



6crickets Inc.  
Bellevue, WA 98005  
support@6crickets.com

## **6crickets and Mt. Diablo USD Expanded Learning Management Basic Tool Service Price Quote**

5/6/2024

*6crickets has a singular mission, which is to bring the best expanded learning to every student through the best technologies for districts, schools, providers, instructors, and families.*

**Mt. Diablo USD (“Client”)** partners with **6crickets Inc. (“6crickets”)** in offering the 6crickets Expanded Learning Management Basic Tool Service to support expanded learning program operations at Client, with the goals of quality programs, student safety, equitable access, and efficient and accountable operations.

### **What 6crickets shall provide**

1. Modern, user-friendly one-stop registration portals for families:
  - a. A district program portal allows a family user to select a school and navigate to their students' school portal. For intersessional breaks, "See all programs" can be turned on to allow families to see all programs across all sites.
  - b. A school program portal for each of your schools allows their families together with their students to browse programs (including enrichment programs, extended care, field trips, etc.), read reviews, register for the programs that interest their students, and achieve choice-driven learning. After the registration, instructors, providers, schools and the district central office receive real-time roster information about the students automatically on their respective dashboard.
  - c. Families only need to fill out a single registration form with common questions for families across all program offerings and for all their children once for all.
  - d. Customizable registration forms let you ask additional questions for families during registration.
  - e. All emergency and pick-up contacts are tracked in the registration form.
  - f. Support wait-lists and invite wait-listed students to register.
  - g. Include waivers and cancellation policies for your programs.
  - h. Register link or button for your district or school website.
  - i. Specific registration links for each individual session and/or program.
2. An online dashboard for each education partner:
  - a. District Dashboard for the district central office to manage schools, providers, and rosters across school campuses
  - b. School Dashboard for each school's principals, site coordinators, and front office personnel to manage providers at the school and access real-time rosters and attendance data across all activities at the school.

- c. Provider Dashboard for each activity provider to list programs along with images and videos, manage seasons, assign sessions to different campuses, manage instructors, access real-time rosters and attendance across campuses, and generate custom rosters.
    - d. Instructor Dashboard for each instructor to access the real-time roster, take attendance, and sign out students digitally.
  3. Access control:
    - a. Each dashboard allows multiple authorized users for management .
    - b. Each dashboard allows read-only access to rosters to certain users.
  4. Comprehensive roster support at all dashboards:
    - a. Authorized users can add bulk or individual students as needed on behalf of the parents.
    - b. Printable rosters in various formats.
    - c. Can email PDF rosters.
    - d. All rosters can be downloaded as a CSV file as spreadsheets.
    - e. Digital attendance and printable attendance.
    - f. From-to-rosters to show which students are going from which home classroom to which after-school classroom.
    - g. Easy session registration link sharing with families or partners.
    - h. Ask guardians to provide reviews for the registered sessions to organically maintain program quality.
    - i. Student or guardian browsing: you can search for a student and the sessions for which they are registered.
  5. Communications:
    - a. Instant registration confirmation email once families have completed registrations.
    - b. Reminder emails for both providers, instructors, and families for upcoming classes.
    - c. Email templates for quick communication with families.
    - d. Text messaging for emergencies.
    - e. Printable flyers of course offerings.
  6. Reporting:
    - a. Enrollment reports at a glance on the number of registrations for a date range, since yesterday, compared with last year.
    - b. Custom rosters: You can produce custom reports of any format (a subset of fields) for any sessions.
    - c. Revenue report: We provide a high fidelity cash flow report for all your payment transactions for both payments and refunds.
    - d. Attendance report at each session.
    - e. Additional reports needed can be provided upon request.
  7. Payments if applicable:

- a. A single payment process: 6crickets will automatically pay your providers, your school or district if you charge a fee to receive revenue, and collect a 6crickets' convenience fee on top of the provider price.
  - b. Fundraising opportunities for your school: through an optional school fee and/or requests for donations (as determined by you).
  - c. Delay payments as needed to minimize credit card fees in case of cancellations due to low enrollment.
  - d. Streamlined scholarship support: guardians enter student ID and then fees are automatically waived or reduced based on your configuration.
8. Family reviews are automatically collected as organic data to evaluate program qualities.
9. We support an optional Restricted District or School Portal feature:
  - a. This feature allows families to register without an email address, but with only their mobile phone number. This way, we will eliminate the need for district staff to register for many families without email addresses.
    - i. Families will register for their students using either an email address or a mobile phone number. An authentication code will be sent to either the email or the phone number, depending on their choice. They can only log in to their account when they enter the correct authentication code. Once they log in, they can register programs for all their students under the same email or phone number.
  - b. This feature will pre-populate families' parent and student information in 6crickets with student data exported from District's Student Information System (SIS).
    - i. After the initial upload, new students and updated student information from SIS will be given to 6crickets to update the data on the 6crickets' side one week before each registration period.
  - c. Families cannot update the student information in 6crickets. Instead, they can only update their information in the District SIS.
  - d. District can configure at 6crickets to allow only students in a school to register for the programs taking place at the school. For inter-session (e.g., summer) programs, District can also configure in 6crickets to allow any district student to register for programs at any site.
10. Initial onboarding training: We provide a hands-on training webinar for district and school site staff. We also provide a hands-on training webinar for third-party providers who use 6crickets Provider Dashboards. Additional webinars or one-on-one video calls or phone calls can be scheduled on-demand. Before the training sessions, your 6crickets account managers will set up some of your upcoming programs as an initial template and foundation for you to build up your programs in the system.
11. Tech support: 6crickets Support Team provides prompt support and troubleshooting to every 6crickets user including the district or school staff, providers, instructors, and families through live online chat, email, or on-demand video calls or phone calls.

12. Provide privacy protection for district, school, student and provider data entered into the 6crickets portal and abide by California Student Data Privacy Law.

### **What Client shall provide**

1. Identify a primary contact for the entire management process and set up the school or district portal.
2. Identify, evaluate, and vet a set of well-qualified vendors.
3. Communicate with your school to help ensure vendor programs are appropriately scheduled throughout the week and avoid double-booking rooms or overlapping with school class schedules.
4. Communicate with your vendors on class schedules, listing process, and listing correctness and quality.
5. Train providers, their instructors, and parent volunteers (if relevant) on safety procedures and quality expectations.
6. Day-to-day monitoring and emergency handling (such as instructor no-shows, missing students, late instructors, late parents, etc.)

### **Pricing**

Annual license fee per school dashboard/portal (including the district dashboard): \$3,500

Annual license fee for Restricted District or School Portal feature per school (optional): \$1,000

Program setup (optional): \$1,000 per season

Annual license fee per provider dashboard (including unlimited number of instructor dashboards for the provider): \$2,500

Onboarding and training: \$5,000

Total Annual License Fee for Client:

$(\$3,500 \text{ per School Dashboard} + \$1,000 \text{ per Restricted School Portal}) \times 23 \text{ of schools} +$   
 $\$2,500 \text{ per Provider Dashboard} \times 1 \text{ of provider} =$   
 $\$106,000$

2 year contract:  $106,000 \times 2 = \$212,000$

SMS fees: \$0.03/message. You will receive an invoice for SMS at the end of each quarter.

### **Contract period:**

July 1, 2024 - June 30, 2026

### **Credit card payment processing through Stripe**

Should you have the need of charging families, 6crickets supports payments as part of the registration process. The district can also generate revenue in the process to cover costs and raise scholarships.

6crickets utilizes Stripe for credit card payment processing. Stripe is certified as a PCI Level 1 provider, the most stringent level of certification available in the payments industry. Stripe serves millions of businesses including Amazon, Google, Microsoft, Salesforce, Uber, Lyft, Spotify, 6crickets.

Stripe enables automatic payments to multiple parties involved in a single transaction. So, in the 6crickets class registration process, when families pay by credit cards, the payment is automatically split among enrichment providers, the district, and 6crickets based on the fee percentages above.

Providers (and the district if Client wants to charge fees) are expected to have a Stripe account that is connected with each of their banks. 6crickets payments are automatically distributed to these Stripe accounts accordingly. The bank payout schedule from a Stripe account can be configured at Stripe.

All parties pay for credit card payment processing fees of 2.9% + 30 cents per transaction based on Stripe pricing.

### **Termination**

Either Client or 6crickets can terminate this contract for the next school year with a written notice at least *three* months before the next school year starts. Both parties are required to complete the service for the students at Client with the highest quality in the current school year under the contract.

Thank you for choosing 6crickets!

(Signature sheet on the next page)

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Helen J. Wang, Ph.D. (Signature)  
CEO & Founder  
6crickets Inc  
Bellevue, WA

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Date

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Acknowledged by (Signature)  
<Name, Title>  
<District/School>  
<Address>

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Date

**About 6crickets:**

6crickets, the nation's leading expanded learning management platform, empowers schools, districts, and organizations with the tools and turn-key solutions to bring the best enrichment to every student in every school. 6crickets is awarded by the National Science Foundation to develop modern technologies for out-of-school time. For more information, please visit <https://www.6crickets.com>.