Bringing the Future of Education Technology to Students Today

Prepared for:

San Leandro Unified School District

Proposal & Statement Of Work

May 2017

COMPANY OVERVIEW

STS (School Tech Supply) is a technology solutions company located in Southern California with distribution facilities throughout the US and UK and multiple premium provider labels including Platinum status with Promethean. For nearly two decades we've supported education with hardware, software, and services that keep the modern classroom a productive learning environment.

Acknowledging education's unique needs, our consultative approach helps schools succeed through the right technology - curated computer solutions, interactive smart displays, classroom management and productivity software and white glove services. In every instance, STS looks for creative ways to help schools make the most of their resources.



Initiative Details

HARDWARE

70” Promethean ActivPanel



Basic Specifications

- 10 Point Touch
- Multi-user capability
- HDMI, USB 3.0

Apps For Instruction

Launch any Android App Store to browse and download apps, games and other content to use on the ActivPanel.

Mirroring Made Simple

Promethean’s ActivCast™ App ensures you can connect Windows®, Mac OS®, iOS®, Chrome OS™ and Android™ to start mirroring.



Share & Interact With Multimedia Content

Use a connected mobile device to receive, send, draw, or interact with digital lesson content.

Wireless Presenting

Observe and intervene with individual work teams while mirroring lesson content from anywhere in the classroom using a mobile device.

Initiative Details

SOFTWARE

ActivInspire - Empower teachers to bring lessons to life by enabling student interaction and collaboration on interactive whiteboards and interactive panels.



Dual Interface
Easily switch between "Primary" for young learners and "Studio" for older students.



Support for Mathematical Equations
Use the Equation Editor to add mathematical equations into a flipchart or into questions or response options for learner response devices.



Integrated Tools
Deliver engaging lessons on your front of the classroom display surface with Revealer, Spotlight Focus Tools, Magic Ink, Clock and Math tools



Increased Collaboration
Dual-user input and pen and multi-touch functionality (dependent on your display surface) encourage students to engage, interact and work together

Class Flow - Improve student engagement by facilitating the interactive and collaborative use of classroom devices, digital curriculum & assessments for learning.



Deliver Interactive Lessons
Engage every student by presenting and sharing interactive lesson materials such as videos, images and other digital content.



Differentiate Instruction
Customize lesson content and delivery for individual students or different groups.



Measure Student Learning
Assess student comprehension in the moment of learning through formative assessment and instant polling.



Extend Learning Beyond the Classroom
Instill in students independent problem-solving skills by implementing student-centered learning models

Initiative Details

SERVICES

Professional Development - Schedule TBD

The Promethean Professional Services team has the ability and experience to develop a customized solution for implementation, consultation and professional development. All training sessions are designed to engage educators in professional learning that is guided by their needs and requirements to help them seamlessly integrate technology into curriculum and instruction. Promethean Professional Services provides a suite of offerings that will guide you through effective instruction with your Promethean solution. Each implementation begins with a pre-consultation to ensure your educators are receiving courses that will impact their everyday teaching.

- Standards Driven – Aligned to National and Regional Standards.
- Maximize Return on Investment – Informed and inspired teachers utilizing technology to the fullest capacity add to the value of that technology, leading to greater student engagement and greater student achievement.
- Applicable – Consultants provide customized professional services that enable national, regional and local educational institutions reach their goals and initiatives.

On-Site Educational Consultant

Promethean will provide the district with one full time on-site Educational Consultant for every 500 panels purchased.



ITG

San Leandro - Promethean- STS Activ Panel Project

SCOPE OF WORK: Delivery of Promethean Products from Districts Warehouse to each of the 13 designated school sites. We will deploy Products to assigned staging areas at each site. There will be Installations and configurations of 500 Activ Panels consisting of 250 on a fixed Mobil stand and 250 on an adjustable Mobil stand.

SERVICES: To include Delivery of 500 Promethean systems to 13 designated school sites. We will deploy to designated areas at each school site. We will provide a Factory Trained and Certified Promethean Installation of each Mobil system per manufactures specifications. We will provide Deployment to each classroom, Asset tagging, Configuring PC with districts wireless network, testing and validation along with close out spreadsheet and pictures of each classroom upon completion. We will dispose of all trash and cardboard from each site upon completion. We will also register each Promethean Panel in their data base to include on-site service and any extended warranties if applicable.

Schedule: TBD

Experience: We have over 10 years' experience with large scale roll outs, involving thousands of Promethean installations divided into multiple phases to each project. Each school project will have a project manager designated and a Team lead on site. Our Installation teams are Certified and Factory Trained by Promethean Directly. In addition we are California's Factory Authorized On-site Service provider who can handle and deal directly with Promethean on any Installation or service related issues. We can insure this is a seamless process from deliverers to final completion.

COST: We can provide all-inclusive white glove service for above "Services "mentioned for $275.00 each classroom. We will guarantee all installations will be to Promethean specifications and end client satisfaction. We will perform initial site walks in the beginning phase for layout and design. Upon completion of each final phase, we will site walk with designated contact for each sites approval. We will provide the district a sign off form and signature, along with Photos of each installation completion and requested documentation for each site. We will handle directly any potential shipping, damage, or service related issues with Promethean on your behalf as seen necessary.

Sincerely,

Jerry Van Wey

Jerry Van Wey
President

Pricing

(500 Panels)

	Price/Unit	Total
Promethean ActivPanel 70”	$3,225.00	$1,612,500.00
Mobile Stand (250)	$419.00	$104,750.00
Mobile Height Adjustable Stand (250)	$1,039.00	$259,750.00
Installation	$275.00	$137,500.00
Classflow for Schools 3 Years Upfront (9,000 Students)	$3.00/Student	$27,000.00
Number of Full Time Education Consultants for 1 Year	1	
Shipping	Included	
5 Year Warranty	Included	
CA Environmental Tax	$7.00	$3,500.00
Sales Tax	9.75%	$192,757.50
Totals		**$2,337,757.50**

The Right Technology



Aaron Toczynski | VP of Sales
866-499-2580 · aaron.toczynski@stseducation-us.com