SI&A Sole Source Justification

This is a formal Sole Source Justification to enter into an agreement with School Innovations & Achievement (SI&A). The Achievement Initiative is powered by Attention2Attendance®, the only end-to-end K-12 software and service solution designed to improve student attendance and close the nation's achievement gap. SI&A is the only provider in the market that can fulfill the needs of your district, and this document outlines the justification many of our current clients have required for this purpose. In fact, 99 percent of our clients did not have to pursue the RFP process.

SI&A is the only provider with all of the attributes mentioned below:

1. **Proven Results** – Independently verified and statistically significant improvement in student outcomes. SI&A's district partners are closing the achievement gap.

2. **End to end Data Security** – SI&A complies with the most rigorous state and federal laws regarding data privacy. All data is housed in a secure United States facility. The entire process from software development to print production of all notification and communications are managed by SI&A employees—nothing is outsourced. SI&A is the only company that contractually guarantees compliance.

3. **Patented Software & Processes** – As the market leader and K-12 attendance experts, SI&A holds U.S. Patent No. 9767440B2 for the system and method for student attendance management. Therefore, other companies cannot do what SI&A does; they can only sell a single part of the process.

Independently verified data from 21 diverse school districts over 7 years.

Graduation rates WITHOUT The Achievement Initiative: White 87.0%, Hispanic or Latino 76.0% (11.0%), African-American or black 73.0% (14.0%).

Graduation rates WITH The Achievement Initiative: White 91.0%, Hispanic or Latino 87.2% (3.8%), African-American or black 85.2% (5.8%).

4. **Implementation & User Adoption** – SI&A is an expert in implementing consistent processes across all school sites and is the only company that achieves a 100 percent user adoption rate. SI&A does the configuration, including setting up user accounts, permissions, letter templates and school code standardization—all within four weeks or less, with only one hour of district IT support needed annually.

5. **Dedicated Service Teams** – SI&A is the only full-service organization in the market. Each district partner is assigned an Implementation Team, a data analyst team, a technical trainer, an account representative, an intervention manager, a letter production team and a live help desk. SI&A has the only service organization large enough to guarantee that when school personnel call in, they will get a live person on the line immediately.

6. **Training** – SI&A is the sole organization to include unlimited training for end users (not a train-the-trainer model) for the term of the contract without additional charges. SI&A's model does not cap the number of people trained or end-user licenses. Training is provided in-person annually or as needed, and web-based training is provided throughout the year.

7. **3 to 5 Year Continuous Improvement Plan (not a product or a piece of software)** – SI&A's Achievement Initiative is an enterprise-wide comprehensive program that increases learning time for all students, improves school site and parent relationships, increases parent engagement and communication, and enhances school culture. The Achievement Initiative utilizes a unique set of attributes found only in SI&A's program. It includes best-in-class software; award-winning service support teams; K-12 attendance expertise; research-based communication; branding; writing; and, finally, skills in execution.

8. **Comparative Analysis & Reporting** – SI&A is the only provider that provides both dashboard/user-driven reports *and* in-person twice-a-year analysis of district and school site progress. SI&A's team of data experts provide districts with data that informs action and compares districts with insight as to how they are performing against SI&A's proprietary network of more than 2.5 million students.

9. **Revenue Positive** – SI&A is the only provider that focuses on *all* absences, whether excused or unexcused, for students with a 3.5 GPA and struggling students with lower academic performance. While regaining learning time is the focus, a side benefit is increased student attendance, resulting in increased school funding in schools funded through Average Daily Attendance (ADA) or decreased dropout rates in schools funded through Average Daily Membership (ADM).

10. **Made, Managed & Maintained in America** – SI&A software development, service and operations teams are located at SI&A's headquarters—nothing is outsourced or stored offshore.