



NewTech Network

May 30, 2019

Dr. Rosanna Mucetti, Superintendent
Napa Valley Unified School District
2425 Jefferson Street
Napa, CA 94558

Dear Dr. Mucetti,

This letter will serve to amend the New Tech Continuation Agreement (Agreement) between New Tech Network, Inc. and Napa Valley Unified School District executed on July 27, 2018.

The Schedule of Services and corresponding Fee Schedule, specifically for SY2019-20, are replaced in their entirety by the attached exhibits dated May 30, 2019. All other terms of the Agreement shall remain unchanged.

Please sign and return one copy of this amendment and retain a copy for your records.

Sincerely,

Lydia Dobyns
President and CEO

Napa Valley Unified School District to this amendment:

Dr. Rosana Mucetti, Superintendent

Date

Exhibit A
District Continuation Services
Amended May 30, 2019

| NTN Technology – Echo Services | | |
|---|--|----------|
| <p>NTN Echo, a Learning Management System (LMS), is an innovative online learning platform that enables School staff to effectively manage the project-based learning (PBL) environment.</p> <ul style="list-style-type: none"> • Access for the number of users indicated in the table below to NTN Echo for School staff. • District may purchase additional user access to NTN Echo for an additional cost to be determined by New Tech Network (see rate below). • Components of NTN Echo include curriculum and gradebook tools designed specifically for the project-based learning environment; calendars, group interaction tools; resource sharing and other “education friendly” social functionality; reporting tools; and a robust project library. NTN Echo integrates with Google Apps at the discretion of the School at no additional cost. • New Tech Network provides NTN Echo training and support the District and School’s Echo Administrators who will serve as the primary point of contact and technology support for School staff. | | |
| ECHO USER ACCESS | | COST |
| SY2018-19 July 1, 2018 - June 30, 2019 | Total Echo Users: 9,675 Access for all Echo users include: Staff (teachers, counselors, principals, etc.) and Students. Parent accounts are included at no cost. Twice per year, NVUSD accounts will be audited and, if the number of users exceeds 5% of the projected numbers (484 Users), the district will be invoiced for additional users at \$8 each. | \$77,368 |
| | NTN District License: Includes Helpdesk support, Echo Admin Training, and District-wide access to NTN Content and Community. All district schools granted Network Membership: able to attend NTN events and contract for coaching at the in-network rate, all districts schools provided access to NTN Tools, Content and Community (excluding badges, workshops or other virtual support). | \$30,000 |
| SY2019-20 July 1, 2019 – June 30, 2020 | NTN District License: Access for Staff (teachers, counselors, principals, etc) to their resources and projects saved by Staff. Does not included ongoing access to NTN tools, content, and community (My Library, Project Library, NTN HelpCenter, etc.). All district schools provided Network Membership, which enables NVUSD staff to attend NTN events and contract for coaching at the in-network rate. | \$15,000 |

Exhibit A
Continuation Schedule of Services
Amended May 30, 2019

Data Services

NTN School Data Reporting: NTN continues to develop tools that collect and report on critical data beyond test scores. This data helps the School measure both the quality of instruction and culture on campus and the success of graduates.

District agrees to cause School to:

- Participate in NTN's annual collection efforts, including, without limit, collection and submission of 1) demographic data (e.g., enrollment, teacher experience data), 2) program data (e.g., thematic focus, internship participation), 3) achievement results (e.g., state test results, graduation rates, etc.), 4) college readiness results (e.g., SAT/ACT results), and 5) behavioral indicators (e.g., attendance, dropout rates). Data will be collected by NTN annually in the fall of each school year. Additionally, formative data may be collected by NTN periodically at different points in the year.
- Schools that participate in third party research activities agree to share these results with NTN.
- Participate in efforts to track students' college enrollment, persistence and graduation through National Student Clearinghouse by submitting a roster of high school graduates each year following graduation. The roster will include student name, birthdate, and high school graduation date, which are considered directory information (allowed to disclose) according to FERPA.
- Participate in network wide assessments and pilot programs, as opportunities arise with NTN, such as the College Work Readiness Assessment

NTN supports schools in understanding its work and communicating successes by providing and interpreting data to create sustainable college readiness for all students.

NTN data services to School and District includes:

- Provide information on the size, demographics, and health of network.
- Provide opportunities for schools to learn about school culture.
- Provide information to high schools who have graduated a freshman class on college enrollment and persistence through the National Student Clearinghouse.
- Communicate to schools the other opportunities that arise and are deemed an appropriate fit including case studies, external research activities, and participation in the College Work Readiness Assessment.

NTN Certification

Developmental Pathways for Teachers and Schools:

- Opportunity for staff members to be designated as New Tech Network Certified Teachers. NTN will identify and recognize teachers who exemplify quality facilitation and curriculum design. The process includes the use of tools for self-reflection, feedback on curriculum and facilitation practices, and a specific push for growth toward a high bar of expectations around responsiveness to student needs. Part of the process involves submission of student work given NTN's attentiveness to student outcomes and the teaching and learning that will elicit those outcomes.
- Opportunity for New Tech Network Certified Teachers to be designated as New Tech Network Certified Trainers. NTN will develop teacher-leaders as instructional coaches to insure long-term school and network health, sustainability, and adaptability. NTN Certified Trainers will develop the skills and knowledge to lead the learning of others.
- Opportunity for School to be certified as a New Tech Network Demonstration Site. NTN Demonstration Sites are held to high standards regarding their status as adaptive learning organizations. Criteria will be made available at the time of application.

New Tech Network reserves the right to amend the process, scope, duration, and availability of NTN Certification Professional opportunities on a yearly basis.

**Continuation Terms and Conditions****Amended May 30, 2019**

Indicate your preferred annual payment schedule: _____ 2-Installments _____ 4-Installments

Two (2) Installments:

| Services | Continuation Fee | Installments | Invoice Dates |
|-----------------|---|--------------|---------------|
| 2018-20 Support | \$214,736 Amended 2-yr total = \$122,368 | \$107,368 | July 1, 2018 |
| | | \$15,000 | July 1, 2019 |

Four (4) Installments:

| Services | Continuation Fee | Installments | Invoice Dates |
|-----------------|------------------|--------------|-----------------|
| 2018-19 Support | \$107,368 | \$53,684 | July 1, 2018 |
| | | \$53,684 | January 1, 2019 |
| 2019-20 Support | \$15,000 | \$15,000 | July 1, 2019 |

Supplemental attendees at professional development events, additional coaching or other services or as set forth herein, the fees set forth in the payment schedule above represent the maximum fees payable to New Tech Network for each year in the Continuation Letter. At New Tech Network's option, certain of the fees set forth above may be reduced if New Tech Network determines, in its sole discretion, that the School exceeds benchmarks established by New Tech Network.

District is responsible for all costs not covered by New Tech Network, including, without limit, staff travel to/from New Tech Network trainings, events and conferences, hotel cost, personal expenses, and meals not covered by New Tech Network.