



EdTec Back Office & CALPADS Services Renewal Proposal for ARISE High School

EdTec is honored to be a key service provider and partner to ARISE and we look forward to continuing our role in supporting the organization’s on-going success and impact to the Fruitvale and broader Oakland community.

Overview of Current Contracts

- Back-Office Service
 - Contract Term: July 1, 2020 through June 30, 2022
 - Service Level: Per Statement of Work #5
 - Service Pricing: \$148,000 for 2021-22

- CALPADS Service
 - Contract Term: July 1, 2020 through June 30, 2022
 - Service Level: Per Statement of Work #5
 - Service Pricing: \$8,600 for 2021-22

Proposal for Contract Renewal

Back-Office Services

EdTec proposes continuing with the current back-office service scope and we have prepared a few renewal pricing options for ARISE’s consideration, as detailed in the table below. Please note that while the total back-office fee increases, the percentage of total revenue that ARISE would be paying for back-office service decreases considerably from ARISE’s original EdTec contract where fees were 2.4% of total revenue.

| Back-Office Service Renewal Pricing | 2022-23 | 2023-24 | 2024-25 | 2025-26 |
|---|------------------|------------------|------------------|------------------|
| Projected Enrollment / ADA | 426 / 392 | 426 / 392 | 426 / 392 | 426 / 392 |
| Total Projected Revenue | \$8,873,702 | \$8,513,582 | \$8,253,320 | \$8,504,671 |
| Back-Office Service Pricing | \$165,000 | \$165,000 | \$170,000 | \$175,000 |
| 1-Year Renewal Service Pricing | \$165,000 | | | |
| <i>Multi-Year Renewal Discount: 2-Year Term</i> | <i>\$(2,500)</i> | <i>\$(2,500)</i> | | |
| 2-Year Renewal Adjusted Service Pricing | \$162,500 | \$162,500 | | |
| <i>Multi-Year Renewal Discount: 3-Year Term</i> | <i>\$(5,000)</i> | <i>\$(5,000)</i> | <i>\$(5,000)</i> | |
| 3-Year Renewal Adjusted Service Pricing | \$160,000 | \$160,000 | \$165,000 | |
| <i>Multi-Year Renewal Discount: 4-Year Term</i> | <i>\$(7,500)</i> | <i>\$(7,500)</i> | <i>\$(7,500)</i> | <i>\$(7,500)</i> |
| 4-Year Renewal Adjusted Service Pricing | \$157,500 | \$157,500 | \$162,500 | \$167,500 |
| Service Cost as % of Total Revenue | 1.77% | 1.85% | 1.97% | 1.97% |

CALPADS Service

In addition to the back-office service, ARISE has leveraged our CALPADS support package at a **fixed fee of \$8,600** in 2021-22

We recommend continuing these services under the fixed fee model, as ARISE is utilizing the services sufficiently to enjoy tangible savings versus the hourly-billable model, and we expect this utilization to continue going forward.

We recommend a four-year renewal, to run in line with back-office services with small increases to keep pace with the typical COLA-related increases in the costs of delivering these services. The proposed fees are as follows:

2022-23: Fixed fee of \$9,000

2023-24: Fixed fee of \$9,250

2024-25: Fixed fee of \$9,500

2025-26: Fixed fee of \$9,750

Next Steps

Thank you for your partnership and for your consideration of EdTec's proposal. We look forward to your feedback and to discussing next steps!

Best Regards,



Mark Campo
Executive Vice President
& Chief Marketing Officer