Yonkers Public Schools, NY

December 21, 2017

Training Services for the District's Currently-Licensed Edulog Routing and Scheduling Software System

AGREEMENT TO PROPOSED SCOPE OF WORK

The Yonkers Public Schools (the District) of One Larkin Center, Yonkers, NY 10701 agrees to pay Education Logistics, Inc. (EDULOG) of 3000 Palmer Street, Missoula, MT 59808 the service fees described in this proposal (as indicated by the signatory's initials next to the accepted offering[s] below.) In addition, the Yonkers Public Schools and Education Logistics, Inc. agree that all terms, conditions, rights, and obligations not affected by this new Agreement—and which were previously agreed to by both parties—remain valid and in effect.

Please indicate with the signatory's initials which item or items are agreed to with corresponding fees accepted for payment upon invoicing. It is agreed that items without initials are purposefully not selected by the District and will not be provided by Edulog.

Product	Unit	Unit Cost	Quantity	Total Cost	Recurring Annual Cost
_____ Training (Online)	Per Year	$0.00	1.0	$0.00	$0.00
_____ Training (Onsite)	Per Day	$895.00	1.0	$895.00	
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_____ Training (Onsite)	Per Day	$895.00	1.0	$895.00	
_____ Training (Onsite)	Per Day	$895.00	1.0	$895.00	
_____ Travel & Lodging	Per Trip	Billed Separately at Actual Cost as Incurred			

TOTAL COST (Not Including Travel and Lodging Expenses)* **$4,475.00**

TOTAL RECURRING ANNUAL COST FOR ONLINE TRAINING **$0.00**

*Travel and lodging expenses incurred by EDULOG staff during the training in EDULOG system operation are not included in the prices and/or fees given above, and will be billed to the district as they are incurred. They will include air fare, rental car, meals, lodging, and out-of-pocket expenses.

For the Yonkers Public Schools:

_____ Date: _____
Printed Name

_____
Signature

_____
Title

For Education Logistics, Inc.:

_____ Date: _____
Printed Name

_____
Signature

_____
Title

Yonkers Public Schools, NY
December 21, 2017

Software Upgrade to the SQL Version of the Currently-Licensed Edulog Routing and Scheduling Software and the Provision of Hosting Services by Edulog

EDULOG

AGREEMENT TO PROPOSED SCOPE OF WORK

The Yonkers Public Schools (the District) of One Larkin Center, Yonkers, NY 10701 agrees to pay Education Logistics, Inc. (EDULOG) of 3000 Palmer Street, Missoula, MT 59808 the service fees described in this proposal (as indicated by the signatory's initials next to the accepted offering[s] below.) In addition, the Yonkers Public Schools and Education Logistics, Inc. agree that all terms, conditions, rights, and obligations not affected by this new Agreement—and which were previously agreed to by both parties—remain valid and in effect.

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Product	Unit	Unit Cost	Quantity	Total First Year Cost	Annual Fee Each Subsequent Year*
_____ SQL Conversion	Service	$0.00	1.0	$0.00	
_____ Edulog SQL (Advanced) *(for the period January 1, 2018 until June 30, 2018)*	Edulog Hosting	$320.00	6.0	$1,920.00	
_____ Edulog SQL (Advanced) *(for the fiscal year beginning July 1, 2018 and each subsequent fiscal year)*	Edulog Hosting	$320.00	12.0		$3,840.00
TOTAL FIRST YEAR COST				**$1,920.00**	
TOTAL RECURRING ANNUAL COST (Beginning July 1, 2018)*					**$3,840.00**

*These recurring annual fees will be subject to yearly adjustments to reflect changes in the CPI.

For the Yonkers Public Schools:

_____ Date:_____
Printed Name

_____
Signature

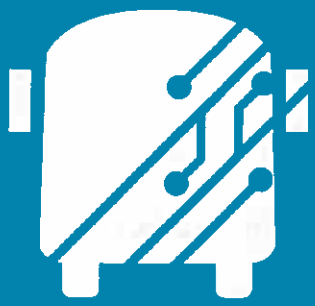
_____
Title

For Education Logistics, Inc.:

_____ Date:_____
Printed Name

_____
Signature

_____
Title



Considering SQL Conversions for EDULOG Software

Presented by EDULOG Project Management

www.EDULOG.com

(406) 728-0893

12/1/2016

Considering SQL Conversions for EDULOG Software

Pros & Cons of EDULOG SQL Conversions

Question: What are the top reasons my district should consider upgrading to SQL?

1. **One Screen Routing** allows you to work with both your graphical map and tabular data on the same window. You'll be able to see more data simultaneously.
2. **Simple Student, Stop, and Run Assignment**: Easily assign students to stop, stops to runs, and runs to routes by quickly dragging and dropping them onto each other directly on the map.
3. **Streamlined Run and Route Management**: EDULOG has streamlined how you re-route run directions in our tabular interface; this makes it faster and easier to make changes. For example:
    a. Run Directions automatically generate as routing changes are made.
    b. Redesigned Vehicle module helps you to incorporate vehicles into routing, with the ability to auto-manage the Checkpoint directions to the garage locations.
    c. Redesigned Route Display with added features to show windows, routes with Special Needs, and various theme settings. We also offer an enhanced tool for working with your run pairings.
4. You can now use **Google Maps** as a display layer (available as a separate purchase).
5. **Thorough training**: EDULOG is committed to ensuring your transportation department has all the tools it needs to make the most of this evolution in routing and planning software.

Question: What reasons should my district consider NOT converting to SQL?

1. **Time of Year**: Your project manager will advise you on the caveats of conversion, for example just prior to school startup, during a period of state reporting (out of EDULOG) or other sensitive times might not be ideal for using the new routing and scheduling system.
2. **If your district is undergoing other major changes**, such as making boundary changes, opening new schools, undergoing optimizations, etc.
3. **Lack of resources to dedicate to the project**: Moving from NT to SQL is not a simple "flip of the switch." Internally at EDULOG, we describe the process as a brand new installation. If you are shortstaffed and cannot dedicate the time to a migration right now, discuss with your project manager alternative times more suitable for the new system installation and training. It is best to make sure you choose to convert at a time where the disruption to normal operations will make the least impact on your department.
4. **SQL is not a magic bullet**: While there are some significant usability upgrades and changes included with EDULOG's SQL software, the underlying theories and objectives still exist. If you are having problems with your current software package, let our salespeople, account manager, or support department know. They can schedule training or a support call to address those specific issues before you convert.
5. **There is a waiting period to convert**: We want to make sure we provide the best experience possible when we convert our clients to EDULOG SQL. However, because of

Considering SQL Conversions for EDULOG Software

client demand, there is currently a waiting list of districts whose systems we are upgrading. Talk with your Account Manager about how to get in the queue.

Question: I have heard SQL offers significant functional and usability changes, along with new features. What should I expect?

Let's review the new features and enhancements to EDULOG. Keep these in mind as you consider converting your district to the latest EDULOG SQL version.

1. There are two different ways to access your EDULOG SQL data; eSQL (a browser-based interface) or Advanced (interface which uses a special designed Launchpad).
    a. **Advanced** – very similar to the NT interface. EDULOG has transitions from a FoxPro DB to a MSSQL database structure.
    b. **eSQL**: This is our new browser-based routing interface, which will provide new tools, displays, and ease of use concepts.
2. EDULOG on SQL requires a dedicated server space. Your Account Manager can share the most recent technical specifications. The specs are designed for medium-sized districts with 5-10 EDULOG users. If your district is significantly larger than this, EDULOG's conversion techs can give tailored advice on your setup.
    a. You'll need a server with 2008 or 2012 MSSQL installed.
    b. You will need Remote Desktop Services (Microsoft's MS RDCAL licenses) for users to access Advanced (vs. eSQL).
    c. EDULOG's Deployment & Configuration team verifies your server environment prior to your project manager scheduling conversions.
    d. Your district is responsible for the installation of MS SQL;
3. Special Needs, also called Transportation Needs: the functionality of Special Needs routing is different from the old 10.6(NT) system to SQL. The links in the data and functionality changes have made this more flexible for clients in the tracking of Special Needs information.
    a. There is a limit of 10 Transportation Needs; users can have up to 50 "other needs". The transportation needs are those that affect transportation, while other needs are informational needs not affecting which bus can transport those students.
4. Walkpath Distance Calculations:
    a. In NT, our walkpath calculations didn't account for hazards. In SQL, we have added a safety feature alerting routers when students are asked to follow a path near a hazard (or no walk/no travel zones). The system shows an error message (displayed as a -2), to alert the router an alternate route must be created, or perhaps bussing is needed for a student.)
    b. An option has been added to the Edulog system that enables the calculation of "GEO Distance" values for all student distance to school fields. GEO Distances are the shortest paths along the Edulog geocode, ignoring geocode attributes, between a student location and a school location. In other words, GEO Distance calculations ignore attributes such as speeds, hazards, etcetera.
    c. GEO Distances are calculated for the following student values, if the option is enabled in EISettingsEditor:
        i. Main Location distance to School
        ii. AM Location distance to School

iii. PM Location distance to School
iv. Main Location distance to Official School
v. Main Location distance to Closest School

d. Modified student distance to school controls on Students – Tabular form to display the following for values that either cannot be or have not been calculated:

Values Not Calculated	Blank	(-1 values in Transportation Database)
Incalculable Values	N/A	(-2 values in Transportation Database)

e. Student ID tool modified to show the student's drive distance to school

5. New Reference Map: pans to where you are working in the overall map; you can expand or hide this feature. This feature is available in both eSQL and Advanced, although the click gestures to work with the map are slightly difference in each interface.
6. Zoom/Pan feature: SQL now allows you to zoom and pan around your map using the mouse wheel between your mouse buttons, making the interface faster and easier to navigate.
7. Undock feature: you can now "undock" windows to move them around the screen, or even to adjacent screens, allowing you to customize your workspace. It also allows you to see more data at once.
8. We offer you options for customizing color, font, and appearance. Districts often use this to see student data and route data simultaneously.
9. Window Splitter, Multiple Student Windows, Tiling Windows:
    a. The Advanced interface now permits rearranging the display either horizontally or vertically.
    b. Overall, the flexibility of the interface means you can make the display look quite similar to NT, if your comfort factor with using a new interface is low.
10. Tab location in tabular forms: The interface now incorporates tabs to toggle between information (vs. buttons), much like how worksheets are ordered in MS Excel.
11. Contacts: this new feature in SQL functions as an address book, allowing you to associate contacts with students, for example a parent to a child, or a social worker to a child. Instead of individual listings in fields within a student record, the contacts feature is its own database now. This means when you need to make a contact change, you only have to change it once, vs. multiple times.
12. Students:
    a. User-defined fields is now located on a new tab – this featured hasn't been lost.
    b. Tabs are easy to toggle back and forth, making information quick and easy to find.
    c. Search capability has improved, allowing users to search by school and grade, and search by first name only and even nickname fields.
    d. Quick list feature 'Autosave' saves your most recent search. Autosaving most recent searches are not a feature of quick list exclusively; EDULOG saves previous searches for various search methods.
    e. Quick list is a new feature in and of itself.
    f. Notes and Medical Notes: We have now expanded the capability of these sections to allow you to input more information. These notes are easily

reportable, making it a good spot for medical or discipline records (they will not appear on driver route sheets, for example.)

g. New system fields include, nickname, suffix name, middle name, city, state, zip. These previously were user-defined fields and are now standard, basic fields built into the system, saving you time.
h. Ethnicity - (descriptor and description): this was an open field and now the administrator using SQL small forms creates the content in a dropdown.
i. Additional Student Information: appears on its own tab. It is great for storing information such as discipline or custody.
j. Trip table now features more buttons/actions.

13. Stops
    a. Stops screen can be set up to display side-by-side vertical or horizontal information. Once a change is made, all the following windows opened will follow your choice of orientation. This means savvy users can customize multiple windows in multiple orientations.
    b. When stops are added, by default the system will update run directions. (This setting can be turned off, if desired.)
    c. An "Assign from here" feature allows users to choose any run serviced by the school, not just the runs coded to it (as was the case in 10.6).
    d. SPED Stops have been renamed to Trans Needs Stops. There is a separate selection in the student file called SPED, indicating programs they are assigned to at school. This is completely separate from Transportation Needs, which show capacity of buses based on needs such as number of wheelchairs, etc. Schools can choose up to 10 Transportation needs per bus.
    e. Government ID: the system now permits the entry of Government ID information such as stop records (not student records).
14. Runs
    a. Just as with stops, runs screens can be set up to display side-by-side vertical or horizontal information. Once a change is made, all the open windows will follow your orientation preference savvy users can customize multiple windows in multiple orientations.
    b. As aforementioned, run directions are updated automatically by default, and thus stop times are recalculated. This setting can be turned off if desired.
15. Routes
    a. Just as with stops and runs, routes screens can be set up to display side-by-side vertical or horizontal information. Once a change is made, all the open windows will follow your orientation preference savvy users can customize multiple windows in multiple orientations.
    b. Users can now multi-select runs to de-assign from routes – a timesaver!
    c. Vehicles
        i. Auto-insert Checkpoints is now a feature (if the district takes the time to setup vehicles and their start/end location, i.e. bus garages, bus terminals, or even if they park at home).
16. Schools
    a. There is now a field where routers can add a school's URL address.
    b. Grades now need to be added through EdulogSQLSettings. Note: Adding grades through EdulogSQLSettings has no bearing on which schools will teach which

grades. It simply makes the grade code available in the system. From there, users can add to any school within the system through EDULOG.

c. Updated Attendance Boundary to display address distances to school in the Find School table, Walk, Drive and/or Geocode, depending on which options are enabled in EISettingsEditor. Incalculable values will be displayed as "N/A" in this table.

17. Users can now display boundary and click on label to see square miles within the boundary; this feature often used for state reporting.
18. Optimization:
    a. Snapshots: If clients have purchased optimization they can create snapshots of the transportation database to do an optimization. This replaces simulation savesets in 10.6.
    b. Runopt Multi-school run feature: In runopt, if you include multiple schools in your problem definition then runopt will put the schools on one run if it is the best way it determines to do the run. It does not require all the schools on the runs like it did in 10.6 and also does not always just put them at the end or beginning as it did in 10.6.
    c. Rteopt does to/from together now: In 10.6 it only allowed you to do a rteopt of AM school runs or PM school runs, but not both at the same time. In SQL you can load both to and from school runs into the same problem and will decide how to route them.
19. Reports
    a. The Report and System database are now the same; changes now appear immediately in reports with no maintenance required.
    b. Clients need to test their reports, as data field structure changes slightly from NT to SQL; we need to make sure they are running correctly. If reports are not working in NT, they will not work in SQL, check and fix them now, or ask for assistance through our Support Dept.
    c. Prior to conversion, please cull/remove unused user-defined reports from NT. Place your operationally required reports in the Common Reports section. We will convert ALL of your userdefined reports; we will help you test the operationally required reports. The balance of the testing is up to the district to check during User Acceptance Testing.
    d. User defined reports now appear on a new screen; the interface changed to have the user click fewer times. You now also have the ability to choose output type and sort order.
    e. We now also offer Crystal for Standard reports, (requires a license through the district).
    f. Once you're logged into Advanced, you'll have access to a reports module.
20. Your map must be spatially accurate Note: this is only necessary for districts implementing Google Maps.
21. EMU: EDULOG Maintenance Utilities
    a. No Rebldkey: clients do not have to perform this step anymore.
    b. No Dumpall: client's don't have to do this,
    c. LocationScan: now encompasses what Address Scan and Student Scan and Stop Scan performed.

Considering SQL Conversions for EDULOG Software

Question: Is there anything else I should consider besides a server purchase for my district's conversion?

Well-maintained base routing information is critical to improving the conversion process and provides a fresh starting point for your district. It can serve to help minimize the duration of the conversion process, and reduces the chance of unforeseen problems or delays during the conversion.

Question: What are the best practices for preparing my district data for conversion?

1. EDULOG will verify your data is ready for conversion and assist making data changes needed to complete the conversion process. This step will ensure you have a clean starting point in the new system. You will receive a report following this process with recommendations, what should/can be modified prior to conversion.
2. Your district should delete all User-Defined Reports no longer used or needed.
3. Rename ambiguous school intersections. Your Project Manager can walk you through this simple process.
4. The next steps are best practices in preparation for conversion, these are not required to complete the conversion
    a. Fix any Unmatched Stops and Students
    b. Remove old or invalid runs no longer needed
    c. Remove all routes no longer needed
    d. Clean out Boundaries no longer needed in the system
    e. Remove invalid Schools
    f. Remove Grades, Programs, and Bell Times no longer needed
    g. Clean-up unnecessary User-Defined Fields
    h. Remove old files in your main data directories (DYN, STA, GEO, and PAR).
5. Clean-up old batches in EMU and log currently used batches.
6. Log all work lists currently in use in the system.

Please fill out the information below acknowledging that you have read and understand the contents of this document.

Name:
Title:_____

District:_____ Date:_____

Signature:_____