

Proposal  
Newhall School District  
Quote # 1094472-1  
Customer # 0440232  
July 15, 2020

These prices are valid until September 21, 2020, after which they are subject to change by Follett.

Summary of Software and Services: Year 1 Costs		Pricing
	Price	\$18,875.65
Destiny Cloud		

#### MIGRATE EXISTING DATABASE(S) TO DESTINY CLOUD

- Migration of one (1) Destiny database(s) for ten (10) license(s) of Library Manager to Destiny Cloud.
- Migration of one (1) Destiny database(s) for eleven (11) license(s) of Resource Manager to Destiny Cloud.
- Migration to Destiny Cloud includes:
  - Project Management: coordination of tasks and timeline to migrate from customer-hosted servers to Destiny Cloud servers.
  - Implementation: migration of the Destiny database from customer-hosted servers to Destiny Cloud servers.
  - Technical Training: brief technical training on Destiny Cloud.
  - Server maintenance and support

Additional information regarding the migration service, and additional terms associated with Destiny Cloud, are contained in this document.

Unless otherwise noted, no other project management, implementation, data or training services are included as part of this Proposal.

## DESTINY CLOUD YEAR ONE

- Destiny® Library Manager hosted in Destiny Cloud for year one for ten (10) location(s)
  - Alliance Plus
  - Destiny Discover
  - Collections
  - One Search
  - TitlePeek
  - Online documentation and Help
  - Note: Library Manager is designed specifically as a Library management tool

### PN291 – Upgrade to Textbook & Resource Manager Bundle Promo

- Upgrade to Destiny® Textbook Manager and Destiny Resource Manager Bundle Package for eleven (11) location(s)
  - Online documentation and Help
  - Note: Resource Manager is designed specifically as a tool for District/School resource (non library) management.
  - District already owns Destiny Textbook Manager for same number of sites upgrading to bundle package.
- Server maintenance and support

It is the customer's responsibility to provide written verification of Destiny Cloud Solution delivery immediately following the System Setup via the Acknowledgement of Delivery document (AOD).

In the event you are migrating to Destiny Cloud in the middle of a service term, you will receive a credit for the pro rata portion of the annual Destiny Support fee paid following the date of the District's acceptance of the migration services to the Destiny Cloud environment. At the time of migration your Destiny support must be current, additional fees will apply if support is expired. If your Destiny support expires during the migration process you will be subject to additional charges to cover the support for your locally hosted Destiny until the migration is complete.

## Annual Licensing and Maintenance Costs Starting Year 2\*

### Destiny Cloud

- Destiny® Library Manager continued access to and support of Destiny Cloud for ten (10) location(s)
  - Alliance Plus
  - Destiny Discover
  - Collections
  - One Search
  - TitlePeek
  - Online documentation and Help
  - Note: Library Manager is designed specifically as a Library management tool
- Upgrade to Destiny® Textbook and Resource Manager Bundle Package for eleven (11) location(s)
  - Online documentation and Help
  - Note: Resource Manager is designed specifically as a tool for District/School resource (non library) management.
  - District already owns Destiny Textbook Manager for same number of sites upgrading to bundle package.
  - Your Annual Renewal will be reduced at the time of the existing Textbook Manager renewal date.
- District Technical Support includes:
  - Toll-free telephone technical support for designated Customer contacts
  - 24/7 customer Web Portal, with searchable online knowledge base
  - Unlimited email support
  - Follett Community (how-to's, training tools, and videos)
  - Product updates

**Total Annual Licensing and Maintenance Costs\*\*:** **\$17,777.65**

\*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 continue to receive access to Destiny Cloud. Otherwise Follett reserves the right to turn off the Services.

\*\* Note: This new pricing will be reflected in your next annual renewal fee. Follett evaluation of Customer's current data and infrastructure is required in advance of final pricing and agreement. If such evaluation has not been completed, additional products and services may be required that were not previously proposed. The Customer agrees that they are solely responsible for the cost of all products and services requested or required.

The Customer acknowledges and agrees that they may be required to complete and submit a discovery document to Follett. This provides bar code scanner and other related information on a site by site basis prior to data migration. The Customer agrees they will not migrate any data from any existing system into Destiny without authorization in advance by Follett. Follett is not responsible for any costs, services or products that may be required related to unauthorized migration of data by a Customer.

Note: The Follett Destiny Solution is a Schools Interoperability Framework (SIF) certified product based on the US SIF Specification. The Destiny SIF agent and SIF implementation services are sold by Kimono ([web.kimonocloud.com](http://web.kimonocloud.com)).

## Migration Services

Migration services support moving your Destiny database(s) to Destiny Cloud, and provide your district with configured access to your Destiny software via a Web site address (URL).

Follett is responsible for providing the following processes and activities related to this service:

- Backup the Destiny database
- Verify product version of the existing installation
- Upload Destiny and database files to Destiny Cloud environment
- Verify installation with customer, and supply Destiny URL.

All services are delivered remotely.

Customers are required to provide the following activities related to this service:

- Any required Destiny upgrades to match Destiny Cloud product level.
- Delete old job summaries from Job Manager
- Remote access to the Destiny/SQL server(s) of the existing server environment
- Provide login information to the Destiny installations and the SQL Administrator (sa) user(s).

There are some services that Follett will not perform for your district:

- Follett will not install any hardware or software at your district or schools.
- Follett will not configure your networking infrastructure. Your entire district-networking infrastructure must be up and running to support the service. This includes all routers and Wide Area Network links.



## Managing Destiny just got easier with Destiny Cloud

Save the headache. Access Follett Destiny® on our secure network. Join the thousands of schools and districts across the country who use Destiny Cloud to effortlessly maintain Destiny, while saving time and resources.

### WHY MOVE TO DESTINY CLOUD

- Save budget dollars on hardware and tech labor costs
- Access Destiny anytime, anywhere, from a secure Internet connection or mobile device
- Protect your valuable information on our highly secure network
- Access to the newest, most advanced software releases
- Stress-free updates – we do the work

### SWITCHING IS EASY, JUST CONTACT YOUR REP

Your Follett representative will work with you to create a conversion plan for your school or district.

Want to add Destiny Cloud to your school?

Visit [follettlearning.com/repfinder](https://follettlearning.com/repfinder)

### WITH DESTINY CLOUD YOU GET:

- Updates and installations by Follett's expert technicians
- Access to Follett's acclaimed product technical support
- 24/7 server maintenance
- Secure database backups
- Annual subscription-based licensing and secure access to Destiny

Questions? Contact **877.899.8550** – press 1, then 3.

Or email [info@follettlearning.com](mailto:info@follettlearning.com)

If outside the US, contact us at [international@follett.com](mailto:international@follett.com)