TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS
TECHNICAL PROPOSAL - APPLICATION

Name of Entity	Learning Sciences International
Address	175 Cornell Road, Suite 18
City, State Zip	Blairsville, PA 15717
Phone	724-459-2100
Fax	724-459-6373
E-mail	accounting@learningsciences.net
Name and Title of Authorized Contact	Kathleen Koos
Address (if different from above)	
City, State Zip	
Phone	
Fax	
E-mail ***(REQUIRED)***	kkoos@learningsciences.com
Tax I.D. Number	33-0998789

The organization is: (Please indicate by clicking on the appropriate boxes below:)

Local Educational Agency (LEA)	☐			
For-profit corporation.	☐	Click either: ☐ **NY corp.**	or	☐ **Foreign corp.**
Non-profit corporation	☐	Click either: ☐ **NY corp.**	or	☐ **Foreign corp.**
Limited Liability Company (LLC)	☒	Click either: ☐ **NY LLC**	or	☒ **Foreign LLC**
Other	☐	Please specify:		

IMPORTANT: For-profit corporations, non-profit corporations, and LLCs, are required to attach the following document(s), as applicable:

- **If a New York State corporation:** the Certificate of Incorporation, together with any Certificates of Amendments to such document filed to date.[18] (See important footnote below.)
- **If a foreign corporation**: (1) the Application for Authority to do business in New York State filed with the NYS Dept of State, **and** (2) the Certificate of Incorporation filed in the State of incorporation, (3) together with any amendments to such documents filed to date.* (See important footnote below.)
- **If a New York State LLC**: the Articles of Organization, together with any amendments to such document filed to date. * (See important footnote below.)
- **If a foreign LLC**: (1) the Application for Authority to do business in New York State filed with the NYS Dept of State, **and** (2) the articles of organization filed in the State of formation, (3) together with any amendments to such documents filed to date. * (See important footnote below.)
- **If the corporation or LLC will use an assumed name in New York State**: the certificate of Assumed Name

[18] **Ensure that these documents include appropriate language authorizing the provision of these services. Information pertaining to the "Consent Obtaining" process may be accessed at the SED Office of Counsel website at** www.counsel.nysed.gov **or you may also contact the Office at 518-474-6400 if you have any questions regarding this requirement.**

TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS
TECHNICAL PROPOSAL - APPLICATION

Please check the most appropriate category:

	Teacher and/or Principal Practice Rubric	Required Submission
☐	This is an application for providing **Teacher Practice Rubric services**.	A full application with all required materials (including this cover page) shall be submitted for **each*** rubric. Your rubric(s) must be attached in the Appendix section of your submission.
☒	This is an application for providing **Principal Practice Rubric services**.	A full application with all required materials (including this cover page) shall be submitted for **each*** rubric. Your rubric(s) must be attached in the Appendix section of your submission.

* **A separate technical proposal must be submitted for each rubric to be approved.**

TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS
TECHNICAL PROPOSAL – RUBRIC DESIGN AND IMPLEMENTATION

Rubric Design and Implementation (*Informational-Only*):

In this section, the applicant should present evidence that their submitted practice rubric has a demonstrated record of effectiveness in contributing to teacher and/or principal achievement.

1. Describe and detail any empirical or statistical evidence of demonstrated professional achievement for teachers and/or principals over time as a result of provider services.	**Clearly labeled tables or graphs depicting this improvement should be submitted as appendices.** **Learning Sciences houses data that shows professional growth for teachers within iObservation. To date, this data has not been formally calculated in an empirical study. Recently, the state of Florida released scores showing teacher performance and how it correlates with student achievement. Learning Sciences has empirical evidence from serveral school districts within Florida, including Collier County, St. Johns, and other Marzano districts that demonstrates professional growth of teachers from these districts.**
2. What is the methodology used to collect evidence of the demonstrated professional achievement for teachers or principals *(i.e. measures and analyses used, comparison groups, etc.)?*	**The methodology used to collect evidences for the Marzano School Leadership Evaluation Model is multi-faceted and includes formative data, summative data that's obtained through observation, as well as formal measures. Evidences is collected of teacher observational data, student achievement data, principal observational data. The data is then stored within iObservation and can be analyzed to run various statistical reports that demonstrate and prove leader effectiveness and teacher effectiveness leads to student achievement.**
3. What type of research design has been established to support these findings? *(e.g., experimental, non-experimental, quasi-experimental, etc)*	**As noted above, four primary documents were used in the review of literature. See Appendix C - Published Research Demonstrating the Correlation of the Marzano Leadership Model with Student Achievement for additional information.**
4. Describe and detail the proposed scoring or rating system associated with the rubric being submitted.	**Clearly labeled tables or charts depicting this scoring/rating system should be submitted as appendices.** **The Marzano School Leadership Evaluation Model includes three components for Leadership Assessment: Leadership Practice, Deliberate Practice and Student Growth Data. Learning Sciences understands the new system requirement to have 40% of the composite effectiveness score to be based on student achievement**

	measures. Therefore, the remaining 60% of the evaluation score will be divided between the leadership practice score and the deliberate practice score. These percentages can be decided upon by the NYSDE or individual district. The scoring process for the Marzano School Leadership Evaluation Model is outlined in Appendix F - Scoring Guide for Marzano School Leadership Evaluation Model.
5. Describe and detail your organization's demonstrated ability to adapt and sustain the submitted rubric to align with the requested needs of participating LEAs.	**The Marzano School Leadership Evaluation Model and rubric has been aligned to states and districts across the nation. The framework represents large categories of leadership behaviors. The rubric describes levels of performance within that category of behavior. The Marzano School Leadership Evaluation Model is aligned to the ISLLC standards as well as multiple state leadership models, and the correlation is strong. In the event NYSDE or its districts has specific state requirements, modifications can be made to the model.**
6. What is the instructional content, methodology, and format of any proposed evaluator training that your organization may be able to offer participating LEAs? *Please note: providers are not obligated to provide training nor are districts obligated to buy training from providers.*	**Please see above section, "Ease of Implementation" where the recommended training is detailed. Further, please see Appendix G for additional information on the technology capabilites of iObservation Performance Management System.**
7. Describe and detail the projected costs associated with the adoption of your teacher or principal rubric evaluation tool, which would include the projected cost(s) for the adoption of the practice rubric and any supplemental costs involved *(i.e. training/ instruction, implementation costs, materials, etc.).*	**Marzano School Leadership Evaluation Model Domains 1-5 (up to 75 participants) - $4,500** **Reproduction license for all materials of Marzano Leadership Model Domains 1-5 with 90 day expiration so district can print materials for all participants - $1,000** **Achieving Inter-Rater Reliability: Monitoring the Progress of Leadership Evaluation - $5,500** **Achieving Inter-Rater Reliability: Evaluation End of Year Progress Monitoring - $5,500** **Getting Started with iObservation - $4,500** **iObservation Technology Platform and Implementation - $300/user**

TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS
TECHNICAL PROPOSAL – ORGANIZATIONAL CAPACITY

Organizational Capacity (*Informational-Only*):

In this section, the applicant should demonstrate that it has adequate human, organizational, and technical resources to provide the proposed teacher and/or principal practice rubric services.

1. A description of the organization, including information such as length of time in operation, number of existing locations, number of staff, an organization chart, etc.	**Learning Sciences International, LLC, founded in 2002 by former university faculty members and researchers, is a research-based organization dedicated to supporting the development of teacher expertise and district and school leadership. Today, Learning Sciences employs 52 full-time and four part-time individuals and currently operates from two locations in Pennsylvania and one location in Florida.** **Our Corporate Services Division is a 10,000 square foot facility which houses Learning Sciences' software engineering department, production department (including a full video production group), corporate IT services, corporate accounting, and customer service department. The Learning Sciences software engineering department consists of two full-time software engineers and one web face designer. Learning Sciences augments our software development team by contracting with nationally renowned experts in the field. The software team is responsible for all design and implementation of our performance growth platform, iObservation. Our production department produces content for online non-credit and graduate education courses. The video production group travels onsite to school districts to capture raw footage and has full video editing capabilities in-house. Learning Sciences' customer service department has a robust and scalable capability and currently provides technical support to more than 51,000 users. Customer Service Representatives are available during business hours Monday – Friday from 8 a.m. to 5 p.m. EST and provide support via telephone and email. Toll-free numbers are available at all levels of service to our clients.** **Our Educational Services Division is a 6,000 square foot facility augmented with educational experts around the nation. Additionally, this location houses our professional development facility, sales and marketing teams, multimedia department, and**

	research and design center. Our sales team is comprised of seven full-time representatives. Additionally, Learning Sciences' Educational Services Division houses our implementation program managers, expert trainers, information systems specialists, research and development specialists, and business managers. Learning Sciences' research and development team works closely with the subject matter experts in coordinating the product roadmap for all Learning Sciences products. This process is built on the input gained from field experience and product enhancements are prioritized based on customer requests and needs. **Learning Sciences Marzano Center for Teacher and Leadership Evaluation office is a 3,000 square foot facility that was established to support the continued outreach throughout Florida schools and districts as a result of a contract with the Florida Department of Education and to focus on research and continued development of best practices. Establishing local presence in the state of Florida was critical to Learning Sciences' dedication to provide statewide technical assistance for teacher evaluation to guide districts through four years of design, implementation, and improvement for their local teacher evaluation models.**
2. A description of the organization's history of providing similar teacher and/or principal evaluation services, including the outcomes achieved, number of previous contracts, the diversity of clients, the number of students served, etc.	**Learning Sciences has developed a number of capabilities and tools to enable states and school districts to successfully reform their leadership evaluation, and professional development system. Currently, Learning Sciences is engaged by the state of Washington to offer support for principals and their evaluators for districts who elect the Marzano School Leadership Model. The Office of Superintendent of Public Instruction (OSPI) selected the Marzano School Leadership Model as one of only two approved leadership frameworks. As part of this effort, Learning Sciences worked closely with OSPI to align the Marzano Leadership Model with Washington's eight principal evaluation criteria and provided a set of rubrics for the Marzano Leadership Model that defines leadership strategies.** **Additionally, Learning Sciences has partnered with the Oklahoma State Department of Education in support of their Teacher and Leadership Evaluation System initiative. In 2011, Oklahoma state law (70 O.S. § 6-101.16) established the Oklahoma Teacher**

	and Leader Effectiveness Evaluation System (TLE). The new evaluation system for teachers and leaders was designed to encourage continuous professional growth leading toward improved student achievement for all Oklahoma students. According to state law, all local board of education evaluation policies must align with the TLE by the 2013-2014 school year. Learning Sciences was approved to be a provider of both the Marzano Causal Teacher Evaluation Model for teacher evaluation and the Marzano Leadership Model for leadership evaluation. In support of leadership evaluation specifically, Learning Sciences will host a series of trainings for Oklahoma districts that elect the Marzano models which includes a series of regional Leadership Framework Academies. The academies are designed for principals, as well as individuals responsible for evaluating principals, to gain a solid foundation of the Marzano Leadership Model. **Finally, Learning Sciences has continued our work in the state of Florida, stemming from our support of Local Education Agencies in the transition of their teacher evaluation systems, to provide ongoing support to districts that have elected the state-approved Marzano Leadership Model.** **LSI has a depth of expertise and capabilities including training and supporting over 10,000 teacher evaluators and classroom observers in our iObservation teacher growth, development and evaluation data system; nationwide staff developer network training thousands of evaluators and teachers 40 states; data analysts to work with districts to implementation data is reflecting inter-rater reliability among observers and fidelity; curriculum development to ensure consistent and high quality training materials; technical assistance website development and management and to ensure 24/7 access for customers to on-demand resources, training materials and online expert help staffed by qualified staff developers; online courses with over 1 million hours of professional development delivered; use and management of multiple cloud-based sites including large capacity video sites; data systems and analysis; video production; graduate programs for teachers to develop their pedagogy while earning a Master's degree; classroom observer certifications and master observer certification; and ongoing research to**

	improve our evaluation models, products and services.
3. Copies of the organization's tax returns for the past two years, or other evidence of fiscal soundness, e.g. annual financial statements, fiscal audits, Dunn & Bradstreet reports, etc., submitted as Appendices.	**Please clearly identify and attach this documentation in the Appendix section.**
4. Copy of the organization's 501(c)3 certificate or State license.	**Please clearly identify and attach this documentation in the Appendix section.**
5. Information as to whether lawsuits have been filed against the organization for educational and/or fiscal mismanagement, civil rights violations, criminal act(s), or other reason(s); and indicate the outcome of each instance.	**None.**
6. Information as to whether the organization has been denied the ability to conduct business in any state and indicate the reason(s) for such denial.	**None.**
7. Information as to whether the organization has been debarred or suspended from doing business with any local government, state, or the federal government.	**None.**
8. Information as to whether the organization has been approved as a teacher and/or principal evaluation service provider in another state and specify such state(s).	**Approved as a provider with the Marzano School Leadership Evaluation Model in Arizona, Florida, Oklahoma, New Jersey, and Washington.**

TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS
TECHNICAL PROPOSAL - SERVICE SUMMARY (*INFORMATIONAL-ONLY*)

1.	Name of organization:	Learning Sciences International
	Primary location:	175 Cornell Road, Suite 18, Blairsville, PA 15717
	Contact information: (phone / email / website):	Kathy Koos 724-459-2100 x 126 kkoos@learningsciences.com www.MarzanoCenter.com www.learningsciences.com www.iObservation.com
	LEAs where service will be provided (or is intended to be provided):	Determined georaphically by location of District/LEA who adopts the rubric.
2.	The number of years the provider has delivered service:	10
3.	Title of the Teacher and/or Principal Rubric Evaluation model to be used (if appropriate):	Marzano School Leadership Evaluation Model, 2013 Revised Version
4.	Professional population that the provider has served, and that they are requesting to serve (i.e. teachers, principals, admin., etc.):	Learning Sciences has supported statewide implementations and has the capacity to support any district or LEA who elects our model.
5.	Number of teachers and/or principals that have received an evaluation using the submitted rubric tool (approximately):	Implemention of the Marzano School Leadership Model commenced during the 2013-2014 school year and evaluation data will not be available until Summer 2014.
6.	Number of teacher and/or principal evaluation instructional sessions provided per year, if applicable:	N/A
7.	Average length of each training session for the training of evaluators (minutes/hours):	Content professional development is 6 hours Technical training on the system is 3 hours

If approved as a provider of Teacher and/or Principal Practice Rubrics, we are prepared to provide services to:

Please indicate by clicking on the appropriate boxes below:

☒ **All** Districts/LEAs in the State of New York, or

☐ Only to those eligible Districts/LEAs indicated below:

TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS
Assurances and Signature

In submitting this application to be included in the State Education Department's Teacher and Principal Practice Rubric Service Provider list, I certify that:

1. The organization will comply with all applicable Federal, State and local health, safety, and civil rights laws.

2. All individuals employed by or otherwise associated with the organization, who will have direct contact with eligible teachers, principals, or students, will be subject to all of the fingerprint and criminal history record check requirements contained in law, including, Education Law §§305(30), 1125(3), 1604(39), 1604(40), 1709(39), 1709(40), 1804(9), 1804(10), 1950(4)(ll), 1950(4)(mm), 2503(18), 2503(19), 2554(25), 2554(26), 2590-h (20), 2854(3)(a-2), 2854(3)(a-3), 3035 and Part 87 of the regulations of the Commissioner of Education.

3. All instruction and content will be secular, neutral, and non-ideological.

4. All instruction and content provided to LEA's will be aligned to the applicable professional standards of practice for teachers and/or principals, including but not limited to, the New York State Teaching Standards, ISLCC 2008 Leadership standards, New York State Education Law, and the Commissioner's regulations.

5. The organization is fiscally sound and will be able to complete services to the eligible local educational agency.

The undersigned hereby certifies that I am an individual authorized to act on behalf of the organization in submitting this application and assurances. I certify that all of the information provided herein is true and accurate, to the best of my knowledge. I understand that, if any of the information contained herein is found to have been deliberately misrepresented, that may constitute grounds for denying the applicant's request for approval to be placed in the list of Teacher and Principal Practice Rubric Service Providers or for removal from that same list. I further certify that the organization will comply with all of the assurances set forth herein.

1. Name of Organization (PLEASE PRINT/TYPE) Learning Sciences International	4. Signature of Authorized Representative (PLEASE USE **BLACK/BLUE** INK) Kathleen Koos
2. Name of Authorized Representative (PLEASE PRINT/TYPE) Kathleen Koos	5. Date Signed 2-14-2013
3. Title of Authorized Representative (PLEASE PRINT/TYPE) Accounting Manager	