



April 12, 2016

Ms. Jennifer Sachs
Mt. Diablo Unified School District
1936 Carlotta Dr
Concord, CA 94519

Dear Ms. Sachs

On behalf of Houghton Mifflin Harcourt (HMH), I am pleased to confirm approval of deferred payments to Mt. Diablo Unified School District for the following products:

- HMH BIM AGA © 2015

\$419,194.53 due no later than July 01, 2016

\$419,194.53 due no later than July 01, 2017

\$419,194.53 due no later than July 01, 2018

Include a copy of this letter with your purchase order. No returns, substitutions, or cancellations are allowed. All purchase orders related to this offer must be submitted at the same time. **Purchase orders must be submitted for the entire amount of the purchase.** If you are unable to issue a purchase order for the full order amount, a purchase agreement is required. Please contact your Account Executive should you need a purchase agreement. This offer is valid through 6/30/2016.

Should you have any questions regarding this response, please feel free to contact the following HMH professional:

- **Diane Deas** Account Executive, at 510.604.6285, or via email at diane.deas@hmhco.com.

Sincerely,

A handwritten signature in blue ink that reads "Nicole Genova".

Nicole Genova
Director, Business Desk



Houghton Mifflin Harcourt

Cost Proposal
Prepared For
Mt Diablo Unified School District

For the Purchase of:
Premium Student Packages Big Ideas AGA 8 Yr

Prepared By
Diane Deas
diane.deas@hnhco.com

PLEASE SUBMIT THIS PROPOSAL WITH YOUR PURCHASE ORDER.



Cost Proposal

Houghton Mifflin Harcourt

Attention:
Lorie O'Brien
obrienl@mdusd.org

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Customer Experience
9205 South Park Center Loop
Orlando, FL 32819
FAX: 800-269-5232
k12orders@hnhpub.com

Mt Diablo Unified School District

Premium Student Packages Big Ideas AGA 8 Yr

ISBN	Title	Sale Price	Purchase Quantity	Purchase Amount	Complimentary Quantity
Algebra 1					
Student Resources					
1617169	9780544608948 BIG IDEAS MATH Algebra 1 Premium Student Resource Package with 8 Year Print/8 Year Digital 2015	\$109.80	4,670	\$512,766.00	
<i>Package Includes:</i>					
<i>Big Ideas Math Algebra 1: A Common Core Curriculum</i>					
<i>Big Ideas Math Algebra 1: A Common Core Curriculum Online (8-yr)</i>					
<i>Big Ideas Math Algebra 1: A Common Core Curriculum Student Journal</i>					
Teacher Resources					
1629448	9781680333275 Larson BIG IDEAS Algebra 1 Teacher Resource Package w/8 Year Digital	\$465.65			62
<i>LRSN BGIDA ALG1 CC TE 2015 9781608408412</i>					
<i>LRSN BGIDA ALG1 STU JRNL '15 9781608408528</i>					
<i>LRSN BGIDA ALG1 ASMT BK '15 9781608408559</i>					
<i>LRSN BGIDA ALG1 RES BY CHPT '15 9781608408580</i>					
<i>LRSN BGIDA ALG1 CC OL TCHG ED 8Y 2015 9781680330311</i>					
Total for Student Resources				\$512,766.00	
A la carte items available for purchase					
1629448	9781680333275 Larson BIG IDEAS Algebra 1 Teacher Resource Package w/8 Year Digital	\$465.65	41	\$19,091.65	
<i>LRSN BGIDA ALG1 CC TE 2015 9781608408412</i>					
<i>LRSN BGIDA ALG1 STU JRNL '15 9781608408528</i>					
<i>LRSN BGIDA ALG1 ASMT BK '15 9781608408559</i>					
<i>LRSN BGIDA ALG1 RES BY CHPT '15 9781608408580</i>					
<i>LRSN BGIDA ALG1 CC OL TCHG ED 8Y 2015 9781680330311</i>					
Additional TE's Needed					
1592242	9781608408412 BIG IDEAS MATH Algebra 1 Common Core Teacher Edition 2015	\$156.00	10	\$1,560.00	
Total for A la carte items available for purchase				\$20,651.65	
Total for Algebra 1				\$533,417.65	



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ISBN	Title	Sale Price	Purchase Quantity	Purchase Amount	Complimentary Quantity
Geometry					
Student Resources					
1617173	9780544609020 BIG IDEAS MATH Geometry Premium Student Resource Package with 8 Year Print/8 Year Digital 2015	\$109.80	2,537	\$278,562.60	
<i>Package Includes:</i>					
<i>Big Ideas Math Geometry: A Common Core Curriculum</i>					
<i>Big Ideas Math Geometry: A Common Core Curriculum Online (8-yr)</i>					
<i>Big Ideas Math Geometry: A Common Core Curriculum Student Journal</i>					
Teacher Resources					
1629449	9781680333282 Larson BIG IDEAS Geometry Teacher Resource Package w/8 Year Digital	\$465.65			33
	<i>LRSN BGIDA GEOM CC TE 2015</i> 9781608408429				
	<i>LRSN BGIDA GEOM STU JRNL '15</i> 9781608408535				
	<i>LRSN BGIDA GEOM ASMT BK '15</i> 9781608408566				
	<i>LRSN BGIDA GEOM RES BY CHPT '15</i> 9781608408597				
	<i>LRSN BGIDA GEOM CC OL TCHG ED 8Y 2015</i> 9781680330328				
Total for Student Resources				\$278,562.60	
A la carte items available for purchase					
1629449	9781680333282 Larson BIG IDEAS Geometry Teacher Resource Package w/8 Year Digital	\$465.65	45	\$20,954.25	
	<i>LRSN BGIDA GEOM CC TE 2015</i> 9781608408429				
	<i>LRSN BGIDA GEOM STU JRNL '15</i> 9781608408535				
	<i>LRSN BGIDA GEOM ASMT BK '15</i> 9781608408566				
	<i>LRSN BGIDA GEOM RES BY CHPT '15</i> 9781608408597				
	<i>LRSN BGIDA GEOM CC OL TCHG ED 8Y 2015</i> 9781680330328				
Additional TE's Needed					
1592417	9781608408429 BIG IDEAS MATH Geometry Common Core Teacher Edition 2015	\$156.00	10	\$1,560.00	
Total for A la carte items available for purchase				\$22,514.25	
Total for Geometry				\$301,076.85	



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Premium Student Packages Big Ideas AGA 8 Yr

ISBN	Title	Sale Price	Purchase Quantity	Purchase Amount	Complimentary Quantity
Algebra 2					
Student Resources					
1617177	9780544609556 BIG IDEAS MATH Algebra 2 Premium Student Resource Package with 8 Year Print/8 Year Digital 2015	\$109.80	2,150	\$236,070.00	
<i>Package Includes:</i>					
<i>Big Ideas Math Algebra 2: A Common Core Curriculum</i>					
<i>Big Ideas Math Algebra 2: A Common Core Curriculum Online (8-yr)</i>					
<i>Big Ideas Math Algebra 2: A Common Core Curriculum Student Journal</i>					
Teacher Resources					
1629450	9781680333299 Larson BIG IDEAS Algebra 2 Teacher Resource Package w/8 Year Digital	\$465.65			28
	<i>LRSN BGIDA ALG2 CC TE 2015 9781608408672</i>				
	<i>LRSN BGIDA ALG2 STU JRNL '15 9781608408542</i>				
	<i>LRSN BGIDA ALG2 ASMT BK '15 9781608408573</i>				
	<i>LRSN BGIDA ALG2 RES BY CHPT '15 9781608408603</i>				
	<i>LRSN BGIDA ALG2 CC OL TCHG ED 8Y 2015 9781680330335</i>				
Total for Student Resources				\$236,070.00	
A la carte items available for purchase					
1629450	9781680333299 Larson BIG IDEAS Algebra 2 Teacher Resource Package w/8 Year Digital	\$465.65	35	\$16,297.75	
	<i>LRSN BGIDA ALG2 CC TE 2015 9781608408672</i>				
	<i>LRSN BGIDA ALG2 STU JRNL '15 9781608408542</i>				
	<i>LRSN BGIDA ALG2 ASMT BK '15 9781608408573</i>				
	<i>LRSN BGIDA ALG2 RES BY CHPT '15 9781608408603</i>				
	<i>LRSN BGIDA ALG2 CC OL TCHG ED 8Y 2015 9781680330335</i>				
Additional TE's Needed					
1592422	9781608408672 BIG IDEAS MATH Algebra 2 Common Core Teacher Edition 2015	\$156.00	10	\$1,560.00	
Total for A la carte items available for purchase				\$17,857.75	
Total for Algebra 2				\$253,927.75	

Proposal Summary

Subtotal Purchase Amount:	\$1,088,422.25
Shipping & Handling:	\$65,324.17
Sales Tax: (9.50%)	\$103,837.17
Total Cost of Proposal (PO Amount):	
	\$1,257,583.59



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**Mt Diablo Unified School District
Premium Student Packages Big Ideas AGA 8 Yr**

Total Cost of Proposal (PO Amount): \$ 1,257,583.59

This is a cost proposal only. Orders submitted under this proposal on or before the expiration date are subject to acceptance at Houghton Mifflin Harcourt's main office and are subject to the applicable terms in Houghton Mifflin Harcourt's invoice issues for such order.

Date of Proposal: 3/28/2016

Proposal Expiration Date:5/12/2016



Houghton Mifflin Harcourt

Prices: Prices quoted are wholesale school prices and do not include transportation charges unless otherwise stated in this proposal. These wholesale school prices apply to the educational customers of Houghton Mifflin Harcourt. Prices quoted are valid for orders submitted on or before the expiration date set forth in the proposal.

Educational customers are billed at wholesale school price, f.o.b. shipping point, with a prepaid transportation charge and, unless the customer specifically requests otherwise, a charge for our guarantee of delivery is added to the invoice when shipped via U.S. Postal service. For educational customers preferring f.o.b. destination billing, ten and a half percent (10.5%) of wholesale school price is added and we pay transportation charges and guarantee delivery. Prices do not include any sales tax. Applicable sales tax, if any, will be added to the invoice unless an appropriate tax exemption certificate has been furnished to Houghton Mifflin Harcourt.

Upon receipt of purchase order, gratis items will be shipped in direct proportion to pupil materials purchased. If purchases vary from those included in this proposal, gratis items will change accordingly. Gratis items may also change if purchase is other than a direct school district to publisher order, such as via a third-party vendor or jobber.



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