



PRICE AGREEMENT NO. 00004
AMENDMENT NO.

BERNALILLO PUBLIC SCHOOLS
560 SOUTH CAMINO DEL PUEBLO
BERNALILLO, NEW MEXICO 87004
PHONE (505) 404-5750

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ObserverTab, LLC
PO Box 10
Bronxville, NY 10708

SHIP TO

Bernalillo Public Schools
560 S. Camino del Pueblo
Bernalillo, NM 87004

ATTENTION
OF

See Purchase Order

The Procurement Code, Sections 13-1-28 through 13-1-109 NMSA 1978, imposes civil and criminal penalties for its violation.
In addition, the New Mexico Criminal statutes impose felony penalties for illegal bribes, gratuities and kickbacks.

**PLEASE SHOW PRICE AGREEMENT NUMBER ON ALL INVOICES, SHIPPING PAPERS, PACKAGES,
CORRESPONDENCE, ETC.**

ITEMS, TERMS, & CONDITIONS

PRICE AGREEMENT

Professional Development

Contract Term: April 18, 2019 - April 17, 2023

Per terms and conditions of: RFP #2019-069-003

Board Approved: 04/17/2019

Pricing Attached

SERVICES AND/OR GOODS TO BE PROVIDED: The Contractor shall provide the good(s) and/or service(s), as defined in this agreement, on an "as ordered" basis. This is not an order and no funds are obligated under this Pricing Agreement. Funds are obligated by approved purchase orders on an "as needed" basis. Contractor shall receive separate individual Purchase Orders for each individual requests.

MINIMUM AMOUNT: Bernalillo Public Schools does not guarantee a minimum amount of purchases in conjunction with this pricing agreement.

QUOTES AND PAYMENT: The Contractor shall include the BPS Pricing Agreement Number on each quote and reflect the price as awarded. The invoice submitted for payment shall match the quote and shall note the purchase order number.

PRICING ESCALATION: Price escalation will be considered only at yearly observance of award and only upon receipt of written request from contractor stating reason for escalation and the amount being requested. Justifying documentation must accompany price escalation request.

TERMS & CONDITIONS: BPS Purchase Order terms and conditions as well as terms and conditions stated in the BID/RFP document apply to this pricing agreement.

Amendments: This Pricing Agreement shall not be altered, changed, or amended except by written agreement signed by both parties.

Reason for Amendment:

Contact: Gary Forlini

Phone: 914/771-4111

Email: gary@observertab.com

CHIEF PROCUREMENT OFFICER SIGNATURE

Kristen Woods-Morales 4-29-19
Date

VENDOR AUTHORIZED SIGNATURE

Gary Forlini 4-29-19
for ObserverTab LLC Date

COST FORM

OFFEROR: OBSERVETAB, LLC

DATE: March 20, 2019

Category	Topic and Description	Length of PD Will vary dependent on number of teachers and severity of need	Cost: \$2600 per day flat rate – includes consulting fee and travel expenses
C: Teacher Classroom Skills	The Big 8 – Starting the Year with Habits, Expectations and Procedures <ul style="list-style-type: none"> Student Habits – Identification and teaching of student habits, expectations and procedures. Teacher Habits - Cueing, Proximity, Attention Prompts, Time Limits, Signals, Voice 	1 day	\$2600.00
G: School Improvement C: Teacher Classroom Skills A: Principal Evaluation Tools F: Coaching	Diagnosis: Classroom Management and Active Student Engagement <ul style="list-style-type: none"> Faculty Meeting introducing the Big 8 (Expectations, Cueing, Proximity, Attention Prompts, Time Limits, Signals, Voice and Tasking – active student engagement) and facilitating teacher goal setting and the schedule for the day. Big 8 Drop-In in every teacher's class with administrator (inter-rater reliability) Develop a differentiated PD plan 	1-2 days	\$2600-\$5200
C: Teacher Classroom Skills	Tough Kids: Teacher Professional Development <ul style="list-style-type: none"> What makes "tough kids" tough? Strategies for working with "tough kids" Strategies for working with the parents of "tough kids" Plan development for 2-3 students 	2-3 days	\$5200-\$7800

C: Teacher Classroom Skills A: Principal Evaluation Tools F. Coaching	Explicit Instruction: Developing an Explicit Lesson – Professional Development and Facilitation of Lesson Planning Elements: <ul style="list-style-type: none"> Objective, Learning Target and Success Criteria. Setting the Stage (Clarify what students will learn. Motivate them to want to learn). Telling and Modeling (Explain the new concepts and skills. Think aloud). Guided Practice (Student to student practice). Independent Practice (Students doing the task alone). Assessment (How do I know who is ready for independent practice? What will I do for students who need additional practice?) 	2-3 days	\$5200-\$7800
	Observations and Coaching Debriefing Sessions <ul style="list-style-type: none"> Provide ongoing individual coaching and debriefing sessions 	5-10 days	\$13,000-\$26,000
C: Teacher Classroom Skills A: Principal Evaluation Tools F: Coaching	Active Student Engagement: Student to Teacher and Student to Student <ul style="list-style-type: none"> What is the difference between focused (compliance) and active engagement (students responding - interacting with knowledge and skills to increase learning). Planning strategies for student to teacher and student to student engagement. Observe core teachers with building administrator(s) during whole group and/or small group instruction using the Questioning During Instruction Tool and the Drop-In Tool Debrief with Grade Levels/Department teachers using their individual data – set specific time-lined goals 	1-2 days	\$2600-\$7800
		3-5 days	\$7800-\$13,000
C: Teacher Classroom Skills F. Coaching	Small Group –Guided Reading with Factual Text <ul style="list-style-type: none"> PD and Demo Lessons – Small Group Instruction - what are the kids in the teacher group actually doing and learning? Are students being taught to not only read but to utilize factual text to find information in an efficient way. Demo Lessons for teachers – Factual Text and Tasking (small group instruction) Observations and debriefing sessions with teachers 	1-2 days	\$2600-\$5200
		2-4 days	\$5200-\$10400
C: Teacher Classroom Skills F. Coaching	Flexible Grouping: <ul style="list-style-type: none"> Teacher PD - Work Board – a structure for flexible grouping of students to work in differentiated individual or group learning activities without teacher intervention. Real time coaching to observe small group activities and evaluate while they are occurring 	1 day	\$2600
		2-3 days	\$5200-\$7800

C: Teacher Classroom Skills	Professional Development - Depth of Knowledge <ul style="list-style-type: none"> Teacher Lesson planning and questioning strategies for each DOK Level Utilizing group work and partner sharing for strategic and extended thinking. DOK Diagnosis: <ul style="list-style-type: none"> DOK Observation in every core teacher's class with building administrator(s) Grade Level/Dept Debriefings, PD and Goal Setting Ongoing Individual observations and debriefing 	2 days	\$5200
A: Principal Evaluation Tools		2-4 days	\$5200 - \$10400
F: Coaching			
C: Teacher Classroom Skills	Writing Process: <ul style="list-style-type: none"> Teacher Professional Development/Demo Lessons on the Writing Process and Types of Writing (Informational, Opinion/Argument, Narrative) Individual Teacher observations and debriefing sessions on the writing process 	2 days	\$5200
A: Principal Evaluation Tools		2-4 days	\$5200 - \$10400
F: Coaching			
C: Teacher Classroom Skills	Guided Writing: Teacher Professional Development and Demo Lessons <ul style="list-style-type: none"> Differentiated structures for small group writing (narrative, opinion/argument and informative/expository) Individual Teacher observations and debriefing sessions on the writing process 	2 days	\$5200
F: Coaching		2-4 days	\$5200 - \$10400
B: ELL	High Yield Strategies for English Language Learners <ul style="list-style-type: none"> Teachers will understand the five stages of language acquisition Teacher will learn the 5 Principles of Instruction for English Language Learners Teachers will develop learning plans within the 5 principles. Observations and Debriefing Sessions 	1 day	\$2600
F: Coaching		2-3 days	\$5200-\$7800
C: Teacher Classroom Skills	Text Complexity (CCSS Standard 10) <ul style="list-style-type: none"> Teachers will learn to assess text complexity: qualitative, quantitative and reader/task. Teachers will learn the strategies to increase rigor in their daily ELA work with students. 	2 days	\$5200

D: Data Driven Decision Making E: PLC H: Curriculum Development	Unwrapping Standards - Core Curriculum - Data Driven Decision Making Teachers working in collaborative teams by grade level, department, course... <ul style="list-style-type: none"> Identify and Prioritize Essential Standards. Unwrap Standards - determine skills/concepts Determine Objectives for each Standard Differentiate Standards for Learner Levels. Craft Student Friendly Learning Targets and Success Criteria Develop Pre/Post and Common Formative Assessments. Correlate prioritized standards to texts Develop unit and lesson plans 	5-10 days	\$13,000-\$26,000
	Teachers working in collaborative teams <ul style="list-style-type: none"> Display and analysis of pre- and post-common formative assessment data Use patterns in data to organize tier one differentiated instruction and provide reteaching and enrichment 	5-10 days	\$13,000-\$26,000
H: Curriculum Development C: Teacher Classroom Skills	Differentiation Strategies: Teacher Professional Development/Facilitation <ul style="list-style-type: none"> Planning for differentiation within the core: content, process and product Differentiation while in the action of teaching: time and groupings 	2 days	\$5200
C: Teacher Classroom Skills	Test Prep: Professional Development for Teachers: <ul style="list-style-type: none"> High Stakes Test Vocab: Teaching students DOK vocabulary and core vocabulary. Teaching students to analyze writing prompts and math word problems. Teaching students to analyze comprehension questions. Teaching students the link between effort and achievement Developing test prep plans for individual students 	1 day	\$2600
C: Teacher Classroom Skills F: Coaching	Close Reading: Teachers will learn the 5-day process for Close Reading. <ul style="list-style-type: none"> understand what close reading is experience a five-day close reading lesson using grade level text understand each step of the five-day process write text dependent questions create their own five-day close reading lesson plan using given text passages. Observations and Debriefing Sessions 	1 day 2-4 days	\$2600 \$5200-\$10400

C: Teacher Classroom Skills	Solving Math Word Problems Using Close Reading Strategies <ul style="list-style-type: none"> Teachers will learn to use the 5-day plan process to teach students to solve word problems. 	1 day	\$2600
F: Coaching	<ul style="list-style-type: none"> Observations and Debriefing Sessions 	2-4 days	\$5200-\$10400
C: Teacher Classroom Skills	Mind Set: Linking Effort and Achievement <ul style="list-style-type: none"> Teachers will learn a strategy to teach students to link effort and achievement. Teachers will also develop student tracking charts and develop coaching questions. 	1 day	\$2600
D: Data Analysis	Assessment: Tracking Students' (Real-Time) Growth Do you have students that are making a LOT of growth - but it still may not show up on high stakes tests?? Do you have teachers who aren't sure how to help a struggling student meet core benchmark? <ul style="list-style-type: none"> Teachers will learn to develop anecdotal checklists from core standards to differentiate standards and build the steps to core benchmark. Ongoing data meetings 	1 day 4 days	\$2600 \$10400
D: Data Analysis	Student Data Binders <ul style="list-style-type: none"> Participants will determine the data they want their students to collect. Participants will examine and determine tools for student data collection. Participants will learn and practice a student coaching conversation. 	1 day	\$2600
A: Principal Evaluation	Administrators will learn to: <ul style="list-style-type: none"> diagnose a classroom issue and prescribe prescriptive solutions and observations do drop-ins for classroom management and active engagement develop data-based plans for struggling teachers ongoing (on-site) observations and practice with debriefing sessions 	2-5 days	\$5200-\$13000
G: School Improvement	School Diagnostic Audit: Diagnose for Root Cause and Develop a Detailed Action Plan <ul style="list-style-type: none"> Observations for classroom management, active engagement, rigor, core strategies, explicit instruction Teacher self-assessment Leadership survey Culture survey Focus groups PLC observations 	2-4 days	\$5200-\$10400