Cost Proposal Narrative

Below we describe how each line item on our Cost Proposal corresponds to our Technical Proposal.

Platform for Social-Emotional Learning Universal Screener

For the sake of clarity, we wish to note that the total annual fee shown in *Attachment D - Cost Proposal* for line item "Platform for Social-Emotional Learning Universal Screener" is intentionally listed at $0.00. We charge a license fee, described below, which allows for access to our SEL screener-taking and reporting platform, along with the professional services and professional development resources described in *Attachment F - Technical Proposal.*

License(s) for platform

This line item of $165,000 includes access to Panorama's platform for screener distribution as well as Panorama's project team to support the successful launch of screeners across the state. Our annual fee for this line item, as described in *Cost Assumptions, Conditions, and Constraints,* assumes total student enrollment of up to 100,000 students across participating districts. Our per student cost for the platform license is $1.65 per year. This platform license fee includes all aspects of the screener program as detailed in, *Attachment F - Technical Proposal*, including, but not limited to:
- Access to Panorama's research-backed universal SEL screener
- Close coordination and collaboration with the dedicated Panorama project team for the IDOE to customize the SEL screener and program management throughout the screener implementation process
- Administering the SEL screener online to students in grades 3-12 (see *Cost Assumptions, Conditions, and Constraints*)
- Access to Panorama's comprehensive reporting suite, which houses and provides data analysis for the SEL screener results and progress monitoring over time across screener administrations. This includes providing state level data to IDOE's Social, Emotional, and Behavioral Wellness team to drive their work (not punitive).
- Access to on-demand training and ongoing resources, including Panorama Playbook, which contains a library of research-backed SEL interventions and supports
- A plan to roll out the SEL screener statewide
- Unlimited screener administrations per year, for up to 100,000 students

Professional Development/Trainings on How to Use Tool (educators and administrators)

The line item for Professional Development/Trainings on How to Use Tool (educators and administrators) includes:

- Virtual Trainings & Supports *(4 Sessions, 90 mins, Virtual, open to all end users)*

Please note that the standard rate for these training sessions is $1,500/session. We are offering these training sessions for a discounted total of $5,000 instead of the standard rate of $6,000.

Professional Development/Trainings on How to Use Data (educators and administrators)

This line item for Professional Development/Trainings on How to Use Data (educators and administrators) includes:

- LEA Train-the-Trainer Data Inquiry Sessions *(5 Sessions, 90 mins, Virtual, open to LEA and district support teams)*
- Ongoing Webinar Series *(5 Sessions, 30-60 mins, Virtual, open to all educators across the state)*

Please note that the standard rate for these training sessions is $1,500/session. We are offering these training sessions for a discounted total of $5,000 instead of the standard rate of $15,000.

Additional Comments

Our proposed professional development package for the IDOE includes up to 14 training sessions and is offered for less than 50% of the standard rate. Our proposed training sessions will cost $10,000 instead of the standard rate of $21,000.

Additionally, as indicated in, *Attachment D - Cost Proposal*, the IDOE can add the following optional professional development sessions at a rate of $1,500 per virtual session, including but not limited to the following sessions:
- Training for district staff (Data Inquiry and Action Planning)
- Training for school staff (Data Inquiry and Action Planning)

Costs for Years 2 and 3

Panorama's costs for years 2 and 3 will be consistent with the pricing structure offered for the initial term. The license fee for up to 100,000 students will be $165,000 per year. If enough districts opt-in and the student enrollment exceeds 100,000, the additional costs for the platform license will be $1.65 x student enrollment.

Our professional development costs for years 2 and 3 will be the same as the initial term ($5,000 per line item and $10,000 total). Additional training sessions may be added for $1,500 per session.