(\$6,000)	\$50,000
1	In Person Training	\$1,000 (Per Unit \$1,000)	(\$1,000)	\$0.00
		<b>Total</b>	<b>(\$28,000)</b>	<b>\$50,000</b>

*\* This discount is offered on the understanding that Yonkers Public Schools administration team will work in partnership with Sumdog to develop a successful implementation. Sumdog's intention is that Yonkers Public Schools will act as a reference to other school districts in the US. Sumdog plans to work with Yonkers to undertake qualitative and quantitative studies within the district and will look to partner with the districts research department throughout the subscription year.*

#### Notes:

- » Pricing is based on a district license for a total of 15,000 elementary students. Additional students who join the district during the contract period are covered at no extra cost.
- » Sumdog Inc requires a specific agreement to be entered by Yonkers Public Schools. This will set out the terms and conditions of purchase in full.
- » Standard invoice terms are 30 days.
- » Annual pricing, including the discount, will be frozen for the contract period.
- » Quotation excludes sales tax and is valid to June 30<sup>th</sup> 2018.