



PowerSchool Group LLC Response (Cost Proposal Assumptions)
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 Assumptions, per RFP requirements.

- **Describe the Project Implementation Approach / Strategy (phased or big bang).**
 - As discussed above, PowerSchool is recommending a phased rollout to the school corporations in the State of Indiana. We will work with State staff to determine the best grouping of school corporations for this phased rollout, which will allow us to improve our processes and adjust the solution as needed to streamline the cutover for the later phases of the implementation.
- **Provide context to support the costing numbers indicated in the Cost Proposal table.**
 - PowerSchool is offering a dedicated support model into the proposal, for additional cost, that will facilitate adoption and successful enablement of PowerSchool Special Program solution within the state of Indiana. Within this support model, a 'technical contact' at each school corporations/LEA will be able to contact PowerSchool Support when they perceive the solution is not performing as expected and or have additional queries pertaining to the deployed Special Program 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.