



PowerSchool Group LLC Response (Cost Proposal Narrative)
RFP 23-73611
IEP-ILP Management System



As the Chief Executive Officer of PowerSchool, I lead our teams to ensure PowerSchool is consistently producing award-winning, unified

education technology solutions that make a lasting impact on the future of K-12 education. My lifelong commitment has been to harness the power of technology to transform lives and unlock student potential.

Hardeep Gulati, CEO

As your Account Owner and dedicated contact, I have been actively involved in providing direction and input to ensure our response best aligns with your objectives and goals. I will be with you every step of the way on this journey. Please reach out if you have any questions. **I can be reached at Catherine.lawless@powerschool.com or (859) 619-3920.**



Catherine Lawless, Account Owner

The following document includes PowerSchool's Cost Proposal Narrative, per RFP requirements.

- **What level of stability can the State expect for recurring costs? What could cause recurring costs to change over time?**
 - PowerSchool's proposal is written and designed to create cost stability for the State. We have crafted the cost for implementation, migration, and development in such a way to provide the State of Indiana as well as the LEAs (Local Education Agencies) with a clear understanding of the ongoing cost once the solution is fully implemented. There may be some changes to the cost proposal when we are able to meet with stakeholders at the State and work in partnership to ensure our proposed solution truly meets the needs of all stakeholders in the State. PowerSchool's goal is to stabilize the cost of an IEP, 504, ELL, and Service Capture for the State. There are a few factors that could cause a change to the recurring cost for the proposed PowerSchool solution. This would include changes in scope of the project during the implementation period, enhancements needed specifically for the State of Indiana that would fall outside the scope of our core product functionality, and future custom work needed to modify the solution proposed to meet the State of Indiana's needs.
- **Below, please describe the Project Implementation Approach / Strategy (phased or big-bang).**
 - PowerSchool is proposing a 24-month build and rollout process for the implementation. We feel the best approach to having a successful implementation would allow for approximately 12 to 15 months to build the solution for the State of Indiana. This would be followed by beginning the rollout at the LEA level where we would work with the State to determine the best grouping of districts and a timeline for migrating their data, training staff, and having them go-live. The costs detailed on the 'Cost Proposal' tab include both Program Management and Project Management from PowerSchool Services to ensure milestones are met during the build and rollout phases of the project. We have also considered people-time allowing for configuration and customization to ensure the solution will meet the needs of Indiana stakeholders for development, testing, and training environments beyond the production environment. In addition, we plan to develop, with input from the State, a training plan and materials to assist with the organizational change management required for user adoption of our solution.
- **Additional Information:**
 - Due to the size and complexity of making this change at the state-level, PowerSchool has partnered with Resultant to assist with the program management which will ensure success due to Resultant's past engagements with the State of Indiana and their understanding of how to work best with state staff.
 - The PowerSchool proposal includes a statewide solution that will also serve the data needs of the local LEAs. This includes alleviating the need for State staff to support the solution with each local school corporation having a point of contact who can open support tickets when needed.
 - In addition, we are proposing an appropriate amount of time to build, configure, migrate data, train staff, and 'go-live' of 24 month, which will allow both PowerSchool and the State of Indiana to have a successful deployment of the PowerSchool solution.
 - With the need to train both State and school corporation staff, we have proposed a remote training solution designed provide the State with appropriate sessions that are easily

accessible to stakeholders to properly manage the changed needed to deploy the PowerSchool solution.

- In regards to the MAC requirements for this project, Fairbanks is committed to a competitive and all-inclusive price structure that avoids the unexpected add-on fees often charged by other vendors in the market. The participation fee Fairbanks will enter with each school corporation will be 9.00% of the individual school corporation's quarterly federal Medicaid Administrative Claiming reimbursement.
- On-Going PowerSchool Subscription/Maintenance and Support fees are invoiced at then current rates and enrollment per terms of the Main Services Agreement, which may be subject to an annual increase after the first year for non-multi-year contracts and/or enrollment increases.
- The services pricing is based on the scoping and level of services as best understood by PowerSchool at the time of this response for standard implementation services. The pricing in the definitive agreement may be modified based on any scoping adjustments as agreed to by the parties during final negotiations. In addition, services hours are reviewed annually for appropriateness based on the client's requirements and desired initiatives.
- Standard training is generally included. However, the District may request additional training to optimize adoption.
- Any required sales, use, or similar taxes will be invoiced in addition to the amounts as included.