



**Odysseyware®**

**PRICING Response to**

**State of Oklahoma Office of Management and  
Enterprise Services**

Solicitation for

**Online Course Curriculum for K-12 Education**

Solicitation # 0900000281

Due: September 26, 2017, 3 p.m. Central Time

ORIGINAL

Submitted by:

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## Introduction

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### Letter of Introduction

Odysseyware® is pleased to respond to the State of Oklahoma Office of Management and Enterprise Services (OMES), acting on behalf of the state Information Services department, in its search for qualified vendors to provide online course curriculum for K-12 education in the state. We recognize that this is a multi-award solicitation and hope to be one of your select providers of high-quality digital instruction.

Odysseyware is a leading provider of award winning K-12 core, elective, and CTE curriculum and instructional tools. Used nationwide by thousands of schools, the Odysseyware Learning Management System and research-based and proven core curriculum, assessments, and robust and targeted learning tools provide administrators, teachers, and students with powerful learning solutions that can be utilized in a myriad of instructional settings.

Currently, Odysseyware serves approximately one-third of all schools in Oklahoma and 98% of them have chosen to renew and extend their contracts. We believe that this is evidence of the success of our product in helping students and teachers across the state.

Aligned to Oklahoma Academic Standards, Odysseyware empowers teachers with valuable instruction tools and core curriculum to build student proficiency and content mastery. The Odysseyware curriculum and interactive methodology determines students' level of understanding, provides an interactive set of instructional activities with feedback to students, and provides detailed reports about students' progress. Further, teachers can customize courses to best meet individual student needs.

Odysseyware has been committed to individualized learning since our inception. That commitment informs our product development, the pedagogy and structure of our curriculum and Learning Management System, and our approach to partnership and implementation support. Our curriculum and LMS emphasize flexibility and provide what we believe to be the most robust customization features in the industry.

At Odysseyware, three core beliefs inform our corporate mission of providing educators the most flexible, customizable, and effective curriculum and instructional tools in the education industry.

We believe that:

- All students are unique and deserve a personalized learning experience.
- Educational instructional settings and the means of instructional delivery are becoming ever more diverse and expansive.

- Professional educators are essential, know their students best, and require empowering, intuitive, and flexible resources.

The embedded supports, customization, and individualized learning provided by Odysseyware empowers administrators and teachers to offer the best personalized learning pathway for each student in each moment, to tailor curriculum and content based on individual learner needs, and to truly leverage technology to accelerate learning. In fact, a recent research report authored by Arizona State University's Mary Lou Fulton Teachers College validated that Odysseyware puts into practice the most effective and best researched instructional applications of digital learning, especially when implemented as blended learning.

Our commitment to customization extends to our client services, professional development and technology support. We structure our support and implementation plans around the specific goals of our partner districts. Odysseyware recognizes that effectively supporting schools and districts with planning and implementation will require an equal measure of flexibility and situational expertise that we believe our client services team can provide.

Core subjects include math, social studies, science, and language arts. Electives include subjects in Career Technical Education, business, fine arts, health, and world languages. A complete Course Guide is included as Appendix A.

Odysseyware can provide a web-based curriculum system that is intentionally designed to be highly engaging, pedagogically sound, customizable, intuitive, and responsive. Most important, Odysseyware can meet the individual instructional needs of students. Odysseyware's flexible tools can meet and support any learner at any level to help them reach higher achievements and guide them on a path to graduation, a career, or college.

This proposal's narrative and other materials fulfill the request for the needs and support and enhance the district goal of getting all students—not just some—to the highest levels of attainment by providing him or her with the technical skills and academic knowledge needed to prepare for future employment and/or a successful transition to post-secondary education. Thank you for this opportunity to submit.

In response to this RFP, Odysseyware acknowledges the terms of the RFP and has submitted exceptions in the following pages. We look forward to working with the OMES on the review of our materials and continuing our support of students and teachers in Oklahoma.

Sincerely,

Charles Mallon, Chief Financial Officer

## Price and Cost

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Course Providers acknowledge and agree the following:

Per Oklahoma Administrative Code 777:15-1-4, each course offered through the Oklahoma Online Course Catalog must be offered a price that does not exceed the lowest price at which the course is offered for use or sale to any state, public school, or school district in the United States. The price of any course or item or service for the course must automatically be reduced to the extent that, and at the same time as, the price is reduced or offered for a lesser fee elsewhere in the United States. A course or item or service for the course must be provided free of charge or at a price discount to the same extent that it is provided to any state, public school, or school district anywhere in the United States.

Odysseyware acknowledges and agrees. The following pricing applies to all courses offered in our Oklahoma catalog, provided in Appendix A of our narrative response:

Course Code	Course Title	Rate	Rate Structure
NA	All Courses	\$55.00	Per Semester, Per License

In addition, if a school or district in Oklahoma chooses to use our Odysseyware Academy, this will be offered for \$265 / site.