Addendum

Education Service Center – Region 19
RFP #16-7200 Consulting, Contracted, Staff Development & Related Services – ESC R19

December 16, 2016

To Whom it May Concern:

Appleton formally requests an addendum to RFP #16-7200 Consulting, Contracted, Staff Development & Related Services for Education Service Center – Region 19.

In addition to Appleton's support staff services, Appleton requests an amendment to its formal response submitted June 27, 2016 to also include the following services:

- **Afterschool Labs:** Afterschool Labs functions as a true extension of the school day and can help districts transition your existing extended learning program into a STEAM-based, hands-on learning adventure for PreK-8th grade students – all while generating income for the school district. Extend the school year with Summer Labs.

  Outsourced Afterschool Labs Pricing Information:
  $70 per student per week
  $200 per student per month
  $15 registration fee
  $15 per day drop in rate
  *Volume discounts are available

  Outsourced Summer Labs Pricing Information:
  $150 per student per week
  $75 Half Day per student per week
  *Volume discounts are available

  Licensed Summer Labs Pricing Information:
  Licensed programs are based on a number of variables including number of school sites, number of students participating, number of instructors, required professional development, and the length of the program.

  For example, a school district operating a licensed summer labs program at 40 school sites would cost an estimated $200,000.

- **Instructional Support Services:** Supplement learning with instructional support, ACT, SAT, and PSAT test prep.
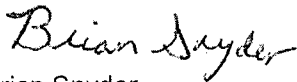
  Appleton's Instructional Support Services are customized to each district. Pricing information varies based on need and includes course type, number of students, hours, and length of program. Pricing per student may be less than or equal to $250.

- **RoleCall:** Appleton's all-in-one school HR management software that includes an Applicant Tracking, Records Management, Substitute Management, Time & Attendance, and Training Center modules.
  Pricing information: please see attached price sheet

- **Support Staffing:** Appleton's current percentage mark-up for Support Staffing services is 43%. This percentage mark-up is based on the highest percent charge for specific position types.

Please see copy of our original RFP response for reference.

Thank you in advance for your consideration.

Sincerely,

Brian Snyder

Brian Snyder
Regional Partnership Manager
Appleton

RoleCall powered by appleton

PRICING BASED ON NUMBER OF MODULES PURCHASED

Module	Fee Basis	1 Module	2 Modules	3 Modules	4 Modules	5 Modules
APPLICANT TRACKING SYSTEM	Number of employees in district	$8.00	$7.50	$6.00	$5.50	$5.00
RECORDS	Per active employee record	$8.00	$7.50	$6.00	$5.50	$5.00
TIME & ATTENDANCE	Per time tracking employee user	$20.00	$18.50	$17.50	$16.50	$15.00
SUB MANAGEMENT	Per sub requesting user	$8.00	$7.50	$6.00	$5.50	$5.00
TRAINING	Per user with access to module	$8.00	$7.50	$6.00	$5.50	$5.00

EXAMPLE SCENARIO

DISTRICT EMPLOYEES	1,000	Users designated as a district employee. Does not include substitutes/administrators.
DISTRICT SUB REQUESTING USERS	550	Users who request a substitute when absent.
TOTAL SUBSTITUTES	150	Users who function as substitutes.
TOTAL ACTIVE EMPLOYEE RECORDS	1,250	All users including full-time and part-time employees, subs, administrators, etc. who have an employment file and are "active."
TIME TRACKING EMPLOYEES	450	Users who are employees and who track time or who use advanced leave balance tracking features.

EXAMPLE 1: DISTRICT PURCHASES SUB MANAGEMENT ONLY

Module	Substitute Management
Price	$8.00
Per	Sub Requesting Users = 550
Total cost	$4,400
TOTAL BUNDLE PRICE	**$4,400**

EXAMPLE 2: DISTRICT PURCHASES SUB MANAGEMENT AND TIME & ATTENDANCE

Module	Substitute Management	Time & Attendance
Price	$7.50	$18.50
Per	Sub Requesting Users = 550	Time Tracking Employees = 450
Total cost	$4,125	$8,325
TOTAL BUNDLE PRICE	**$12,450**	

EXAMPLE 3: DISTRICT PURCHASES ALL 5 MODULES

Module	Substitute Management	Time & Attendance	Applicant Tracking System	Records	Training
Price	$5.00	$15.00	$5.00	$5.00	$5.00
Per	Sub Requesting Users = 550	Time Tracking Employees = 450	Employees = 1,000	Active Employee Records = 1,250	Per User w/ Access = 1,100
Total cost	$2,750	$6,750	$5,000	$6,250	$5,500
TOTAL BUNDLE PRICE	**$26,250**				