

EXHIBIT A Pricing : Broward County Public Schools

Naviance, Inc
 3303 Wilson Blvd, Suite 500
 Arlington, VA 22201

To: Mr. Dan Gohl, Chief Academic Officer
 Broward County Public Schools
 600 SE Third Street
 Fort Lauderdale, FL 33301

Date: September 4, 2015

Naviance Laura Fischer
Contact: Laura.fischer@hobsons.com

Product or Service	Quantity	Term (months)	Price
Software Solutions Year 1: (Naviance for HS, Naviance for MS and CCR for MS and HS, AchieveWorks)	All students, Grades 6-12	12	\$464,933.68
Professional Development Year 1	23 days	6	\$46,000.00
Implementation Consulting Hours Year 1	275 hours	12	\$55,000.00
Pre-Paid Travel Year 1	1	12	\$30,000.00
Implementation Package (Family Connection Engagement Package, Teacher Engagement Package, Implementation Guide)	1	1	\$1,500.00
Year 1 Total:			\$598,427.25
Software Solution year 2: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 2	16 days	6	\$32,000.00
Implementation Consulting Hours Year 2	200 hours	12	\$40,000.00
Pre-Paid Travel Year 2	1	12	\$20,000.00
Year 2 Total:			\$593,654.75
Software Solutions Year 3: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 3	8 days	6	\$16,000.00
Implementation Consulting Hours Year 3	175 hours	12	\$35,000.00
Pre-Paid Travel Year 3	1	12	\$20,000.00
Year 3 Total:			\$572,654.75
Software Solutions Year 4: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 4	6 days	6	\$12,000.00
Consulting Hours Year 4	100 hours	12	\$20,000.00
Pre-Paid Travel Year 4	1	12	\$12,000.00
Annual Renewal Option Year 4			\$544,661.18
Software Solutions Year 5: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 5	6 days	6	\$12,000.00
Consulting Hours Year 5	100 hours	12	\$20,000.00
Pre-Paid Travel Year 5	1	12	\$12,000.00
Annual Renewal Option Year 5			\$544,661.18

Number of Months	36 (two optional renewal terms of 12 months)
Notes (if applicable)	<p>This order form is valid until September 30th, 2015</p> <p>Consulting hours must be utilized within 12 months from date of purchase.</p> <p>Private professional development sessions must be scheduled and delivered within 6 months of date of purchase.</p> <p>Client is responsible for travel expenses associated with onsite professional development.</p> <p>Private professional development courses can have up to 15 participants per session.</p> <p>Subscription to Naviance eDocs is based on enrollment of Senior class only.</p> <p>Pre-paid travel must be used within 12 months of date of purchase. If travel costs of onsite services exceed the pre-paid amount, client is responsible for paying all travel expenses that are in excess of the pre-paid travel amount</p>
Payment notes:	<p>Payment Terms:</p> <p>Year 1- October 1, 2015: \$598,427.25</p> <p>Year 2- October 1, 2016: \$593,654.75</p> <p>Year 3- October 1, 2017: \$572,654.75</p> <p>Optional Annual Renewal Years:</p> <p>Year 4- October 1, 2018: \$544,661.18</p> <p>Year 5- October 1, 2019: \$544,661.18</p>

Please complete or update the following information:

Account Contacts	First and Last Name	Email Address
Billing	Ralph Aiello	ralph.aiello@browardschools.com
Data/ Technology	Ralph Aiello	ralph.aiello@browardschools.com
Training	Ralph Aiello	ralph.aiello@browardschools.com
Payment Method	<p><i>If paying by credit or debit card</i></p> <p><input type="checkbox"/> Purchase Order # _____ Expiration (mm/yy): ____/____</p> <p><input type="checkbox"/> Credit Card # _____ Billing Zip Code: _____</p> <p><input type="checkbox"/> Check Security Code: _____</p>	

Prices are valid for 30 days from the date specified above. All costs are denominated in U.S. dollars. Payment is due within 30 days of your invoice date. 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. Payment terms in all instances are Net 30.

The services are delivered in accordance with applicable terms that can be found attached to this order form. By signing below, you agree to be bound by such terms and that such terms 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 are stating 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)

The 2 boxes below must be checked in order to process the order form:

☐ Authorized Signer

☐ Terms of Service

Signature

Printed Name and Position

Signature Date

Purchase Order & Order Forms:
Naviance, Inc,
3033 Wilson Boulevard, Suite 500
Arlington, VA 22201

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

<p>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</p>
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