Follett

March 31, 2021

Michael Cubacub
Director of Technology, Assessment, Research and Evaluation
San Leandro Unified School District
835 E. 14th Street, Suite 200
San Leandro, CA 94577

Dear Dr., Cubacub:

Follett School Solutions is pleased to present the enclosed Proposal.

Follett School Solutions, Inc. is the world's largest single source provider of educational materials and technology solutions to PreK-12 libraries, classrooms, learning centers and school districts in the United States, and a major supplier to educational institutions worldwide. We distribute books, reference materials, new and pre-owned textbooks, as well as eBooks and other digital resources. We are also one of the leading providers of integrated educational technology for the management of physical and digital assets, student information, and digital learning tools for the classroom. Follett now also offers book fairs to bring students the best books in the simplest way possible while still providing benefits back to schools.

Districts choose our Destiny software to help their students, librarians, teachers, and administrators connect with the changing digital world, and learn new ways to become better educators.

Destiny Library Manager is a reliable library print and digital content automation system that bridges the gap between the library and the classroom. It combines library circulation, cataloging, searching, reporting and management into one centrally-installed school library software system. Patrons can also access the Destiny system through any workstation with a supported web browser or mobile device using our free Destiny mobile apps.

Destiny® Library Manager:

- Helps students and teachers quickly discover the print and digital resources they need through one-stop, unified searching.
- Provides 24/7 mobile access to library resources with a consistent user experience across all devices.
- Supports collaboration between teachers and librarians, including the ability to develop their own curriculum content using Follett Collections Destiny®.
- Promotes library resource usage by allowing the library catalog to populate within Google search results.
- Highlights the librarian or Media Specialist's role as today's go-to resource for technology literacy and reading comprehension.

Contemporary schools have more resources than ever before: textbooks, band instruments, sports uniforms, technology devices, eContent, and more. Our Destiny® Resource Manager – Complete Edition is a comprehensive system that streamlines the management and tracking of those district resources so that you are able to buy what you need, share what you have, and re-purpose what remains.

The Complete Edition helps districts by:

- Optimizing resource sharing by managing district resources with greater efficiency and accuracy.
- Reducing purchasing redundancies by establishing an accurate inventory baseline.
- Consolidating reporting processes, which saves money on unnecessary software and staff time for data entry.
- Distributing reports easily throughout the district to inform budgeting, purchasing, and inventory decisions.

Along with our software, Follett also provides full implementation services, which includes project management, data conversion, installation and training.

We value providing the highest quality solutions that make it easier for schools to run, teachers to teach, and students to learn. As new digital learning tools and teaching styles emerge, Follett can help ensure accessibility and accountability for all resources, empowering learning to promote student success.

Thank you for this opportunity. If you have any questions, please contact me.

Sincerely,

Kristine Paul
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Destiny® Overview

The Follett Destiny solution is specifically tailored for you. This may include your software, implementation, data, and any customized services, digital content solutions, peripherals, additional training services, and/or post-implementation services.

Software

Destiny is a suite of services offering a browser-based system to manage resources centrally.

Destiny® Library Manager
Destiny Library Manager is a browser-based system that was specifically designed to help K-12 libraries work more efficiently and to support teachers in their efforts to create enthusiastic and successful learners. It seamlessly integrates circulation, cataloging, searching, reporting and library management functionality in a single platform.

As the leading library management software for K-12 schools and districts, Destiny Library Manager is trusted by more than 65,000 customers to expand the vital role of the school library in the digital learning age.

Destiny Library Manager includes:

- **Destiny Discover** – an optional cloud-based interface to search your entire library collection, including books, eBooks, websites, and digital content. The interface is designed to be user-friendly, with a side-bar navigation menu, a Browse-by-Topic search, and customizable homepage ribbons.
- **Collections by Destiny** – a fully-integrated resource-sharing tool that that is designed to optimize the organization, sharing, and collaboration of school and web resources. Each collection can include resources from virtually anywhere (webpages, images, documents, etc.), and can be easily shared publicly, within just your district or school, with only a few people or kept private. Collections helps to reduce instructional planning and research time, maximizes visibility and usage of your educational resources, and encourages deeper learning in and outside the classroom.
- **Alliance Plus®** – Get 24/7 access to 9 million high-quality MARC records for print materials. The database is continuously updated with new records to keep your catalog up-to-date with local holdings. This adds reading and interest levels, subject headings, summary and content notes, and review sources to search results.
- **One Search™ Solution** – One Search is a federated search tool for students and staff to search resources simultaneously with a single search, including content from paid and free online research databases in your library (such as ProQuest, EBSCO or Gale Group) and Destiny. It presents a single, familiar interface for searching these sources.
- **TitlePeek® Solution** – TitlePeek enhances the patron searching experience by providing content enrichment services to titles in the library collection. Content includes cover photos, title profiles, table of contents, brief summaries, author notes, first chapter or excerpts, and published reviews.

Destiny Resource Manager (DRM) – Complete Edition
DRM Complete Edition is a comprehensive system that tracks and manages both textbooks and almost any other type of district assets. It will not only allow your district to more efficiently locate and deploy resources to students and staff, but also decrease losses by increasing accountability. The Complete Edition's customizable Resource Tree enables schools to accurately track and report on almost any kind of physical object. Support for Book Rooms is provided through multiple levels of the Textbook Branch of the Resource Tree. Access Levels are also easily implemented and modified to ensure that district and site-level users have the correct level of permissions based on their responsibilities. This solution fully integrates with Follett's Destiny Library Manager software, empowering districts to streamline the management of all school resources.

Note: The Follett Destiny Solution is a Schools Interoperability Framework (SIF) certified product based on the US SIF Specification. The Destiny SIF agent and SIF implementation services are sold by Kimono (web.kimonocloud.com).

Implementation Services

Core to the Destiny solution is a suite of services to ensure a successful implementation, including:

Project Management

Follett will provide project management services in accordance with industry standard techniques. The Project Manager is your district's central point of contact during the implementation of Destiny, to guide and oversee the entire implementation.

Your Project Manager focuses on the following objectives:

- Facilitation of all project planning activities
- Creation of a Project Plan that is developed and agreed to in writing by both you and Follett
- Coordination of all internal resources to ensure that timelines and deadlines are met
- Successful completion of the project and written customer Acknowledgement of Delivery of the Follett Destiny Solution

Project planning includes the following key activity:

Project Planning Meeting: This meeting will be used to gather information related to your servers, network, Student Information System (SIS) and address any questions or concerns. The expected outcome of this Project Planning Meeting is to develop the implementation, installation and training plan and to ensure that proper expectations are set regarding project responsibilities and schedule. Implementations consisting of more than 26 school locations have the option for the Project Planning Meeting to be held on site.

System Setup Services

System Setup
System setup for Destiny Cloud provides your school with configured access to your Destiny software via a Web site address (URL). Data can be imported into Destiny in many ways including: Bibliographic data that is processed by Follett, current system patron data from a data extraction, and SIS patron data exported in a CSV file format.

It is the customer's responsibility to provide written verification of Destiny Cloud delivery immediately following the System Setup via the Acknowledgement of Delivery document (AOD).

There are some services that Follett will not perform for your district:

- Follett will not install any hardware or software at your district or schools.
- Follett will not configure your networking infrastructure. Your entire district-networking infrastructure must be up and running to support the service. This includes all routers and Wide Area Network links.

No school visits are included within the scope of this Agreement. However, during the system setup the Follett Implementation Specialist will illustrate workstation configurations that support Destiny.

Technical Administrative Training
A Follett Technical Specialist will deliver a brief technical training for your district technology staff. For Destiny Cloud, this training will focus on technical administrative functions you need to understand (does not include managing a Destiny server since the server will be managed by Follett).

Your district can have up to 12 users at this training session. Attendees who participate in this training will be the only ones authorized to contact Follett's Technical Support hotline for help. Additional attendees can be added at an additional cost.

Follett may utilize remote, web-based conferencing tools to facilitate this training. If this training is delivered with remote, web-based conferencing tools, high-speed Internet access is required. For best results, your district should select a quiet room with a quality conference telephone.

Training Services

Library Manager–Security Setup Webinar:
This instructor-led, web-based training introduces you to the Destiny hierarchy. This hierarchy is how you control who in the district can access various features and data in Destiny. The training focuses on the default district and site-level users that are set up during installation, typical tasks for these users, and how to decide who in your district might fit these roles. To ensure your users have access to only the software features they need, you'll look at the available permissions, and assign the appropriate access levels, usernames and passwords. (Maximum: 12 participants)

Managing Your Resources and Defining Templates Webinar
This instructor-led, web-based training provides the tools you need to begin incorporating Destiny into your daily routine. You'll learn about the terms and definitions used in Destiny Resource Manager, as well as how to create a category hierarchy (known as a template) to properly track and account for your valuable resources.

This training is after your Planning Meeting and Destiny installation. (Maximum: 12 participants)

Resource Manager–Security Setup Webinar
This instructor-led, web-based training introduces you to the Destiny hierarchy. This hierarchy is how you control who in the district can access various features and data in Destiny. The training focuses on the default district and site-level users that are set up during installation, typical tasks for these users, and how to decide who in your district might fit these roles. To ensure your users have access to only the software features they need, you'll look at the available permissions, and assign the appropriate access levels, usernames and passwords. (Maximum: 12 participants)

Library Manager On-Site Training – 1 Day
This one-day instructor-led training session covers the fundamentals so that you can start using Destiny Library Manager immediately. Delivered by a certified trainer and geared toward staff members who perform supporting functions in school libraries and media centers, this condensed course covers topics ranging from logging on and navigating the system to circulation and cataloging basics.

Customers may have up to a maximum of twenty (20) participants. Attendees who participate in this training will be authorized to contact Follett's toll-free technical support hotline for help.

Resource Manager - On-Site Training – 1 Day:
On-site 1 day training covers the basics school-level staff need to begin using Resource Manager. Users take a look at how they do their job and then apply that in the software. Toolkits, available before, during, and after training, consist of lesson plans, quick reference guides, and videos. A maximum of twenty (20) participants can attend. Attendees who participate in this training will be authorized to contact Follett's toll-free technical support hotline for help.

Additional Product & Service Options

Additional Training Options

Destiny Training
Additional training content can be purchased and delivered at the time of implementation or later. Additional training sessions will provide each librarian, textbook coordinator or resource manager in your district with complementary skills to maximize use of your Follett Destiny Solution. The format is hands-on, with the number of attendees per session based on the options selected.

Follett Community

The Follett Community website is a convenient, one-stop online home for learning everything you need to know about using digital Follett products and software. By visiting https://www.follettcommunity.com/s/, you can find "how-to's," training tools and videos that will help guide you to getting the most out of Follett products. The Follett Community's "Get Help with Our Products" section provides access to information on our most recent products and updates, and also supplies answers to any product questions. The Destiny Library Manager section is separated into "Getting Started," "Tutorials, Training & Videos," and "Product Documentation" subsections. Once clicked, these subsections drill-down even further to help guide you to the answers you need.

You can use these resources as an introduction to Destiny or a refresher course in Year Two and beyond. The District can access these resources an unlimited number of times.

Digital Content Subscriptions

Follett Digital Content Subscriptions are tools for schools and districts to be at the forefront of digital learning. Manage content to help create active, personalized learning for students.

Classroom Ready Collections

Classroom Ready Collections (CRCs) are pre-built, standards-aligned teacher and student resources designed to be easily searchable and discoverable within your Destiny Discover interface. Each collection was curated from standards-aligned open educational resources (OER) by Follett's team of classroom teachers and educators to contain tools and resources that can be seamlessly integrated into lesson plans and instruction.

- **Social Studies CRCs** are aligned to key questions and benchmarks found in Social Studies Frameworks across the U.S. Each CRC is organized around a series of key questions, developed to support the Inquiry Arc as outlined by the National Council for Social Studies' C3 Framework.
- **Science CRCs** are aligned with the Next Generation Science Standards (NGSS) K-12 standards, which include: Physical Science, Earth and Space Science and Life Science. There is a one-to-one match so that every NGSS standard has a corresponding aligned CRC.
- **English Language Arts (ELA) CRCs** are aligned with the Common Core State Standards. Each CRC developed for the CCSS will help teachers to drive the implementation and support students as they strive toward excellence in literacy, writing, listening, and speaking.

Standards Solution

This provides access to your curriculum standards so teachers and staff can build lesson plans by identifying titles aligned with your state or provincial curriculum standards. Titles can be selected from your district's library collection and over 85,000 high-quality, educator-selected websites.

WebPath Express™ Solution

This is an online solution that directs users who are searching Destiny Library Manager's Catalog to high quality, educator-reviewed Web sites. WebPath Express™ contains over 85,000 Web sites with more updated and added on a regular basis.

Alliance A/V District Solution
This solution provides librarians with access to over 725,000 Audio-Visual MARC 21 bibliographic records over the Internet for original cataloging or enhancing their existing database. Alliance A/V saves cataloging time and increases collection access points for students and patrons.

Reading Program Service – AR/RC
This is a MARC record enhancement service offered online and through custom processing. It adds reading development information for programs like Reading Counts!® and Accelerated Reader® to the MARC records of a library collection. Students can search for leveled reading program titles and it provides reports to help manage your collection.

Reading Program Service – Fountas & Pinnell
This service adds Fountas & Pinnell leveled reading information to books in your library collection. This lets students easily search for leveled reading program titles.

Reading Program Service – Lexile®
Lexile automatically integrates Lexile measures into the collection's bibliographic records. This lets students easily search for titles that match Lexile reading levels.

Educational Databases

Follett partners with popular educational database publishers to help schools make the most of their digital resource investment. Accessible within Destiny Library Manager, these resources offer students and educators a seamless search experience. Access to educational databases from these top providers is available for an additional fee.

ABC-CLIO
This Digital Content Solution provides your students and staff access to online resources offering authoritative, continually up-to-date coverage of essential topics in U.S. history and government, world history, geography, and a range of multicultural and popular culture subjects.

ABDO
All four ABDO Digital Databases are designed specifically to help support learning standards by offering electronic resources, fun activities, and interactive games as way to engage students with curricular content. Provide your students with access to information on the United States and U.S. Presidents with The United States Presidents database. Help PreK-2 learners develop research skills with ABDO Zoom's safe online databases!

TeachingBooks.net
This provides your students and staff with a multimedia dimension to the reading experience. The Teaching Books online database is developed and maintained to include thousands of resources about fiction and nonfiction books used in the K-12 environment, with every resource selected to encourage the integration of multimedia author and book materials into reading and library activities.

Data Services

Follett understands that accurate and reliable data is critical to the success of your district. We recommend that you consider these optional services to enhance your data quality.

Destiny Library Manager Data Services

Destiny Conversion Utility Service
For existing Follett and select Sagebrush customers, your records and transactions will seamlessly move into Destiny via an easy-to-use data conversion utility, which is included in your Solution. However if you prefer that Follett run this utility for you, it can be done at an additional cost.

Destiny Custom Data Manipulation
In addition, we also offer customized services to manipulate your data based upon your desired specifications.

Destiny MARC Authority Control Service
The Authority Control Service enhances your district's library collection to ensure increased circulation of the titles. The service standardizes and updates names, uniform titles, series titles and subject headings in the MARC bibliographic records. Additionally, you will receive a database of authority records that will generate "SEE" and "SEE ALSO" references. Authorization of subject headings significantly improves records for subsequent services, including Standards and WebPath Express Digital Content Solutions.

Library Manager MARC Enhancement
Follett will provide the Library Manager MARC Enhancement service to improve relevancy and accuracy of search results, increase access points so users find information quickly and easily, and streamline searching and information retrieval for data that is exported from an existing library automation system.

The service will attempt to replace the majority of the content in each MARC record with content from Follett's continuously updated database of MARC records, while maintaining correctly cataloged local information. Additionally, the service repairs the MARC record structure, corrects existing tag formats, creates required MARC tags, and updates existing SEARS subject headings using the latest SEARS heading edition.

Enhancements completed through the MARC Enhancement service will improve the proper merging of titles and preservation of data when records representing multiple collections are loaded into Destiny's central database.

Library Manager MARC Enhancement – District File
Follett will provide the Library Manager MARC Enhancement service to improve relevancy and accuracy of search results, increase access points so users find information quickly and easily, and streamline searching and information retrieval for data that is exported from an existing library automation system.

The service will attempt to replace the majority of the content in each MARC record with content from Follett's continuously updated database of MARC records, while maintaining properly cataloged local information. Additionally, the record replacement service eliminates common MARC record structure issues, including tag format issues, and missing required MARC tags. The service updates existing SEARS subject headings using the latest SEARS heading edition.

Enhancements completed through the MARC Enhancement service will improve the proper merging of titles and preservation of data when records representing multiple collections are loaded in Destiny's central database.

Library Manager Non-Standard Data Conversion
This service will convert data from other library systems to the MARC format for use in Destiny. We have extensive experience converting data from other vendor automation systems, and can also convert data from "in-house" systems such as district-developed electronic databases and spreadsheets.

Library Manager Standard MARC Conversion
Since your existing system allows export in a standard MARC format, Follett will provide the Library Manager Standard MARC Conversion service to convert your electronic library data to the MARC21 / 852 holdings format.

Destiny Library Manager Split Collection
Follett will provide Library Manager Split Collection service to split data from a single collection into multiple collections based on agreed upon criteria and specifications.

Library Manager Standard MARC Conversion – District File
For data coming from an existing centralized system that exports in a standard MARC format, Follett will provide the Library Manager Standard MARC Conversion service to convert your electronic library data to the MARC21 / 852 holdings format.

Destiny Resource Manager Data Services

Destiny Custom Data Manipulation
In addition, we also offer customized services to manipulate your data based upon your desired specifications.

Resource Manager Data Conversion
If you have maintained your resource information in another system, this service will convert the data for use in Destiny Resource Manager. Follett has extensive experience converting data from other vendor automation systems, and can also convert data from "in-house" systems such as district-developed electronic databases and spreadsheets.

Textbook Conversion to Resource Manager
Textbook data can be converted from any of the following formats: spreadsheet, SQL Database, Access Database or an ASCII text file. During the conversion process our data team will work with you to determine and document your specific data requirements. Textbook copy information is optional with this service.

Destiny Custom Reporting Service

Destiny contains extensive reporting capabilities designed to meet the needs of K-12 school districts. For more unique reporting requirements—district, state and federal reports that must conform to advanced specifications—our Destiny Custom Reporting Service puts the expertise of Follett's Database Specialists at your command, transforming your library, textbook and resource data into strategic decision-making information.

Peripherals

The Right Tools to Create and Support Your Digital Learning Environment

Enrich the connection between students, teachers, curriculum and the world beyond the classroom with the latest technology support tools. From interactive whiteboards, student response systems and advanced inventory and tracking capabilities, trust Follett to partner with quality vendors who provide the best available hardware tools designed to support your Follett solution.

Follett Destiny VersaScan
The Destiny VersaScan is Follett's premium scanner that enables you to manage your resource and library inventory with the same tool you use to obtain patron status and monitor circulation. Destiny VersaScan seamlessly integrates with Follett's Destiny Library Manager and Resource Manager solutions, and includes the Follett Destiny app pre-loaded with support for library and resource inventories. It also contains a built-in hardware barcode scanner for fast, accurate scanning with convenient triggers and the left and right edges of the device. The Destiny VersaScan scanner comes with a one-year factory warranty.

Destiny QuickScan Kit
The Destiny QuickScan is the perfect cordless scanner for your circulation stations and for conducting inventories. Featuring the latest imager, processor, and Bluetooth technology, it offers superior scan performance, easily capturing even the most difficult-to-read or damaged barcodes, and is 2X faster than the previous generation model. Designed with no moving parts and a robust housing, this scanner brings class-leading durability and reliability to any environment. Battery life is 50,000 scans per full charge. Destiny QuickScan comes with a 3-year limited manufacturer's warranty. A full-coverage Extended Maintenance Agreement is also available.

Destiny PocketScan Scanner
Follett's affordable Destiny PocketScan packs high-performance barcode scanning technology into an elegant and pocketable form factor. Despite its small size, this scanner incorporates the same high performance Honeywell scan engine found in full-size handheld scanners and is capable of scanning even poor quality, damaged, or low contrast codes. It pairs quickly and easily with Bluetooth enabled tablets, phones, and computers. It features a contoured design that fits perfectly in the palm, and soft touch plastics, an oversized trigger button with tactile feedback, and a white LED aimer that make scanning fun and easy.

Follett 6300 Cordless Scanner
The Follett 6300 one dimensional linear imager cordless barcode handheld scanner is both economical and fully featured with auto scan & auto trigger capabilities. The slim head, and light weight style design make it comfortable for intense all day usage. It offers fast accurate scanning and most importantly it comes complete with Follett Firmware for optimal performance.

Follett Corded Scanner 5100 with Hands-Free Stand
The Follett Corded Scanner 5100 is a fast and accurate high-performance barcode scanner used to facilitate the checkin/checkout process and make circulation and inventory management fast and easy. The adjustable-mount Hands-Free Stand allows the user to simply pass barcodes below the beam for automatic reading. This scanner is also compatible with Circulation Plus/Catalog Plus, InfoCentre, Spectrum and Athena. The 5100 comes with a 5-year manufacturer's warranty.

Follett 5300 Corded Scanner
The Follett 5300 on dimensional linear imager corded barcode handheld scanner is both economical and fully featured with auto scan & auto trigger capabilities. The slim head, and light weight style design make it comfortable for intense all day usage. It offers fast accurate scanning and most importantly it comes complete with Follett Firmware for optimal performance.

Follett Infigo™ Thermal Receipt Printer
The Follett Infigo thermal receipt printer offers a plug-and-play setup—it ships with an internal power supply, USB and power cables, complete mounting kits and a paper roll. The Infigo is the fastest receipt printer we've offered, printing 22 receipts per minute. This printer comes with a 3-year limited warranty, and is compatible with Destiny Library Manager, Destiny Textbook Manager, and InfoCentre 3.2.

Extended Maintenance Agreement
Follett's personalized Extended Maintenance Agreements (EMAs) are available on scanners and hardware devices when purchased from Follett. These renewable Agreements are economical and provide protection against costly repairs if your unit experiences operational problems after the initial limited warranty period. Unlike standard warranty extensions, Follett EMAs cover every original component, including cables and batteries. A Follett EMA also entitles the customer to a free loaner device if repairs take longer than expected.

Follett 2500 RFID System (RFID)
The Follett 2500 RFID System is designed to enable Destiny Library Manager to utilize RFID technology for easier circulation (including self-checkout), faster inventory, and greater book security. This system is based on very straight forward barcode emulation logic so that once a book RFID tag is read it behaves in the same manner as a barcode within Destiny. In this way, any existing processes or reports remain unaffected.

The hardware devices are simple "plug & play" installation and can be easily used by anyone. The system consists of these 5 major components:

- RFID High Frequency Tags
- RFID Encoder with Barcode Scanner
- RFID Read with Antenna Pad
- RFID Cordless Inventory "Blade" scanner
- RFID Security Gates

Post Implementation Support Services

District Technical Support

District Technical Support is included with your Destiny Service Agreement, and features the following services:

- Software updates during the year
- Alliance Plus—Online access to a database of over 9 million high-quality MARC21 records
- TitlePeek
- One Search
- Z39.50 Client
- Z39.50 Server
- Toll-free telephone technical support for designated Customer contacts
- 24/7 customer Web Portal, with searchable online knowledge base
- Unlimited email support
- Follett Community (how-to's, training tools, and videos)

Proposal
San Leandro Unified School District
Quote # 1104504-4
Customer # 0466553
March 31, 2021

These prices are valid until June 23, 2021, after which they are subject to change by Follett.

Estimated sales tax is included in this Quote. However, you remain responsible for actual tax fees included in your Invoice, as required by law.

Summary of Software and Services: Year 1 Costs	Pricing
List Price	**$70,681.55**
Less Discount Credit	**($24,693.00)**
Customer Price	**$45,988.55**
Tax	**$1,085.98**
Final Price	**$47,074.53**

Destiny Cloud

Competitive Promotion

- Destiny® Library Manager for eleven (11) location(s)
  - Alliance Plus
  - Destiny Discover
  - Collections
  - One Search
  - TitlePeek
  - Library Manager Standard MARC Conversion
  - Online documentation and Help
  - Note: Library Manager is designed specifically as a Library management tool

PN294: Resource Manager Promo

- Destiny Resource Manager – Complete Edition for twelve (12) location(s)
  - Online documentation and Help
  - Note: Resource Manager is designed specifically as a tool for District/School resource (non-library) management.
- Server maintenance and support

Follett

Implementation Services

- **Project Management:** includes a central point of contact during the implementation of Destiny Cloud.
- **System Setup:** consists of remote initial setup of district and schools, and initial data load.
- **Technical Administrative Training:** consists of remote brief technical training for Destiny Cloud. For the most optimal learning experience, we recommend no more than twelve (12) participants.
- **Library Manager-Security Setup Webinar:** This instructor-led, web-based training introduces you to the Destiny hierarchy. This hierarchy is how you control who in the district can access various features and data in Destiny. The training focuses on the default district and site-level users that are set up during installation, typical tasks for these users, and how to decide who in your district might fit these roles. To ensure your users have access to only the software features they need, you'll look at the available permissions, and assign the appropriate access levels, usernames and passwords. (Maximum: 12 participants)
- **Managing Your Resources and Defining Templates Webinar:** This instructor-led, web-based training provides the tools you need to begin incorporating Destiny into your daily routine. You'll learn about the terms and definitions used in Destiny Resource Manager, as well as how to create a category hierarchy (known as a template) to properly track and account for your valuable resources.

  This training is after your Planning Meeting and Destiny installation. (Maximum: 12 participants)
- **Resource Manager–Security Setup Webinar:** This instructor-led, web-based training introduces you to the Destiny hierarchy. This hierarchy is how you control who in the district can access various features and data in Destiny. The training focuses on the default district and site-level users that are set up during installation, typical tasks for these users, and how to decide who in your district might fit these roles. To ensure your users have access to only the software features they need, you'll look at the available permissions, and assign the appropriate access levels, usernames and passwords. (Maximum: 12 participants)
- **Library Manager On-Site Training:** Conveniently delivered by one of our training experts at your location, this one-day instructor-led training session covers the fundamentals so that you can start using Destiny Library Manager immediately. Customers may have up to a maximum of twenty (20) participants.

- **Resource Manager - Site Essentials On-Site Training – 1 Day:** On-site, 1 day training covers the basics users need to begin using Resource Manager. Users take a look at how they do their job and then apply that in the software. Toolkits, available before, during, and after training, consist of lesson plans, quick reference guides, and videos. A maximum of twenty (20) participants can attend.

Data Services

- Textbook Conversion to Resource Manager (76677A) for three (3) location(s)

Additional Services

- Destiny -Migration of Current Transactions for fourteen (14) locations

Annual Licensing and Maintenance Costs Starting Year 2*

Destiny Cloud

- Destiny® Library Manager for eleven (11) location(s)
  - Alliance Plus
  - Destiny Discover
  - Collections
  - One Search
  - TitlePeek
  - Online documentation and Help
  - Note: Library Manager is designed specifically as a Library management tool
- Destiny Resource Manager – Complete Edition for twelve (12) location(s)
  - Online documentation and Help
  - Note: Resource Manager is designed specifically as a tool for District/School resource (non-library) management
- District Technical Support includes:
  - Toll-free telephone technical support for designated Customer contacts
  - 24/7 customer Web Portal, with searchable online knowledge base
  - Unlimited email support
  - Follett Community (how-to's, training tools, and videos)
  - Product updates

Total Annual Licensing and Maintenance Costs:**	**$19,414.95**

*You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to continue to receive access to Destiny Cloud. Otherwise Follett reserves the right to turn off the Services.

** Note: This new pricing will be reflected in your next annual renewal fee.
Follett evaluation of Customer's current data and infrastructure is required in advance of final pricing and agreement. If such evaluation has not been completed, additional products and services may be required that were not previously proposed. The Customer agrees that they are solely responsible for the cost of all products and services requested or required.

The Customer acknowledges and agrees that they may be required to complete and submit a discovery document to Follett. This provides bar code scanner and other related information on a site by site basis prior to data migration. The Customer agrees they will not migrate any data from any existing system into Destiny without authorization in advance by Follett. Follett is not responsible for any costs, services or products that may be required related to unauthorized migration of data by a Customer.

The Destiny Cloud solution effectively includes server/storage equipment operations via the Microsoft Azure cloud.

Digital Resource Limit

Digital content that is uploaded and cataloged is limited to 1 GB per Destiny database (for district if the Destiny database serves a multi-school district; or individual school, if the database is limited to a specific school). If at any time you exceed this limit and wish to purchase additional space, you may do so at an additional cost of $5.00 per GB annually.

Structure

Files are stored on the server and uses SQL to manage the file location.