

Proposal

Mt Diablo Unified School District

Quote # 1010208-3

Customer # 0410241

August 1, 2018

These prices are valid until September 21, 2018, after which they are subject to change by Follett.

Summary of Software and Services: Year 1 Costs	Pricing
	List Price \$360,595.00
	Less Discount Credit (\$304,000.00)
	Customer Price \$56,595.00

Software License

PN291 – Upgrade to Textbook & Resource Manager Bundle Promo

- Upgrade to Destiny Textbook Manager™ and Destiny Resource Manager™ Bundle Package for fifty-three (53) location(s)
 - Online documentation and Help
 - Note: Resource Manager is designed specifically as a tool for District/School resource (non- library) management.
 - District already owns Destiny Textbook Manager for same number of sites upgrading to bundle package.

Implementation Services

- **Project Management:** includes a central point of contact during the implementation of the Follett Destiny Solution, and an on-site Planning Meeting.
- **Centralized System Integration:** includes remote installation and configuration of Follett Destiny Solution software and initial data load.
- **Technology Training:** consists of live, instructor-led web-based Follett Destiny Solution technology training. For the optimal learning experience, we recommend no more than twelve (12) participants.

- **Managing Your Resources and Defining Templates Webinar:** This instructor-led, web-based training provides the tools you need to begin incorporating Destiny into your daily routine. You'll learn about the terms and definitions used in Destiny Resource Manager, as well as how to create a category hierarchy (known as a template) to properly track and account for your valuable resources.

This training is after your Planning Meeting and Destiny installation. (Maximum: 12 participants)

- **Resource Manager–Security Setup Webinar:** This instructor-led, web-based training introduces you to the Destiny hierarchy. This hierarchy is how you control who in the district can access various features and data in Destiny. The training focuses on the default district and site-level users that are set up during installation, typical tasks for these users, and how to decide who in your district might fit these roles. To ensure your users have access to only the software features they need, you'll look at the available permissions, and assign the appropriate access levels, usernames and passwords. (Maximum: 12 participants)
- **Resource Manager - Site Essentials On-Site Training – 1 Day:** On-site, 1-day training covers the basics users need to begin using Resource Manager. Users take a look at how they do their job and then apply that in the software. Toolkits, available before, during, and after training, consist of lesson plans, quick reference guides, and videos. A maximum of twenty (20) participants can attend.

Additional Training

- Destiny Resource Manager On-Site Training – additional two (2) consecutive day(s)

Annual Licensing and Maintenance Costs Starting Year 2*

Software License

- Upgrade to Destiny Textbook and Resource Manager Bundle Package for fifty-three(53) location(s)
 - Online documentation and Help
 - Note: Resource Manager is designed specifically as a tool for District/School resource (non- library) management.
 - District already owns Destiny Textbook Manager for same number of sites upgrading to bundle package.
 - Your Annual Renewal will be reduced at the time of the existing Textbook Manager renewal date.
- District Technical Support includes:
 - Toll-free telephone technical support for designated Customer contacts
 - 24/7 customer Web Portal, with searchable online knowledge base
 - Unlimited email support
 - Resource Center (how-to's, training tools, and videos)
 - Product updates

Total Annual Licensing and Maintenance Costs:** **\$30,551.85**

*You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to receive maintenance and updates.

** Note: This new pricing will be reflected in your next annual renewal fee.

Follett evaluation of Customer's current data and infrastructure is required in advance of final pricing and agreement. If such evaluation has not been completed, additional products and services may be required that were not previously proposed. The Customer agrees that they are solely responsible for the cost of all products and services requested or required.

The Customer acknowledges and agrees that they may be required to complete and submit a discovery document to Follett. This provides bar code scanner and other related information on a site by site basis prior to data migration. The Customer agrees they will not migrate any data from any existing system into Destiny without authorization in advance by Follett. Follett is not responsible for any costs, services or products that may be required related to unauthorized migration of data by a Customer.

Annual Licensing and Maintenance Costs for existing sites Beginning January 1, 2019 through March 31, 2019*

(Pro-rated to align with existing Library Manager renewal dates).

The below annual costs (plus any additional Annual licensing costs due for additional licenses and/or subscriptions purchased after the effective date of this Agreement) are due by the date listed above. Your district will provide written notice of intent to renew 60 days prior to the end of the then current term.

Software License

- Destiny Library Manager for one (1) location(s) – Holbrook ES \$186.53
 - Alliance Plus
 - Destiny Discover
 - One Search
 - TitlePeek
 - Online documentation and Help
- Destiny Textbook Manager for fifty-two (52) location(s) \$93.65
 - Online access to over 800,000 textbook title records
 - Online documentation and Help
- District Technical Support includes:
 - Toll-free telephone technical support for designated Customer contacts
 - 24/7 customer Web Portal, with searchable online knowledge base
 - Unlimited E-mail support
 - Training toolkits (lesson plans, quick reference guides, and videos)
 - Product updates

Total Annual Licensing and Maintenance Costs:** **\$280.18**

*You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to receive maintenance and updates.

** Note: This new pricing will be reflected in your next annual renewal fee.

Annual Licensing and Maintenance Costs for existing sites Beginning April 1, 2019 through March 31, 2020*

The below annual costs (plus any additional Annual licensing costs due for additional licenses and/or subscriptions purchased after the effective date of this Agreement) are due by the date listed above. Your district will provide written notice of intent to renew 60 days prior to the end of the then current term.

Software License

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|--|-------------|
| <ul style="list-style-type: none"> • Destiny Library Manager for forty-five (45) location(s) <ul style="list-style-type: none"> ○ Alliance Plus ○ Destiny Discover ○ One Search ○ TitlePeek ○ Online documentation and Help | \$34,428.60 |
| <ul style="list-style-type: none"> • Destiny Textbook Manager for fifty-three (53) location(s) <ul style="list-style-type: none"> ▪ Online access to over 800,000 textbook title records ▪ Online documentation and Help | \$19,853.80 |
| <ul style="list-style-type: none"> • District Technical Support includes: <ul style="list-style-type: none"> ▪ Toll-free telephone technical support for designated Customer contacts ▪ 24/7 customer Web Portal, with searchable online knowledge base ▪ Unlimited E-mail support ▪ Training toolkits (lesson plans, quick reference guides, and videos) ▪ Product updates | |

Digital Content Solutions

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|--|------------|
| • Reading Program Service solution – AR/RC for twelve (12) location(s) | \$2,133.60 |
| • Reading Program Service solution – Fountas & Pinnell for one (1) location(s) | \$148.69 |

Total Annual Licensing and Maintenance Costs:** **\$56,564.69**

*You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to receive maintenance and updates.

** Note: This new pricing will be reflected in your next annual renewal fee.

Annual Licensing and Maintenance Costs for existing sites Beginning September 1, 2019 through March 31, 2020*

(Pro-rated to align with existing Library Manager renewal dates).

The below annual costs (plus any additional Annual licensing costs due for additional licenses and/or subscriptions purchased after the effective date of this Agreement) are due by the date listed above. Your district will provide written notice of intent to renew 60 days prior to the end of the then current term.

Software License

- Destiny Resource Manager for fifty-three (53) location(s) \$17,821.91
 - Online documentation and Help
 - Note: Resource Manager is designed specifically as a tool for District/School resource (non- library) management.
- District Technical Support includes:
 - Toll-free telephone technical support for designated Customer contacts
 - 24/7 customer Web Portal, with searchable online knowledge base
 - Unlimited E-mail support
 - Training toolkits (lesson plans, quick reference guides, and videos)
 - Product updates

Total Annual Licensing and Maintenance Costs**:

\$17,821.91

*This cost is based on the purchase of the Upgrade to Destiny Textbook and Resource Manager Bundle Package.

Beginning renewal dates will change based on actual license activation dates, which will cause the total costs to change.

You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to receive maintenance and updates.

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Annual Licensing and Maintenance Costs for existing sites Beginning April 1, 2020 through March 31, 2021*

The below annual costs (plus any additional Annual licensing costs due for additional licenses and/or subscriptions purchased after the effective date of this Agreement) are due by the date listed above. Your district will provide written notice of intent to renew 60 days prior to the end of the then current term.

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Digital Content Solutions

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Annual Licensing and Maintenance Costs Beginning April 1, 2020 through March 31, 2021*

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