



# AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:  
**EE-18.**

MEETING DATE	2020-05-19 10:05 - Regular School Board Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No

**TITLE:**  
Recommendation to Approve Agreement - FY21-099 - Destination Knowledge Agreement

**REQUESTED ACTION:**  
Approve the recommendation for the above Agreement. Contract Term: June 22, 2020 through June 30, 2023, Three (3) Years; User Department: Exceptional Student Learning Support; Award Amount: \$663,795; Awarded Vendor(s): DKMarsh, Inc., d/b/a Destination Knowledge; Small/Minority/Women Business Enterprise Vendor(s): None.

**SUMMARY EXPLANATION AND BACKGROUND:**  
The School Board of Broward County, Florida will provide materials and resources to District eligible private school students, through the Individuals with Disabilities Education Proportionate Share for Private School Obligations.  
This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel.

**SCHOOL BOARD GOALS:**  
 Goal 1: High Quality Instruction  Goal 2: Safe & Supportive Environment  Goal 3: Effective Communication

**FINANCIAL IMPACT:**  
The estimated financial impact to the District will be \$663,795. The funding source will come from the Proportionate Share for Private School Obligations project. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.

**EXHIBITS: (List)**  
(1) Executive Summary (2) Financial Analysis Worksheet (3) Agreement

**BOARD ACTION:**  
**APPROVED**  
(For Official School Board Records Office Only)

**SOURCE OF ADDITIONAL INFORMATION:**

Name: Saemone Hollingsworth	Phone: 754-321-3436
Name: Mary C. Coker	Phone: 754-321-0501

**THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA**  
Senior Leader & Title

Maurice L. Woods - Chief Strategy & Operations Officer

Signature  
*Maurice Woods*  
5/11/2020, 2:20:27 PM

Approved In Open Board Meeting On: **MAY 19 2020**  
By: *Dana K...*  
School Board Chair

## EXECUTIVE SUMMARY

### Recommendation to Approve Agreement FY20-099 – Destination Knowledge Agreement

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#### **Introduction**

##### **Responsible: Procurement & Warehousing Services (PWS)**

This request is to approve the Agreement between DKMarsh, Inc., d/b/a Destination Knowledge, and The School Board of Broward County, Florida (SBBC), for three (3) years starting June 22, 2020 through June 30, 2023. SBBC will provide materials and resources to District eligible private school students, through the Individuals with Disabilities Education Proportionate Share for Private School Obligations.

The spending authority being requested is \$663,795.

#### **Goods/Services Description**

##### **Responsible: Exceptional Student Learning Support (ESLS)**

The School Board of Broward County, Florida, through the Department of Exceptional Student Learning Support, will provide the District eligible private school students materials and resources, through the IDEA Proportionate Share for Private School Obligations. Private schools have requested software from Destination Knowledge reading and math solutions from the following programs: KinderMusik ABC Music and Me Laugh, Learn, and StudyDog, and Early Reading programs as part of their solutions.

They have been servicing the District as well as Miami-Dade, Palm Beach, Osceola, Putnam, and Lee Counties for the past eight (8) years and have stellar reports from the schools and district offices for providing excellent, effective programs that target the special needs of exceptional student education students, as well as stellar reports for service and support to the schools. Destination Knowledge has proven to the District over the past seven (7) years that SBBC can rely on them to deliver the top-quality programs and service to the District Broward County private schools.

MindPlay's Reading Solution provides K-12 diagnostics, on-going progress monitoring, phonemic awareness and phonics, reading comprehension, grammar, vocabulary, and fluency. The intervention component is unique. It delivers up to twenty-eight (28) different ways in which a given phonics lesson may be taught; up to fourteen (14) different ways in which a phonemic awareness concept may be taught; up to ten (10) different ways in which a given grammar concept may be taught; and comprehension skills are taught rather than simply practiced. Learning gains are measurable in phonemic awareness, phonics, encoding, decoding, vocabulary, reading comprehension level, reading skills by type, reading comprehension effective reading rate, silent reading fluency, grammar, intervention effectiveness, student response to a given intervention and eye-tracking. All of this is done using emulated video speech pathologists and reading coaches, which is uniquely important to this project due to the fact that students with disabilities may be mature by age; however, low in the academic level. This approach used in MindPlay ensures all students are provided age-appropriate instruction at any academic level. The system also allows the measurement of time on task and usage/attendance. Their solution is research-based and proven effective, and is on the Florida Department of Education's State Adoption list for supplemental reading intervention. The MindPlay Solution may be used from school or home, and most learning components may be used on any learning device.

MindPlay's new online Teacher Courses, MindPlay Teacher Companion, and MindPlay Understanding Dyslexia, delivers a combined total of eleven hours of teacher instruction. Teacher Companion teaches teachers of all content areas how to teach reading, so content area teachers and specialties will be able to help struggling readers with Orton-Gillingham strategies for teaching reading, too. In addition, all teachers will have an understanding of what Dyslexia is and strategies for how to help students with Dyslexia.

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Symphony Math is research-based, as well as proven to be highly effective. With a focus on the foundational mathematical concepts, students who use Symphony not only learn how to compute math, but they have a conceptual understanding of how math works, enabling them to be able to apply math skills not only to standardized tests but also to real-life scenarios. Concepts are taught using scaffolding and spiraling. First, introducing concepts with online manipulatives, then adding mathematical symbols to the manipulatives, then moving to symbols only, then moving to auditory mathematical statements, then word problems. Learning gains are measured via benchmark reporting for the fall, winter, and spring, as well as skill level mastery. Learning gains that are measurable in mathematics include mathematical concepts from number sequence to number sense to improper fractions. Students are able to use Symphony Math at home or school and on any learning device.

KinderMusik's ABC Music & Me is imperative for SBBC's young learners. Research shows that music is the vehicle to all students' brains, and ABC Music & Me delivers early learning through music and movement. ABC Music & Me is a supplemental early learning, literacy, and language program designed to be used in school classrooms along with a robust at-home platform to engage parents in getting involved with their young child's learning. Research shows ABC Music & Me greatly impacts reading, math, and social-emotional learning. Students using ABC Music & Me had learning gains of greater than thirty (30) percent on assessments over students not using ABC Music & Me. SBBC's private schools currently have Move & Groove for first graders, and this order will provide Laugh & Learn for kindergarteners.

StudyDog Early Reading is a highly engaging online reading program for young readers, helping SBBC's kindergarteners and first graders in the District private schools find and fill any early reading gaps, leveling the playing field, so they are ready, and begin more rigorous reading materials at grade level. The program automatically assigns skills and teaches up to three different ways to ensure mastery and provides teachers with valuable growth information.

The programs by Destination Knowledge were selected by the private schools that must be included in the IDEA Private Schools Obligations Grant. DKMarsh, Inc., survey reviews by the administration have been satisfactory.

**Procurement Method  
Responsible: PWS**

Rule 6A-1.012, 11(b), and 14, Florida Administrative Code and Purchasing Policy 3320, Section II.H, authorizes the purchase of any type of copyrighted materials, instructional materials, and computer software without competitive solicitations.

**Financial Impact  
Responsible: PWS and ESLS**

The spending authority being requested is \$663,795 and will be taken from Proportionate Share for Private School Obligations project. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the estimated contract award amount.

The previous agreement started on June 22, 2017 through June 21, 2020, with an approved spending authority of \$560,327.



## AGREEMENT

THIS AGREEMENT is made and entered into as of this 19<sup>th</sup> day of May, 2020, by and between

### THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

(hereinafter referred to as "SBBC"),  
a body corporate and political subdivision of the State of Florida,  
whose principal place of business is  
600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

### DKMarsh, Inc. d/b/a Destination Knowledge

(hereinafter referred to as "VENDOR"),  
whose principal place of business is  
8219 Snowy Egret Place  
Bradenton, FL 34202

**WHEREAS**, VENDOR is an online-computer software based company that provides an intensive intervention solution for reading and math for K-12 education. The solution is comprised of various Reading and Math (MTSS) Multiple Tiers of Student Supports programs;

**WHEREAS**, VENDOR's Reading and Math MTSS programs consist of MindPlay's Universal Screener, MindPlay Virtual Reading Coach, MindPlay Fluency, Ascend Math, Symphony Math, ABC Music & Me, StudyDog Early Reading, MindPlay Virtual Teacher Companion, and MindPlay Understanding Dyslexia;

**WHEREAS**, VENDOR has extensive experience and effective programs for the IDEA Private Schools Obligations project. Their online software provides K-12 diagnostics, on-going progress monitoring, phonics via a video emulated Speech Pathologist, reading comprehension, grammar for meaning, fluency and mathematics instruction via a video emulated teacher & simulations, and early learning through music and movement; and

**WHEREAS**, Rule 6A-1.012, 11(b), and 14, Florida Administrative Code and School Board Policy 3320, Section II.H, authorizes the purchase of any type of copyrighted materials, instructional materials and computer software without competitive solicitations.

**NOW, THEREFORE**, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

### ARTICLE 1 - RECITALS

1.01 **Recitals.** The parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.

### ARTICLE 2 – SPECIAL CONDITIONS

2.01 **Term of Agreement.** Unless terminated earlier pursuant to Section 3.05 of this Agreement, the term of this Agreement shall commence on June 22, 2020 and conclude on June

30, 2023. The term of the Agreement may, by mutual agreement between SBBC and VENDOR, be extended for two (2) additional one-year periods.

**2.02 Description of Goods or Services Provided.**

(a) Subscriptions. SBBC will receive online software subscriptions and services as listed in **Attachment A.**

(b) Professional Development. VENDOR shall provide onsite Professional development for Private School staff, as detailed in **Attachment A.** Training will be provided for the duration of the term of this Agreement. Training may be centralized and located at individual school sites. Each private school is guaranteed two (2) onsite training sessions per year, for the duration of the Agreement. Total training costs are included and there shall be no additional costs for travel expenses or any other fees for training.

(c) Web-Based Training. VENDOR shall provide all private schools with an instructor-led web-based training available to them free of charge for the duration of the term of this Agreement. In addition to their Professional development training they will receive in person, the web-trainings are offered to supplement on-site trainings to help users retain and apply what they have learned. The web-trainings follow a set schedule and teachers and/or administrators would be able to sign up any time. Each training is one (1) hour in length and focuses on either “getting started” functions or “reporting and teacher options” functions. The trainings are first come first service and allow up to fifteen (15) participants per training. If after ten (10) minutes from the scheduled start time, if no participants log into the training, the training will be canceled. Web-trainings are not available to parents. One-on-one on-demand sessions may be scheduled with our trainers at any time if teachers are unable to attend regularly scheduled sessions. VENDOR shall provide an unlimited number of web-based training sessions necessary for success, over the course of the three year contract.

(d) Technical Support. VENDOR shall provide Technical Support to SBBC at no additional charge for the duration of the term of this Agreement. The technical support will be provided via email, web knowledge base, and/or phone for the period of the contract term. Phone-based technical support is available Monday-Friday 8AM – 5PM EST, and the web-knowledge base is available 24/7. Technical support is not provided to the individual homes of the students using the software from home, although they do have access to the knowledge base: otherwise the student would work through the school-based liaison for assistance. Technical support is defined as troubleshooting technical issues with VENDOR online software preventing it from running properly. Technical support does not include troubleshooting non-VENDOR online software.

**2.03 Cost of Services.**

(a) **Cost:** Total price for products and services rendered under this Agreement, in accordance with the cost schedule is Six Hundred Sixty-Three Thousand, Seven Hundred and Ninety-Five and 30/100 Cents (\$663,795.30) as outlined in the **Attachment A** and summarized below:

Subscription:	\$417,495.30
Training:	\$240,000.00
Shipping	\$ 6,300.00
<b>Total:</b>	<b>\$663,795.30</b>

### **Other Services Provided Free of Charge**

- i. MindPlay Supplemental Teacher Guides: One (1) per school. Free (first year only) (\$1,160 value)
- ii. Web-based Training
- iii. Technical Support

(b) **Payment:** SBBC shall pay VENDOR for satisfactory services rendered under this Agreement in accordance with the cost schedule outlined in the **Attachment A**. VENDOR shall submit a proper and appropriate invoice in the amount of Six Sixty-Three Thousand, Seven Hundred and Ninety-Five and 30/100 Cents (\$663,795.30) upon commencement of the Agreement and SBBC shall same invoice within thirty (30) calendar days of the date of same invoice. SBBC shall be entitled to a *pro rata* refund of any pre-paid amounts for products or services not delivered as per the requirements of this Agreement.

2.04 **SBBC Disclosure of Education Records and Employee Information.** Although no student education records shall be disclosed pursuant to this Agreement, should VENDOR come into contact with education records during the course of contracted responsibilities, these records are confidential and protected by the Family Educational Rights and Privacy Act (FERPA) and state laws and may not be used or re-disclosed. Any use or re-disclosure may violate applicable federal and state laws. Likewise, no employee information shall be disclosed by SBBC to VENDOR. Should VENDOR come into contact with employee information, it may not be re-disclosed except as required or permitted by law. However, this Agreement will be utilized by non-District private schools, who may disclose their own records directly to VENDOR.

2.05 **VENDOR Confidentiality of Education Records.** Notwithstanding any provision to the contrary within this Agreement, VENDOR shall:

(a) fully comply with the requirements of Sections 1002.22, 1002.221, and 1002.222, Florida Statutes; the Family Educational Rights and Privacy Act, 20 U.S.C § 1232g (FERPA) and its implementing regulations (34 C.F.R. Part 99), and any other state or federal law or regulation regarding the confidentiality of student information and records;

(b) hold any education records in strict confidence and not use or redisclose same except as required by this Agreement or as required or permitted by law unless the parent of each student or a student age 18 or older whose education records are to be shared provides prior written consent for their release;

(c) ensure that, at all times, all of its employees who have access to any education records during the term of their employment shall abide strictly by its obligations under this Agreement, and that access to education records is limited only to its employees that require the information to carry out the responsibilities under this Agreement and shall provide said list of employees to SBBC upon request;

(d) safeguard each education record through administrative, physical and technological safety standards to ensure that adequate controls are in place to protect the education records and information in accordance with FERPA's privacy requirements;

(e) utilize the education records solely for the purposes of providing products and services

as contemplated under this Agreement; and shall not share, publish, sell, distribute, target advertise, or display education records to any third party;

(f) notify SBBC immediately upon discovery of a breach of confidentiality of education records by telephone 754-321-0300 (Manager, Information Security), and 754-321-1900 (Privacy Officer), and email at [privacy@browardschools.com](mailto:privacy@browardschools.com) and take all necessary notification steps as may be required by federal and Florida law, including, but not limited to, those required by Section 501.171, Florida Statutes.

2.06 **Inspection of VENDOR's Records by SBBC.** VENDOR shall establish and maintain books, records and documents (including electronic storage media) sufficient to reflect all income and expenditures of funds provided by SBBC under this Agreement. All VENDOR's applicable records, regardless of the form in which they are kept, shall be open to inspection and subject to audit, inspection, examination, evaluation and/or reproduction, during normal working hours, by SBBC's agent or its authorized representative to permit SBBC to evaluate, analyze and verify the satisfactory performance of the terms and conditions of this Agreement and to evaluate, analyze and verify the applicable business records of VENDOR directly relating to this Agreement in order to verify the accuracy of invoices provided to SBBC. Such audit shall be no more than one (1) time per calendar year.

(a) **Duration of Right to Inspect.** For the purpose of such audits, inspections, examinations, evaluations and/or reproductions, SBBC's agent or authorized representative shall have access to VENDOR's records from the effective date of this Agreement, for the duration of the term of this Agreement, and until the later of five (5) years after the termination of this Agreement or five (5) years after the date of final payment by SBBC to VENDOR pursuant to this Agreement.

(b) **Notice of Inspection.** SBBC's agent or its authorized representative shall provide VENDOR reasonable advance written notice (not to exceed two (2) weeks) of any intended audit, inspection, examination, evaluation and or reproduction.

(c) **Audit Site Conditions.** SBBC's agent or its authorized representative shall have access to VENDOR's facilities and to any and all records related to this Agreement, and shall be provided adequate and appropriate work space in order to exercise the rights permitted under this section.

(d) **Failure to Permit Inspection.** Failure by VENDOR to permit audit, inspection, examination, evaluation and/or reproduction as permitted under this section shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for SBBC's denial of some or all of any VENDOR's claims for payment.

(e) **Overcharges and Unauthorized Charges.** If an audit conducted in accordance with this section discloses overcharges or unauthorized charges to SBBC by VENDOR in excess of two percent (2%) of the total billings under this Agreement, the actual cost of SBBC's audit shall be paid by VENDOR. If the audit discloses billings or charges to which VENDOR is not contractually entitled, VENDOR shall pay said sum to SBBC within twenty (20) days of receipt of written demand unless otherwise agreed to in writing by both parties.

(f) **Inspection of Subcontractor's Records.** If applicable, VENDOR shall require any and all subcontractors, insurance agents and material suppliers (hereafter referred to as "Payees") providing services or goods with regard to this Agreement to comply with the requirements of this section by insertion of such requirements in any written subcontract. Failure by VENDOR to include such requirements in any subcontract shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for the exclusion of some or all of any Payees'

costs from amounts payable by SBBC to VENDOR pursuant to this Agreement and such excluded costs shall become the liability of VENDOR.

(g) **Inspector General Audits.** VENDOR shall comply and cooperate immediately with any inspections, reviews, investigations, or audits deemed necessary by the Florida Office of the Inspector General or by any other state or federal officials.

**2.07 Notice.** When any of the parties desire to give notice to the other, such notice must be in writing, sent by U.S. Mail, postage prepaid, addressed to the party for whom it is intended at the place last specified; the place for giving notice shall remain such until it is changed by written notice in compliance with the provisions of this paragraph. For the present, the Parties designate the following as the respective places for giving notice:

To SBBC: Superintendent of Schools  
The School Board of Broward County, Florida  
600 Southeast Third Avenue  
Fort Lauderdale, Florida 33301

With a Copy to: Exceptional Student Learning Support (ESLS)  
Curriculum Supervisor  
The School Board of Broward County, Florida  
1701 NW 23<sup>rd</sup> Avenue  
Fort Lauderdale, Florida 3331

To VENDOR: DKMarsh, Inc. dba Destination Knowledge  
Kristine Marsh, President/Owner  
8219 Snowy Egret Place  
Bradenton, FL 34202

**2.08 Background Screening.** VENDOR shall comply with all requirements of Sections 1012.32 and 1012.465, Florida Statutes, and all of its personnel who (1) are to be permitted access to school grounds when students are present, (2) will have direct contact with students, or (3) have access or control of school funds, will successfully complete the background screening required by the referenced statutes and meet the standards established by the statutes. This background screening will be conducted by SBBC in advance of VENDOR or its personnel providing any services under the conditions described in the previous sentence. VENDOR shall bear the cost of acquiring the background screening required by Section 1012.32, Florida Statutes, and any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided with respect to VENDOR and its personnel. The parties agree that the failure of VENDOR to perform any of the duties described in this section shall constitute a material breach of this Agreement entitling SBBC to terminate immediately with no further responsibilities or duties to perform under this Agreement. VENDOR agrees to indemnify and hold harmless SBBC, its officers and employees from any liability in the form of physical or mental injury, death or property damage resulting from VENDOR's failure to comply with the requirements of this section or with Sections 1012.32 and 1012.465, Florida Statutes.

**2.09 Public Records.** The following provisions are required by Section 119.0701, Florida Statutes, and may not be amended. VENDOR shall keep and maintain public records required by SBBC to perform the services required under this Agreement. Upon request from SBBC's custodian of public records, VENDOR shall provide SBBC with a copy of any requested public records or to allow the requested public records to be inspected or copied within a

reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law. VENDOR shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement's term and following completion of the Agreement if VENDOR does not transfer the public records to SBBC. Upon completion of the Agreement, VENDOR shall transfer, at no cost, to SBBC all public records in possession of VENDOR or keep and maintain public records required by SBBC to perform the services required under the Agreement. If VENDOR transfers all public records to SBBC upon completion of the Agreement, VENDOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If VENDOR keeps and maintains public records upon completion of the Agreement, VENDOR shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to SBBC, upon request from SBBC's custodian of public records, in a format that is compatible with SBBC's information technology systems.

**IF A PARTY TO THIS AGREEMENT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THE AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT 754-321-1900, RECORDREQUESTS@BROWARDSCHOOLS.COM, RISK MANAGEMENT DEPARTMENT, PUBLIC RECORDS DIVISION, 600 SOUTHEAST THIRD AVENUE, FORT LAUDERDALE, FLORIDA 33301.**

2.10 **Liability.** This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

(a) By SBBC. SBBC agrees to be fully responsible up to the limits of Section 768.28, Florida Statutes, for its acts of negligence, or its employees' acts of negligence when acting within the scope of their employment and agrees to be liable, up to the limits of Section 768.28, Florida Statutes, for any damages resulting from said negligence.

(b) By VENDOR. VENDOR agrees to indemnify, hold harmless and defend SBBC, its agents, servants and employees from any and all claims, judgments, costs, and expenses including, but not limited to, reasonable attorney's fees, reasonable investigative and discovery costs, court costs and all other sums which SBBC, its agents, servants and employees may pay or become obligated to pay on account of any, all and every claim or demand, or assertion of liability, or any claim or action founded thereon, arising or alleged to have arisen out of the products, goods or services furnished by VENDOR, its agents, servants or employees; the equipment of VENDOR, its agents, servants or employees while such equipment is on premises owned or controlled by SBBC; or the negligence of VENDOR or the negligence of VENDOR's agents when acting within the scope of their employment, whether such claims, judgments, costs and expenses be for damages, damage to property including SBBC's property, and injury or death of any person whether employed by VENDOR, SBBC or otherwise.

2.11 **Insurance Requirements.** VENDOR shall comply with the following insurance requirements throughout the term of this Agreement:

(a) **General Liability.** VENDOR shall maintain General Liability insurance during the term of this Agreement with limits not less than \$1,000,000 per occurrence for Bodily Injury/

Property Damage; \$1,000,000 General Aggregate; and limits not less than \$1,000,000 for Products/Completed Operations Aggregate.

(b) Professional Liability/Errors & Omissions. VENDOR shall maintain Professional Liability/Errors & Omissions insurance during the term of this Agreement with a limit of not less than \$1,000,000 per occurrence covering services provided under this Agreement.

(c) Workers' Compensation. VENDOR shall maintain Workers' Compensation insurance during the term of this Agreement in compliance with the limits specified in Chapter 440, Florida Statutes, and Employer's Liability limits shall not be less than \$100,000/\$100,000/\$500,000 (each accident/disease-each employee/disease-policy limit).

(d) Auto Liability. VENDOR shall maintain Owned, Non-Owned and Hired Auto Liability insurance with Bodily Injury and Property Damage limits of not less than \$1,000,000 Combined Single Limit.

(e) Acceptability of Insurance Carriers. The insurance policies required under this Agreement shall be issued by companies qualified to do business in the State of Florida and having a rating of at least A- VI by AM Best or Aa3 by Moody's Investor Service.

(f) Verification of Coverage. Proof of the required insurance must be furnished by VENDOR to SBBC's Risk Management Department by Certificate of Insurance within fifteen (15) days of the date of this Agreement. To streamline this process, SBBC has partnered with EXIGIS Risk Management Services to collect and verify insurance documentation. All certificates (and any required documents) must be received and approved by SBBC's Risk Management Department before any work commences to permit VENDOR to remedy any deficiencies. VENDOR must verify its account information and provide contact details for its Insurance Agent via the link provided to it by email.

(g) Required Conditions. Liability policies must include the following terms on the Certificate of Insurance:

- 1) The School Board of Broward County, Florida, its members, officers, employees and agents are added as additional insured.
- 2) All liability policies are primary of all other valid and collectable coverage maintained by The School Board of Broward County, Florida.
- 3) Certificate Holder: The School Board of Broward County, Florida, c/o EXIGIS Risk Management Services, P.O. Box 4668-ECM, New York, New York 10163-4668.

(h) Cancellation of Insurance. VENDOR is prohibited from providing services under this Agreement with SBBC without the minimum required insurance coverage and must notify SBBC within two (2) business days if required insurance is cancelled.

(i) SBBC reserves the right to review, reject or accept any required policies of insurance, including limits, coverage or endorsements, herein throughout the term of this Agreement.

2.12 Equal Opportunity Provision. The parties agree that no person shall be subjected to discrimination because of age, race, color, disability, gender identity, gender

expression, marital status, national origin, religion, sex or sexual orientation in the performance of the parties' respective duties, responsibilities and obligations under this Agreement.

2.13 **Annual Appropriation.** The performance and obligations of SBBC under this Agreement shall be contingent upon an annual budgetary appropriation by its governing body. If SBBC does not allocate funds for the payment of services or products to be provided under this Agreement, this Agreement may be terminated by SBBC at the end of the period for which funds have been allocated. SBBC shall notify the other party at the earliest possible time before such termination. No penalty shall accrue to SBBC in the event this provision is exercised, and SBBC shall not be obligated or liable for any future payments due or any damages as a result of termination under this section.

2.14 **Excess Funds.** Any party receiving funds paid by SBBC under this Agreement agrees to promptly notify SBBC of any funds erroneously received from SBBC upon the discovery of such erroneous payment or overpayment. Any such excess funds shall be refunded to SBBC.

2.15 **Incorporation by Reference.** Attachment A attached hereto and referenced herein shall be deemed to be incorporated into this Agreement by reference.

### **ARTICLE 3 – GENERAL CONDITIONS**

3.01 **No Waiver of Sovereign Immunity.** Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable or of any rights or limits to liability existing under Section 768.28, Florida Statutes. This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

3.02 **No Third Party Beneficiaries.** The parties expressly acknowledge that it is not their intent to create or confer any rights or obligations in or upon any third person or entity under this Agreement. None of the parties intend to directly or substantially benefit a third party by this Agreement. The parties agree that there are no third party beneficiaries to this Agreement and that no third party shall be entitled to assert a claim against any of the parties based upon this Agreement. Nothing herein shall be construed as consent by an agency or political subdivision of the State of Florida to be sued by third parties in any matter arising out of any Agreement.

3.03 **Independent Contractor.** The parties to this Agreement shall at all times be acting in the capacity of independent contractors and not as an officer, employee or agent of one another. Neither party or its respective agents, employees, subcontractors or assignees shall represent to others that it has the authority to bind the other party unless specifically authorized in writing to do so. No right to SBBC retirement, leave benefits or any other benefits of SBBC employees shall exist as a result of the performance of any duties or responsibilities under this Agreement. SBBC shall not be responsible for social security, withholding taxes, contributions to unemployment compensation funds or insurance for the other party or the other party's officers, employees, agents, subcontractors or assignees.

3.04 **Default.** The parties agree that, in the event that either party is in default of its obligations under this Agreement, the non-defaulting party shall provide to the defaulting party (30) calendar days written notice to cure the default. However, in the event said default cannot be cured within said thirty (30) calendar day period and the defaulting party is diligently attempting in good faith to cure same, the time period shall be reasonably extended to allow the defaulting

party additional cure time. Upon the occurrence of a default that is not cured during the applicable cure period, this Agreement may be terminated by the non-defaulting party upon thirty (30) calendar days notice. This remedy is not intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or future exercise thereof. Nothing in this section shall be construed to preclude termination for convenience pursuant to Section 3.05.

3.05 **Termination.** This Agreement may be canceled with or without cause by SBBC during the term hereof upon thirty (30) calendar days written notice to the other parties of its desire to terminate this Agreement. In the event of such termination, SBBC shall be entitled to a *pro rata* refund of any pre-paid amounts for any services scheduled to be delivered after the effective date of such termination. SBBC shall have no liability for any property left on SBBC's property by any party to this Agreement after the termination of this Agreement. Any party contracting with SBBC under this Agreement agrees that any of its property placed upon SBBC's facilities pursuant to this Agreement shall be removed within ten (10) business days following the termination, conclusion or cancellation of this Agreement and that any such property remaining upon SBBC's facilities after that time shall be deemed to be abandoned, title to such property shall pass to SBBC, and SBBC may use or dispose of such property as SBBC deems fit and appropriate.

3.06 **Compliance with Laws.** Each party shall comply with all applicable federal, state and local laws, SBBC policies, codes, rules and regulations in performing its duties, responsibilities and obligations pursuant to this Agreement.

3.07 **Place of Performance.** All obligations of SBBC under the terms of this Agreement are reasonably susceptible of being performed in Broward County, Florida and shall be payable and performable in Broward County, Florida.

3.08 **Governing Law and Venue.** This Agreement shall be interpreted and construed in accordance with and governed by the laws of the State of Florida. Any controversies or legal problems arising out of this Agreement and any action involving the enforcement or interpretation of any rights hereunder shall be submitted exclusively to the jurisdiction of the State courts of the Seventeenth Judicial Circuit of Broward County, Florida or to the jurisdiction of the United States District Court for the Southern District of Florida. Each party agrees and admits that the state courts of the Seventeenth Judicial Circuit of Broward County, Florida or the United States District Court for the Southern District of Florida shall have jurisdiction over it for any dispute arising under this Agreement.

3.09 **Entirety of Agreement.** This document incorporates and includes all prior negotiations, correspondence, conversations, agreements and understandings applicable to the matters contained herein and the parties agree that there are no commitments, agreements or understandings concerning the subject matter of this Agreement that are not contained in this document. Accordingly, the parties agree that no deviation from the terms hereof shall be predicated upon any prior representations or agreements, whether oral or written.

3.10 **Binding Effect.** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

3.11 **Assignment.** Neither this Agreement nor any interest herein may be assigned, transferred or encumbered by any party without the prior written consent of the other party. There shall be no partial assignments of this Agreement including, without limitation, the partial assignment of any right to receive payments from SBBC.

3.12 **Captions.** The captions, section designations, section numbers, article numbers, titles and headings appearing in this Agreement are inserted only as a matter of convenience, have no substantive meaning, and in no way define, limit, construe or describe the scope or intent of such articles or sections of this Agreement, nor in any way affect this Agreement and shall not be construed to create a conflict with the provisions of this Agreement.

3.13 **Severability.** In the event that any one or more of the sections, paragraphs, sentences, clauses or provisions contained in this Agreement is held by a court of competent jurisdiction to be invalid, illegal, unlawful, unenforceable or void in any respect, such shall not affect the remaining portions of this Agreement and the same shall remain in full force and effect as if such invalid, illegal, unlawful, unenforceable or void sections, paragraphs, sentences, clauses or provisions had never been included herein.

3.14 **Preparation of Agreement.** The parties acknowledge that they have sought and obtained whatever competent advice and counsel as was necessary for them to form a full and complete understanding of all rights and obligations herein and that the preparation of this Agreement has been their joint effort. The language agreed to herein expresses their mutual intent and the resulting document shall not, solely as a matter of judicial construction, be construed more severely against one of the parties than the other.

3.15 **Amendments.** No modification, amendment, or alteration in the terms or conditions contained herein shall be effective unless contained in a written document prepared with the same or similar formality as this Agreement and executed by each party hereto.

3.16 **Waiver.** The parties agree that each requirement, duty and obligation set forth herein is substantial and important to the formation of this Agreement and, therefore, is a material term hereof. Any party's failure to enforce any provision of this Agreement shall not be deemed a waiver of such provision or modification of this Agreement unless the waiver is in writing and signed by the party waiving such provision. A written waiver shall only be effective as to the specific instance for which it is obtained and shall not be deemed a continuing or future waiver.

3.17 **Force Majeure.** Neither party shall be obligated to perform any duty, requirement or obligation under this Agreement if such performance is prevented by fire, hurricane, earthquake, explosion, wars, sabotage, accident, flood, acts of God, strikes, or other labor disputes, riot or civil commotions, or by reason of any other matter or condition beyond the control of either party, and which cannot be overcome by reasonable diligence and without unusual expense ("Force Majeure"). In no event shall a lack of funds on the part of either party be deemed Force Majeure.

3.18 **Survival.** All representations and warranties made herein, indemnification obligations, obligations to reimburse SBBC, obligations to maintain and allow inspection and audit of records and property, obligations to maintain the confidentiality of records, reporting requirements, and obligations to return public funds shall survive the termination of this Agreement.

3.19 **Agreement Administration.** SBBC has delegated authority to the Superintendent of Schools or his/her designee to take any actions necessary to implement and administer this Agreement.

3.20 **Counterparts and Multiple Originals.** This Agreement may be executed in multiple originals, and may be executed in counterparts, each of which shall be deemed to be an original, but all of which, taken together, shall constitute one and the same Agreement.

3.21 **Authority.** Each person signing this Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Agreement.

**IN WITNESS WHEREOF**, the Parties hereto have made and executed this Agreement on the date first above written.

**THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW**

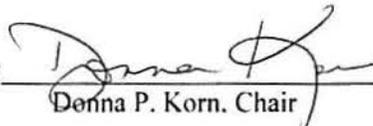
**FOR SBBC:**

(Corporate Seal)

THE SCHOOL BOARD OF BROWARD  
COUNTY, FLORIDA

ATTEST:

By

  
Donna P. Korn, Chair

  
Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:

Digitally signed by Kathelyn Jacques-  
Adams, Esq. - kathelyn.jacques-  
adams@gbrowardschools.com  
Reason: DKMarsh, Inc. dba  
Destination Knowledge  
Date: 2020.05.07 16:15:09 -04'00'

Office of the General Counsel

**[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE FOLLOWS]**

**FOR VENDOR:**

(Corporate Seal)

ATTEST:

**DKMARSH, INC. DBA DESTINATION KNOWLEDGE**

By [Signature]

Signature

Printed Name: KEISTINE MARSH

Title: President

\_\_\_\_\_, Secretary

-or-

[Signature]  
Witness CATALINA HALL

[Signature]  
Witness Natalya Korhemic

**The Following Notarization is Required for Every Agreement Without Regard to Whether the Party Chose to Use a Secretary's Attestation or Two (2) Witnesses.**

STATE OF Florida

COUNTY OF Manatee

The foregoing instrument was acknowledged before me by means of  physical presence or  online notarization, this 05/07/2020 (date) by Kristine Marsh, President (name of officer or agent, title of officer or agent) of DKMarsh Inc. (name of corporation acknowledging), a Florida (state or place of incorporation) corporation, on behalf of the corporation. He/she is  personally known to me (underline if applicable) or has produced Florida Driver License (type of identification) as identification and who  did/ did not first take an oath this 7 day of May, 2020.

My Commission Expires: 06/21/2021

[Signature]  
Signature - Notary Public

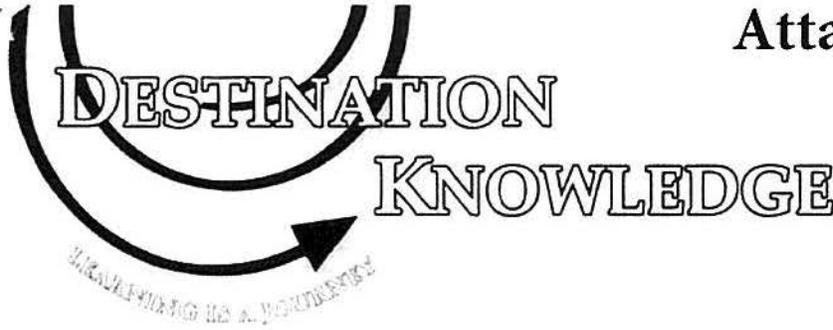
Christopher Steiner  
Printed Name of Notary

GG 117449  
Notary's Commission No.

(SEAL)



Christopher Steiner  
Notary Public  
State of Florida  
My Commission Expires 06/21/2021  
Commission No. GG 117449



# Attachment A

Company Address 8219 Snowy Egret PL  
 Bradenton, FL 34202  
 US

Created Date 9/18/2019  
 Quote Number 00001410

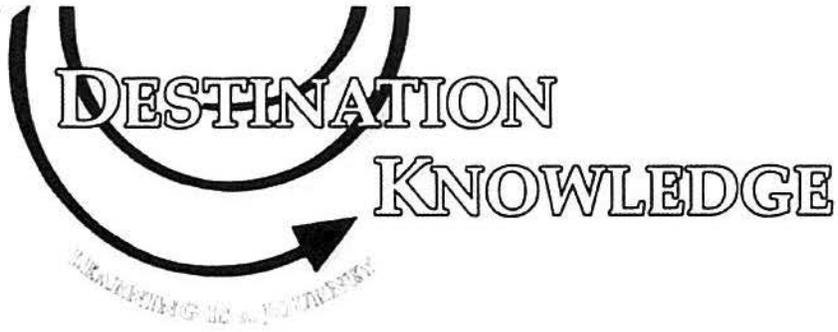
Prepared By Kristine Marsh  
 Phone (800) 889-4886  
 Email kmarsh@destinationknowledge.com  
 Fax 8663718422

Contact Name Theresa Spurlock  
 Phone (754) 321-3453  
 Email terryspurlock@browardschools.com

Bill To Name Broward County IDEA PSP

Ship To Name Broward County IDEA PSP

Quantity	Product Code	Product Description	Sales Price	Total Price
400.00	70156HA-UD-1Y	MindPlay Virtual Reading Coach, Annual Hosting Renewal for Ownership Licenses. Includes data storage and all product updates. Note: Renew on time each year to maintain your ownership license status.	\$821.76	\$328,704.00
100.00	70156UDT-1Y	MindPlay Understanding Dyslexia for Teachers, online course. Three hours ONLINE professional development for teachers. Describes and explains dyslexia; explains what happens in the reading brain; describes components of an appropriate evaluation; provides examples of effective accommodations and interventions; provides three hours of continuing education credit. Minimum 10. Annual Subscription. Licenses are not transferable.	\$514.26	\$51,426.00
100.00	70156BT-1Y	Mindplay Virtual Teacher Companion. Eight hour online course to teach teachers how to teach reading. Topics covered include phonological awareness, phonics, vocabulary, grammar for meaning, comprehension and fluency. Pre and Post Tests measure teacher gains in comprehension of skills taught. Annual Subscription. Minimum 10. Licenses are not transferable.	\$334.26	\$33,426.00
5.00	IDEAAMSRNWL	Ascend Math Departmental License for IDEA Proportionate Share. Small enrollment license. Annual Subscription. Grades covered include K-Algebra I & Geometry. Online access. Use from anywhere.	\$4,518.00	\$22,590.00
8.00	SYMDEPT	Symphony Math Dept License. Allows up to 50 students to use the program. Annual Subscription.	\$3,801.00	\$30,408.00
30.00	C9WMS	Middle School Class Set - Cloud9World Social Emotional Literacy Series. Each classroom receives teacher lesson plans, teacher book, and monthly thematic student books. Schools also receive monthly thematic posters, banners and pins. Eight traits included for 20 students. 6-8.	\$1,119.06	\$33,571.80
50.00	C9WCLASSCORE	Cloud9World Social Emotional Literacy Series. Choose 10 strengths from Elementary Core Selection. Receive Homeroom Teacher sets of elementary or early childhood leveled books and curriculum, pin per strength; lanyard per strength; poster per strength. One behavior banner for homeroom. For students: one sticker and strength card per strength. Online portal not included.	\$2,098.26	\$104,913.00
		StudyDog Early Reading Program. Annual Subscription. Departmental License for		



25.00 IDEASDDEPT      Proportionate Share. Up to 10 students may use the program at one school. Online.      \$2,098.26      \$52,456.50

Description	Please Note: By purchasing a three year contract, your district will save \$103,610.30.	Subtotal	\$657,495.30
		Total Price	\$657,495.30
	Pricing is based on established quantities. Please request a new quote should you choose to change the terms.	Shipping and Handling	\$6,300.00
		Grand Total	\$663,795.30