

**Information on purchasing courses with instructional services provided through Commonwealth of Massachusetts Virtual Schools (CMVS) (DESE Remote Learning Option 4) – August 4 2020**

[See [Remote Learning Guidance for Fall 2020](#) issued on July 24, 2020, page 13, for more details about this option.]

Districts may purchase individual courses or a bundle of grade level courses from either of the two Commonwealth of Massachusetts Virtual Schools: Greenfield Commonwealth Virtual School (GCVS) or TEC Connections Academy Commonwealth Virtual School (TECCA).<sup>1</sup> This option allows the student to remain enrolled in their district. The CMVS provides the Massachusetts certified teacher, the learning management system/curriculum platform, the courses, synchronous and/or asynchronous content, and technical support. **However, districts must assign educators and/or other staff members to monitor student progress and provide additional supports.** The table below provides a list of offerings, brief descriptions, and costs. Each school offers different educational experiences.

**Please Note:** Districts are encouraged to review all the information carefully and to contact each partner directly to determine what will best meet the needs of their students and families. Both CMVS partners will also provide a fully technology-supported computer<sup>2</sup> for an additional \$300/semester with any of the services below.

Service	GCVS	TECCA
<b>1. Single Core Course with a MA Certified Online Teacher for one student</b>	With this license, a student takes any single core course (English, mathematics, social studies, <u>or</u> science) in the GCVS library. <b>GCVS' single course is asynchronous.</b>  <b>Grades 6-12; \$250/License/Semester</b>	With this license, a student takes any single core course (English, mathematics, social studies, <u>or</u> science) in the TECCA library. <b>TECCA's single course is both synchronous and asynchronous, with live teaching twice a week.</b>  <b>Grades K-12, \$350/License/Semester</b>
<b>2. Core Bundle of Courses with MA Certified Online Teachers for one student</b>	With this license type, a student takes a "bundle" of core courses in the GCVS library: English, mathematics, social studies, <u>and</u> science, plus one elective. <b>GCVS' core course bundle is asynchronous for 6-12.</b>  <b>Grades 6-12, \$1,150/License/Semester</b>	With this license type, a student takes a "bundle" of core courses in the TECCA library: English, mathematics, social studies, <u>and</u> science. <b>Each course is both synchronous and asynchronous, with live teaching twice a week.</b>  <b>Grades K-12, \$1,270/License/Semester</b>
<b>3. Live Courses with MA Certified Online Teachers for one student</b>	GCVS will offer fully <b>live synchronous</b> courses with teachers, which can be purchased for a single student or an entire class. For this option, students will follow the GCVS schedule, and the learning coach could be a parent or district teacher.  Single live courses are only available for grades 6-12. <b>\$575/License/Semester</b> K-5 grades live classes are only offered in bundles. <b>\$2,875/semester per K-5 bundle.</b>	NA

<sup>[1]</sup> See [603 CMR 52.05\(12\) Individual Online Course Enrollment](#). A student may take some classes online when such classes are approved by the district in which the student attends school. The student will be counted in the foundation enrollment of the district of residence and such courses shall be reported as online courses in accordance with Department guidelines. A virtual school may charge a district or a school for individual courses, provided the virtual school reaches an agreement with the district or school. See also [Acts of 2012 Chapter 379 \(k\)](#) If a commonwealth virtual school offers online courses to students attending other schools, the commonwealth virtual school shall work with the student's district or school to determine whether the online courses meet said district's or school's standards and requirements and what the commonwealth virtual school will charge the student's district or school for such online courses.

<sup>2</sup> The CMVS ships the computer, fully equipped with all necessary course related and security software, to the student. If the CMVS technology team cannot fix any problem remotely, the computer is replaced.

Key Information	GCVS	TECCA
<b>School Website</b>	<a href="https://www.gcvcs.org/">https://www.gcvcs.org/</a>	<a href="https://www.connectionsacademy.com/massachusetts-virtual-school">https://www.connectionsacademy.com/massachusetts-virtual-school</a>
<b>Course Offerings</b>	<ul style="list-style-type: none"> <li>• <a href="#">Elementary (Live)</a></li> <li>• <a href="#">Middle School (Live)</a></li> <li>• <a href="#">Middle School (Flex)</a> (asynchronous)</li> <li>• <a href="#">High School (Live)</a></li> <li>• <a href="#">High School (Flex)</a> (asynchronous)</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Elementary Curriculum</a></li> <li>• <a href="#">Middle School Curriculum</a></li> <li>• <a href="#">High School Curriculum</a></li> </ul>
<b>Learning Management System/Curriculum</b>	<a href="#">Florida Virtual</a> for live classes <a href="#">Edgenuity</a> for asynchronous classes	<a href="#">Pearson Connexus</a>
<b>Customer Support</b>	Phone support, chat, and a web-based help desk for <a href="#">technical support</a> are available Monday-Friday: 7:30 a.m.-7:30 p.m.; Saturday and Sunday: 8 a.m.-4 p.m. Call (413) 475-3879 or email <a href="mailto:support@gcvcs.org">support@gcvcs.org</a>	<a href="#">Comprehensive technical support</a> is available Monday-Friday, 9 a.m.-9 p.m. After hours, requests are recorded and responded to the next school day. Call 1-800-382-6010 or email <a href="mailto:support@tecca.connectionsacademy.org">support@tecca.connectionsacademy.org</a>
<b>Who do I contact to partner with one or both of these providers or for more information?</b>	Michelle Morrissey Enrollment and Recruitment Specialist 413-475-387 <a href="mailto:mmorrissey@gcvcs.org">mmorrissey@gcvcs.org</a>  Salah E. Khelfaoui Executive Director/Superintendent <a href="mailto:skhelfaoui@gcvcs.org">skhelfaoui@gcvcs.org</a>	Patrick Lattuca Superintendent 1-774-315-5123, ext. 316 <a href="mailto:plattuca@tecca.connectionsacademy.org">plattuca@tecca.connectionsacademy.org</a>
<b>Do I need to conduct a local procurement process to purchase services from one or both partners?</b>	No. Per state law, districts are permitted to directly purchase courses from Commonwealth of Massachusetts Virtual Schools.	
<b>Who at DESE do I contact with questions about this option?</b>	Alison Bagg, <a href="mailto:Alison.W.Bagg@mass.gov">Alison.W.Bagg@mass.gov</a> , 781-870-7277 Ruth Hersh, <a href="mailto:Ruth.E.Hersh@mass.gov">Ruth.E.Hersh@mass.gov</a>	

**Information on purchasing student licenses for a Learning Management System (LMS) with full course content included but without instructional services (DESE Remote Learning Option 5) – August 4, 2020**

[See [Remote Learning Guidance for Fall 2020](#), issued on July 24, 2020, page 14, for more details about this option.]

The Department has reviewed the services provided by the partners outlined below and has determined that they best meet the basic requirements outlined in the recent [RFR for a Learning Management System \(LMS\) aligned with the state curriculum frameworks populated with a full suite of grade K-12 courses](#). District educators can use the platforms below to help students learn the basic curriculum standards through a fully remote/virtual and largely asynchronous model.

**While these platforms do not depend on frequent synchronous live teaching, they do require educators to teach, support, and coach students.** The table below provides information about each partner’s services and costs.

**Please Note:** The cost information was submitted to DESE as part of the bid process, but each partner has different pricing structures. Districts are encouraged to review all the information carefully and to contact each partner directly to determine what will best meet the needs of their students and families.

Basic Licensing Cost Info	Edgenuity	FLVS Global
<b>A note about site and enterprise licenses:</b>	For grades 6-12, Edgenuity offers <b>site licenses</b> based on the total student enrollment at each physical site, which allows all students at the site access to the platform and courses for a single annual fee. Extra course add-ons and requested features are available at an additional cost.	For grades K-12, FLVS Global offers <b>enterprise licenses</b> based on the total student enrollment in the district, which allows all students in the district access to the platform and courses for a single annual fee. Extra course add-ons and requested features are available at an additional cost.
<b>Elementary (Grades K-5)</b>		
<b>Per pupil license</b>	\$200 with minimum of 250 students	\$199 with a minimum of 25 students
<b>Site/enterprise license</b>	No	Yes
<b>Ex: 100 students</b>	\$50,000 (due to 250 student min.)	\$19,900
<b>Ex: 1000 students</b>	\$200,000	\$199,000
<b>EX: 2000 students</b>	\$400,000	\$398,000 (but \$187,500 with a K-5 enterprise license)
<b>Ex: 10,000 students</b>	\$2,000,000 (volume discounts available)	\$1,990,000 (cost would be less with an enterprise K-5 license)
<b>Middle School (Grades 6-8)</b>		
<b>Per pupil license</b>	\$250	\$199
<b>Site/Enterprise license</b>	Yes	Yes
<b>Site/Enterprise license information</b>	Site license costs range from \$4,000 (up to 100 students) to \$13,500 (1,001+ students) per site and are best suited for sites with more than 16 students.	Enterprise licenses are best suited for districts with more than 2,000 students (see elementary examples above) and can be combined across grade spans.
<b>High School (Grades 9-12)</b>		
<b>Per pupil license</b>	\$350	\$199
<b>Site/Enterprise license</b>	Yes	Yes
<b>Site/Enterprise license information</b>	Site license costs range from \$5,000 (up to 100 students) to \$18,000 (1,001+ students) per site and are best suited for sites with more than 14 students.	Enterprise licenses are best suited for districts with more than 2,000 students (see elementary examples above) and can be combined across grade spans.
<b>For full pricing information:</b>	Contact Greg Moore (see below)	Contact Jennifer Slater (see below)

Key Information	Edgenuity	FLVS Global
<b>Website</b>	<a href="https://www.edgenuity.com/">https://www.edgenuity.com/</a>	<a href="https://www.flvsglobal.net/massachusetts/">https://www.flvsglobal.net/massachusetts/</a>
<b>Professional Development for Educators - Examples</b>  <i>Note: DESE is planning to sponsor state-level training sessions for educators in August depending on district interest.</i>	Elementary: \$5,000 for 20 participants, asynchronous and live virtual training, 10-12 hours.  Secondary: <ul style="list-style-type: none"> <li>\$2,500 for 50 participants, 5 virtual/hybrid webinar series (13.5 hours total)</li> <li>\$2,500 for 25 participants, onsite training day (6 hours)</li> <li>\$500 for 25 participants, virtual training session (3 hours)</li> </ul>	Elementary and Secondary: <ul style="list-style-type: none"> <li>\$250/hour for 25 participants, webinar</li> <li>\$100/hour for 10 participants, consultation</li> <li>\$199/hour for 5 participants, technology consultation</li> <li>\$195/teacher for a 6-hour, non-facilitated course (<i>Becoming an Effective Online Teacher</i>)</li> </ul>
<b>Course Catalog</b>	Grades K-5: <a href="#">Elementary Course List</a> Grade 6-12: <a href="#">Massachusetts Course List</a> <a href="#">English Language Development Courses</a> for grades 4-10 (extra cost) Career/Technical and other courses (extra cost)	Grades K-12: <a href="#">FLVS Global Massachusetts Course List</a> Career/Technical and other courses (extra cost).
<b>Can I try the platform out and see some sample courses before making a decision?</b>	Yes. Please contact Greg Moore (info below) to request trial accounts.	Yes. Please contact Jennifer Slater (info below) to request trial accounts.
<b>Customer Support</b>	Phone support, chat and a web-based help desk option for all customers and end users: students, parents, educators, administrators, etc. Standard Support Hours are M-F: 7:30 a.m.–9:30 p.m.; Sat. and Sun.: 9 a.m.–5 p.m..	Direct customer support to students and families is available M-F from 7 a.m.–9 p.m.  <b>Note:</b> If a district would like to manage student and family support directly with FLVS providing support to district leaders (and not directly to families), the cost per pupil is discounted by \$25.
<b>Who do I contact to partner with one or both of these providers or for more information?</b>	Greg Moore Account Executive 774-238-0945 <a href="mailto:greg.moore@edgenuity.com">greg.moore@edgenuity.com</a>	Jennifer Slater Account Manager 484-614-7624 <a href="mailto:jslater@flvs.net">jslater@flvs.net</a>
<b>Do I need to conduct a local procurement process to purchase services from one or both partners?</b>	No. The Department has conducted a statewide bid process, and districts may purchase off of statewide contract 20CEOCC1. Please contact Al Rego at <a href="mailto:Albano.Rego@mass.gov">Albano.Rego@mass.gov</a> .	
<b>Who at DESE do I contact with questions about this option?</b>	Cliff Chuang, Senior Associate Commissioner <a href="mailto:cliff.chuang@mass.gov">cliff.chuang@mass.gov</a> , 781-605-5573  Leo Brehm, DESE Technology Consultant <a href="mailto:leobrehm@capecodcollaborative.org">leobrehm@capecodcollaborative.org</a> , 774-469-0011	