



September 14, 2020

Emily Cranfill, Senior Account Manager
Indiana Department of Administration
Procurement Division
402 W. Washington St., Room W468
Indianapolis, Indiana 46204

Dear Emily Cranfill,

Enclosed is Panorama Education's response to the Indiana Department of Administration's Request for Proposal 20-1941, Universal Screening for Social-Emotional Learning on behalf of the Indiana Department of Education. Panorama Education acknowledges a full understanding of the general information presented in Section 1 of the RFP and agrees to the requirements/conditions listed in Section 1.

Panorama would be thrilled to build upon the successes of our SEL screener pilot program with the IDOE, as well as our work with Indiana districts like Hamilton Southeastern Schools and Indianapolis Public Schools, to deliver a statewide social-emotional learning screening program. Together, Panorama and the IDOE rolled out a pilot program in the 2019-2020 school year, which was described as "outstanding" in the RFP itself, and which yielded powerful insights into student perceptions of their own SEL. Additionally, IDOE participants noted that Panorama's training was clearly customized to their needs, and they found value in the discussion about how to use and analyze data, as well as strategies to act on SEL data across multiple levels. Panorama is the leading SEL screener provider for schools across the United States, supporting a dozen state agencies, over 1,500 districts, and 10 million students each year.

For the statewide SEL screener program, we propose to begin our partnership with a kickoff meeting, designed to align on key priorities, goals, and project planning. From there, Panorama will develop, in collaboration with the IDOE, an opt-in strategy to recruit Indiana districts to participate in the program. We will then administer a customized version of our valid and reliable SEL screener online to students at participating districts. After the screeners have been administered, results will be available in Panorama's interactive and easy-to-use reporting platform, and educators across the state will then be able to delve into a wealth of SEL data and draw meaningful insights into how to take action to support students in SEL. To complement our comprehensive reporting suite, Panorama will provide the IDOE with a professional development package that includes live trainings focused on data inquiry and action planning, along with on-demand resources and training.



Panorama will provide the requested products and/or services subject to the terms and conditions set forth in the RFP including, but not limited to, the State's mandatory contract clauses.

The following documents included as part of our response are confidential and are exempt from Access to Public Records Act (APRA), IC 5-14-3 et seq. (see section 1.16):

- “[CONFIDENTIAL] Business Proposal, Section 2.3.3 Attachment - Financial Statements” per the statutory exemption listed in IC 5-14-3-4 Version b, Sec. 4.(a)(5) *Confidential financial information obtained, upon request, from a person. However, this does not include information that is filed with or received by a public agency pursuant to state statute.* This statutory exemption applies because the financial statements provided are confidential financial information requested as part of this response.
- “[CONFIDENTIAL] Appendix I: Screenshot Tour of the Platform” per the statutory exemption listed in IC 5-14-3-4 Version b, Sec. 4.(a)(4) *Records containing trade secrets.* This statutory exemption applies because the screenshots of our platform are trade secrets; the designs and data visualizations are our intellectual property and provide unique insight and competitive advantage in understanding the data collected.

Alexander Tanner, named below, is an authorized signatory to contracts and will be responsible for the delivery of contract services. The contact information listed below is the correct address for all notices relative to this contract. We look forward to being in touch. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Alexander Tanner", written over a horizontal line.

Alexander Tanner, Secretary of the Board of Directors
Panorama Education, Inc.
Phone: (617) 356-8123
Fax: (203) 349-2418
Email: finance@panoramaed.com
Address: 24 School Street, Fourth Floor, Boston MA 02108

| | |
|--------------------------------|--|
| TITLE | Indiana - Transmittal Letter |
| FILE NAME | Draft - Transmitt...E SEL RFP (1).pdf |
| DOCUMENT ID | d35c19f31eb3c3b4e2626012130ff818b1c50a49 |
| AUDIT TRAIL DATE FORMAT | MM / DD / YYYY |
| STATUS | ● Completed |

Document History



SENT

09 / 11 / 2020

17:35:17 UTC

Sent for signature to Alexander Tanner
(xtanner@panoramaed.com) from csnyder@panoramaed.com
IP: 142.79.193.134



VIEWED

09 / 11 / 2020

17:42:39 UTC

Viewed by Alexander Tanner (xtanner@panoramaed.com)
IP: 73.63.147.112



SIGNED

09 / 11 / 2020

17:42:50 UTC

Signed by Alexander Tanner (xtanner@panoramaed.com)
IP: 73.63.147.112



COMPLETED

09 / 11 / 2020

17:42:50 UTC

The document has been completed.