



Marzano Research Laboratory
RFQ: Teacher and Principal Practice Rubric Providers
Estimated Service Costs

Submitted By: Jane St. John Vice President Marzano Research Laboratory http://www.marzanoresearch.com 555 North Morton Street Bloomington, IN 47404 Phone: 812-336-7700 jane.stjohn@solution-tree.com	Submitted To: New York State Education Department Attention: Teacher and Principal Practice Rubrics EB 5N Mezzanine Office for Great Teachers and Leaders 89 Washington Avenue Albany, NY 12234
--	--

About MRL

Marzano Research Laboratory (MRL) is a joint venture between Solution Tree and Dr. Robert J. Marzano. In service to educators, the company synthesizes Dr. Marzano's scope of educational research, world-renowned for its breadth and depth, into accessible components teachers and principals can use for concrete gains in student learning. Continuous action research ensures MRL strategies are always at the forefront of best practice.

MRL consistently analyzes what works in schools and classrooms and presents research that reflects the current knowledge base of best practice for enhancing student achievement.

Our Mission:

To provide the best research, the most useful actions, and the highest level of services to educators.

Our Vision

To continuously develop tools that translate high-quality educational research into practical applications educators can put to use.

Our Goal

To be the place educators go for the latest information and data, synthesized into clear, concise resources that facilitate action.

OVERVIEW: An MRL Associate or content expert will work with you to develop a plan that will assist with the implementation of a teacher and/or principal evaluation system using a combination of the options below.

Option #1: Developing Expert Teachers Academy Model

Description of the Academy Model: This will be a series of consulting and professional development engagements, occurring over 9-12 months for multiple districts or multiple school teams. The Academy will be facilitated by one (or more) Marzano Research Laboratory Associates and includes the following:

- 6 days of on-site training
- Support materials
- Phone call/email support throughout the year
- Web-based interactions (blog, wikispace, Voicethread, etc.) between participants and Associate(s) for guided reflection, sharing of resources, etc.
- Video welcome/message from Dr. Marzano

This model requires a strong school/district commitment by participants. Teams will leave each session with a new set of skills and activities as well as an action plan for implementing what they've learned.

Target Audience: Teachers and administrators who are implementing evaluation rubrics.

Ideal Number of Participants

A team consists of 5-6 people. A minimum of 12 teams is required to contract this work. The goal is to have teams that can impact change at the school level.

Pricing

- A minimum of 12 teams with 5-6 members per team must sign up. (Minimum 60-72 participants)
- Each team costs \$7,000 (includes Associate travel and expenses).
- The minimum contract amount is \$84,000; this would be for 12 teams with 5-6 members per team.
- If districts join together MRL will contract with one district/organization.
- If there are over 20 teams an additional trainer is required at no additional charge.

Option #2: Onsite Workshops
<p>Description of Onsite Workshops: A one or more day (6-7 hrs. /day) customized, interactive workshop given at a customer site to a group of people by one or more MRL Associates. Workshops can be on any topic agreed upon by the customer and MRL. It is intended to include customized content delivery, interactive activities, and practical strategies.</p> <p>Target Audience: Teachers and administrators who are implementing evaluation rubrics.</p>
Ideal Number of Participants
<p>Minimum Number: 15 Maximum Number: 100 – 250 In order to accommodate a larger group, two MRL Associates are recommended.</p>
Pricing
<ul style="list-style-type: none"> • \$5,800 - \$6,500 per day / per MRL Trainer • Includes Associate’s travel and expenses; book or video resources for this service are not included.

Option #3: Development of Customized Teacher Rubric – single site or school
<p>Description of Development of Customized Teacher Rubric: Development of customized teacher rubric. Includes staff survey, data report prepared for school, and creation of customized rubric.</p> <p>Target Audience: Teachers and administrators who are implementing teacher and/or principal evaluation rubrics.</p>
Ideal Number of Participants
Single School
Pricing
<ul style="list-style-type: none"> • \$6,500 - \$8,500 per school • Price is dependent upon school size and level of customization

Option #4: Multiple Site or District-Wide Implementation of Rubrics

Description of Multiple Site or District-Wide Implementation: Multiple site or district – wide implementations are contracted directly with MRL and are based on the number of sites across the district in which the rubrics are implemented. The district will receive assistance from an MRL Associate to develop and implement a customized teacher and/or principal evaluation system to support effective teaching.

Target Audience: School District or ESD implementing teacher and/or principal rubrics.

Ideal Number of Participants

District Wide Implementation

Pricing

- For projecting costs, the following example can be used as a guide: A district consisting of 50 school sites implementing a teacher evaluation system in all schools would have a projected cost of \$125,000 for training and implementation across the entire district.
- Costs can range between \$125,000 - \$200,000 per district

Option #5: Interactive Video Conferencing (IVC)

Description of Onsite Workshops: IVC sessions are an economical way to gather as many colleagues as you wish to explore the best practices that fit the needs of your school, district, or region. When everyone is on board with school initiatives, student achievement increases exponentially.

Videoconferencing offers opportunities for educators to enhance their skills, content knowledge, and application of best practices without leaving their school setting.

Target Audience: School District or ESD implementing teacher and/or principal rubrics.

Ideal Number of Participants

Interactive Video Conferencing (IVC) equipment is required – participant size is dependent upon multi-media room and projection of IVC onto large screen.

Pricing

- \$1,650 - \$2,500 per Interactive Video Conference

Recommended Resources

- *Effective Supervision Supporting the Art & Science of Teaching*
- *The Art and Science of Teaching: A Comprehensive Framework for Effective Instruction*
- *Handbook for The Art & Science of Teaching*
- *Art & Science Video Series*

MRL PD Discount for Resources (Non-Solution Tree Titles)

10-99 copies of the same title = 10%

100+ copies of the same title = 20%

MRL PD Discount for Resources (ST Titles)

10-49 copies of the same title = 20%

50-99 copies of the same title = 30%

100+ copies of the same title = 40%

Pricing and additional Marzano Research Laboratory titles available at
www.marzanoresearch.com