

400 E Business Way  
 Suite 400  
 Cincinnati, OH 45241  
[www.hobsons.com](http://www.hobsons.com)

**Sold To:** Mt. Diablo Unified  
**Name:** Jennifer Sachs  
**Address:** 1936 Carlotta Dr, Concord, CA 94519-1397  
**Email:** sachs@mdusd.org  
**Phone:** (925)682-8000X4026  
**Naviance ID:** 0626370dus

**Order Date:** 07-Jun-2021

**Valid Until:** 29-Jun-2021  
**Quote Number:** Q411962  
**Contract Start Date:** 01-Jul-2021  
**Contract End Date:** 30-Jun-2024  
**Contract Term (in months):** 36  
**Currency:** USD

**Naviance by PowerSchool Contact:**  
**Name:** Latha Pillai  
**Email:** latha.pillai@hobsons.com  
**Phone:** (703) 859-7576

**Purchase Order:**  
**Payment Term:** Net 30

Subscription	Subscriber	Description	Quantity	Start Date	Term (In Months)
Naviance Core Plus: Course Planner	College Park High	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning. <ul style="list-style-type: none"> <li>AchieveWorks</li> <li>eDocs</li> <li>Course Planner</li> </ul>	2,050	01-Jul-2021	36
Naviance Core Plus: Course Planner	Concord High	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning. <ul style="list-style-type: none"> <li>AchieveWorks</li> <li>eDocs</li> <li>Course Planner</li> </ul>	1,187	01-Jul-2021	36
Naviance Core Plus: Course Planner	Crossroads High (continuation)	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning. <ul style="list-style-type: none"> <li>AchieveWorks</li> <li>eDocs</li> <li>Course Planner</li> </ul>	26	01-Jul-2021	36
Naviance Core Plus: Course Planner	Diablo Day Community	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning. <ul style="list-style-type: none"> <li>AchieveWorks</li> <li>eDocs</li> <li>Course Planner</li> </ul>	17	01-Jul-2021	36
Naviance Core Plus: Course Planner	Gateway High (continuation)	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.	50	01-Jul-2021	36

		<ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>			
Naviance Core Plus: Course Planner	Home And Hospital	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	50	01-Jul-2021	36
Naviance Core Plus: Course Planner	Horizons Alternative	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	70	01-Jul-2021	36
Naviance Core Plus: Course Planner	Mt. Diablo High	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	1,567	01-Jul-2021	36
Naviance Core Plus: Course Planner	Northgate High	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	1,492	01-Jul-2021	36
Naviance Core Plus: Course Planner	Olympic Continuation High	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	279	01-Jul-2021	36
Naviance Core Plus: Course Planner	Summit High (continuation)	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	40	01-Jul-2021	36
Naviance Core Plus: Course Planner	Ygnacio Valley High	<p>Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness, with a focus on course planning.</p> <ul style="list-style-type: none"> <li>• AchieveWorks</li> <li>• eDocs</li> <li>• Course Planner</li> </ul>	1,265	01-Jul-2021	36
Consulting Hours (Naviance)	Mt. Diablo Unified	Naviance Consultants partner with schools and districts providing a customized implementation plan aligned to our CCLR Framework and implementation methodology. Consultants deliver services onsite and remotely to ensure a successful Naviance implementation for students and staff.	70	01-Jul-2021	12
Consulting Hours (Naviance)	Mt. Diablo Unified	Naviance Consultants partner with schools and districts providing a customized implementation plan aligned to our CCLR Framework and implementation methodology. Consultants deliver	40	01-Jul-2022	12

		services onsite and remotely to ensure a successful Naviance implementation for students and staff.			
Naviance Core Plus: Career Key	El Dorado Middle	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness. • AchieveWorks • Career Key	866	01-Jul-2022	24
Naviance Core Plus: Career Key	Riverview Middle	Our Naviance Core Solution provides fundamental tools for supporting college, career and life readiness. • AchieveWorks • Career Key	745	01-Jul-2022	24
Consulting Hours (Naviance)	Mt. Diablo Unified	Naviance Consultants partner with schools and districts providing a customized implementation plan aligned to our CCLR Framework and implementation methodology. Consultants deliver services onsite and remotely to ensure a successful Naviance implementation for students and staff.	40	01-Jul-2023	12

Total Price:	199,456.50
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<b>Notes:</b> (if applicable)	Professional Services must be utilized within twelve (12) months from date of purchase. If the term is longer than twelve (12) months and Professional Services are purchased for additional term years, Professional Services must be used within the term defined. Client is responsible for travel expenses associated with onsite consulting.
<b>Comments:</b>	Payment 1 of \$59,367.30 billed 7/1/21 Payment 2 of \$7,500.00 for middle schools billed 7/2/21 Payment 3 of \$59,367.30 billed 7/1/22 Payment 4 of \$6,927.30 for middle schools billed 7/2/22 Payment 5 of \$59,367.30 billed 7/1/23 Payment 6 of \$6,927.30 for middle schools billed 7/2/23

Please complete or update the following information:

Account Contacts	Name	Email Address
Primary	Jennifer Sachs	sachsj@mdusd.org
Billing	Jennifer Sachs	sachsj@mdusd.org
<b>Payment Method:</b>	Purchase Order #  * If you would like to pay with a credit card, please contact the billing department at 866-337-0080, option 3.	
<b>CEEB Code:</b>		

Unless separate invoice and payment terms are specified, Hobsons will issue invoices once per year, with the first taking place upon execution of the order form and then annually thereafter throughout the term of the contract.

This Sales Order Form is governed by and incorporates the terms and conditions found at <https://static.naviance.com/html/policies/tos.html> (the "Terms of Service"). By signing below, you represent that you have authority to sign on behalf of Customer and bind Customer to the Terms of Service, which are made a part of this contract.


Please complete the contact and payment information as indicated, then sign below to indicate your acceptance. By signing this contract, you represent that you are authorized by your institution to make this purchase. If a Purchase Order is required for payment to be issued, please indicate below. If you have selected professional services, travel expenses for on-site professional services will be billed separately following your session(s).

\_\_\_\_\_ Yes, a Purchase Order is required. It will be sent to Hobsons by \_\_\_\_\_.

Upon execution by the authorized signatory, Customer hereby agrees to the Terms of Service, which will become effective together with this Order Form as of the Contract Start Date above.

**ACCEPTED AND AGREED:**

**NAVIANCE, INC.**

By:   
Signature

Eric Shander  
Name

Chief Financial Officer  
Title

07-Jun-2021  
Date

Address: 400 E-Business Way, Ste. 400  
Cincinnati, OH 45241 USA

**ACCEPTED AND AGREED:**

**CUSTOMER**

By: \_\_\_\_\_  
Signature

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

Address: \_\_\_\_\_

**Purchase Order & Order Forms:**  
Naviance, Inc.  
400 E. Business Way, Suite 400  
Cincinnati, OH 45241

**Remit To:**  
Naviance, Inc.  
P.O. Box 504571  
St. Louis, MO 63150-4571

**IF YOU CHOOSE TO FAX, THEN PLEASE CLICK ON THE 'SIGN ON PAPER' BUTTON FOLLOWED BY 'PRINT AND FAX' BUTTON AND FAX YOUR SIGNED ORDER FORM TO THE NUMBER PROVIDED ON THE COVERPAGE OF THE DOWNLOADED DOCUMENT**

