



PILOT AGREEMENT & QUOTE SUMMARY FOR

Linn-Mar Cmty School District

Marion, IA

Karla Ries

(319) 447-3000

Quote # 00019295

Issued on April 24, 2020

Expires on July 21, 2020

PREPARED BY

Kathy McAlone

Sales Consultant - Reading

(800) 248-2568

kathy.mcalone@zaner-bloser.com

THE MATERIALS ON THIS FORM HAVE NOT BEEN ORDERED.

To place your order, complete the Order Information page and scan/email it with this quote to our Customer Experience department at CustomerExperience@zaner-bloser.com. If you have questions, please call our Customer Experience department at 800.421.3018.

May 14, 2020

Linn-Mar Cmty School District • Marion, IA

Dear Mrs. Ries,

We're excited that you're interested in piloting *The Superkids Reading Program*! I'm your sales consultant and point of contact for any questions you might have. Zaner-Bloser is dedicated to improving literacy outcomes for students. Thank you for allowing us to partner with you to assist you with the materials, instruction, and professional support to make this goal a reality for your teachers and students!

This letter provides more information about what's involved in piloting. To get your pilot started, please sign the agreement and complete all order information (delivery instructions, digital administrator name and email, etc.) on the order information page. When finished, scan and email all forms to CustomerExperience@zaner-bloser.com.

BENEFITS AND REQUIREMENTS

For your pilot, you will receive all materials necessary to ensure full implementation of *The Superkids Reading Program* in the following grades at a cost of **\$25,280.36** for the 2020–2021 school year:

- **Four Kindergarten classrooms**
- **Four Grade 1 classrooms**
- **Five Grade 2 classrooms**

Payment will be due 30 days from the date of shipment. At no charge, we'll provide training and coaching support to teachers during the pilot process. If the number of students or classrooms in your pilot changes, the cost to your school will be adjusted proportionately.

We ask that you agree to a few things in return. By signing this letter, you agree to the following:

- Your participating teachers will make a good faith effort to implement *The Superkids Reading Program* according to the guidelines provided by Zaner-Bloser.
- The pilot teachers agree to teach *The Superkids Reading Program* with fidelity as laid out in the Teacher's Guides and explained in the training guidelines.
- Pilot teachers, reading teachers, and the school administrator in charge of monitoring the pilot for success agree to take part in implementation training.
- Pilot teachers, reading teachers, and the designated school administrator agree to take part in debriefing sessions that follow the in-class, 1:1 coaching support visit that each pilot teacher will receive.
- Pilot teachers may be asked to participate in a survey near the end of the school year, so that we can know their thoughts about the program.
- You will consider sharing any assessment data you normally collect from students in pilot classrooms with us, so that we can measure the effect of the program. Zaner-Bloser agrees to keep all such data strictly confidential, as described below.
- If you choose to continue using *The Superkids Reading Program*, the remaining cost of the program materials used during the pilot will be paid within 90 days of the end of the pilot.

- If you choose not to continue using *The Superkids Reading Program*, all non-consumable complimentary program materials will be ready for pick up at most 90 days after the end of the pilot. If the materials are not ready by this agreed upon date, you agree to pay for shipping of the materials to Zaner-Bloser, Returns Department, 10650 Toebben Dr, Independence, KY 41051.

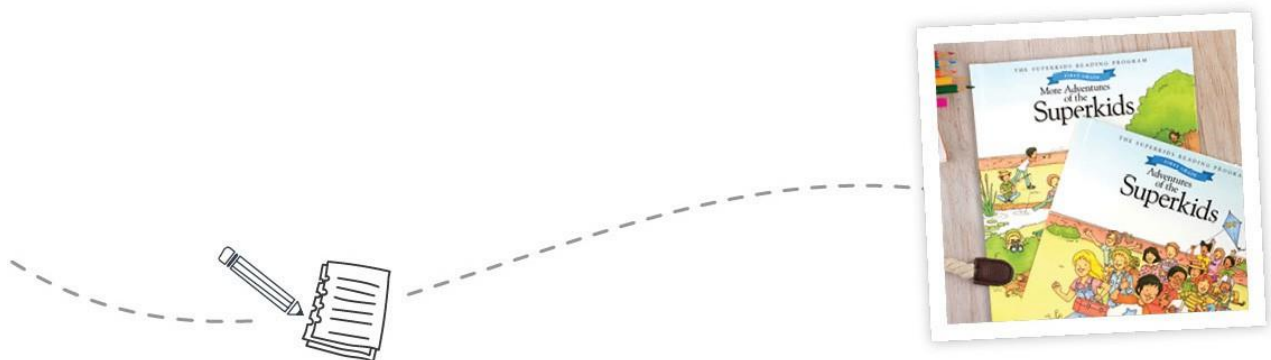
The enclosed quote includes an Order Information page, which should be filled out completely and returned with your order. **If information is missing on this page, processing your order may be delayed.** Be sure to fill out parts A, B, and C of the Digital Product Information section if online access is included with your order.

We look forward to supporting your teachers through a successful pilot and hope you'll consider *The Superkids Reading Program* for adoption. We will do everything we can to make this a great experience for everyone.

Thank you,
Kathy McAlone
Sales Consultant - Reading

CONFIDENTIALITY STATEMENT

All information collected by Zaner-Bloser as part of pilot and research projects is strictly confidential and shared only with staff on a need-to-know basis for their research and product development responsibilities. The data may also be shared with an external research organization of Zaner-Bloser's choice, which will also be required to pledge confidentiality. Zaner-Bloser does not publish individual student data. Zaner-Bloser may publish reports based on aggregated student data but will not publish such data in ways that allow individual students to be identified. Zaner-Bloser periodically publishes school and teacher names, but only with prior consent.



2020–2021 PILOT AGREEMENT

On behalf of Linn-Mar Cmty School District, I have read and understand the pilot terms outlined in this letter. I agree to ensure that Linn-Mar Cmty School District makes a good faith effort to implement *The Superkids Reading Program* in pilot classrooms according to Zaner-Bloser’s guidelines and provide the information specified above. I agree to return all non-consumable complimentary materials if Linn-Mar Cmty School District decides not to continue using *The Superkids Reading Program*. I also agree that Linn-Mar Cmty School District will make payment as outlined above.

Signature _____
Date

Printed Name _____
Title

Does Linn-Mar Cmty School District test in Kindergarten through Grade 2? If so, which test(s) do you use?

No

Yes, we use _____ in _____
Test Name(s) Grade(s)

Who is the primary contact for *The Superkids Reading Program* pilot correspondence?

Printed Name _____
Title _____
Email