

Contact:

Ruth Floyd, Executive Director of Business Services
Stanwood-Camano School District
26920 Pioneer Highway, Stanwood, WA 98292
360-629-1200
rfloyd@stanwood.wednet.edu

TO: Board of Directors

FROM: Dr. Ben Gauyan, Assistant Superintendent of Teaching and Learning

SUBJECT: Renewal of Math Expressions Curriculum

DATE: January 16, 2024

TYPE: Action Required

The Teaching and Learning department recommends renewing our contract with Houghton Mifflin Harcourt, the publisher of our elementary mathematics curriculum, Math Expressions. In renewing with Houghton Mifflin Harcourt, we are guaranteed any updates with materials or updated digital platforms to support student math learning. An early renewal with Houghton Mifflin Harcourt would also give us a 25% discount on the materials.

- Estimated total cost including tax and shipping is \$167,751.86
- Reflects a savings of \$49,693.50 for early renewal

A competitive procurement process was not required because Houghton Mifflin Harcourt is the sole provider of Math Expressions.

Recommendation: It is recommended that the Board waive the competitive procurement and approve the renewal of our elementary math contract with Houghton Mifflin Harcourt.

Every student is empowered to learn in an inclusive setting
and is prepared for the future of their choice

www.stanwood.wednet.edu



Houghton Mifflin Harcourt

Proposal #008735563

Prepared For

Stanwood-Camano Sch Dist 401

Attention:

Colin Ryan

cryan@stanwood.wednet.edu

For the Purchase of:

Math Expressions CCSS K-6, 3-year

Prepared By

Peter Verdin

peter.verdin@hmc.com

Please submit this proposal with your purchase order.

Purchase orders or duly executed service agreements for Professional Services purchased, must be submitted at least 30 days before the service event date.

For greater detail, the complete Terms of Purchases may be reviewed here:

<http://www.hmhco.com/common/terms-conditions>

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hmc.com
FAX: 800-269-5232

**Proposal for
Stanwood-Camano Sch Dist 401**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade K						
Student Digital Licenses						
1791048 9780358414506	Math Expressions Student License Digital 3 Year Grade K	\$60.00	328	\$19,680.00	\$4,920.00	\$14,760.00
Includes: Student Digital Management Center 3 Year Grade K Implementation Success						
Total for Student Digital Licenses		\$14,760.00				
Teacher Digital Licenses						
1688376 9781328806734	Math Expressions Teacher Digital Management Center 3 Year Digital Grade K	\$405.00	19	\$7,695.00	\$1,923.75	\$5,771.25
Total for Teacher Digital Licenses		\$5,771.25				
A la Carte Items Available for Purchase						
Student Materials						
1688330 9781328812582	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade K	\$21.00	328	\$6,888.00	\$1,722.00	\$5,166.00
Total for A la Carte Items Available for Purchase		\$5,166.00				
Total for Grade K		\$25,697.25				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for
Stanwood-Camano Sch Dist 401

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade 1						
Student Digital Licenses						
1791049 9780358414513	Math Expressions Student License Digital 3 Year Grade 1	\$60.00	340	\$20,400.00	\$5,100.00	\$15,300.00
Includes: Student Digital Management Center 3 Year Grade 1 Implementation Success						
Total for Student Digital Licenses		\$15,300.00				
Teacher Digital Licenses						
1688377 9781328799180	Math Expressions Teacher Digital Management Center 3 Year Digital Grade 1	\$405.00	13	\$5,265.00	\$1,316.25	\$3,948.75
Total for Teacher Digital Licenses		\$3,948.75				
A la Carte Items Available for Purchase						
Student Materials						
1688331 9781328812599	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade 1	\$21.00	340	\$7,140.00	\$1,785.00	\$5,355.00
Total for A la Carte Items Available for Purchase		\$5,355.00				
Total for Grade 1		\$24,603.75				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for
Stanwood-Camano Sch Dist 401

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade 2						
Student Digital Licenses						
1791050 9780358414520	Math Expressions Student License Digital 3 Year Grade 2	\$60.00	327	\$19,620.00	\$4,905.00	\$14,715.00
Includes: Student Digital Management Center 3 Year Grade 2 Implementation Success						
Total for Student Digital Licenses		\$14,715.00				
Teacher Digital Licenses						
1688378 9781328802859	Math Expressions Teacher Digital Management Center 3 Year Digital Grade 2	\$405.00	15	\$6,075.00	\$1,518.75	\$4,556.25
Total for Teacher Digital Licenses		\$4,556.25				
A la Carte Items Available for Purchase						
Student Materials						
1688332 9781328812605	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade 2	\$21.00	327	\$6,867.00	\$1,716.75	\$5,150.25
Total for A la Carte Items Available for Purchase		\$5,150.25				
Total for Grade 2		\$24,421.50				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

**Proposal for
Stanwood-Camano Sch Dist 401**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade 3						
Student Digital Licenses						
1791051 9780358414537	Math Expressions Student License Digital 3 Year Grade 3	\$60.00	354	\$21,240.00	\$5,310.00	\$15,930.00
Includes: Student Digital Management Center 3 Year Grade 3 Implementation Success						
Total for Student Digital Licenses		\$15,930.00				
Teacher Digital Licenses						
1688379 9781328802866	Math Expressions Teacher Digital Management Center 3 Year Digital Grade 3	\$405.00	15	\$6,075.00	\$1,518.75	\$4,556.25
Total for Teacher Digital Licenses		\$4,556.25				
A la Carte Items Available for Purchase						
Student Materials						
1688343 9781328812612	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade 3	\$21.00	354	\$7,434.00	\$1,858.50	\$5,575.50
Total for A la Carte Items Available for Purchase		\$5,575.50				
Total for Grade 3		\$26,061.75				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for
Stanwood-Camano Sch Dist 401

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade 4						
Student Digital Licenses						
1791052 9780358414544	Math Expressions Student License Digital 3 Year Grade 4	\$60.00	302	\$18,120.00	\$4,530.00	\$13,590.00
Includes: Student Digital Management Center 3 Year Grade 4 Implementation Success						
Total for Student Digital Licenses		\$13,590.00				
Teacher Digital Licenses						
1688380 9781328806703	Math Expressions Teacher Digital Management Center 3 Year Digital Grade 4	\$405.00	18	\$7,290.00	\$1,822.50	\$5,467.50
Total for Teacher Digital Licenses		\$5,467.50				
A la Carte Items Available for Purchase						
Student Materials						
1688344 9781328812629	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade 4	\$21.00	302	\$6,342.00	\$1,585.50	\$4,756.50
Total for A la Carte Items Available for Purchase		\$4,756.50				
Total for Grade 4		\$23,814.00				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for
Stanwood-Camano Sch Dist 401

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade 5						
Student Digital Licenses						
1791053 9780358414551	Math Expressions Student License Digital 3 Year Grade 5	\$60.00	318	\$19,080.00	\$4,770.00	\$14,310.00
Includes: Student Digital Management Center 3 Year Grade 5 Implementation Success						
Total for Student Digital Licenses		\$14,310.00				
Teacher Digital Licenses						
1688381 9781328806710	Math Expressions Teacher Digital Management Center 3 Year Digital Grade 5	\$405.00	12	\$4,860.00	\$1,215.00	\$3,645.00
Total for Teacher Digital Licenses		\$3,645.00				
A la Carte Items Available for Purchase						
Student Materials						
1688345 9781328812636	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade 5	\$21.00	318	\$6,678.00	\$1,669.50	\$5,008.50
Total for A la Carte Items Available for Purchase		\$5,008.50				
Total for Grade 5		\$22,963.50				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for
Stanwood-Camano Sch Dist 401

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
Grade 6						
Student Digital Licenses						
1791054 9780358414568	Math Expressions Student License Digital 3 Year Grade 6	\$60.00	20	\$1,200.00	\$300.00	\$900.00
Includes: Student Digital Management Center 3 Year Grade 6 Implementation Success						
Total for Student Digital Licenses		\$900.00				
Teacher Digital Licenses						
1688382 9781328806727	Math Expressions Teacher Digital Management Center 3 Year Digital Grade 6	\$405.00	1	\$405.00	\$101.25	\$303.75
Total for Teacher Digital Licenses		\$303.75				
A la Carte Items Available for Purchase						
Student Materials						
1688346 9781328812643	Math Expressions Student Activity Book Collection with Mathboards Softcover 3 Year Print Grade 6	\$21.00	20	\$420.00	\$105.00	\$315.00
Total for A la Carte Items Available for Purchase		\$315.00				
Total for Grade 6		\$1,518.75				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

**Proposal for
Stanwood-Camano Sch Dist 401**

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
<u>Professional Services- Math Expressions CCSS</u>						
Implementation Success Plan						
1684070	9781328784179 Math Expressions 2018 Common Core Getting Started Live Online 2-Hour The Getting Started live online session is streamlined to focus on preparing teachers for their first weeks of instruction. Participants engage in a variety of interactive experiences to learn about the organization and resources of Math Expressions. The goal is to build confidence and prepare teachers for a strong start with Math Expressions.	\$800.00	2	\$1,600.00	\$1,600.00	
1762461	9780358198376 Math Expressions Common Core State Standards Follow-Up Live Online 1-Hour Grades K-5 Follow-Up sessions build upon the Getting Started to help teachers take full advantage of Math Expressions components, assessments, differentiation, and digital tools to meet the needs of their students. An HMH Services team member will work with you to choose from key Math Expressions classroom-focused topics to create a personalized Follow-Up 1 hour live online session(s).	\$400.00	5	\$2,000.00	\$2,000.00	
Total for Implementation Success Plan		\$0.00				
<u>Total for Professional Services- Math Expressions CCSS</u>		\$0.00				

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for Stanwood-Camano Sch Dist 401

ISBN	Title	Price	Quantity	Value of all Materials	Value of Free Materials	Value of Charged Materials
------	-------	-------	----------	------------------------	-------------------------	----------------------------

Total Savings:	\$49,693.50
Subtotal Purchase Amount:	\$149,080.50
Total Cost of Proposal (PO Amount):	\$149,080.50 + Shipping (Not Included)
Please add proper sales tax to your order	

Coupon Code: PRODPB25

Send **Check Payments** to:
Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

Attention:
Colin Ryan
cryan@stanwood.wednet.edu

HMH Confidential and Proprietary

Send **Orders** to:
orders@hnhco.com
FAX: 800-269-5232

Proposal for
Stanwood-Camano Sch Dist 401

Total Cost of Proposal (PO Amount): \$149,080.50

Thank you for considering HMH as your partner. We are committed to providing an excellent experience and delivering ongoing, high-quality service to our customers. To meet these goals, we want to ensure you are aware of the below Terms of Purchase. These terms help us process your order quickly, efficiently, and accurately, ensuring successful delivery and implementation of our solutions.

- Please return this cost proposal with your signed purchase order that matches product, prices and shipping charges.
Provide the exact address for delivery of print materials. The shipping address may be your district warehouse or individual school sites, but it is essential that this is accurate.
Please supply the name of each important district point of contact for all aspects of the solution including their direct contact information (email/phone):
Point of Contact for Print materials
Point of Contact for Digital materials
Point of Contact for Scheduling Professional Development
Please confirm that we have the correct 'Ship to' and 'Sold to' information on the cost proposal.
Ship to: Stanwood Camano School District 401, 26920 Pioneer Hwy, Stanwood, WA 98292-9548
Sold to: Stanwood Camano School District 401, 26920 Pioneer Hwy, Stanwood, WA 98292-9548
Please provide funding start and end dates.
Please note that all products and services will be billed upon the processing of your purchase order.
Our payment terms are 30 days from the invoice date.
Print subscription material quantities may be adjusted across grades for like products, to accommodate enrollment fluctuations, quantities cannot be adjusted between different programs or copyrights.
Our shipping terms are FOB shipping point. The shipping term for your proposal is Shipping Point.
Any proposed shipping or tax amount provided on this proposal, is based on the Ship To account location quoted within.
If the location of your delivery changes, please include the proper sales tax and shipping charges for that location in the applicable Purchase Order
Should any of these Terms of Sale conflict with any preprinted terms on your purchase order, the HMH terms of service shall apply.

Thank you in advance for supplying us with the necessary information at time of purchase. Our goal is to ensure your success throughout the duration of this agreement, which starts with a highly successful delivery of our solution.

For greater detail, the complete Terms of Purchase may be reviewed here: http://www.hmhco.com/common/terms-conditions

Date of Proposal: 6/27/2023

Proposal Expiration Date: 8/11/2023



Houghton Mifflin Harcourt

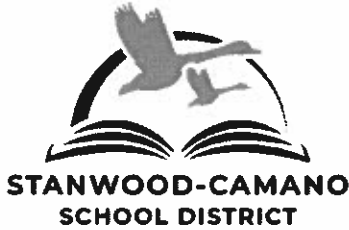
Coupon Code: PRODPB25

Attention: Colin Ryan
cryan@stanwood.wednet.edu

Send Orders to: orders@hmhco.com
FAX: 800-269-5232

Send Check Payments to: Houghton Mifflin Harcourt Publishing Company
14046 Collections Center Drive
Chicago, IL 60693

HMH Confidential and Proprietary



Sole Source Procurement Declaration Request for Product(s) and/or Services

Sole source procurements are defined by law as clearly and legitimately limited to a single supplier or as an effect of a special market condition. The District may waive bidding requirements only when the criteria/rationale for a sole source declaration is satisfactory.

Vendor:	Houghton Mifflin Harcourt
Product for purchase and or Service to be Provided:	Math Expressions Curriculum
Department/School:	Teaching and Learning
Contact Person:	Colin Ryan
Phone:	360-390-2300
Account Code for this Purchase:	General fund

Describe the item(s) and/or services requested and its function:

Renewal of our elementary mathematics adopted course of study, Math Expressions.

List the total dollar value of this purchase (including tax):

\$ 167,751.86

Dates that the service will be provided (start and end date):

September 2024 - August 2027

Check the reason(s) for the sole source request:

- No other item is known to exist that performs this function.** *(How was this decision reached? What research did you perform?)*
- No other service provider is known that performs this function.** *(How was this decision reached? What research did you perform?)*
 Houghton Mifflin Harcourt is the only Math Expressions provider.
- Service requires special certification(s) to perform.** *(Is there more than one vendor available with the certification? Were they contacted?)*

- Item is of a specific design to fit in with an existing installation.** *(Is there more than one reseller for the design?)*
- Item is held under exclusive title, trademark, or copyright and only available through this seller.** *(How was this decision reached? What research did you perform? Please attach a letter from the manufacturer attesting to this single reseller availability.)*
Math Expressions is under copyright with Houghton Mifflin Harcourt.
- The vendor is the sole provider of factory authorized warranty service.** *(Please attach a letter from the manufacturer attesting to this.)*
- The vendor is the sole provider of goods matching an established standard.** *(Describe)*
- Service requires special certification(s) to perform.** *(Is there more than one vendor available with the certification? Were they contacted?)*
- Service provider is listed as an OSPI provider for this service.**
- The need for this service is emergent and only this provider is available.** *(Describe the circumstances/situation)*
- Used Item available from a vendor that represents a good value and is advantageous to the District.**

What necessary features does this vendor provide that is not available from other vendors?

Elementary math resources and instructional materials.

What other brands/manufacturers/service providers were examined? Why were they not suitable?

What other vendors were contacted? Why were they not suitable?

Explain the efforts that were made to negotiate price. How do these prices/fees compare to the general market?

Please attach any evidence you collected regarding this request.

Requestor Signature: _____ *John Ryan*

Budget Authority Approval: _____ *156*

Fiscal Dept. Approval: _____ *Russell Floyd*

Fiscal Approval Date: _____ *12/8/2023*

Routed by Fiscal for:

- State funded sole source between \$40,000 - \$150,000
- Federal funded sole source between \$10,000 - \$150,000

Routed to:

- Superintendent or
- Deputy Superintendent or
- Assistant Superintendent
- School Board (Over \$150,000)