

March 15, 2012

Lorie O'Brien
Assistant Director, Categoricals and School Support
Student Achievement and School Support Division
Mt. Diablo Unified School District
1936 Carlotta Drive
Concord, CA 94519

Dear Ms. O'Brien:

Follett Software Company is pleased to present the enclosed Amendment to your **Destiny Resource Management™** agreement.

In order for us to ensure your implementation starts smoothly, please provide us with the information listed below. This will ensure your installation will occur when it is planned.

- An authorized representative of your District needs to sign page 7.
- Please fax ALL PAGES (with the exception of the Acknowledgement of Delivery, if attached) of the signed amendment and your Purchase Order to the attention of the sales representative listed below at the corresponding fax number.
- Please include with your fax the name and mailing address of the person to whom Follett should return a copy of the fully executed amendment if needed.

After the licenses have been activated:

Sign, date, and fax the Acknowledgement of Delivery form as instructed above.
 Please include your printed name, title, and district address.

We look forward to a successful Destiny Resource Management implementation and we appreciate your decision to partner with Follett Software Company.

Sincerely,

Kristine Paul Sales Executive

Phone: 800-323-3397 Ext. 7912

Fax: 815-578-5112

kpaul@FollettSoftware.com



## <u>Amendment D</u> Destiny™ Resource Management Agreement

Quote # 449153-1 Customer # 0410241 March 15, 2012

This Amendment is made part of the Destiny Resource Management Agreement between Follett Software Company ("Follett") and Mt. Diablo Unified School District ("you") in Concord, CA dated March 29, 2007 (the "Agreement") is effective March 28, 2012. Any capitalized terms not defined in this Amendment have the meanings given them in the Agreement.

The prices and terms in this Amendment will be held open and valid until March 28, 2012.

#### **Modifications to the Agreement**

You and Follett (the "parties") agree to amend the Agreement, notwithstanding anything to the contrary in the Agreement, as follows:

Estimated sales tax is included in this Quote. However, you remain responsible for actual tax fees included in your Invoice, as required by law.

	Destiny Resource Management Solution Summary		
	Price	\$6,116.25	
	Estimated Shipping and Handling	\$10.18	
	Tax	\$98.12	
	The total dollar amount included in this Amendment is	\$6,224.55	
	Products Added to Destiny Resource Management Agreement		
Product #	Software License		
	PN 227 Textbook Promotion: Acknowledgement of Delivery must be received by Follett Software Company on or before March 28, 2012.		
46703A	<ul> <li>Add on Destiny Textbook Manager<sup>™</sup> for five (5) location(s) for existing Destiny district:</li> </ul>		
	1. Crossroads High School		
	Diablo Day     Gateway High School		
	4. Prospects/Horizons		
	5. Summit High School		
	<ul> <li>Online access to over 300,000 textbook title records</li> </ul>		
	Online documentation and Help		
	<ul> <li>Note: Textbook Manager is designed specifically as a tool for District/School textbook management</li> </ul>		

Product #	Peripherals  * Note that the Extended Maintenance Agreements must be purchased at the time of original hardware purchase	
	* Prices reflect PN205 Promotion (Expires March 28, 2012)	
32910A	<ul> <li>Five (5) Follett Corded Scanner 5100(s) (includes manufacturer's 5 year warranty)</li> </ul>	
	Data conversion and data enhancement services costs are not included.	
	Implementation services costs are not included.	
İ	All other terms of the Agreement (and, if applicable, as amended) remain in full force and effect.	
	All pricing is listed in United States dollars.	
	Payment terms are Net 30 days after delivery.	
	To the extent allowable by law, this Amendment is strictly confidential.	

# Annual Licensing and Maintenance Costs After Year Five\* (starts in Year Six):

Annual licensing and maintenance costs are held firm for a period of 5 years from the date of this Agreement and will renew automatically following a 60 day notification period. The following are your yearly costs including the additional sites from this amendment (As long as nothing is added, changed, or removed from your contract):

April 1, 2012 - March 31, 2013 - \$50,676.33

April 1, 2013 – March 31, 2014 - \$52,671.33

April 1, 2014 – March 31, 2015 - \$52,671.33

April 1, 2015 – March 31, 2016 - \$52,671.33

April 1, 2016 - March 31, 2017 - \$52,671.33

#### Product #

#### Software License

- Destiny Library Manager with TitlePeek for 45 existing sites :
  - 1. AYERS ELEM SCH
  - 2. BANCROFT ELEM SCH
  - 3. BEL AIR ELEM SCH
  - 4. CAMBRIDGE ELEM SCH
  - 5. CLAYTON VLY HIGH SCH
  - 6. COLLEGE PARK HIGH SCH
  - 7. CONCORD HIGH SCH-MU
  - 8. DELTA VIEW ELEM SCH
  - 9. DIABLO VIEW MDL SCH
  - 10. EL DORADO MDL SCH
  - 11. EL MONTE ELEM SCH
  - 12. FAIR OAKS ELEM SCH
  - 13. FOOTHILL MDL SCH
  - 14. GREGORY GDNS ELEM
  - 15. HIDDEN VLY ELEM SCH
  - 16. HIGHLANDS ELEM SCH
  - 17. MEADOW HOMES ELEM SCH
  - 18. MONTE GDNS ELEM SCH
  - 19. MT DIABLO ELEM SCH
  - 20. MT DIABLO HIGH SCH
  - 21. MTN VIEW ELEM SCH
  - 22. NORTHGATE HIGH SCH
  - 23. OAK GROVE MDL SCH
  - 24. OLYMPIC HIGH SCH
  - 25. PINE HOLLOW INTERM SCH
  - 26. PLEASANT HILL ELEM SCH
  - 27. PLEASANT HILL MDL SCH
  - 28. RIO VISTA ELEM SCH
  - 29. RIVERVIEW MDL SCH
  - 30. SEQUOIA ELEM SCH
  - 31. SEQUOIA MDL SCH
  - 32. SHORE ACRES ELEM SCH
  - 33. SILVERWOOD ELEM SCH

- 34. STRANDWOOD ELEM SCH
- 35. SUN TERRACE ELEM SCH
- 36. SUNRISE SCH
- 37. VALHALLA ELEM SCH
- 38. VALLE VERDE ELEM SCH
- 39. VLY VIEW MDL SCH
- **40. WALNUT ACRES ELEM SCH**
- 41. WESTWOOD ELEM SCH
- 42. WOODSIDE ELEM SCH
- 43. WREN AVE ELEM SCH
- 44. YGNACIO VLY ELEM SCH
- 45. YGNACIO VLY HIGH SCH
- Reading Program AR/RC for 11 sites:
  - 1. EL MONTE ELEM SCH
  - **FOOTHILL MDL SCH**
  - **HIGHLANDS ELEM SCH**
  - **MEADOW HOMES ELEM SCH**
  - MT DIABLO ELEM SCH
  - MTN VIEW ELEM SCH
  - **RIO VISTA ELEM SCH**
  - STRANDWOOD ELEM SCH
  - **SUN TERRACE ELEM SCH**
  - 10. VALLE VERDE ELEM SCH
  - 11. WREN AVE ELEM SCH
- **Destiny Textbook Manager for 46 existing sites:** 
  - 1. AYERS ELEM SCH
  - 2. BANCROFT ELEM SCH
  - 3. BEL AIR ELEM SCH
  - 4. CAMBRIDGE ELEM SCH
  - 5. CENTRAL WAREHOUSE
  - 6. CLAYTON VLY HIGH SCH
  - 7. COLLEGE PARK HIGH SCH
  - 8. CONCORD HIGH SCH-MU
  - 9. DELTA VIEW ELEM SCH
  - 10. DIABLO VIEW MDL SCH
  - 11. EL DORADO MDL SCH 12. EL MONTE ELEM SCH
  - 13. FAIR OAKS ELEM SCH
  - 14. FOOTHILL MDL SCH

  - 15. GREGORY GDNS ELEM
  - 16. HIDDEN VLY ELEM SCH
  - 17. HIGHLANDS ELEM SCH
  - 18. MEADOW HOMES ELEM SCH
  - 19. MONTE GDNS ELEM SCH
  - 20. MT DIABLO ELEM SCH
  - 21. MT DIABLO HIGH SCH
  - 22. MTN VIEW ELEM SCH
  - 23. NORTHGATE HIGH SCH
  - 24. OAK GROVE MDL SCH
  - 25. OLYMPIC HIGH SCH
  - 26. PINE HOLLOW INTERM SCH

	Years 6 - 10:	\$261,361.65
	Total Annual Licensing and Maintenance Costs for	
	o Product updates	
	o On-Demand eLearnings	
	Unlimited E-mail support	
	<ul> <li>24/7 customer Web Portal, with searchable online knowledge base</li> </ul>	
	contacts	
	o Toll-free telephone technical support for designated Customer	
	District Technical Support includes:	
	<ul> <li>Note: Textbook Manager is designed specifically as a tool for District/School textbook management</li> </ul>	
	Online Documentation and Help	
	<ul> <li>Online access to over 300,000 textbook title records</li> </ul>	
	10. Summit High School	
	8. Gateway High School 9. Prospects/Horizons	
	7. Diablo Day	
	6. Crossroads High School	
73144P	<ul> <li>Destiny Textbook Manager for five (5) new location(s) :</li> </ul>	
	40. TUNACIU VLT HIGH SCH	
	45. YGNACIO VLY ELEM SCH 46. YGNACIO VLY HIGH SCH	
	44. WREN AVE ELEM SCH	
	43. WOODSIDE ELEM SCH	
	42. WESTWOOD ELEM SCH	
	41. WALNUT ACRES ELEM SCH	
	40. VLY VIEW MDL SCH	
	39. VALLE VERDE ELEM SCH	
	38. VALHALLA ELEM SCH	
	37. SUNRISE SCH	
	36. SUN TERRACE ELEM SCH	
	35. STRANDWOOD ELEM SCH	
	34. SILVERWOOD ELEM SCH	
	33. SHORE ACRES ELEM SCH	
	31. SEQUOIA ELEM SCH 32. SEQUOIA MDL SCH	
	30. RIVERVIEW MDL SCH 31. SEQUOIA ELEM SCH	
	29. RIO VISTA ELEM SCH	
	28. PLEASANT HILL MDL SCH	
	27. PLEASANT HILL ELEM SCH	

\*You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to receive maintenance and updates.

FOLLETT SOFTWARE COMPANY • 1391 Corporate Drive McHenry, IL 60050 • www. FollettSoftware.com PLEASE FAX ALL PAGES WITH SIGNATURE PAGE -

By signing below, you represent that you have read the terms of this Amendment, including those on the following pages, understand and agree to such terms, and are duly authorized to sign on behalf of the School District.

IN WITNESS WHEREOF, the parties have caused this Amendment to be duly executed by their authorized representatives as set forth below.

Follett Software Company		Mt. Diablo Unified School District	
Signature: Print Name: Title: Address:	1391 Corporate Drive McHenry, IL 60050-7041	Signature: Print Name: Title: E-mail Address: Address:	
Date:		Date:	

- 1. An authorized representative of your District needs to **sign above**.
- 2. Ensure that the data on **Schedule A** is accurate (if attached). Initial each modification to Schedule A (if any).
- 3. Please fax **ALL PAGES** (with the exception of the Acknowledgement of Delivery) of the signed amendment and your **Purchase Order** as instructed on the cover letter.
- 4. Please include with your fax the **name and mailing address** of the person to whom Follett should return a copy of the fully executed amendment if needed.

# **Licensed School Sites\***

### Schedule A

\*Note: Licenses are transferable.

School or Site Name	Product Type (check all that apply)	Data Service	<b>Enriched Content Subscriptions</b>
1) CROSSROADS HIGH SCH 0412678	Library Manager		Alliance A/V
	<b>✓</b> Textbook Manager		Fountas & Pinnell
	Media Manager		Lexile
	Asset Manager		Reading Program – AR/RC
			Standards
			TitlePeek
			WebPath Express
2) Diablo Day	Library Manager		Alliance A/V
	<b>✓</b> Textbook Manager		Fountas & Pinnell
	Media Manager		Lexile
	Asset Manager		Reading Program – AR/RC
			Standards
			TitlePeek
			WebPath Express
3) GATEWAY HIGH SCH 0411705	Library Manager		Alliance A/V
	<b>✓</b> Textbook Manager		Fountas & Pinnell
	Media Manager		Lexile
	Asset Manager		Reading Program – AR/RC
			Standards
			TitlePeek
			WebPath Express

4) Prospects/Horizons	Library Manager	Alliance A/V
	✓ Textbook Manager	Fountas & Pinnell
	Media Manager	Lexile
	Asset Manager	Reading Program – AR/RC
		Standards
		TitlePeek
		WebPath Express
<b>5) SUMMIT HIGH SCH</b> 0412679	Library Manager	Alliance A/V
	✓ Textbook Manager	Fountas & Pinnell
	Media Manager	Lexile
	Asset Manager	Reading Program – AR/RC
		Standards
		Standards TitlePeek

## **Acknowledgement of Delivery Amendment**

Customer Name: Amendment Name: Amendment Date: Customer Number:	March 15, 2012	District, CA
The following deliverables been delivered:	(Software)  Textbook Manager	school Sites (Schedule A) have
Accepted by:		Date:
Printed Name:		
Title:		
District Address:		
Note:		

This document confirms the delivery and completion of the services listed above. Follett Software Company will continue to support your district in the use of the Destiny Solution as

defined in your Destiny Resource Management Solution Agreement.

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PLEASE FAX ALL PAGES WITH SIGNATURE PAGE