

## Instructional Materials Price List

# **ECA Education Services Inc.**

## **Ready-to-Teach™ OpenSciEd Grades K-5 Pilot Science Kits**

**MEMORANDUM OF UNDERSTANDING**  
**CONTRACTUAL PERIOD: JULY 1, 2024 - JULY 31, 2027**

**Contract #: 4400030383**

**This program is offered in the following language:**  
**English**



# READY-TO-TEACH™

[www.ecakitservices.com](http://www.ecakitservices.com)

ECA offers three options for implementing OpenSciEd Elementary using ECA's proprietary **Ready-to-Teach™** kits and service:

- Option 1:** Purchase **Ready-to-Teach™** class kits and **Ready-to-Teach™** Refills as needed (District manages the materials in-house)
- Option 2:** Purchase **Ready-to-Teach™** class kits and add ECA's Materials Management and Refurbishment Service (Purchase Complete Kits in Year 1)
- Option 3:** Rent **Ready-to-Teach™** class kits from ECA (rental includes Materials Management and Refurbishment Service)

**It is HIGHLY recommended to reach out to ECA Science Kit Services directly for a quote in the context of the district's implementation plans.** The prices shown in this document will be upheld, and applied appropriately to the district's specific implementation. ECA will be creating "rolling" quotes/contracts to allow districts to add units as they become available, with delivery in the same year if desired.

**(Contact Jeny Apt at [japt@ecakitservices.com](mailto:japt@ecakitservices.com))**

***See option pricing on next pages and attached Cost Comparison Example for 3 teachers implementing Unit 1 at each grade level.***

Unit 1				
Unit Name	Option 1		Option 2	Option 3
	Complete Kit Purchase	Refill Purchase	Materials Management Service Fee (after Year 1 purchase)	Rental Fee
K.1 Energy: Sunlight	\$477.00	\$219.00	\$272.00	\$349.00
1.1 Waves: Light	\$612.00	\$80.00	\$209.00	\$369.00
2.1 Earth: Land Changing Shape	\$796.00	\$218.00	\$307.00	\$478.00
3.1 Forces & Interactions	\$932.00	\$120.00	\$252.00	\$470.00
4.1 Energy Transfer: Collisions	\$827.00	\$95.00	\$238.00	\$459.00
5.1 Ecosystems & Matter Cycling	\$870.00	\$194.00	\$330.00	\$514.00

**Notes:**

1. Prices do not include shipping/delivery, which depends on the option selected.
2. Selecting Option 2 requires purchasing the complete kits in Year 1, and adding the Materials Management Service for future years.

Unit 2				
Unit Name	Option 1		Option 2	Option 3
	Complete Kit Purchase	Refill Purchase	Materials Management Service Fee (after Year 1 purchase)	Rental Fee
K.2 Weather	TBD Early May 2025	TBD Early May 2025	TBD Early May 2025	TBD Early May 2025
1.2 Waves: Sound				
2.2 Structures & Properties of Matter				
3.2 Weather & Hazards				
4.2 Energy Transfer: Electricity				
5.2 Matter Properties				

Unit 3				
Unit Name	Option 1		Option 2	Option 3
	Complete Kit Purchase	Refill Purchase	Materials Management Service Fee (after Year 1 purchase)	Rental Fee
K.3 Forces & Motion 1.3 Space: Sky Patterns 2.3 Habitats & Biodiversity 3.3 Trait Variations 4.3 Earth Processes 5.3 Earth Systems	TBD October 2025	TBD October 2025	TBD October 2025	TBD October 2025



Unit 4				
Unit Name	Option 1		Option 2	Option 3
	Complete Kit Purchase	Refill Purchase	Materials Management Service Fee (after Year 1 purchase)	Rental Fee
K.4 Ecosystems: Plants, Animals, & Their Environment 1.4 Animal & Plant Traits 2.4 Plants 3.4 Ecosystem Change & Survival 4.4 Structure & Function 5.4 Earth in the Universe	TBD April 2026	TBD April 2026	TBD April 2026	TBD April 2026

These cost estimates are based on:

	Teachers	Total Class Sections
Grade K	3	3
Grade 1	3	3
Grade 2	3	3
Grade 3	3	3
Grade 4	3	3
Grade 5	3	3

## Ready-to-Teach™ Implementation Options

Aligned to OpenSciEd Elementary

Unit 1 at Grades K-5	Option 1: PURCHASE KITS AND REFILLS (District Managed)	Option 2: PURCHASE KITS PLUS ECA MATERIALS MANAGEMENT & REFURBISHMENT SERVICE	Option 3: RENT KITS FROM ECA
<b>Sustainability Level</b> 	<b>LOW</b>	<b>HIGH</b>	<b>HIGH</b>
<b>Quote Term</b> 	<b>No Contract</b>	<b>3 Year Minimum</b>	<b>3 Year Minimum</b>
<b>READY-TO-TEACH™ CONFIGURATION</b>	✓	✓	✓
800 Telephone Help Line	✓	✓	✓
Online Customer Support Custom Web Page	✓	✓	✓
Quality Control	✓	✓	✓
"Teacher Supplied" <b>Non-Consumable</b> Items Added to kits by ECA	✓	✓	✓
"Teacher Supplied" <b>Consumable</b> Items Added to kits by ECA	✓	✓	✓
Prepped <b>Non-Consumable</b> Materials (Selected Items)	✓	✓	✓
Prepped <b>Consumable</b> Materials (Selected Items)	✓	✓	✓
Tip Sheets	✓	✓	✓
Broken or Worn Out Items Replaced at ECA's Cost		✓	✓
Live Materials	Optional; ordered separately	✓	✓
Live Materials Automatic Scheduling and Delivery	Optional	✓	✓
Live Materials Pickup	Delivered only	✓	✓
Delivery and Pick Up Service	Delivered only	✓	✓
Kit Storage		✓	✓
Teachers Email Communication and Notifications		✓	✓
Accountability Notices on Kit Use		✓	✓
District Owns Kits At End of Contract	✓	✓	

### YEAR 1

District Purchases Ready-to-Teach Kits from ECA	\$ 13,542.00	\$ 13,698.00	N/A
ECA Kit Management and Refurbish Fees	N/A	Included	N/A
Rental Fees	N/A	N/A	\$ 7,917.00
Live Only + Automatic Delivery	\$ 156.00	Included	Included
Transport Fees - Delivery and Pickup of Kits	\$ 1,293.78	\$ 972.00	\$ 972.00
<b>ESTIMATED TOTAL - YEAR 1</b>	<b>\$14,992</b>	<b>\$14,670</b>	<b>\$8,889</b>

### YEAR 2 (Estimated)

ECA Kit Management and Refurbish Fees (Estimated)	N/A	\$ 4,824.00	N/A
Ready-to-Teach Refill Kits (Estimated)	\$ 2,778.00	-	-
Rental Fees (Estimated)	N/A	N/A	\$ 7,917.00
Live Only + Automatic Delivery	\$ 156.00	Included	Included
Transport Fees - Delivery and Pickup of Kits	\$ 325.02	\$ 972.00	\$ 972.00
Estimated Non-consumable Replacement Costs *	\$ 1,354.20	Included	Included
<b>ESTIMATED TOTAL - YEAR 2</b>	<b>\$4,613</b>	<b>\$ 5,796.00</b>	<b>\$8,889</b>

### YEAR 3 (Estimated)

ECA Kit Management and Refurbish Fees (Estimated)	N/A	\$ 4,824.00	N/A
Ready-to-Teach Refill Kits (Estimated)	\$ 2,778.00	-	-
Rental Fees (Estimated)	N/A	N/A	\$ 7,917.00
Live Only + Automatic Delivery	\$ 156.00	Included	Included
Transport Fees - Delivery and Pickup of Kits	\$ 325.02	\$ 972.00	\$ 972.00
Estimated Non-consumable Replacement Costs *	\$ 1,354.20	Included	Included
<b>ESTIMATED TOTAL - YEAR 3</b>	<b>\$4,613</b>	<b>\$ 5,796.00</b>	<b>\$8,889</b>

<b>ESTIMATED THREE-YEAR TOTAL</b>	<b>\$24,218</b>	<b>\$26,262</b>	<b>\$26,667</b>
* Estimated Non-Consumable Replacement Costs is 10% of the retail value of the kit to allow for purchase of lost, broken, or worn out non-consumable items each year. The actual cost can vary by teacher and district.		<b>Plus teacher/district time and space to manage kits</b>	
		<b>ECA does the work and stores the kits for you!</b>	

# ECA SCIENCE KIT RENTAL AND KIT MANAGEMENT SERVICES DESCRIPTIONS



<b>Kit Refurbishment</b>	ECA refurbishes used kits to a good to like new condition.	✓
<b>Kit Storage</b>	ECA stores kits between uses in our warehouses.	✓
<b>Added Non-Consumable Items</b>	ECA supplements kits with many added non-consumable items that teachers need but are not supplied by publishers.	✓
<b>Added Consumable Items</b>	ECA supplements kits with many added consumable items that teachers need but are not supplied by publishers.	✓
<b>Prepped Non-Consumable Items</b>	ECA's staff prepares certain non-consumable items to a ready-to-use state.	✓
<b>Prepped Consumable Items</b>	Some consumable items need to be cut, weighed, or counted out. ECA preps many items so they are ready to use when the teacher needs them.	✓
<b>Live Materials Scheduling and Delivery</b>	Teachers no longer have to mess with mail-in coupons. If a kit requires live materials, ECA will deliver live material in accordance with a pre-determined delivery schedule based on the districts' kit use plan.	✓
<b>Live Materials Pickup</b>	ECA's staff will pick up the live materials when the kits are picked up.	✓
<b>Broken and Worn Out Items Replaced</b>	ECA replaces worn out and broken non-consumable items. This assures that your school district's kits are maintained in a like-new condition. (Does not apply to printed materials owned by the client school district.)	✓
<b>Quality Control</b>	ECA has developed quality control systems to assure that kits are delivered error free.	✓
<b>Kit Delivery and Pickup</b>	Kits, supplies and live materials are delivered directly to each school and picked up by ECA staff and trucks.	✓
<b>Kit Rotation Schedules</b>	ECA delivers kits on a pre-determined schedule approved by the district.	✓
<b>Teacher Notices</b>	Teachers receive various email communications from ECA such as Kit Order Confirmations, Live Material Schedules, Kit Pick-Up Reminders, Advance Instructions Notices and more.	✓
<b>Tip Sheets</b>	Kits include Tip Sheets with information about added items, kit use, live materials care and helpful ideas about teaching various lessons.	✓
<b>Accountability Notices</b>	School district administrators are notified by ECA if a kit is returned unused or partially used. This allows curriculum administrators to work with teachers that are uncomfortable using the kits.	✓
<b>Customized Webpage</b>	Teachers and administrators can logon on to a customized webpage to check delivery schedules and download important information about kits and live materials.	✓
<b>24/7 Customer Support</b>	Teachers can contact us 24/7 via phone or email. Service is our priority and your schedule is our schedule.	✓

# HOW IT WORKS

## KIT RENTAL AND KIT MANAGEMENT



<b>Step 1</b>	<b>Onboarding and Implementation Planning</b>	ECA meets with curriculum staff to review district's implementation plan.
<b>Step 2</b>	<b>Develop Kit-Use Schedule</b>	District and ECA develop kit use schedule
<b>Step 3</b>	<b>Communicate with Teachers and Administrators</b>	District communicates implementation plan, ECA Ready-To-Teach Service and Kit-Use Schedule.
<b>Step 4</b>	<b>Email Kit-Use Schedule</b>	ECA emails kit schedules information to teachers and principals.
<b>Step 5</b>	<b>ECA Acquires And Prepares Kits</b>	
<b>Step 6</b>	<b>Advance Notices Sent</b>	Advance notices are sent one month prior delivery of kits
<b>Step 7</b>	<b>Live Material Delivery Schedules Emailed (If Applicable)</b>	Email live delivery schedule two weeks prior to kit delivery (no coupons necessary)
<b>Step 8</b>	<b>Kits are Delivered</b>	Kits are delivered direct to school with teacher name on each kit for easy distribution.
<b>Step 9</b>	<b>Live Materials Are Delivered On Pre-Determined Schedule</b>	
<b>Step 10</b>	<b>Pick-up Reminder Email Sent</b>	Sent two weeks prior to pick-up date.
<b>Step 11</b>	<b>Kits Picked Up On Pick-Up Day AND Next Kit Delivered</b>	

Process repeats...



# BENEFITS OF USING ECA

800-537-0008 | [www.eca.bz](http://www.eca.bz)

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## **Benefits For Teachers**

- **Saves Teachers Prep Time**
  - Many items are pre-prepped for teachers.
  - Teachers do not need to take inventory to re-order supplies.
  - Teachers do not need to restock inventory or replace supplies.
  - Teachers do not go out of pocket for “teacher supplied” items. ECA adds “teacher supplied” items in kits so kits are ready to use.
- **Frees Up Classroom Storage Space**
  - Kits are stored at ECA warehouse when not in use.
- **Motivates Kit Use And Classroom Instruction**
  - Kits are delivered complete with ready-to-use materials.
  - ECA adds many items to the kits that the publisher does not include.
- **24/7 Customer Support**
  - 800# Phone Line and Email Support
  - Online Customer Service Web page
- **Teachers Spend More Time Teaching and Less Time Managing Science Materials.**

## **Benefits For The District**

- **Cost Saving to the District (A cost comparison for your district can be provide upon request)**
- **Protects the District's Investment**
  - ECA collects all kits owned by the district and maintains them in a centralized location when not in use.
  - Kits are updated and maintained in a good to like-new condition.
  - Worn out or broken items replaced by ECA.
- **Sustains the Science Program**
  - Kits are prepped and ready to use when delivered to teachers.
  - Complete ready-to-use kits motivate kit use.
  - Accountability - ECA monitors kit usage and provides Accountability Reports to district representative
- **Curriculum Coaches/Consultants Spend Less Time Managing Supplies.**
  - No more inventory order processing by science curriculum office.
  - ECA customer support staff provides 24/7 teacher support by phone, email and via our customized online Customer Service Center.
- **Streamlines Accounting Procedures**
  - No more line item ordering.
  - No more requisition processing for line item ordering.
  - No more purchase order processing.
  - No more payment processing to multiple vendors.
  - ECA only charges for what we deliver.
- **No More Materials Handling By District Warehouse Staff**
  - No receiving goods from vendors.
  - No requirement to store goods after receiving from vendor.
  - No re-packing goods for delivery to schools.
  - No need for district trucks and drivers to deliver supplies or kits.