

## LICENSE AGREEMENT

This License Agreement ("**Agreement**") is entered into this \_\_\_th day of March, 2012 between the Education Achievement Authority, a Michigan public body corporate ("**EAA**") and School Improvement Network, Inc., a Utah corporation ("**Vendor**").

WHEREAS, EAA desires to retain Vendor to provide and have access to certain services including an online professional development platform as described herein upon the terms and conditions set forth herein and Vendor is willing to perform, provide training and make available such services and/or products.

NOW, THEREFORE, in consideration of the mutual covenants and promises contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

### ARTICLE I License

**Section 1.1 Grant of License.** Subject to the terms and conditions of this Agreement, Vendor grants to the EAA a non-exclusive, non-transferable license, including content upgrades and program updates, to use the products and items described in Exhibit A. In addition to the license, the Vendor agrees to provide on-site training as also provided in Exhibit A. Each individual service or access to certain products to be provided by Vendor to EAA under this Agreement will be defined by a Service/Purchase Order in the form of the template attached as Exhibit B. Each Service/Purchase Order shall be signed by both parties and will describe the services to be performed or products to be provided, the schedule for the performance (the "**Period of Performance**"), any identifiable work product to be delivered by Vendor ("**Deliverables**"), the fixed price or rate for the Services ("**Fees**"), and any other terms that apply to that specific Service/Purchase Order ("**Special Terms**"). The parties anticipate the possibility of executing multiple Service/Purchase Orders outlining separate engagements for services and/or products. Each Service/Purchase Order, together with the terms of this Agreement, constitutes a separate contract that will be effective upon execution of the Service/Purchase Order by the parties. Each Service/Purchase Order shall be governed by the terms of this Agreement. Except for those Special Terms in the Service/Purchase Order or Exhibit A that expressly provide that they take precedence over this Agreement, in the event of a conflict between this Agreement and the terms of a Service/Purchase Order or Exhibit A, this Agreement shall govern.

### ARTICLE II COMPENSATION

**Section 2.1 Fees.** The EAA shall pay the license fee and all other fees as set forth in Exhibit A. All Fees payable to Vendor during the term of this Agreement shall be reflected in a Service/Purchase Order and shall remain fixed for the duration of the Service/Purchase Order. Except for the Fees set forth in the applicable Service/Purchase Order, there are no other fees or costs to be paid by EAA to Vendor. Notwithstanding the foregoing, Vendor acknowledges and agrees that the total amount payable to Vendor hereunder is subject to EAA's annual budgeted amount for such Services/Products. EAA affirms that it has budgeted funds for completion of this

project and will allocate said funds accordingly. Furthermore, amounts to be paid to Vendor shall not exceed the maximum dollar amount(s) specified in each Service/Purchase Order, unless Vendor obtains the prior written approval of the EAA and the parties execute a modified Service/Purchase Order.

**Section 2.2 Invoices.** Vendor shall submit to EAA invoices for the Services/Products as provided in the Service/Purchase Order attached hereto. Invoices shall be submitted to: 3022 W. Grand Blvd., Suite 14-652, Detroit, Michigan, 48202, Attention: Accounts Payable. EAA shall pay invoices for Services/Products satisfactorily performed within 45 days after receipt of an invoice from Vendor. In the event that EAA reasonably disputes any amount that appears on an invoice received from Vendor, the parties shall work together in good faith to resolve the dispute. EAA shall not be required to pay the disputed portion until the dispute is resolved; provided, however, that (i) EAA continues to pay any undisputed amounts consistent with this Agreement, (ii) Vendor shall continue to provide all of the Services/Products and otherwise perform its obligations under the Agreement and, (iii) EAA shall provide a written explanation for any disputed amount with specific remedies it believes need to be taken. Nonpayment by EAA of disputed amounts shall not constitute a breach of EAA's obligations regarding payment to Vendor or otherwise be considered a basis for termination of this Agreement.

### **ARTICLE III REPRESENTATIONS AND WARRANTIES OF EAA**

EAA represents and warrants to the Vendor as follows and acknowledges that the Vendor is relying on such representations and warranties in entering into this Agreement and completing the transactions contemplated hereby:

**Section 3.1 Organization and Good Standing.** EAA is duly organized, validly existing and in good standing under the laws of the State of Michigan, has all requisite power and authority to own, operate and lease its properties and is duly authorized to do business in the State of Michigan.

**Section 3.2 Power and Authorization.** EAA has all requisite power to enter into this Agreement and to carry out and perform its obligations hereunder. All action required on the part of EAA and its officers, directors and shareholders for the authorization, execution and delivery of this Agreement and the performance by EAA of its obligations hereunder have been taken. This Agreement, when executed and delivered, shall constitute the legal and binding obligation of EAA in accordance with its terms, subject to (a) judicial principles respecting election of remedies or limiting the availability of specific performance, injunctive relief and other equitable remedies and (b) bankruptcy, insolvency, reorganization, moratorium or other similar laws not or hereafter in effect generally relating to or affecting creditors' rights.

**Section 3.3 No Conflict or Breach.** The execution, delivery and performance by EAA of its obligations under this Agreement will not result in any violation of, be in conflict with or constitute a default under, in any material respect, any material instrument, mortgage, deed of trust, loan, contract, commitment, judgment, decree, order or obligation binding upon EAA or result in the creation of any mortgage, pledge, lien, encumbrance or charge upon any of its properties or assets.

**ARTICLE IV  
REPRESENTATIONS AND WARRANTIES OF THE VENDOR**

The Vendor represents and warrants to EAA as follows and acknowledges that EAA is relying on such representations and warranties in entering into this Agreement and completing the transactions contemplated hereby:

**Section 4.1 Organization and Good Standing.** Vendor is duly organized, validly existing and in good standing under the laws of the State of Utah, has all requisite power and authority and is duly authorized to do business in the State of Michigan.

**Section 4.2 Power, Title and Authority.** The Vendor has all requisite power to enter into this Agreement and to carry out and perform its obligations hereunder. The Vendor is the owner of the products described in Exhibit A or otherwise has the right to grant to the EAA the rights set forth in this Agreement. All action required on the part of the Vendor and its officers, and agents for the authorization, execution and delivery of this Agreement and the performance by the Vendor of its obligations hereunder have been taken. This Agreement when executed and delivered, shall constitute the legal and binding obligations of the Vendor in accordance with its terms, subject to (a) judicial principles respecting election of remedies or limiting the availability of specific performance, injunctive relief and other equitable remedies and (b) bankruptcy, insolvency, reorganization, moratorium or other similar laws not or hereafter in effect generally relating to or affecting creditors' rights.

**Section 4.3 No Conflict or Breach.** The execution, delivery and performance by the Vendor of its obligations under this Agreement will not result in any violation of, be in conflict with or constitute a default under, in any material respect, any material instrument, mortgage, deed of trust, loan, contract, commitment, judgment, decree, order or obligation binding upon the Vendor or result in the creation of any mortgage, pledge, lien, encumbrance or charge upon any of its properties or assets.

**Section 4.4 No Debarment, Pending Governmental Action or Record of Violations.** Vendor has not been debarred by the Federal, State or any local unit of government from providing services, nor is it currently the subject of any debarment or similar proceedings. Vendor has no record of violation of any Federal, State or local government's procurement, contracting or ethics rules.

**Section 4.5 Conflicts; No Undue or Improper Influence or Inducement.** Vendor represents and warrants that it has disclosed in writing any existing conflicts of interest involving EAA, and that it will disclose in writing to EAA any conflicts that arise during the term of this Agreement. Vendor represents and warrants that it has not and will not offer to EAA or any of EAA's employees any unlawful inducement, prohibited benefit, or improper incentive to enter into this or any other agreement with EAA.

**Section 4.6 Performance of Services/Products; Compliance with Law.** The Services/Products will be performed or provided in a diligent manner in accordance with industry practices, by individuals of suitable training and skill. Vendor's actions and performance of the Services throughout the term of this Agreement shall be in full compliance with all applicable

federal, state and local laws, rules, regulations and standards, including all laws applicable to EAA's operations or to which EAA is otherwise bound. Vendor has and will maintain throughout the term of this Agreement, all licenses, permits, authorizations and approvals necessary for the lawful conduct of its business. No representation or warranty of Vendor contained in this Agreement contains any untrue statement of material fact or omits to state a material fact necessary to make the statements and facts contained herein not misleading.

## ARTICLE V TERM AND TERMINATION

**Section 5.1 Term.** This Agreement commences on the Effective Date and shall continue in effect so long as Services/Products are being provided pursuant to Exhibit A, or until terminated as provided herein.

### **Section 5.2 Termination.**

- (a) EAA may terminate this Agreement or any Service/Purchase Order hereunder without cause by providing at least thirty days written notice of such termination to Vendor. Except as provided for in other sections of this agreement, Vendor shall be compensated for all services/products provided up to the effective date of termination.
- (b) Either party may terminate this Agreement for cause upon breach by the other party, which breach remains uncured thirty days after written notice describing such breach is given to the breaching party.
- (c) This Agreement may be terminated immediately by a party upon (i) the commission of an illegal act, unethical practice, or violation of public policy, including theft or embezzlement, by the other party; (ii) conduct by the other party that may adversely affect a party, as determined by such party in its sole discretion, or (iii) the filing of bankruptcy by either party. Further, EAA may terminate this Agreement immediately upon the substantial failure of Vendor to perform the services that it is obligated to perform hereunder in a timely manner or breach by Vendor of the provisions of Article VI.
- (d) Upon the expiration or termination of this Agreement or a Service/Purchase Order for any reason, Vendor will cooperate with EAA in the orderly completion or transfer of Services and return of all EAA data and information, including any work in progress. Vendor will recover, as its sole remedy, payment for Services satisfactorily completed prior to such expiration or termination and not previously paid for by EAA. Vendor waives and forfeits all other claims for payment including, without limitation, anticipated profits or revenue or other economic loss arising out of or resulting from such termination or expiration.

## ARTICLE VI CONFIDENTIAL INFORMATION

**Section 6.1 Standard of Care.** Vendor acknowledges that it may receive or have access to EAA's "Confidential Information", as that term is defined below. Vendor will protect EAA's Confidential Information with the same degree of care as Vendor uses to avoid unauthorized use, disclosure, publication or dissemination of its own confidential information of a similar nature, but in no event, less than a reasonable degree of care. Vendor shall not disclose or otherwise make available EAA's Confidential Information to any third party without the prior written consent of EAA; provided, however, that Vendor may disclose the Confidential Information to its officers, employees, and contractors who need access to the Confidential Information to perform their obligations to Vendor or EAA and who are themselves bound by nondisclosure obligations at least as restrictive as those set forth in this Article VI. Further, Vendor shall comply with all confidentiality-related guidelines, standards and law applicable to EAA. Vendor agrees to immediately notify EAA in the event Vendor becomes aware of any loss or unauthorized disclosure of EAA's Confidential Information. The provisions of this Article VI shall survive the termination or expiration of this Agreement.

**Section 6.2 Confidential Information.** "Confidential Information" means any information related to the business, personnel and operations of EAA obtained by Vendor, and may include, but is not limited to, business affairs, data, manuals, financial and accounting data, data and information concerning students (i.e., "educational records"), contracts, intellectual property, proprietary information and other operational information. Confidential Information shall not include anything that Vendor can document: (i) was generally available to the public at the time it was received by Vendor, (ii) was known to Vendor, without restriction, at the time of disclosure, or (iii) was independently developed by Vendor without any use of the Confidential Information.

**Section 6.3 Return of Confidential Information.** Upon expiration or termination of this Agreement, Vendor shall promptly return to EAA all Confidential Information of EAA and all copies, or at EAA's option, Vendor shall destroy the Confidential Information.

## ARTICLE VII AUDITS

**Section 7.1 General.** Upon reasonable notice from EAA, Vendor shall provide EAA and its agents, regulators, accountants and inspectors access to, and any assistance and information that they may reasonably require with respect to the Services/Products to, among other things, verify the security of EAA Confidential Information and examine Vendor's performance of the Services/Products to enable EAA to confirm Vendor's compliance with this Agreement and applicable law.

**Section 7.2 Cooperation and Record Retention.** Vendor agrees to maintain accurate books and records in connection with Vendor's performance of the Services/Products. Unless returned to EAA, upon its written request, all such books and records (including, without limitation, all papers, correspondence, data, information, reports, records, receipts, and other sources of information relating to the Services and Fees paid to Vendor) will be held and preserved for the duration of this Agreement and for a period of six years after the expiration or termination of this

Agreement. Vendor shall make such books and records available to EAA at EAA's request. Further, Vendor shall, and shall cause its agents, employees and contractors to provide EAA with all assistance required to enable EAA to comply with applicable law and standards pertaining to the disclosure and confidentiality of such books and records.

## ARTICLE VIII INDEMNIFICATION, DAMAGES, INSURANCE AND WARRANTIES

**Section 8.1 Indemnification.** Vendor shall indemnify and hold harmless EAA and EAA's employees, agents, directors and officers against all liability arising out of, or resulting from any third party claim, suit, action or proceeding arising out of or resulting from (i) the failure of Vendor or any of its agents, employees or contractors, to comply with the terms of this Agreement or any applicable law; (ii) any claim that the licensed products described in Exhibit A infringe upon a United States patent, copyright or other proprietary right of a third party; or (iii) any injury, loss, claim or damages arising from the actions or omissions of Vendor or an agent, employee, director, officer or contractor of Vendor.

**Section 8.2 Limitation of Liability; No Special Damages.** Notwithstanding any other provision of this Agreement, EAA shall not be liable to the Vendor for any damages for loss of profits, loss of revenues, loss of goodwill, loss of anticipated savings, loss of data or cost of purchasing replacement services, or any indirect, incidental, special, consequential, exemplary or punitive damages arising out of the performance or failure to perform under this Agreement or any Service/Purchase Order. Nothing in this Agreement shall be construed as a waiver of governmental immunity, where applicable. No such limitation upon Vendor's liability for damages shall exist unless expressly set forth in the Special Terms of the Service/Purchase Order.

### **Section 8.3 Insurance.**

- (a) At all times during the term of this Agreement, Vendor shall procure and maintain, at its sole cost and expense, the following types and amounts of insurance coverage issued by an insurance company reasonably acceptable to EAA:
  - (1) Commercial General liability, covering bodily and personal injury, property damage, and contractual liability insuring the activities of Vendor under this Agreement, in a minimum amount of One Million Dollars (\$1,000,000) per claim and Five Million Dollars (\$5,000,000) in the annual aggregate, adding EAA as an additional insured with respect to this Agreement.
  - (2) Commercial Automobile liability with limits of One Million Dollars (\$1,000,000) per claim and Five Million Dollars (\$5,000,000) in the annual aggregate, adding EAA as an additional insured with respect to this Agreement.
  - (3) Worker's compensation insurance in amounts required in accordance with applicable laws.

- (4) Errors and Omissions/Professional liability with limits no less than One Million Dollars (\$1,000,000) per claim and Three Million Dollars (\$3,000,000) in the annual aggregate.
- (b) Upon request by EAA, Vendor shall provide EAA with copies of the certificates of insurance and policy endorsements for all insurance coverage required by this Section 8.3. Such certificates of insurance shall not be materially amended or cancelled without thirty days prior written notice to EAA; provided that, prior to such cancellation, Vendor shall have new insurance policies in place that meet the requirements of this Section 8.3.

**Section 8.4 Disclaimer of Warranties.** EXCEPT AS (1) EXPRESSLY SET FORTH IN THIS AGREEMENT, AND, (2) WITH RESPECT TO VENDOR ONLY, AS SET FORTH IN THE SPECIAL TERMS OF A SERVICE/PURCHASE ORDER, NEITHER EAA NOR VENDOR MAKES ANY OTHER REPRESENTATION OR WARRANTY REGARDING THE SERVICES/PRODUCTS, EXPRESS OR IMPLIED, EITHER IN FACT OR BY OPERATION OF LAW, STATUTORY OR OTHERWISE, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR USE.

## ARTICLE IX DISPUTES

**Section 9.1 Informal Dispute Resolution.** EAA and Vendor will attempt to settle any dispute through informal good faith negotiations. The dispute will be escalated to appropriate senior level management of the parties, if necessary. If such managers are unable to resolve the dispute within ten business days of referral (or any other mutually agreed upon timeframe), the parties will undertake non-binding mediation as described below in a good faith attempt to resolve such dispute.

**Section 9.2 Mediation.** There will be a single mediator. If the parties cannot agree upon an acceptable mediator within ten days of termination of the negotiations under Section 9.1, each party will select one mediator from a list of not less than five mediators provided by the other party. These two mediators will select a third mediator who will serve as the sole mediator. Subject to the availability of the mediator, the mediation will occur not more than thirty days after the request for mediation. The mediation process will continue until the dispute (or any part thereof) is resolved or until such time as the mediator makes a finding that there is no possibility of resolution short of referring the parties to final and binding arbitration. The mediation will be held in Detroit, Michigan, unless the mediator, on his or her own initiative, wishes to conduct any mediation proceeding by telephone, facsimile transmission or other means of communication. The cost of mediation, including the mediator's fees and expenses, will be shared equally by the parties. Each party will have the right to be represented by attorneys of their own choosing to advise them before and during the mediation process and their attorneys may review any settlement agreement, or other agreement, which the parties have reached through mediation, prior to the execution of such agreement. The parties agree that the mediator is acting in a neutral capacity and is not serving as an attorney, advocate, representative or fiduciary for either or both of them. Each party will pay its own attorney's fees and costs. In connection with the mediation process, the mediator may meet in confidential "caucus" sessions separately with each party. The mediator will be obligated to treat

as confidential and refrain from disclosing to the other party or its counsel any information conveyed to the mediator during the caucus sessions unless the party conveying such information authorized the mediator to disclose it to the other party.

**Section 9.3 Binding Arbitration.** Should any dispute (or part thereof) remain between the parties after completion of the mediation process described in Section 9.2, such dispute will be submitted to final and binding arbitration in Detroit, Michigan under the Commercial Arbitration Rules of the American Arbitration Association ("AAA"), except to the extent that the AAA Rules are contrary to the specific terms of this Section 9.3, provided, however, that at the election of EAA, the arbitration may be done privately and not under the auspices of the AAA, although the AAA rules shall still otherwise govern except as herein stated. There will be three arbitrators. Each party will select one arbitrator. The two arbitrators selected by the parties will select a third arbitrator. At least one of the arbitrators will have at least five years of relevant experience. Each party may be represented by an attorney selected by the party. The costs of the arbitration, including the arbitrators' fees and expenses, will be shared equally by the parties. Each party will pay its own attorney's fees and costs; provided that, if the arbitrators find either party has acted in bad faith, the arbitrators will have discretion to award attorneys' fees to the other party. No party may raise new claims against the other party in the arbitration not raised during mediation. The arbitrators will have the power to resolve all disputes between the parties. The arbitrators will apply the law of the state of Michigan. The arbitrators will only interpret and apply the terms and provisions of the Agreement and will not change any such terms or provisions or deprive either party of any right or remedy expressly or impliedly provided for in the Agreement. The arbitrators will not have the power to award damages other than those described in the Agreement. The determination of a majority of the arbitrators will be conclusive upon the parties and will be non-appealable. At least thirty days before the arbitration is scheduled to commence, the parties will exchange lists of witnesses and copies of all exhibits intended to be used in arbitration. The parties will be entitled to limited discovery. A stenographic record of the proceedings will be kept, unless waived by both parties, at the equal expense of the parties. The arbitration will be completed within 120 days of the selection of the third arbitrator. The arbitrators will render a written decision, which contains findings of fact and conclusions of law, within thirty days of the conclusion of the arbitration and will specify a time within which the award will be performed. Judgment upon the award, including specific enforcement of the decision, will be entered in any court of proper jurisdiction. The parties have knowingly chosen arbitration as an alternative to proceedings in court and they specifically waive their rights to proceed by any means before a court otherwise having jurisdiction of any dispute between them, except to the extent necessary for injunctive relief or other equitable relief.

## ARTICLE X GENERAL PROVISIONS

**Section 10.1 Independent Contractor.** The Services of Vendor shall be rendered as an independent contractor. The relationship between EAA and the Vendor shall not be that of partners, agents, or joint venturers to one another, and nothing contained in this Agreement shall be deemed to constitute a partnership, agency or employment agreement between them for any purposes, including, without limitation, for federal income tax purposes. Vendor assumes full responsibility for the payment of wages, salaries, and other amount due to all persons engaged by Vendor in connection with the Services performed hereunder, and Vendor will be responsible for all taxes,

including Social Security, unemployment and withholding taxes, with respect to such persons. No provision of this contract shall be for the benefit of any party other than the Vendor and the EAA.

**Section 10.2 Tax Exempt Status.** Vendor acknowledges that EAA is a tax-exempt entity. Vendor may not use any EAA facility for any unauthorized purpose and will not act in any way that might jeopardize EAA's tax-exempt status.

**Section 10.3 Entire Agreement and Amendments.** This Agreement (including the Service/Purchase Orders and exhibits), together with the documents delivered pursuant hereto, constitutes the entire agreement between the parties with respect to the subject matter hereof and supersedes all prior oral or written agreements, negotiations, representations, discussions and understandings between the parties. This Agreement may be amended only by a written instrument executed by each party.

**Section 10.4 Governing Law.** This Agreement shall be construed and interpreted in accordance with the laws of the State of Michigan without giving effect to other conflicts of laws or principles thereof.

**Section 10.5 Counterparts.** This Agreement may be executed in one or more counterparts, each of which shall be deemed to be an original and all of which together shall constitute one and the same instrument.

**Section 10.6 Binding Effect.** This Agreement shall be binding upon and inure to the benefit of the parties hereto. No party to this Agreement may assign its rights under this Agreement to any other person without obtaining the written permission of the other parties in advance.

**Section 10.7 No Third Party Beneficiaries.** Nothing expressed or referred to in this Agreement is intended or shall be construed to give any person other than the parties to this Agreement or their respective successors or permitted assigns any legal or equitable right, remedy or claim under or in respect of this Agreement it being the intention of the parties that this Agreement and the transactions contemplated hereby shall be for the sole and exclusive benefit of such parties or such successors and permitted assigns.

**Section 10.8 Expenses.** Each party shall bear its own expenses incurred in connection with this Agreement and with the performance of its obligations hereunder.

**Section 10.9 Notices.** All written notices, consents, approvals, requests and other communications ("Notices") required or permitted under this Agreement shall be personally delivered with receipt obtained, or mailed by overnight mail or registered or certified first-class mail, return receipt requested, addressed as follows:

If to the Vendor, to:

School Improvement Network  
8686 S 1300 E  
Sandy, Utah 84094-1947  
Attention:

If to the EAA, to:

Education Achievement Authority  
3022 W. Grand Boulevard  
Suite 14-652  
Detroit, Michigan 48202  
Attention: Chancellor's Office

All Notices shall be deemed given on the day when hand delivered or, if mailed, on the day following the day of mailing. Either party to this Agreement may change its address for the receipt of Notices at any time by giving Notice to the other party as provided in this Section 10.9.

**Section 10.10 Further Assurances.** Each party promptly shall cause to be taken, executed, acknowledged or delivered all such further acts, conveyances, documents and assurances as any other party from time to time reasonably may request in order to carry out and effectuate the intent and purposes of this Agreement.

[signature page follows]

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be signed by their duly authorized representatives with effect from the day and year first above written

EDUCATION ACHIEVEMENT AUTHORITY

By: \_\_\_\_\_  
John William Covington, Ed.D.

Title: \_\_\_\_\_  
Chancellor

Date \_\_\_\_\_

SCHOOL IMPORVEMENT NETWORK, INC.

By: \_\_\_\_\_  
Jeff Moore

Title: \_\_\_\_\_  
Executive Vice President

Date \_\_\_\_\_

\_\_\_\_\_  
Legal Counsel Approval as to Form

\_\_\_\_\_  
Date



## Confidential Pricing Agreement

March 20, 2012

### 1-Year Purchase and Pricing Agreement for Education Achievement Authority of Michigan

Description	Quantity	List Price	EAA Price	PD Training/ Support	Total Price
PD 360 Suite, including Evaluation System & Common Core Content, and Portfolio	Up to 15 *	\$9,995	\$9,495	\$150,000	Not to Exceed \$292,425
Brainhoney/Buzz	Up to 11,000 *	\$14	\$7	\$150,000	Not to Exceed \$227,000
ThereNow IRIS Live View Camera Bundle- 1 Year Software and 3 Year Warranty	Up to 60 *		\$11,300		Not to Exceed \$678,000
Live Book/Live Planner	Up to 15 *	\$149	\$149		Not to Exceed \$2,235
Student Centered PD Videos for Parents	Up to 3 *		\$10,000		Not to Exceed \$10,000
<b>Total 1st Year Invoice</b>					<b>Not to Exceed \$1,209,660</b>

\*Final billed quantity will be based on the number of direct run schools of EAA.

### Term

The initial term of this Agreement shall begin, at the earliest, on the signing of this agreement, or the date a purchase order is received by SINET in the amount stated above, and shall continue for a period of one (1) year (the "Initial Term") to end July 1, 2013. This agreement will automatically renew for two additional one (1) year terms (a "Renewal Term" and together with the Initial Term, the "Term"), unless either party delivers written notice of its intent not to renew no later than thirty (30) days prior to the end of the then current Term.

PD coaching and training support will be provided on-site and all expenses will be covered by SINET. These trainers will be exempt and will work similar hours as full-time EAA employees.

### Termination

Years following the current term may be terminated without liability to the Customer when it is deemed to be in the best interest of the Customer to so act. Notification of termination must be in writing and issued by Customer's or authorized representative. Subsequent years' termination notices must be received no later than thirty (30) days prior to the end of the then current Term. All usage of PD 360 content in any form, whether through PD 360 or through any other means, is under a non-exclusive license that terminates upon termination of the Agreement. Notice of termination should be sent to: PD 360 Licenses, School Improvement Network, 32 West Center Street, Midvale, UT 84047; or faxed to 801-566-6885.

## **Hosting Options (PD 360 Only)**

Education Achievement Authority of Michigan must choose one of the following hosting options:

\_\_\_\_\_ SINET hosted: content will live on SINET servers and will be available via the Internet.

\_\_\_\_\_ Education Achievement Authority of Michigan hosted: content will live on one or more servers managed by Education Achievement Authority of Michigan, with SINET servers as a backup in the event that Education Achievement Authority of Michigan's servers are not available.



## 1-Year Purchase and Pricing Agreement

**THIS PURCHASE AND PRICING AGREEMENT** (the "Agreement") for access to PD 360 is entered into as of March 20, 2012 (the "Effective Date") between the SCHOOL IMPROVEMENT NETWORK, INC. (SINET), a Utah corporation, and **Education Achievement Authority of Michigan**.

## Payment and Invoicing Terms

SINET will invoice Education Achievement Authority of Michigan as follows:

1st Invoice – October, 2012 – Not to Exceed US \$\$1,199,660.00

Invoicing Terms are Net 30.

## Invoicing Information

**Billing Information** Check here if same as shipping \_\_\_\_\_

Name:	Rebecca Lee Glenn
Title:	Deputy Chancellor, Business and Fiscal Affairs
Address:	3044 West Grand Boulevard, Suite 14-652
City:	Detroit
State:	MI
Country:	USA
ZIP Code:	48202
Phone:	(313) 456-2957
Email:	esselmanm@michigan.gov

**Tax Exemption Certificate** Please include state sales tax exemption certificate when submitting this document. **If certificate is not present, sales tax will be assessed.**

### License Setup

1. New License \_\_\_\_\_ Renewal License \_\_\_\_\_
2. District Wide: Yes \_\_\_\_\_ No \_\_\_\_\_
3. Number of Sites Purchased: \_\_\_\_\_
4. Total Number of Sites: \_\_\_\_\_
5. Whitelist Completed and Verified: Yes \_\_\_\_\_ No \_\_\_\_\_
6. Access and Supported System Requirements Reviewed with Technical Contact: Yes \_\_\_\_\_ No \_\_\_\_\_
7. Client has been introduced to *their* Client Implementation Specialist: Yes \_\_\_\_\_ No \_\_\_\_\_
8. Preferred means of communication with Client Implementation Specialist: Phone \_\_\_\_\_ Email \_\_\_\_\_
9. **All information is required. Please correct if included information is incorrect.**

District Name:	
State:	
Start Date:	
Renewal Date:	
Lead Purchaser Name:	
Phone:	
Email:	
Assistant Lead Purchaser Name:	
Phone:	
Email:	
PD 360 Implementation Leader Name:	
Phone:	
Email:	
Assistant PD 360 Implementation Leader Name:	
Phone:	
Email:	
Technical Contact Name:	
Phone:	
Email:	
Observation 360 Contact Name:	
Phone:	
Email:	
Assistant Observation 360 Contact Name:	
Phone:	
Email:	



List schools/sites that will access PD 360 (use additional pages if necessary)

School/Site Name	Observation 360 Access (Yes/No)
Central/District Office:	
1:	
2:	
3:	
4:	
5:	
6:	
7:	
8:	
9:	
10:	
11:	
12:	
13:	
14:	
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18:	
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27:	
28:	



## Sole Source Provider

Education Achievement Authority of Michigan  
3044 West Grand Boulevard, Suite 14-652  
Detroit, MI [Field:billing\_postal\_code]

**HOLLAND & HART** 

Janna J. Lewis  
Of Counsel  
Phone 801-799-5937  
Fax 801-799-5709  
jlewis@hollandhart.com  
7774L0020

February 4, 2012

Re: **SOLE SOURCE OF PURCHASE**

To Whom It May Concern:

School Improvement Network has developed software entitled "PD 360", "Observation 360", "Common Core 360", "LiveBook", and "LivePlanner", each of which may only be purchased from School Improvement Network. Furthermore, the following products—when integrated with PD 360—may also only be purchased from School Improvement Network: "thereNow" cameras and software with PD 360 integration, and "Brain Honey and Buzz" with PD 360 integration. School Improvement Network and its affiliates own a portfolio of copyrights, patents, and trademarks protecting the Intellectual Property associated with PD 360, Observation 360, Common Core 360, LiveBook, LivePlanner, thereNow integration, and BrainHoney and Buzz integration, and associated video programs, examples of which Intellectual Property holdings are attached for convenient reference. These products have not been licensed to third parties for distribution, and unauthorized use is policed and prohibited. The software entitled PD 360, Observation 360, Common Core 360, LiveBook, LivePlanner, thereNow with PD 360 integration, and Brain Honey and Buzz with PD 360 integration, separately and in combination, provide training that meets the needs of educators. There are no alternative available sources in the market that integrate the PD 360 software product with the Common Core 360, Observation 360, LiveBook, LivePlanner, thereNow, Brain Honey and Buzz, unless purchased directly from School Improvement Network. School Improvement Network is the sole source vendor for PD 360, Observation 360, Common Core 360, LiveBook, LivePlanner, thereNow with PD 360 integration, and BrainHoney and Buzz with PD 360 integration, and for all of the video programs associated with PD 360 and Observation 360.

Very truly yours,



Janna J. Lewis  
Of Counsel  
Holland & Hart LLP



**Send purchase order or check to:**

Accounts Receivable  
School Improvement Network  
32 West Center Street  
Midvale, UT 84047

**Agreed and accepted:**

This Purchase and Pricing Agreement is valid for 45 days from the Effective Date unless accepted in writing with the expected purchase date by Education Achievement Authority of Michigan and returned to SINET on or before the expiration date via mail or fax at 801-566-6885.

I understand that by signing this agreement, Education Achievement Authority of Michigan is agreeing to purchase PD 360 per the pricing in this agreement for the period of one (1) year with the possibility of two (2) additional one (1) year terms.

Education Achievement Authority of Michigan will purchase via (Check the desired option):

Purchase Order Number: \_\_\_\_\_

Purchase Order Number will be mailed within fourteen days

Check will be mailed within fourteen days

**Education Achievement Authority of Michigan**

Signature: [Handwritten Signature] Date 4/3/12

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**School Improvement Network**

Signature: [Handwritten Signature] Date 3/28/12

Name: Jeff Moore

Title: Executive Vice President