



Arline Siam

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Quote Creation Date: 05-20-2019

Quote Expiration Date: 09-30-2019

Quote Release: 2

MVWUSD_SIOP Training_YR4_K8

Price Quote Summary

Solution	Base Amount	Total
Rtl for English Learners	\$ 10,000.00	\$ 10,000.00
The SIOP® Model Professional	\$ 118,400.00	\$ 118,400.00
Solution Subtotal	\$ 128,400.00	\$ 128,400.00
	Shipping & Handling	\$ 0.00
	Total	\$ 128,400.00

Price Quote Detail

ISBN	Description	Price	Charged Qty	Total Charged
Rtl for English Learners				
Rtl for English Learners - Rtl for English Learners: Regional Institute				
0000000113132	SIOP®: RTI FOR ENGLISH LEARNERS 2-DAY	\$10,000.00	1	\$10,000.00
Rtl for English Learners - Rtl for English Learners: Regional Institute Subtotal				\$ 10,000.00
Rtl for English Learners Subtotal				\$ 10,000.00
The SIOP® Model Professional Development				
The SIOP® Model Professional Development - Advanced SIOP® Training for Administrators				
0000000114015	SIOP® INTER-RATER RELIABILITY USING VIDEO OBSERVATIONS 2-DAY *SEE PREREQUISITE	\$13,400.00	1	\$13,400.00
The SIOP® Model Professional Development - Advanced SIOP® Training for Administrators Subtotal				\$ 13,400.00

ISBN	Description	Price	Charged Qty	Total Charged
The SIOP® Model Professional Development - Advanced SIOP® Training for Teacher				
0000000119509	SHELTERED INSTRUCTIONAL OBSERVATIONAL PROTOCOL 2013 USING THE SHELTERED INSTRUCTION OBSERVATION PROTOCOL MODEL WITH NEWLY ARRIVED STUDENTS 1	\$5,000.00	1	\$5,000.00
The SIOP® Model Professional Development - Advanced SIOP® Training for Teacher Subtotal				\$ 5,000.00
Advanced SIOP® Training for Teacher - SIOP Component Enrichment: Face to Face				
0000000113003	SIOP® COMPONENT ENRICHMENT INTERACTION *SEE PREREQUISITE	\$5,000.00	16	\$80,000.00
0000000113004	SIOP® COMPONENT ENRICHMENT LESSON DELIVERY *SEE PREREQUISITE	\$5,000.00	3	\$15,000.00
0000000113005	SIOP: COMPONENT ENRICHMENT LESSON PREPARATION *SEE PREREQUISITE	\$5,000.00	1	\$5,000.00
Advanced SIOP® Training for Teacher - SIOP Component Enrichment: Face to Face Subtotal				\$ 100,000.00
The SIOP® Model Professional Development Subtotal				\$ 118,400.00
Solution Subtotal				\$ 128,400.00
Shipping and Handling				\$ 0.00
Total				\$ 128,400.00

Addendum

To place your order please submit a copy of this price quote with your Purchase Order, and include any other required documentation. You may send the order documents using an electronic form, fax or by mail. Please submit your PO and price via one of the following methods:

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Fax: 1-877-260-2530

Mail: Pearson Education, P.O. Box 6820, Chandler, AZ 85246

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Shipping & handling charges (where applicable) are shown on the quote. S&H rates quoted are for standard ground transportation and may not reflect account contracted rates. If expedited shipping is requested, actual charges may be higher. For orders picked up at the Pearson warehouse by the customer or a third party carrier contracted by the customer, a 2% handling charge will be applied to shippable items. The 2% charge will show up on the customer proposal and invoice as a S&H charge.

Taxes: All pricing in this quote is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for any such taxes or duties that may apply; if the customer is tax exempt, evidence of such tax exemption must be provided. Estimated tax may be provided solely for customer convenience. The amount indicated is only an estimate and is intended to be helpful for budgeting purposes. The actual amount of sales tax assessed at the time of invoicing may be more or less.

Platforms: Pearson reserves the right to change and/or update technology platforms, including possible edition updates to customers during the term of access . Customers will be notified of any change prior to the beginning of the new school year.

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Consumable Worktexts: Subsequent year consumable worktexts will ship each year on the order date of the original order for the duration of their license. Worktexts will ship to the location listed on the original order. Quantities for each grade level and title will remain consistent each year. Changes to quantities of titles previously ordered, shipping location changes, or any other changes to consumable worktext shipments must be made 4 weeks prior to the original order date. Changes should be made using the e-form: <https://www.k12pearson.com/worktext-subscription>.

Annual subscriptions for iLit and Successmaker: Products automatically renew on the anniversary date of the original purchase and will be invoiced accordingly, unless otherwise specified. If you wish to cancel, please let us know in writing prior to the date of renewal by emailing k12customerservice@pearson.com .

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MyPearson Training which provides online access to on-demand tutorials and interactive webinar sessions is included with purchase of products. <https://mypearsontraining.com/>

Menu of Services for MVWSD - ES

Training with ISBN	Description	Consultant	Grade level	Dates	Time (6 hours)
CE Lesson Preparation ISBN113005	<p>Each one-day Component Enrichment session helps educators deepen their understanding of the features of each component of the SIOP® Model. The sessions include a review of the research base for the component as well as lesson planning time to allow teachers to work together, jointly writing SIOP® lessons under the supervision of the SIOP® Consultant. In addition, group discussion and activities emphasize ways to effectively implement the features of each component.</p> <p><u>Outcomes</u> By the end of the program, participants will be able to:</p> <ul style="list-style-type: none"> • Deepen their understanding of the features of Lesson Preparation (<i>focusing on content and language objectives</i>). • Learn how to create effective lessons that incorporate those features. 	Kendra Moreno	ES	August 15	8:00 - 3:30
CE Lesson Delivery with PreK-K ISBN113004	<p>Each one-day Component Enrichment session helps educators deepen their understanding of the features of each component of the SIOP® Model. The sessions include a review of the research base for the component as well as lesson planning time to allow teachers to work together, jointly writing SIOP® lessons under the supervision of the SIOP® Consultant. In addition, group discussion and activities emphasize ways to effectively implement the features of each component.</p> <p><u>Outcomes</u> By the end of the program, participants will be able to:</p> <ul style="list-style-type: none"> • Deepen their understanding of the features of the Strategies & Interaction components of the SIOP® Model (<i>Grade level specific PreK-K</i>). • Learn how to create effective lessons that incorporate those features. 	Julie Lay	TK-K	August 15	8:00 - 3:30
CE Lesson Delivery ISBN113004	<p>Each one-day Component Enrichment session helps educators deepen their understanding of the features of each component of the SIOP® Model. The sessions include a review of the research base for the component as well as lesson planning time to allow teachers to work together, jointly writing SIOP® lessons under the supervision of the SIOP® Consultant. In addition, group discussion and activities emphasize ways to effectively implement the features of each component.</p> <p><u>Outcomes</u> By the end of the program, participants will be able to:</p> <ul style="list-style-type: none"> • Deepen their understanding of the features of the Lesson Delivery component of the SIOP® Model (<i>Grade level specific K-2</i>). • Learn how to create effective lessons that incorporate those features. 	Sue Hurt	K-2	August 15	8:00 - 3:30
CE Lesson Delivery ISBN113004	<p>Each one-day Component Enrichment session helps educators deepen their understanding of the features of each component of the SIOP® Model. The sessions include a review of the research base for the component as well as lesson planning time to allow teachers to work together, jointly writing SIOP® lessons under the supervision of the SIOP® Consultant. In addition, group discussion and activities emphasize ways to effectively implement the features of each component.</p> <p><u>Outcomes</u> By the end of the program, participants will be able to:</p> <ul style="list-style-type: none"> • Deepen their understanding of the features of the Strategies component of the SIOP® Model (<i>Grade level specific 3-5</i>). • Learn how to create effective lessons that incorporate those features. 	Leigh Anne Scherer	3-5	August 15	8:00 - 3:30

Menu of Services for MVWSD - ES

<p>RTI for English Learners ISBN113132</p>	<p>Delve into the Response to Intervention (RTI) process using a multi-tiered system of support to help English learners (ELs)—and all students—become successful learners. This two day workshop, developed with the authors of <i>Response to Intervention (RTI) and English Learners: Using the SIOP® Model (2nd Edition)</i>, Jana Echevarria, Catherine Richards-Tutor, and MaryEllen Vogt, provides participants with an in-depth understanding of specific considerations for ELs while identifying appropriate research-based interventions. Participants receive the text, <i>Response to Intervention (RTI) and English Learners: Using the SIOP® Model (2nd Edition)</i> along with a participant workbook.</p> <p><u>Outcomes</u> By the end of the workshop, participants will be able to: Define RTI and its role in the education of ELs. Identify challenges of effective progress monitoring for ELs. Explain how the SIOP® _Model supports Tier I instruction for ELs, along with all students. Identify specific literacy development issues for ELs. Compare and contrast effective Tier II and Tier III assessments and interventions for ELs. Generate ideas for overcoming barriers and implementing an effective RTI process.</p>	<p>Cindy Martin</p>	<p>K-5</p>	<p>August 15 (Day 1) January 6, 2020 (Day 2)</p>	<p>8:30 - 3:30 One hour lunch</p>
<p>Using the SIOP Model with Newly Arrived Students ISBN119509</p>	<p>Discover how the SIOP Model instruction can be implemented in classrooms with newcomers. This workshop is designed for teachers already familiar with the SIOP Model's components and features.</p> <p><u>Outcomes</u> Plan SIOP lessons for students with low literacy skills and newcomer level language skills. Incorporate basic literacy instruction in lessons. Determine appropriate scaffolds for making content comprehensible to these newcomers. Establish a classroom community to support students' acculturation to US classrooms and schools. Plan activities that foster second language acquisition.</p>	<p>Francheska Figueroa</p>	<p>K-5</p>	<p>August 15</p>	<p>8:00 - 3:30</p>

Menu of Services for MVWSD - MS

Training with ISBN	Description	Consultant	Grade level	Dates	Time (6 hours)
IRR for Administrators	<p>Purpose of Inter-Rater Reliability (IRR)</p> <p>Calibrate individual observers with facilitator to ensure that you are able to distinguish between 0-1-2-3-4 on the SIOP rating scale, shared understanding of what the SIOP features “look like” in practice that will lead to a valid and reliable observation.</p> <p><u>Outcomes</u> Familiarize yourselves with the SIOP Protocol observation process. Apply understanding of the SIOP Protocol to observe and rate 4 classrooms. Share your ratings on the SIOP Protocol and resolve disagreements through discussion.</p>	Alicia Richmond	Admin. Coaches	August 13 & 14 Or August 14 & 15	8:00 - 3:30
CE Lesson Delivery ISBN113004	<p>Each one-day Component Enrichment session helps educators deepen their understanding of the features of each component of the SIOP® Model. The sessions include a review of the research base for the component as well as lesson planning time to allow teachers to work together, jointly writing SIOP® lessons under the supervision of the SIOP® Consultant. In addition, group discussion and activities emphasize ways to effectively implement the features of each component.</p> <p><u>Outcomes</u> By the end of the program, participants will be able to:</p> <ul style="list-style-type: none"> • Deepen their understanding of the features of the Strategies component of the SIOP® Model (<i>Content specific for each cohort, i.e., Math/Science, ELA, Social Studies, and Electives/PE</i>). • Learn how to create effective lessons that incorporate those features. 	Sue Hurt F.Figueroa Dr. Scherer S. Sinclair Frank Blanco Cindy Martin K. Moreno Julie Lay	2 ELA Math/Science 2 SS 2 Electives/PE	August 13	8:00 - 3:30
Consultative Services	<p>Consultative services offer a flexible model for schools that want to address particular instructional needs. During the course of a school day, an experienced Pearson Consultant provides expertise and support to teachers, coaches, and/or leaders.</p> <p><u>Outcomes</u> Participants will observe a consultant modeling how to deliver a lesson focusing on the features of Strategies and Interaction. Consultant will lesson plan with teachers throughout the day and offer any other consultative services needed.</p>	Sue Hurt F.Figueroa Dr. Scherer S. Sinclair Frank Blanco Cindy Martin K. Moreno Julie Lay	2 ELA Math/Science 2 SS 2 Electives/PE	August 14	8:00 - 3:30