



Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

Instructure, Inc. (Vendor Name) hereby provides notice of the following update to Learning Management System Contract Title
Contract number: R201402 for System on this date May 26, 2023

Instructions: Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

Authorized Distributors/Dealers
____ Addition
____ Deletion
____ Supporting Documentation

Price Update
____ Supporting Documentation

Products/Services
 New Addition
____ Update Only
____ Supporting Documentation

Discontinued Products/Services
____ Supporting Documentation

States/Territories
____ Supporting Documentation

Other _____
____ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary).

DocuSigned by:

Submitted By: _____
CE748139A5954A3...
Title: Director, Deal Desk & Pricing
(800) 203-6755

Approved Date 5/31/2023 | 12:23 PM CDT
 Denied Date _____

Contact Number: _____
Email Address: Jeff.Ebert@instructure.com

Region 4 ESC: _____
DocuSigned by:

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LearnPlatform

LearnPlatform Overview

LearnPlatform by Instructure is the only edtech effectiveness system available to state and local education agencies. The LearnPlatform system helps K12 education agencies efficiently inventory and manage edtech expenditures for digital subscriptions and technology (edtech) being used by their teachers and students, engage in research work with their providers to report evidence of effectiveness that complies with the Every Student Succeeds Act (ESSA), and demonstrate academic return on investment (ROI). Districts and states using LearnPlatform are better equipped to improve student outcomes, equity, teacher retention, and ROI, while ensuring the data privacy and security of their edtech environments.

LearnPlatform is a research-driven edtech management and rapid-cycle evaluation system used by over 400 districts and states serving over 9 million students to improve outcomes while saving time and money. Business process automation and data-rich services equip school districts to organize, streamline, and analyze edtech implementation for improved instructional, operational, and budgetary decision making. Each component of LearnPlatform is based on or built through rigorous research and development. The LearnPlatform by Instructure team developed, piloted, and implemented LearnPlatform with a diverse and representative sample of educators from across the country, and constantly engages stakeholders to continuously improve the most advanced edtech effectiveness system to support technological, instructional, operational, and budgetary goals.

Historically, the evidence that can be rapidly generated via LearnPlatform required general inventory surveys to be sent out to teachers, costly multi-year traditional evaluations, and manual processes that may not be aligned with ESSA, SEER, or other research standards. Understandably, K-12 organizations have been deterred from taking these time-consuming and cost-prohibitive routes. In an effort to modernize, many K-12 organizations make decisions based on limited usage data (such as a subset of login counts), historical purchases, or anecdotes and generalities. Although usage data is a great starting point to generating evidence, it is not sufficient to demonstrate academic ROI as it does not take into account student outcomes, qualitative context on product implementation, and qualitative context on classroom use. As a result, ineffective edtech tools remain in use, sometimes for many years.

LearnPlatform supports K-12 organizations and deepens understanding of the importance of more comprehensive evidence than usage data alone. Features within the platform empower districts with

an edtech effectiveness system designed to build this comprehensive evidence base and demonstrate academic ROI. The availability of more comprehensive evidence modernizes K-12 organizations' evidence-based approach to decision making centered around student outcomes and ESSA aligned standards. The LearnPlatform by Instructure team continuously works to support this much needed shift with our state and local partners.

LearnPlatform Features

Feature	Description
Centralized edtech library	LearnPlatform provides a teacher facing edtech library of digital resources including product details, custom approval and privacy statuses, custom searchable and filterable tags, resources, and SSO launch link.
Administrator management library	Centralized source of truth for administrators to replace difficult to manage spreadsheets. Administrator digital resource management library can help manage internal and/or external facing tags and resources, processes related to edtech vetting and contract renewal, and controls to determine what data should be made available to which audiences.
Parent/community library	Embeddable, mobile-friendly, no login parent and community library of digital resources including product details, custom approval and privacy statuses, custom tags, resources, and SSO launch link.
Privacy insights	In library privacy insights from third-party trusted partners and peer organizations including Project Unicorn, the Future of Privacy Forum, 1EdTech Trusted Apps, Common Sense Educations, and the Student Data Privacy Consortium. Centralized privacy policies and terms of service from edtech providers.

Feature	Description
Standardized teacher feedback	Aggregation of structured, actionable educator feedback on edtech tools, including context of use and implementation, via a research-backed grading form and rubric.
Edtech product comparison	Side by side comparison of standardized edtech product feedback including context of use and implementation details provided by educators to support decision-making.
Teacher request workflow	In library request feature that enables teachers to request new edtech tools in their district. The teacher request workflow includes customizable request forms, a reviewer process for consideration of new tools, and an automated communication back to the original requester once a decision is made.
Cost and contract management	LearnPlatform enables district administrators to centrally manage and store cost and contract information in an admin-only view. Features include customizable contract expiration notifications and other date-based triggers.
Resource management and sharing	Administrators can curate LearnPlatform as their central source of truth by centrally manage all resources related to their edtech tools and indicate whether each resource should be visible to administrators, teachers and/or parents.
Provider application workflow	LearnPlatform supports district communication with product providers by allowing them to create or upload applications (data privacy agreements, contracts, etc.) and exchange them with edtech providers in platform. An automated workflow is set up for each application to ensure applications are sent to the appropriate reviewers and decisions are made accordingly.

Feature	Description
Automated workflows	LearnPlatform equips districts with the ability to automate workflows related to both edtech vetting and contract management, bringing key decision-makers together seamlessly.
Privacy vetting	In addition to the teacher request workflow, provider application workflows, and centralized third party insights, LearnPlatform also allows districts to build a privacy vetting checklist and monitor progress of where an edtech tool is in the process using custom filters.
Structured pilots	LearnPlatform enables administrators to manage teacher feedback collection for piloted edtech products in minutes and automatically produces an aggregated feedback report to support decision-making.
Usage inventory of edtech tools	The LearnPlatform Inventory Dashboard enables K-12 education agencies to discover edtech trends and the scope of the edtech tools their students and teachers use, bring unapproved or unmanaged edtech to light, and uncover potential savings or unrealized value from underutilized licenses.
Research-driven rapid-cycle evaluation	LearnPlatform rapid-cycle evaluation (RCE) is a formative decision-making process that allows administrators to examine what works in their local contexts using real-world data and a cyclical research design conducted within a condensed time frame. The RCE process involves: Developing or refining a research question. Identifying and preparing existing data for analysis. Analyzing data and reporting results. Looking for success points (i.e., subgroups where the edtech product has a positive impact). Deciding on implementation changes based on a review of success points.

Feature	Description
Usage, fidelity, outcomes, cost analysis and reporting to determine Academic ROI	LearnPlatform supports districts in building comprehensive, ESSA-aligned evidence with usage, fidelity, outcomes and cost analyses using the rapid-cycle evaluation process. These reports enable districts in uncovering underutilization of licenses and adjusting/reallocating funds to the most effective tools for their students, identifying needs for teacher support or training to ensure they are getting the most value from their edtech investments, and identifying gaps in usage and outcomes across identified student groups and taking action/monitoring impact of program changes over time.
Alignment with ESSA standards	LearnPlatform is the only edtech effectiveness system that supports K-12 education agencies in generating the data and information they need to meet ESSA evidence requirements and other reporting requirements.

LearnPlatform Subscription

Active Subscriptions

Product Description	Student or Local Education Agency (LEA) Count	Amount/User
LearnPlatform EdTech Effectiveness Solution	Any student count	\$4.32/student*
LearnPlatform EdTech Essentials	Any student count	\$2.84/student*

District Pro to Edtech Essentials Expansion (Expansion Only)	Any student count	\$1.80/student
District Pro to Edtech Effectiveness Solution Expansion (Expansion Only)	Any student count	\$2.70/student
Organize & Communicate to Edtech Essentials Expansion (Expansion Only)	Any student count	\$0.90/student
Organize & Communicate to Edtech Effectiveness Solution Expansion (Expansion Only)	Any student count	\$1.80/student
Two or More Packages to Edtech Effectiveness Solution Expansion (Expansion Only)	Any student count	\$0.90/student
LearnPlatform EdTech Effectiveness Clearinghouse	100,000 - 1,000,000 students	(\$100,000 + \$0.20/student) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse	>1,000,000 students - 2,500,000 students	(\$150,000 + \$0.17/student) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse	>2,500,000 students	(\$200,000 + \$0.15/student) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse Lite		(\$20,000 + \$75/LEA) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse Lite	100 - 500 LEAs	(\$35,000 + \$50/LEA) - 10%

LearnPlatform EdTech Effectiveness Clearinghouse Lite	>500 LEAs	(\$50,000 + \$25/LEA) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse with Analyze & Improve		(\$75,000 + \$0.25/student) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse with Analyze & Improve	100,000 - 1,000,000 students	(\$150,000 + \$0.25/student) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse with Analyze & Improve	>1,000,000 - 2,500,000 students	(\$250,000 + \$0.23/student) - 10%
LearnPlatform EdTech Effectiveness Clearinghouse with Analyze & Improve	>2,500,000 students	(\$350,000 + \$0.22/student) - 10%

**\$6,995 minimum subscription fee*

LearnPlatform Services

Product	Description	Amount
Getting Started with LearnPlatform (Required for New Sales)*	Our expert team will ensure a seamless onboarding and implementation process by providing the setup, configuration, product training, process and data consultation focused on your districts edtech discovery, vetting and management processes. REQUIRED for all new subscriptions.	\$4,945.50
Rapid-cycle Evaluation Additional Solution Support*	For EdTech Effectiveness Solution customers only. Additional product evaluations to be included in their subscription. Can be purchased as a single product add-on or pack of three.	\$3,600/solution or \$9,000/three solutions
EdTech Effectiveness Fellows*	For EdTech Effectiveness Solution customers only. A project-based professional learning and certification program to learn the concepts, methods and tools of rapid-cycle evaluation, and put them to practical use in their district. Fellows learn the foundational theory of RCE, design a valid study, collect data, conduct analyses, and interpret and apply results. Recommended prerequisite: LearnPlatform onboarding.	\$2,250/seat
EdTech Effectiveness Audit	Offers district leaders actionable ways to improve their edtech's effectiveness, find potential cost savings, improve data safety measures and enhance equity and provides their team a foundational understanding of their edtech ecosystem. The audit takes approximately 90 days, and includes a map of the district's edtech	\$1/student**

Product	Description	Amount
	landscape, a targeted analysis on up to three products and a benchmark of current edtech effectiveness.	
Equity and Privacy Compliance Review (Audit Add-on)	An optional add-on for EEA-2101 that offers a base level analysis of edtech engagement across demographics, a benchmarking report compared to other U.S. districts, and an analysis of current data privacy processes and documentation.	\$4,500
EdTech Effectiveness Clearinghouse Services Basic Package*	For state or regional agencies looking to build their state or region wide digital product library and optimize privacy and compliance processes. This helps optimize use of the state or region wide Inventory Dashboards. Includes project planning, consultation session, configuration of product library and contract details, customized state-branded landing page, documented processes and recommendations, and communication templates.	15% of subscription amount
EdTech Effectiveness Clearinghouse Services: Additional Professional Learning Sessions*	Additional Professional Learning Sessions - Introduction to Rapid Cycle Evaluations or Applying Research for Impact	\$1,125/session

**Requires subscription purchase*

***\$10,000 minimum*