



**Investment Summary**  
Prepared For  
**Riverview Middle School**  
1936 Carlotta Dr, Concord, CA 94519

Attention:  
Eric Wood  
[woode@mdusd.k12.ca.us](mailto:woode@mdusd.k12.ca.us)

For the Purchase of:  
**READ 180 Next Generation**

Prepared By  
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&

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**PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDERS.**

Attention:  
Eric Wood  
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Intervention Solutions Group  
255 38th Street, Suite L  
St. Charles, IL 60174  
FAX: 800-724-4716

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[InterventionSolutionsOrders@hnhco.com](mailto:InterventionSolutionsOrders@hnhco.com)



**Riverview Middle School  
Houghton Mifflin Harcourt Intervention Solutions for Literacy**

**AN OVERVIEW OF SOLUTIONS**

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**READ 180 NEXT GENERATION— RECOMMENDED FOR TIER 2 BELOW-PROFICIENT STUDENTS**

*READ 180* Next Generation is a comprehensive system of curriculum, instruction, assessment, and professional development proven to raise reading achievement for struggling readers in Grades 4–12. Originally developed by Dr. Ted Hasselbring and his team at Vanderbilt University, *READ 180* is now the most thoroughly researched reading intervention program being used today. Hundreds of studies, five peer-reviewed journals, and the federal government’s What Works Clearinghouse have all documented *READ 180*’s effectiveness.

**HOUGHTON MIFFLIN HARCOURT’S PARTNERSHIP PLAN**

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HMH believes that a solid literacy foundation for all students is a critical “gateway” to further reforms. It is not enough to know change is needed and identify concerns and deficiencies. It is not enough to offer general ideas to apply to non-related curricula and assessments. A unique, powerful approach offered by this proposal is the recommendation of specific literacy intervention programs that interface with other assessment, professional development, and overall philosophy around school reform and student improvement.

School leaders focused on turning around the lives of struggling students and schools know that effective implementation is critical to the success of any program. Studies show that fidelity of implementation makes the difference between modest gains and remarkable success.

**Houghton Mifflin Harcourt’s Commitments**

1. Collaborate with district staff to coordinate implementation planning and support.
2. Recommend criteria for placing appropriate students and teachers in *READ 180* Next Generation classrooms.
3. Assess school/district needs to ensure that the appropriate amount of materials is ordered and delivered.
4. Provide a pre-installation Technical Audit to ensure that the appropriate hardware and peripherals are in place at each school site and classroom to maximize the effectiveness of *READ 180* Next Generation.
5. Arrange for inside delivery of all materials.
6. Conduct two full days of implementation training as part of a Next Generation investment.
7. Conduct frequent teacher and administrator coaching engagements and opportunities for ongoing professional development and support.
8. Maintain an informative and helpful website for *READ 180* Next Generation teachers and administrators.
9. Offer a variety of technical support plans to support each building’s implementation.



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### Recommendations for Riverview Middle School

1. Select students and teachers based on the recommended criteria for *READ 180*.
2. Meet system requirements for each *READ 180* Next Generation classroom.
3. Provide a time and place for the implementation training meetings.
4. Require *READ 180* teachers to attend the implementation training.
5. Conduct *HMH Reading Inventory (HMH RI)* 4-5 times per year to monitor progress

### PROFESSIONAL SERVICES TO SUPPORT IMPLEMENTATION SET UP AND ON-GOING HEALTH

We strongly believe that a combination of clearly communicated goals, a positive learning environment, consistent purposeful feedback, administrative support, continued professional development, and focused data analysis will strengthen the district's implementation of *READ 180*. A professional development plan including initial teacher and leadership training, on-going personalized coaching support and a Common Core seminar series are also included.

Trained HMH consultants will provide regular in-person, one-on-one support within the classroom throughout the year to ensure successful implementation of Intervention materials. The HMH In-Classroom Support framework focuses on four key areas of implementation: Fidelity to Model, Classroom Management, Instruction and Progress Monitoring

The Houghton Mifflin Harcourt consultant will:

- Observe and assess implementation, management, instruction and assessment practices
- Assist teachers with goal setting to improve challenges
- Develop an action plan for support (including classroom demonstrations, co-planning, co-teaching, assistance with data collection and analysis, providing targeted resources, opportunities for debriefing and discussion)
- Continuously assess, monitor, and set new goals based on success toward standards

### TECHNOLOGY SUPPORT AND SERVICES

Qualified technical support specialists and field implementation managers provide support and maintenance to ensure *READ 180* works efficiently. The **Hosting Services** included in this proposal eliminates the need to purchase or maintain servers to use our programs. Hosting allows the district to put the primary focus on the success of students.

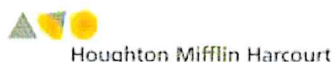
Included with Hosting Services:

**Software Updates and Point Releases**—Access to free updates and point releases ensures that your school is sent the latest features and fixes as they become available.

**Unlimited Phone Support**—From inquiries about software usage to accessing reports and classroom management, your educators and technicians can speak directly with our technical experts to answer any question.

**Unlimited Email Support**—Send our technical experts an email and receive a detailed how-to response that you can print and save for future reference.

**Unlimited Web Chat Support**—Our easy-to-use Web Chat Support lets you talk in real time with technical experts



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**INVESTMENT SUMMARY**

This document outlines the beginning of our partnership to enable learning and support your teachers. Please contact your HMH Education Services representative/HMH Account Executive to discuss how to create a deeper, customized professional development plan for your district.

**READ 180 Next Generation Program Upgrade and Expansion Solution**

**READ 180:**

- 60 R180 NG Stage B Existing Student License Upgrades
- 210 R180 NG Stage B Student rBooks
- 210 R180 NG Stage B Student LBooks

**Implementation Services:**

- 1 Day R180 Next Generation Getting-Started Training
- 3 In-classroom follow-up Coaching Days

**Technical Services:**

- 1 Year Unlimited Site Hosting Plan (\$4500)
- Servers are automatically updated with the latest software
- Anytime access to Teacher Central data & reporting
- Unlimited Phone, Email, and Web Chat Support

<b>Investment Summary</b>	
<b>Subtotal Purchase Amount:</b>	<b>\$28,636.00</b>
<b>Total Shipping &amp; Handling Amount:</b>	<b>\$883.31</b>
<b>Total Estimated Tax Amount (8.25%):</b>	<b>\$939.35</b>
<b>Total Cost of Proposal (PO Amount):</b>	<b>\$30,461.77</b>
<b>Total Savings:</b>	<b>\$1,053.00</b>



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**Please send Purchase Order to:**

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**This is a cost proposal only.**

**This cost proposal is subject to HNH's standard Terms and Conditions ("Ts &Cs") below:**

**<http://www.hnhco.com/terms-and-conditions.html>.**

**Ts & Cs are also found on HNH invoices.**

**HNH reserves the right to modify its Ts & Cs from time to time and agrees to notify you prior to such modifications becoming effective.**

Date of Proposal: August 14, 2017

Proposal Expiration Date: September 25, 2017

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