

From: [Luftglass, Maribeth](#)
To: [Derenak Kaufax, Tamara \(School Board Member\)](#); [Torre, John](#); [Austin, Cheryl](#)
Cc: [Yocom, Julie A](#)
Subject: RE: Case: CASE-0000443789:Other
Date: Thursday, April 9, 2020 4:07:00 PM
Attachments: [image001.png](#)

Cheryl,

Here is a suggested response for this constituent.

Thank you for your feedback. Zoom is not authorized for use by FCPS staff because we do not have a contract in place that protects our student and staff confidential information. FCPS had evaluated Zoom and found significant security concerns; the [FBI](#) has even issued [cautions](#). Zoom sessions are stored outside of FCPS and may include protected information. Services like Zoom collect information about individual users and may include tracking and targeted advertising. Our approved tools have been vetted and have signed contracts with FCPS which include student data confidentiality provisions. We can offer technical support for teachers on our approved tools, and there are central and school-based training opportunities from School Based Technology Specialists for them. Many teachers were trained last week. We understand Zoom is popular in the public, but we must have a higher level of scrutiny when we are responsible for the safety of children.

Thanks,
Maribeth

From: Austin, Cheryl **On Behalf Of** Derenak Kaufax, Tamara (School Board Member)
Sent: Wednesday, April 8, 2020 4:03 PM
To: Torre, John <jjtorre@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Derenak Kaufax, Tamara (School Board Member) <tderenakkauf@fcps.edu>
Subject: FW: Case: CASE-0000443789:Other

Hi John and Maribeth –

Tammy would like to know if you have a standard letter prepared for her to respond to this communication below?

Thank you in advance.
Cheryl



Note

Visibility: Internal
Created by: [REDACTED] at 4/1/2020 11:56:38 AM

Requester: [REDACTED]
Summary: Other

Requester Email Address: [REDACTED]

The following information was entered in the School Board Portal:

Client Selected: School Board All -

Client Lives in: Lee - Tamara Derenak Kaufax

Address:

[REDACTED]

Details: Hello, I'd like to give feedback with regards to Blackboard Collaborate Ultra and Hang-out Meet-up for 2nd/Kindergarten aged kids. These systems are not suited to the needs of kids at this age. Once they learn to un-mute themselves in Blackboard, the collaboration becomes unusable. Meet-up does not allow kids to see everyone in their class simultaneously. Consider pivoting your plans, getting an agreement with Zoom (which provided a much better, controllable environment where the entire class can see each other at the same time and the moderator had much more control) and allowing the decision of what collaboration program is best to be made by the teachers. Unconventional times are best combated by increased freedom for front-line employees to do what is necessary to complete a task. Give your teachers that freedom with another option for reaching their students, even if it is only temporary. Perhaps it will end up being better in the long run as well. Thanks, [REDACTED]

Cheryl Austin

Executive Administrative Assistant to:

Tammy Derenak Kaufax, Vice Chair and Lee District Representative

Karl Frisch, Providence District Representative

Fairfax County School Board Office

Phone: 571.423.1069 Fax: 571.423.1067

From: [Kretzer, Sandy](#)
To: [Luftglass, Maribeth](#); [DIT SMT](#)
Subject: RE: message on opting out of learning packets
Date: Thursday, April 9, 2020 3:41:47 PM

Reviewed,

FYI – the Go Paperless option is public facing for collecting the opt out requests. In the background Karin Williams team is modifying their address label file for the vendor to remove the parents that opt out (or opt back in).

From: Luftglass, Maribeth
Sent: Thursday, April 9, 2020 3:22 PM
To: DIT SMT <DIT_SMT@fcps.edu>
Subject: FW: message on opting out of learning packets

Please review.

From: Torre, John
Sent: Thursday, April 9, 2020 2:40 PM
To: Cabinet (Superintendent) <CabinetSuperintendent@fcps.edu>; Presidio, Sloan <sjpresidio@fcps.edu>; Johnson, Teresa L <TJohnson4@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Thomas, Kathleen <knthomas@fcps.edu>
Subject: message on opting out of learning packets

As requested by the SB, here is a letter we can send out later today. Please let me know if you have any suggested edits by 4 p.m. Thanks

Dear Parents and Guardians,

Next week, we will begin Distance Learning in Fairfax County Public Schools (FCPS).

To support continued learning for students during this extraordinary time, FCPS is providing Learning Packets through FCPS 24-7 Blackboard and printed versions as one part of the distance learning plan. Families can expect learning packets to be mailed to their home and posted to FCPS 24-7 Learning.

If you plan to access the learning packets online by logging into FCPS 24-7 Blackboard, you can choose to **go paperless** and **opt out** of receiving the mailed copies. By opting out of the mailed learning packets, it will help FCPS save money on printing and mailing costs.

Families who opt out will be notified by email and will have the opportunity to opt back into receiving printed packets by following the instructions on the email.

To stop receiving the printed packets, you will need your student's FCPS student ID and the enrolling

parent's email address.

- The student ID can be found in your [SIS ParentView account](#)
- **Yes, I want to go paperless:** [Opt-out Form](#)

Please expect to receive at least one additional printed learning packet after your request to go paperless is entered.

Week 2 packets will begin arriving on Saturday, April 11. Families who do not receive their packets by Tuesday each week should contact their child's teacher or principal.

If your student has a temporary address during the school closure, please notify your school of the student's temporary change of address. The School Registrar or Administrator can update the student mailing address. Schools will update the student mailing address only. After we return to school, the student mailing address will be changed back to match the home address. To receive previously sent packets, please email, FCPSlearningpacket@fcps.edu and provide your student's ID and address.

Thank you for your support.

Fairfax County Public Schools

From: [Luftglass, Maribeth](#)
To: [DIT SMT](#)
Subject: FW: message on opting out of learning packets
Date: Thursday, April 9, 2020 3:22:02 PM

Please review.

From: Torre, John
Sent: Thursday, April 9, 2020 2:40 PM
To: Cabinet (Superintendent) <CabinetSuperintendent@fcps.edu>; Presidio, Sloan <sjpresidio@fcps.edu>; Johnson, Teresa L <TLJohnson4@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Thomas, Kathleen <knthomas@fcps.edu>
Subject: message on opting out of learning packets

As requested by the SB, here is a letter we can send out later today. Please let me know if you have any suggested edits by 4 p.m. Thanks

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Families who opt out will be notified by email and will have the opportunity to opt back into receiving printed packets by following the instructions on the email.

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- The student ID can be found in your [SIS ParentView account](#)
- **Yes, I want to go paperless:** [Opt-out Form](#)

Please expect to receive at least one additional printed learning packet after your request to go paperless is entered.

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If your student has a temporary address during the school closure, please notify your school of the

student's temporary change of address. The School Registrar or Administrator can update the student mailing address. Schools will update the student mailing address only. After we return to school, the student mailing address will be changed back to match the home address. To receive previously sent packets, please email, FCPSlearningpacket@fcps.edu and provide your student's ID and address.

Thank you for your support.

Fairfax County Public Schools

From: [Kretzer, Sandy](#)
To: [Tyler, Nancy](#)
Cc: [Luftglass, Maribeth](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 3:00:40 PM

Thank you Nancy😊

Sandy

From: Tyler, Nancy
Sent: Thursday, April 9, 2020 2:59 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Kretzer, Sandy <sakretzer@fcps.edu>
Subject: RE: PDF version of forms

Good afternoon!

I did get an email from Karin just a bit ago explaining what they need. I've asked her to supply a sample packet (in English) for us to look at and give an estimate of time to create fillable fields and then we can extrapolate a timeline from there.

I will keep you posted. Thanks - Nance

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:35 PM
To: Tyler, Nancy <netyler@fcps.edu>; Kretzer, Sandy <sakretzer@fcps.edu>
Subject: FW: PDF version of forms

Well, that explains it. See below.

Thanks,
Maribeth

From: Presidio, Sloan
Sent: Thursday, April 9, 2020 1:34 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: RE: PDF version of forms

After checking with my team it looks like they hadn't contacted DIT yet. I asked Karin Williams to reach out to Nancy to discuss possibilities further.

Thanks!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:00 PM
To: Presidio, Sloan <sjpresidio@fcps.edu>

Subject: FW: PDF version of forms

Importance: High

What fillable PDF forms are you waiting for? Were they sent to us?

From: Tyler, Nancy

Sent: Thursday, April 9, 2020 12:57 PM

To: Luftglass, Maribeth <meluftglass@fcps.edu>

Cc: Kretzer, Sandy <sakretzer@fcps.edu>

Subject: RE: PDF version of forms

We've done extensive work for DSS on creating IEP packets and Eligibility packets, however, the forms used to create the packets were already fillable – each packet had more than 30 forms per packet. We were able to turn both packets around in a day for each. We haven't gotten anything from IS.

There was 1 inquiry from Mike Foland last week related to creating a library services opt-out, but we haven't created opt-out forms in a while. I directed Mike to have his customer get in touch with Andy Grunig since his office does the annual notice updates. I received this information through talking with Stephanie Gray.

From: Luftglass, Maribeth <meluftglass@fcps.edu>

Sent: Thursday, April 9, 2020 12:51 PM

To: Tyler, Nancy <netyler@fcps.edu>

Cc: Kretzer, Sandy <sakretzer@fcps.edu>

Subject: Re: PDF version of forms

I think it might be related to opt out. Do we have any current requests from IS or DSS for fillable PDFs?

Maribeth Luftglass
Assistant Superintendent, Information Technology
Fairfax County Public Schools

On Apr 9, 2020, at 12:48 PM, Tyler, Nancy <netyler@fcps.edu> wrote:

We have not been provided with anything to convert to fillable yet. I imagine it won't take very long if we bypass accessibility compliance in the short term. I know some of the packets are nearly 30 pages long but again, I haven't seen anything come through to us yet.

I apologize for not having a clearer response. I can go out and look at one of the packets as an example if that would be helpful. Please advise.

Nance

From: Luftglass, Maribeth <meluftglass@fcps.edu>

Sent: Thursday, April 9, 2020 12:12 PM

To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Tyler, Nancy](#)
To: [Luftglass, Maribeth](#); [Kretzer, Sandy](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 2:59:09 PM

Good afternoon!

I did get an email from Karin just a bit ago explaining what they need. I've asked her to supply a sample packet (in English) for us to look at and give an estimate of time to create fillable fields and then we can extrapolate a timeline from there.

I will keep you posted. Thanks - Nance

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To: Tyler, Nancy <netyler@fcps.edu>; Kretzer, Sandy <sakretzer@fcps.edu>
Subject: FW: PDF version of forms

Well, that explains it. See below.
Thanks,
Maribeth

From: Presidio, Sloan
Sent: Thursday, April 9, 2020 1:34 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
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Thanks!

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Cc: Kretzer, Sandy <sakretzer@fcps.edu>

Subject: Re: PDF version of forms

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Maribeth Luftglass
Assistant Superintendent, Information Technology
Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM

To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <net Tyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with

Distance Learning packets?

From: [Torre, John](#)
To: [Cabinet \(Superintendent\)](#); [Presidio, Sloan](#); [Johnson, Teresa L](#); [Luftglass, Maribeth](#)
Cc: [Thomas, Kathleen](#)
Subject: message on opting out of learning packets
Date: Thursday, April 9, 2020 2:40:09 PM

As requested by the SB, here is a letter we can send out later today. Please let me know if you have any suggested edits by 4 p.m. Thanks

Dear Parents and Guardians,

Next week, we will begin Distance Learning in Fairfax County Public Schools (FCPS).

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Thank you for your support.

Fairfax County Public Schools

From: Downey, Paul J.
To: Adam [REDACTED]; Luftglass, Maribeth; Pratt, Michelle
Cc: Scott [REDACTED]
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Thursday, April 9, 2020 2:07:53 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)
[image016.png](#)
[image018.png](#)

Adam,

See below highlighted in Yellow. Let me know if there are further questions. 1 and 2 below are at best rough estimates since we are in uncharted territory and practice may be based on schools based decision-making.

Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
Sent: Thursday, April 9, 2020 12:35 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>
Cc: Scott [REDACTED]
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Thanks Paul We are aiming to get something back to you today As Scott and I seek approval for our lowest cost model, we need to be razor sharp on estimates and anticipated use instances Can you help us in answering the following...

1. We understand that schools are now conducting town hall meetings using Collab? **Schools may conduct based on school decision Due to size limitations at 250, this will impact how many they can have especially at large schools**
 - a. How long do you anticipate these meetings will continue and what is anticipated weekly frequency? (e.g. 2 townhalls at every school, each week, through 5/1/20) **Best guess is this would continue through early June and I would guess that schools would do more than 1 or 2 until early June, similar to a PTA monthly meeting schedule**
2. What is the anticipated hourly usage per week for "office hours" at the elementary, middle and high school levels? **This is also a school-based decision, so best guess would be one hour per week**
3. Can you please confirm your elementary, middle and high school enrollment numbers?
ES – 95,232
MS – 29,977
HS – 59,788

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]

From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 7:38 PM
To: Adam [REDACTED]; Luftglass, Maribeth <meluftglass@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>
Cc: Scott [REDACTED]
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam,

Included the information requested in table below based on an outline from our Distance Learning plan.

Let me know if you have any questions.

Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
Sent: Wednesday, April 8, 2020 5:40 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>
Cc: Scott [REDACTED]
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Fairfax Team,

Thank you for your time today We are continuing to adjust our models to deliver the lowest possible per user pricing We've reviewed been your distance learning documents on the website and checked a few individual schools in an attempt to identify possible usage differences/trends for your elementary, middle and high

schools

Can you help us with your best estimates below?

	Hours of Collab Usage Per Week (Each Student)	Whole class instruction using Collab on which days of the week?
Elementary	4	Tues-Fri
Middle	4-5	Wed + Fri
High	7	Tues + Thurs

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:37 AM
To: Adam [REDACTED] [REDACTED] Scott [REDACTED] <[REDACTED]>
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

I just sent the phone bridge.

Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED] [REDACTED]
Sent: Wednesday, April 8, 2020 11:34 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED] <[scott\[REDACTED\]@blackboard.com](mailto:scott[REDACTED]@blackboard.com)>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining We are hoping to use Collab for this meeting and I've set up a session (link below) Will this work for you?

Meeting Link: [REDACTED]

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] <[REDACTED]> Scott [REDACTED] <[REDACTED]>
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED] [REDACTED]
Sent: Wednesday, April 8, 2020 11:12 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED] <[REDACTED]>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Hi Paul,

We are available at these times below, please let us know what works for you We will try and get the person who drafted the amendment to join us to answer any specific question you may have about the document

12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [REDACTED] <[REDACTED]> Scott [REDACTED] <[REDACTED]>
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam and Scott,

FCPS would like to further discuss the quote with both of you and will need to do this afternoon. Let me know what time works and I will arrange the call.

Paul Downey Coordinator,Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
Sent: Monday, April 6, 2020 6:58 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TJjewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

As promised, I have attached a revised version of our amendment Please review at your convenience and let me know when would be a good time to discuss

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

I jumped the gun and sent over the amendment with some incorrect dates, please disregard My team is working to revise and I will be sending over a new version shortly I apologize for causing any confusion

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

Please see the attached amendment and let me know when would be a good time to discuss/review

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Thanks Paul We will be get to work on a quote immediately and are happy to jump on the phone over the weekend if necessary

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED] <[REDACTED]>
Cc: Scott [REDACTED] <[REDACTED]>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED] <[REDACTED]>
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally

We continue to think of ways we can provide support for this important cause We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]

- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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From: [Kretzer, Sandy](#)
To: [Luftglass, Maribeth](#); [Tyler, Nancy](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 1:52:09 PM

Another mystery solve ;)

From: Luftglass, Maribeth
Sent: Thursday, April 9, 2020 1:35 PM
To: Tyler, Nancy <netyler@fcps.edu>; Kretzer, Sandy <sakretzer@fcps.edu>
Subject: FW: PDF version of forms

Well, that explains it. See below.

Thanks,
Maribeth

From: Presidio, Sloan
Sent: Thursday, April 9, 2020 1:34 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: RE: PDF version of forms

After checking with my team it looks like they hadn't contacted DIT yet. I asked Karin Williams to reach out to Nancy to discuss possibilities further.

Thanks!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:00 PM
To: Presidio, Sloan <sjpresidio@fcps.edu>
Subject: FW: PDF version of forms
Importance: High

What fillable PDF forms are you waiting for? Were they sent to us?

From: Tyler, Nancy
Sent: Thursday, April 9, 2020 12:57 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: RE: PDF version of forms

We've done extensive work for DSS on creating IEP packets and Eligibility packets, however, the forms used to create the packets were already fillable – each packet had more than 30 forms per packet. We were able to turn both packets around in a day for each. We haven't gotten anything from IS.

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From: Luftglass, Maribeth <meluftglass@fcps.edu>

Sent: Thursday, April 9, 2020 12:51 PM

To: Tyler, Nancy <net Tyler@fcps.edu>

Cc: Kretzer, Sandy <sakretzer@fcps.edu>

Subject: Re: PDF version of forms

I think it might be related to opt out. Do we have any current requests from IS or DSS for fillable PDFs?

Maribeth Luftglass
Assistant Superintendent, Information Technology
Fairfax County Public Schools

On Apr 9, 2020, at 12:48 PM, Tyler, Nancy <net Tyler@fcps.edu> wrote:

We have not been provided with anything to convert to fillable yet. I imagine it won't take very long if we bypass accessibility compliance in the short term. I know some of the packets are nearly 30 pages long but again, I haven't seen anything come through to us yet.

I apologize for not having a clearer response. I can go out and look at one of the packets as an example if that would be helpful. Please advise.

Nance

From: Luftglass, Maribeth <meluftglass@fcps.edu>

Sent: Thursday, April 9, 2020 12:12 PM

To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <net Tyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Presidio, Sloan](#)
To: [Luftglass, Maribeth](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 1:36:09 PM

Thanks, I really appreciate all the help from your team these past weeks!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:35 PM
To: Presidio, Sloan <sjpresidio@fcps.edu>
Subject: RE: PDF version of forms

Ok! They'll be ready to support the request.

Thanks,
Maribeth

From: Presidio, Sloan
Sent: Thursday, April 9, 2020 1:34 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: RE: PDF version of forms

After checking with my team it looks like they hadn't contacted DIT yet. I asked Karin Williams to reach out to Nancy to discuss possibilities further.

Thanks!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:00 PM
To: Presidio, Sloan <sjpresidio@fcps.edu>
Subject: FW: PDF version of forms
Importance: High

What fillable PDF forms are you waiting for? Were they sent to us?

From: Tyler, Nancy
Sent: Thursday, April 9, 2020 12:57 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: RE: PDF version of forms

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From: Luftglass, Maribeth <meluftglass@fcps.edu>

Sent: Thursday, April 9, 2020 12:51 PM

To: Tyler, Nancy <net Tyler@fcps.edu>

Cc: Kretzer, Sandy <sakretzer@fcps.edu>

Subject: Re: PDF version of forms

I think it might be related to opt out. Do we have any current requests from IS or DSS for fillable PDFs?

Maribeth Luftglass
Assistant Superintendent, Information Technology
Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM

To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <net Tyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Luftglass, Maribeth](#)
To: [Presidio, Sloan](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 1:35:00 PM

Ok! They'll be ready to support the request.

Thanks,
Maribeth

From: Presidio, Sloan
Sent: Thursday, April 9, 2020 1:34 PM
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Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: Re: PDF version of forms

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Sent: Thursday, April 9, 2020 12:12 PM
To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>
Subject: PDF version of forms
Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Luftglass, Maribeth](#)
To: [Tyler, Nancy](#); [Kretzer, Sandy](#)
Subject: FW: PDF version of forms
Date: Thursday, April 9, 2020 1:35:00 PM

Well, that explains it. See below.

Thanks,
Maribeth

From: Presidio, Sloan
Sent: Thursday, April 9, 2020 1:34 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: RE: PDF version of forms

After checking with my team it looks like they hadn't contacted DIT yet. I asked Karin Williams to reach out to Nancy to discuss possibilities further.

Thanks!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:00 PM
To: Presidio, Sloan <sjpresidio@fcps.edu>
Subject: FW: PDF version of forms
Importance: High

What fillable PDF forms are you waiting for? Were they sent to us?

From: Tyler, Nancy
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To: Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: RE: PDF version of forms

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Subject: Re: PDF version of forms

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Assistant Superintendent, Information Technology
Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM
To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>
Subject: PDF version of forms
Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Presidio, Sloan](#)
To: [Luftglass, Maribeth](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 1:33:41 PM

After checking with my team it looks like they hadn't contacted DIT yet. I asked Karin Williams to reach out to Nancy to discuss possibilities further.

Thanks!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 1:00 PM
To: Presidio, Sloan <sjpresidio@fcps.edu>
Subject: FW: PDF version of forms
Importance: High

[What fillable PDF forms are you waiting for? Were they sent to us?](#)

From: Tyler, Nancy
Sent: Thursday, April 9, 2020 12:57 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: RE: PDF version of forms

We've done extensive work for DSS on creating IEP packets and Eligibility packets, however, the forms used to create the packets were already fillable – each packet had more than 30 forms per packet. We were able to turn both packets around in a day for each. We haven't gotten anything from IS.

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Sent: Thursday, April 9, 2020 12:51 PM
To: Tyler, Nancy <netyler@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: Re: PDF version of forms

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Maribeth Luftglass
Assistant Superintendent, Information Technology

Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM

To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Luftglass, Maribeth](#)
To: [Presidio, Sloan \(sjpresidio@fcps.edu\)](#)
Subject: FW: PDF version of forms
Date: Thursday, April 9, 2020 1:01:00 PM

What fillable PDF forms are you waiting for? Were they sent to us?

From: Tyler, Nancy
Sent: Thursday, April 9, 2020 12:57 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: RE: PDF version of forms

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Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: Re: PDF version of forms

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Assistant Superintendent, Information Technology
Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM

To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Tyler, Nancy](#)
To: [Luftglass, Maribeth](#)
Cc: [Kretzer, Sandy](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 12:57:28 PM

We've done extensive work for DSS on creating IEP packets and Eligibility packets, however, the forms used to create the packets were already fillable – each packet had more than 30 forms per packet. We were able to turn both packets around in a day for each. We haven't gotten anything from IS.

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Sent: Thursday, April 9, 2020 12:51 PM
To: Tyler, Nancy <netyler@fcps.edu>
Cc: Kretzer, Sandy <sakretzer@fcps.edu>
Subject: Re: PDF version of forms

I think it might be related to opt out. Do we have any current requests from IS or DSS for fillable PDFs?

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Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM
To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>

Subject: PDF version of forms

Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Luftglass, Maribeth](#)
To: [Tyler, Nancy](#)
Cc: [Kretzer, Sandy](#)
Subject: Re: PDF version of forms
Date: Thursday, April 9, 2020 12:50:46 PM

I think it might be related to opt out. Do we have any current requests from IS or DSS for fillable PDFs?

Maribeth Luftglass
Assistant Superintendent, Information Technology
Fairfax County Public Schools

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Sent: Thursday, April 9, 2020 12:12 PM
To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>
Subject: PDF version of forms
Importance: High

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: meluftglass@fcps.edu
To: [Tyler, Nancy](#)
Cc: [Kretzer, Sandy](#)
Subject: Re: PDF version of forms
Date: Thursday, April 9, 2020 12:50:45 PM

I think it might be related to opt out. Do we have any current requests from IS or DSS for fillable PDFs?

Maribeth Luftglass
Assistant Superintendent, Information Technology
Fairfax County Public Schools

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To: Kretzer, Sandy <sakretzer@fcps.edu>; Tyler, Nancy <netyler@fcps.edu>
Subject: PDF version of forms
Importance: High

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From: [Tyler, Nancy](#)
To: [Luftglass, Maribeth](#); [Kretzer, Sandy](#)
Subject: RE: PDF version of forms
Date: Thursday, April 9, 2020 12:48:46 PM

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Subject: PDF version of forms
Importance: High

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From: Adam [redacted]
To: Downey, Paul J.; Luftglass, Maribeth; Pratt, Michelle
Cc: Scott [redacted]
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Thursday, April 9, 2020 12:34 55 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)
[image016.png](#)
[image018.png](#)

Thanks Paul. We are aiming to get something back to you today. As Scott and I seek approval for our lowest cost model, we need to be razor sharp on estimates and an icipated use instances. Can you help us in answering the following...

1. We understand hat schools are now conducting town hall meetings using Collab? How long do you anticipate these mee ings will con inue and what is anticipated weekly frequency? (e.g. 2 townhalls at every school, each week, through 5/1/20)
2. What is the anticipated hourly usage per week for "office hours" at the elementary, middle and high school levels?
3. Can you please confirm your elementary, middle and high school enrollment numbers?

Best,
Adam



Adam W. [redacted] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [redacted]
e: [redacted]

From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 7:38 PM
To: Adam [redacted] [redacted] "Luftglass, Maribeth" <meluftglass@fcps.edu>, "Pratt, Michelle" <mrpratt@fcps.edu>
Cc: Scott [redacted] [redacted]
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam,

Included the information requested in table below based on an outline from our Distance Learning plan.

Let me know if you have any questions.

Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [redacted] [redacted]
Sent: Wednesday, April 8, 2020 5:40 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>
Cc: Scott [redacted] [redacted]
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Fairfax Team,

Thank you for your time today. We are continuing to adjust our models to deliver the lowest possible per user pricing. We've reviewed been your distance learning documents on the website and checked a few individual schools in an attempt to identify possible usage differences/trends for your elementary, middle and high schools.

Can you help us with your best estimates below?

	Hours of Collab Usage Per Week (Each Student)	Whole class instruction using Collab on which days of the week?
Elementary	4	Tues-Fri
Middle	4-5	Wed + Fri
High	7	Tues + Thurs

Best,
Adam



Adam W. [redacted] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [redacted]
e: [redacted]

From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:37 AM
To: Adam [REDACTED] Scott [REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

I just sent the phone bridge.

Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 11:34 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED]
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link: [REDACTED]

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] Scott [REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 11:12 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED]
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Hi Paul,

We are available at these times below, please let us know what works for you. We will try and get the person who drafted the amendment to join us to answer any specific question you may have about the document.

12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [REDACTED] Scott [REDACTED] <[REDACTED]>
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam and Scott,

FCPS would like to further discuss the quote with both of you and will need to do this afternoon. Let me know what time works and I will arrange the call.

Paul Downey Coordinator, Application Support Fairfax County Public Schools


From: Adam [REDACTED] <[REDACTED]>
Sent: Monday, April 6, 2020 6:58 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

As promised, I have attached a revised version of our amendment. Please review at your convenience and let me know when would be a good time to discuss.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

I jumped the gun and sent over the amendment with some incorrect dates, please disregard. My team is working to revise and I will be sending over a new version shortly. I apologize for causing any confusion.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [REDACTED]
e: [REDACTED]


From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

Please see the attached amendment and let me know when would be a good time to discuss/review.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED]
Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Thanks Paul. We will be get to work on a quote immediately and are happy to jump on the phone over the weekend if necessary.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED]
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools. Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally.

We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a

worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED]
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.



**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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From: [Luftglass, Maribeth](#)
To: [Kretzer, Sandy](#); [Tyler, Nancy](#)
Subject: PDF version of forms
Date: Thursday, April 9, 2020 12:12:00 PM

The board just asked when we would be able to do fillable forms associated with Distance Learning packets?

From: [Jewell, Tracey D.](#)
To: [Luftglass, Maribeth](#); [Pratt, Michelle](#)
Cc: [Calderon, Allison H.](#); [Downey, Paul J.](#)
Subject: FW: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Thursday, April 9, 2020 11:13:02 AM

Wanted to make sure you saw the chart that Allison updated and forwarded to Paul.

	Hours of Collab Usage Per Week (Each Student)	Whole class instruction using Collab on which days of the week?
Elementary	4	Tues-Fri
Middle	4-5	Wed + Fri
High	7	Tues + Thurs

From: [Luftglass, Maribeth](#)
To: [Moy, Nancy H.](#); [Thomas, Kathleen](#); [Soular, Tracy L](#); [Jewell, Tracey D.](#)
Subject: RE: URGENT: Need to update the link to the Watch School Board Live to Channel 99
Date: Thursday, April 9, 2020 10:12:00 AM

Thank you! Channel 99 will continue to be used for board meetings while distance learning continues.

From: Moy, Nancy H.
Sent: Thursday, April 9, 2020 10:09 AM
To: Thomas, Kathleen <knthomas@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Soular, Tracy L <tlsoular@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Subject: RE: URGENT: Need to update the link to the Watch School Board Live to Channel 99

It's updated, it may take up to an hour to resolve. I also updated the event <https://www.fcps.edu/event/special-electronic-school-board-meeting-0>

Nancy Moy
Web Specialist
Office of Communications and Community Relations
Fairfax County Public Schools
nhmoy@fcps.edu
571-423-1221 (office)
703-229-9037 ©

From: Thomas, Kathleen <knthomas@fcps.edu>
Sent: Thursday, April 9, 2020 10:03 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Soular, Tracy L <tlsoular@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Moy, Nancy H. <nhmoy@fcps.edu>
Subject: RE: URGENT: Need to update the link to the Watch School Board Live to Channel 99

Nancy is changing it now

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Thursday, April 9, 2020 10:00 AM
To: Soular, Tracy L <tlsoular@fcps.edu>; Thomas, Kathleen <knthomas@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Moy, Nancy H. <nhmoy@fcps.edu>
Subject: URGENT: Need to update the link to the Watch School Board Live to Channel 99
Importance: High

<https://www.fcps.edu/school-board/school-board-meetings>

needs to link to

<https://www.fcps.edu/tv/ch99>

We're using 99 instead of Channel 21 due to the Elementary School programming.

From: [Luftglass, Maribeth](#)
To: [DIT Management Team](#)
Subject: FW: News Clips 4-9-20
Date: Thursday, April 9, 2020 10:08:45 AM

From: Shaw, Mary W
Sent: Thursday, April 9, 2020 10:08:38 AM (UTC-05:00) Eastern Time (US & Canada)
To: News Clips Daily
Cc: Pajardo, Phyllis (Superintendent, City of Fairfax)
Subject: News Clips 4-9-20

Date	Source	Title
FCPS News		
4/8/20	Inside Nova	Fairfax Schools & Military, 4/9/20 edition
Local and Regional Education News		
4/9/20	Fort Hunt Herald	Fairfax County to eliminate planned tax, fee increases in response to COVID-19 pandemic
4/8/20 4:16 pm	Loudoun Times-Mirror	Loudoun School Board members question distance-learning grading policy
4/9/20 2:27 am	Richmond Times-Dispatch	Richmond-area school districts create alternative learning plans with school buildings shuttered
National Education News		
4/8/20 1:53 pm	Washington Post	A proposal for what post-coronavirus schools should do (instead of what they used to do)
4/9/20 9:05 am	Washington Post	No, coronavirus is not a 'false flag' event or linked to 5G cell towers. That and more news literacy lessons.
4/8/20	New York Times	The Lesson We Are Learning From Zoom
4/8/20	NPR	4 In 10 U.S. Teens Say They Haven't Done Online Learning Since Schools Closed
4/8/20 5:57 pm	PBS Newshour	Oregon governor says state's schools will stay closed through academic year
4/9/20	eSchool News	6 mental health resources for students during the coronavirus pandemic
4/8/20	Education Dive	Survey: Superintendents want assessment, accountability flexibility during coronavirus closures
4/8/20	The 74	Gestson: My Arizona School District Contacts Every Student, Every Day, to Check on Families' Physical, Mental & Emotional Health. Yours Can, Too
4/1/20	The 74	Student Voice: We May Joke About 'the Rona' and Virtual Graduation, but Deep Down, We're Scared. Here's How I Learned to Manage Anxiety in the Time of COVID-19
4/8/20	Chalkbeat	NYC gives the OK to shrink special education services amid coronavirus upheaval
4/8/20	Chalkbeat	Remote learning in Chicago: Review or new content?

4/9/20 2 am	Las Vegas Sun	‘Crisis schooling’: Las Vegas students face more than a digital divide during pandemic
4/9/20 5:01 am	USA Today	‘I’m heartbroken entirely’: Coronavirus threatens high school seniors’ graduation dreams
4/7/20	MIT News	Learning about artificial intelligence: A hub of MIT resources for K-12 students

Mary Shaw

Communications Specialist
Fairfax County Public Schools
5100 Gatehouse Ave., Suite 5100
Falls Church, VA 22042
571-423-1213
703-475-3927 (cell)

From: [Jenkins, Gordon](#)
To: [Luftglass, Maribeth](#); [Jewell, Tracey D.](#)
Subject: RE: [External] Ensuring Student access to distance learning
Date: Thursday, April 9, 2020 1:36:25 AM

Agreed on all accounts...

This is completely on this principal...

Herndon MS has distributed over 300 laptops so far...

Will Waite is the Herndon MS TSSpec...true professional in every sense of the word...everything he does is with precision and professionalism, this is not a TSSpec issue...(which we saw with her communication with you last week)

You are correct...they are not out of laptops at Herndon MS.... (As always....there is more to this story...for another time ☺)

This is just the aftermath of her not liking your response last week....when you shared with her the need to follow the Health Dept guidelines, etc.

I'm glad you copied Douglas on this...

Thanks...
Gordon

From: Luftglass, Maribeth
Sent: Wednesday, April 8, 2020 8:58 AM
To: Jewell, Tracey D. <TDJewell@fcps.edu>; Jenkins, Gordon <gjenkins@fcps.edu>
Subject: RE: [External] Ensuring Student access to distance learning

Yes, I know. That's why I copied Douglas. If she wants to tell her PTA president she's not doing any more distributions because of her comfort level, that's her prerogative. But she can't blame us or claim we don't have any more equipment.

From: Jewell, Tracey D.
Sent: Wednesday, April 8, 2020 8:56 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jenkins, Gordon <gjenkins@fcps.edu>
Subject: RE: [External] Ensuring Student access to distance learning

This is Herndon – Justine – that wrote to us last Friday. I suspect it is more about her comfort level with scheduling additional days, but we can check in.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 8:40 AM

To: Jewell, Tracey D. <TJewell@fcps.edu>; Jenkins, Gordon <gjenkins@fcps.edu>
Subject: FW: [External] Ensuring Student access to distance learning

The principal appears to be blaming us for not distributing laptops according to the approved plan. We should double check to make sure our staff are supporting continued dates for distribution as needed. I assume they are.

Thanks,
Maribeth

From: Murphy, Elizabeth
Sent: Wednesday, April 8, 2020 8:35 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Cc: Tyson, Douglas <DATyson@fcps.edu>
Subject: Re: [External] Ensuring Student access to distance learning

Perfect!
I'll copy Douglas on my response to her.
Thank you.

Sent from my iPhone

On Apr 8, 2020, at 8:27 AM, Luftglass, Maribeth <meluftglass@fcps.edu> wrote:

Hi Elizabeth,
It is not true that all available laptops or MiFis have been issued. If there are still students in need without access to a device at home, they should contact their school to make an appointment. Schedules are school-specific. Distribution of devices have continued this week. Please refer her to the principal or her RAS. I've copied Douglas Tyson.
Thanks,
Maribeth

From: Murphy, Elizabeth
Sent: Wednesday, April 8, 2020 7:25 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Fw: [External] Ensuring Student access to distance learning

Good morning!

Can you read the email below and help me with a response? My inclination is to tell her that FCPS has a plan for one-to-one, and laptops are on order, but the problem is really the supply chain at this point.

Is there a place on the FCPS website where I can refer her?

Thank you!

Elizabeth

Elizabeth Murphy
Executive Director
8115 Gatehouse Road
Falls Church, VA 22042
..571-423-1033 (direct)
www.fcpsfoundation.org

From: [REDACTED] <[REDACTED]>
Sent: Tuesday, April 7, 2020 10:12 PM
To: Murphy, Elizabeth
Subject: [External] Ensuring Student access to distance learning

Dear Ms. Murphy,

I am a parent of two children in FCPS schools, [REDACTED]
[REDACTED] I have been volunteering with the PTA to help with the
school's community support programs (clothing closet and food pantry).

It recently came to our attention that there are many students [REDACTED]
[REDACTED] who will not have access to distance learning either due to lack of a device
(laptop) or internet access or both. HMS has apparently distributed all of the laptops
and MiFi's available to them, but the need is still great.

The HMS parents desperately want to help and I think we could raise enough money to
get laptops to many of these students and hopefully spread the word about available
free internet through Comcast or other companies.

I understand that HMS is not able to lend or gift laptops since they haven't gone
through the technology office at FCPS.

I'm wondering if we could raise money that would go to the FCPS Foundation for the
purpose of gifting laptops to students and/or providing additional MiFi's.

Is the Foundation currently working to ensure that all FCPS students have the tools
necessary for connecting to distance learning or is that no longer a priority? Is there a
way that we could support greater equity?

The HMS parent community would be willing to raise money, purchase laptops and
distribute them to identified families in need, but we need an organization for the
money to go to and certainly don't want to duplicate or hinder the work that you all are
doing.

Would you have any time to talk about how we could help?

My number is [REDACTED] if you'd like to talk about this.

Thank you so much for the work that you do for our kids and for helping us figure out how we can best help.

[REDACTED]

Sent from my iPhone

From: Downey, Paul J.
To: Adam [REDACTED]; Luftglass, Maribeth; Pratt, Michelle
Cc: Scott [REDACTED]
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 8:38:32 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)
[image016.png](#)

Adam,

Included the information requested in table below based on an outline from our Distance Learning plan.

Let me know if you have any questions.

Paul Downey | Coordinator, Application Support | Fairfax County Public Schools

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 5:40 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>
Cc: Scott [REDACTED]
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Fairfax Team,

Thank you for your time today. We are continuing to adjust our models to deliver the lowest possible per user pricing. We've reviewed your distance learning documents on the website and checked a few individual schools in an attempt to identify possible usage differences/trends for your elementary, middle and high schools.

Can you help us with your best estimates below?

	Hours of Collab Usage Per Week (Each Student)	Whole class instruction using Collab on which days of the week?
Elementary	4	Tues-Fri
Middle	4-5	Wed + Fri
High	7	Tues + Thurs

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:37 AM
To: Adam [REDACTED]; Scott [REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>; "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

I just sent the phone bridge.

Paul Downey | Coordinator, Application Support | Fairfax County Public Schools
Office: 703-503-6040 | Mobile: 703-909-8787 | pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 11:34 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED]
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul,

Scott [REDACTED], Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link: [REDACTED]

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] <[REDACTED]> Scott [REDACTED] <[REDACTED]>
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED] <[REDACTED]>
Sent: Wednesday, April 8, 2020 11:12 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED] <[REDACTED]>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Hi Paul,

We are available at these times below, please let us know what works for you We will try and get the person who drafted the amendment to join us to answer any specific question you may have about the document

12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
Adam



Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [REDACTED] <[REDACTED]> Scott [REDACTED] <[REDACTED]>
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam and Scott,

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Paul Downey Coordinator,Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
Sent: Monday, April 6, 2020 6:58 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TJjewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [Externa] RE: Blackboard Collaborate Pricing and Clarification

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Best,
Adam

Adam W [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts



Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
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Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
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Regional Vice President, Strategic Accounts
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m: [REDACTED]
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Date: Friday, April 3, 2020 at 4:00 PM

To: Adam [redacted]

Cc: Scott [redacted] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>

Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

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Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [redacted] <[redacted]>

Sent: Friday, April 3, 2020 3:01 PM

To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>

Cc: Scott [redacted] <[redacted]>

Subject: [External] RE: Blackboard Collaborate Pricing and Clarification

Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally

We continue to think of ways we can provide support for this important cause We had an additional thought about handling the situation and have come up with a simple model as follows:

- [redacted]
- [redacted]
- [redacted]

This offer is based on a term ending July 1, 2020 and all users must utilize the Collaborate Ultra platform only

I hope it is clear from our thinking above that we are bending over backwards to support FCPS The economics above are designed to cover our costs under a high utilization scenario only As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each This was never the intent of the either party nor is it a reasonable interpretation That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time

Best,
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Adam W [redacted] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [redacted]
e: [redacted]



From: Adam [redacted] <[redacted]>

Date: Tuesday, March 31, 2020 at 2:07 PM

To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>

Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning

[redacted]

[redacted]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

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Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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From: Downey, Paul J.
To: Adam [REDACTED]; Luftglass, Maribeth; Pratt, Michelle
Cc: Scott [REDACTED]
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 5:51:10 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)
[image016.png](#)

Will get back you shortly on these estimates.

Paul Downey Coordinator,Application Support Fairfax County Public Schools

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 5:40 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>
Cc: Scott [REDACTED]
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Can you help us with your best estimates below?

	Hours of Collab Usage Per Week (Each Student)	Whole class instruction using Collab on which days of the week?
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From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:37 AM
To: Adam [REDACTED]; Scott [REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining We are hoping to use Collab for this meeting and I've set up a session (link below) Will this work for you?

Meeting Link: [REDACTED]

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Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]

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Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

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12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
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From: Adam [redacted]
To: Downey, Paul J.; Luftglass, Maribeth; Pratt, Michelle
Cc: Scott [redacted]
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 5:40:11 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)
[image016.png](#)


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To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>


Cc: Scott [REDACTED] <[REDACTED]>
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From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED] <[REDACTED]>
Cc: Scott [REDACTED] <[REDACTED]>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: RE: [Externa] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED]
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools. Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally.

We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam

Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12



m: [REDACTED]
e: [REDACTED]


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From: [Hunter Mill District - FCPS School Board](#)
To: [Luftglass, Maribeth](#)
Subject: Update from School Board Member Melanie Meren
Date: Wednesday, April 8, 2020 3:07:13 PM

Having trouble viewing this email? [View it as a Web page.](#)

[SB - School Board Hunter Mill District banner](#)



Update from School Board Member Melanie Meren

Hello Residents and Friends,

I hope you are as well as can be at this time. Daily, I continue to adjust my own expectations for learning and working in my household. It is difficult to face the present and evolving challenges and limits on what can be achieved during this state of the world. I find that in addition to focusing on staying physically healthy, it helps to try to maintain happiness and gratitude within my family. I hope you are adjusting your own expectations as needed each day to be healthy and successful in this scenario.

Frequently-Used FCPS Websites

- [FCPS FAQs](#) with answers to many questions
- [Daily FCPS updates](#) to families
- [Details about the distance learning plan](#)
- [Learning at Home: Support for Families](#)

School Board Update on the Budget

This is critical time for developing the FCPS budget for next year, Fiscal Year (FY) 21, which will fund School Year (SY) 20-21. The budget preparation work the School Board had been doing prior to the COVID closure must be completely revisited at this time to account for expected decreases in revenue and funding at federal, state, and local levels. FCPS funding will be impacted by the amount that the County Board of Supervisors makes available as a transfer from the County's general fund. Decisions about funding amounts are under consideration throughout April.

I have been committed to reducing teacher overwhelm in our classrooms and particularly want to ensure educators have resources to meet the social/emotional and behavioral health needs of our children. Prior to the COVID closure, this was a priority I heard echoed by dozens of principals.

In thinking ahead to the student body who will return to school in SY20-21, it is vital to provide such supports to educators. Our students will need to overcome COVID-related experiences – which will include trauma – that they have endured. I will continue to advocate for these resources in the upcoming budget, as well as expect the division to supplement funding from programs that are no longer as critical as this need.

Budget Work Session

Thursday, April 9 beginning at 10:00 a.m.

For the agenda, [click here](#).

The Work Session will be live streamed on Channel 99 and at fcps.edu/tv.

Public Hearings on the Budget

On April 28-30, the Board of Supervisors will host public hearings on the FY 2021 budget - video and written testimony is encouraged and an online form will also be available. More information is forthcoming on how to provide input in these formats. You can also send comments by email to huntermill@fairfaxcounty.gov.

The School Board will hold public hearings on May 11-13. Details on how to participate are forthcoming. Budget work will continue through May, with a vote expected to occur on May 21 at this point. The new budget goes into effect July 1.

Distance Learning Packets Update

If you didn't receive your learning packet last week or want the packets to be fillable online - here is the info from FCPS about what happened and what to

expect going forward:

“The team creating and arranging for the distribution of the learning packets intended to have all students receive the learning packets on Monday, March 30. While the content and printing were completed according to plan, the packets were delayed during the mailing process. This delay created a situation where some students did not receive the learning packets during the week. Based on the advice from the US Postal Service and our mailing vendors, adjustments to the distribution process have been made which should ensure students have the learning packets by Monday of each week for the remainder of the school year.”

We will also be working to change the downloadable packets to fillable PDFs for kids who would prefer to complete them electronically (and save some papers!).”

Also, if you have a student with an Individualized Education Plan or 504 plan for learning accommodations, you should receive an additional packet that addresses supports you can provide at home for your student.

Available: STEM Mentoring by Students

BranchOut! Mentoring is a program that connects students in communities of need in Fairfax, DC, and Montgomery County, MD, to student mentors who provide Science, Technology, Engineering & Math (STEM) mentoring services.

Students can sign up to be tutored [here](#).

Mentored students will be served online through services such as Zoom and Google Hangouts, all of which will be individually arranged once pairs are made. Through this, we hope that student mentors will be able to help other students of different age groups and backgrounds with their academic pursuits and preparation for future exams. There are many tutors offering a variety of subjects to tutor, so tutees would have opportunities in whatever they'd like tutored and with flexible times--at no cost.

Further information can be found on the website: <https://www.velbranchout.org> and applications will be open until May 20.

Available: Fairfax County Council of PTAs Scholarships & Board Seats

The Fairfax County Council of PTAs (FCCPTA) is awarding five \$1,000 scholarships to graduating seniors! Here are the details:

Hey Seniors! Can you use an extra \$1,000 toward college tuition? Has your volunteer work helped shape who you are today? Share your experience with us for a chance for a \$1,000 scholarship from FCCPTA! **Submission deadline is April 15.** Winners will be notified before, and awarded at, the May 6 FCCPTA meeting. For more information and to apply, visit: <http://www.fccpta.org/programs-2/scholarship/>

FCCPTA is also holding elections to serve on its Board. FCCPTA is an effective advocacy and support organization in Fairfax County. Serving on the Board will ensure that parents continue to receive the robust offerings that only PTA can provide, including information, special deals, trainings, and financial

assistance. Please consider stepping up! For questions and to express interest, please contact FCCPTA President Jane Miscavage at president@fccpta.org, or Vice President of Outreach Kara Jenkins at vp.outreach@fccpta.org.

Resources During COVID Closure

30-Minute Phone Consults for Parents and Middle or High School Students

Any FCPS parent may schedule a 30-minute phone consultation with a school psychologist or school social worker, for either themselves or their middle or high school student. [More information is here.](#)

Wi-Fi Access

- All Fairfax County library locations have exterior wireless internet access. Access is in parking lots from 6 a.m. - 10 p.m., seven days a week.
- FCPS Schools also have Wi-Fi Access in the parking lots for those who need it.

Please be mindful of social distancing requirements - Be sure to stand a minimum of 6 feet apart from others. Ideally, if you have a car, please remain in your car while accessing the Wi-Fi. Thank you for keeping us all safe.

Discounted Internet Service Costs

With distance learning gearing up, we know that some families may need access to Internet. Listed below are some companies offering assistance.

Comcast: <https://www.internetessentials.com/covid19>

Cox: <https://www.cox.com/residential/internet/connect2compete/covid-19-response.html>

Verizon: <https://www.verizon.com/about/news/verizon-helps-eliminate-worry>

Complete List: <https://www.highspeedinternet.com/resources/are-there-government-programs-to-help-me-get-internet-service>

Food and Meal Support

[Here is the latest for resources for food for families in need:](#)

As the coronavirus (COVID-19) public health emergency continues to evolve, we understand that individuals and families in our communities may have food assistance needs. Fairfax County and Fairfax County Public Schools have worked together to develop a searchable map that includes community food distribution sites, including FCPS grab and go locations, community meal distribution sites, food pantries, and other related services.

All FCPS students (regardless of age) are eligible for free grab and go breakfast and lunch, as well as other county children under the age of 18. Adults picking up meals for children should let staff know how many children meals they need. Adults may pay \$2 for the meals as well.

As a reminder, it is important to follow social distancing guidelines.

Help People In Our Community through FCPS Foundation

FCPS has a Foundation that provides support to our schools and has continued to be a resource for community members who want to help. Please consider [making a donation](#) to our Foundation to help our children and families in need.

During this time of closure, the Foundation has:

- Provided \$40,000 to help order 30,000 school supply kits for students at Title I schools. The kits have 8 items in them, including crayons, paper, pencils, pencil sharpeners and scissors and will be mailed directly to the students' homes
- Committed funds to support the IT department in its purchase of MiFi devices so that students who do not have internet at home can access course content.
- Given \$17,000 to local food banks that assist our students
- Provided \$2,500 in grocery gift cards for distribution to homeless students.

All the best to you,

Melanie

The views contained within this newsletter reflect the views of the individual school board member who is the publisher of this newsletter and may not reflect the views of the Fairfax County School Board.

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E-mail: [Melanie K. Meren](mailto:Melanie.K.Meren) | Phone: [571-423-1082](tel:571-423-1082)

Melanie Turpin, Executive Admin Assistant, 571-423-1070, maturpin@fcps.edu

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This email was sent to meluftglass@fcps.edu using GovDelivery Communications Cloud on behalf of: Fairfax County Public Schools - 8115 Gatehouse Road - Falls Church, VA 22042



From: [Jewell, Tracey D.](#)
To: [Luftglass, Maribeth](#)
Subject: FW: Need to change web page contact
Date: Wednesday, April 8, 2020 2:45:01 PM

FYI...

From: Jewell, Tracey D.
Sent: Wednesday, April 8, 2020 2:44 PM
To: Burke, Maura D. <mdburke@fcps.edu>; Thomas, Kathleen <knthomas@fcps.edu>
Subject: Need to change web page contact

Hi all... hoping you can help me track this down. On an FCPS Help page for families (<https://www.fcps.edu/academics/distance-learning/instruction/learning-at-home#who-to-contact>), under "Who to Contact," someone has listed the email for the IT Service Desk. That is NOT the point of contact for families and is NOT an email for public distribution. The support structure is that families should first reach out to their school or directly to a teacher. The teacher will enter a support ticket on the student's behalf, if necessary. Parents can also go to this page for help: <https://www.fcps.edu/resources/technology/fcps-24-7-learning/parent-help>

The IT Service Desk cannot field emails directly from families. Can you help me with how to fix this ASAP?

Tracey Jewell

Director, IT Support Services

703.503.7737

 @FCPS_IT

From: [Luftglass, Maribeth](#)
To: [Jewell, Tracey D.](#)
Subject: RE: FCPS Provides Distance Learning Support on Its Website
Date: Wednesday, April 8, 2020 2:40:00 PM

I think Maura Burke was leading this.

From: Jewell, Tracey D.
Sent: Wednesday, April 8, 2020 2:39 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: RE: FCPS Provides Distance Learning Support on Its Website

Holy cow, I did not. Let me reach out to some of the parent committees ASAP.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 2:37 PM
To: Jewell, Tracey D. <TJewell@fcps.edu>
Subject: FW: FCPS Provides Distance Learning Support on Its Website

Did you see this site? Under the FAQ, who to contact, it says to contact the IT Service Desk:

The following News Release was published by Fairfax County Public Schools today:

[FCPS Provides Distance Learning Support on Its Website](#)

Additional Help and Support for Families

[Frequently Asked Questions](#)

[Frequently Asked Questions](#)

[Who to Contact](#)

For Questions About

Contact

Specific course, assignment, or learning resource

Your student's teacher

Supports or accommodations for students with disabilities

Your student's special education case manager or 504 school-based coordinator

Supports of accommodations for

Your student's ESOL teacher

English learners

Problem with an FCPS-issued laptop

FCPS IT Service Desk
(ITServiceDesk@fcps.edu)

Technology related problem or issue

Your student's school-based technology specialist (SBTS)

Personal, academic, or social emotional concern

Your student's school counselor

Other issue related to distance learning

Your student's principal or assistant principal

From: FCPS News You Choose [<mailto:fcps@public.govdelivery.com>]

Sent: Wednesday, April 8, 2020 1:31 PM

To: Luftglass, Maribeth <meluftglass@fcps.edu>

Subject: FCPS Provides Distance Learning Support on Its Website

News Release Banner



The following News Release was published by Fairfax County Public Schools today:

[FCPS Provides Distance Learning Support on Its Website](#)

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This email was sent to meluftglass@fcps.edu using GovDelivery Communications Cloud on behalf of: Fairfax County Public Schools · 8115 Gatehouse Road · Falls Church, VA 22042

From: [Jewell, Tracey D.](#)
To: [Luftglass, Maribeth](#)
Subject: RE: FCPS Provides Distance Learning Support on Its Website
Date: Wednesday, April 8, 2020 2:38:39 PM

Holy cow, I did not. Let me reach out to some of the parent committees ASAP.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 2:37 PM
To: Jewell, Tracey D. <TDJewell@fcps.edu>
Subject: FW: FCPS Provides Distance Learning Support on Its Website

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Supports of accommodations for English learners

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FCPS IT Service Desk
(ITServiceDesk@fcps.edu)

Technology related problem or issue

Your student's school-based technology specialist (SBTS)

Personal, academic, or social emotional concern

Your student's school counselor

Other issue related to distance learning

Your student's principal or assistant principal

From: FCPS News You Choose [<mailto:fcps@public.govdelivery.com>]

Sent: Wednesday, April 8, 2020 1:31 PM

To: Luftglass, Maribeth <meluftglass@fcps.edu>

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From: [Luftglass, Maribeth](#)
To: [Jewell, Tracey D.](#)
Subject: FW: FCPS Provides Distance Learning Support on Its Website
Date: Wednesday, April 8, 2020 2:38:00 PM

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This email was sent to meluftglass@fcps.edu using GovDelivery Communications Cloud on behalf of: Fairfax County Public Schools · 8115 Gatehouse Road · Falls Church, VA 22042

From: [Thomas, Kathleen](#)
To: [Luftglass, Maribeth](#); [Jewell, Tracey D.](#)
Subject: RE: Parent message re tech support
Date: Wednesday, April 8, 2020 2:34:54 PM

Great thank you!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 2:33 PM
To: Thomas, Kathleen <knthomas@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Subject: RE: Parent message re tech support

Looks good to me. Thanks for checking!
Maribeth

From: Thomas, Kathleen
Sent: Wednesday, April 8, 2020 2:01 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Subject: Parent message re tech support

Hi Maribeth and Tracey,
There are a few more edits to the letter and we want to make sure you are still good with the message. Please let me know.
Thanks-
Kathleen

Dear FCPS Parents and Guardians,

We are excited to have you on-board with us as we embark on our Distance Learning journey. Here are a few important reminders about accessing FCPS resources online:

- Remember that your school remains your primary point of contact during this time. **Contact information for your child's school-based administration is available on the school's website. In addition, your child's school should have already been in contact with you regarding online instruction.**
- Resources for your child are being posted in FCPS 24-7 Blackboard. Your child will access Blackboard via their normal log-in.
- Parents can also access resources in Blackboard, using their ParentView log-in (also known as your SIS Parent account).
- If you need help with accessing Blackboard ParentView, please visit the [Parent Help page](#) on our website.
- Inside of FCPS 24-7 Blackboard, there are many tech support resources available to you and your student. Follow these steps to find them:
 1. Navigate to the "My FCPS" tab at the top

2. Under the Continuity of Learning panel in the upper left, select either “Elementary Resources” or “Middle and High School Resources.”
 3. On the next screen, you will see links in the left-hand side bar. Scroll all the way down to “Support Resources” and select that link.
 4. The Support Resources screen provides several help guides for FCPS online resources.
- Special education resources are being posted in FCPS 24-7 Blackboard. Your child will access Blackboard via their normal log-in.
 - If, after reviewing the help resources, you need technical assistance with your parent account, please request assistance here: [Support Request](#)
 - If you are seeking technology assistance on behalf of your student with their online access or with their FCPS device, please begin by reaching out to your student’s teacher. If the teacher determines that the issue requires tech support, the teacher can enter a support request ticket on that student’s behalf.
 - Please note that our technology support teams are experiencing higher than normal volume during this distance learning transition. As a result, it may take a minimum of 24 hours for a response to your inquiry.

We recognize that online learning cannot replace the face-to-face interactions of our caring faculty with their students. Again, we thank you for your patience and your partnership as we transition to a virtual learning environment.

Fairfax County Public Schools

From: [Luftglass, Maribeth](#)
To: [Thomas, Kathleen](#); [Jewell, Tracey D.](#)
Subject: RE: Parent message re tech support
Date: Wednesday, April 8, 2020 2:33:00 PM

Looks good to me. Thanks for checking!
Maribeth

From: Thomas, Kathleen
Sent: Wednesday, April 8, 2020 2:01 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Subject: Parent message re tech support

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Fairfax County Public Schools

From: [Thomas, Kathleen](#)
To: [Luftglass, Maribeth](#); [Jewell, Tracey D.](#)
Subject: Parent message re tech support
Date: Wednesday, April 8, 2020 2:00:46 PM

Hi Maribeth and Tracey,

There are a few more edits to the letter and we want to make sure you are still good with the message. Please let me know.

Thanks-

Kathleen

Dear FCPS Parents and Guardians,

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Fairfax County Public Schools

From: [Welsh, Jean](#)
To: [Siegl, Jim F.](#); [Jewell, Tracey D.](#); [Calderon, Allison H.](#); [Luftglass, Maribeth](#); [Downey, Paul J.](#)
Cc: [Pratt, Michelle](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 1:36:30 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

Perhaps a tiered option pricing plan?

Jean Welsh
Fairfax County Public Schools
Project Manager, Contract /E-rate
IT Program Mgmt and Planning
Office 703-503-7645
Mobile 571-345-8864

From: Siegl, Jim F. <jfsiegl1@fcps.edu>
Sent: Wednesday, April 8, 2020 1:07 PM
To: Jewell, Tracey D. <TDJewell@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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[REDACTED]

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Original per user price:

[REDACTED]

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Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link: [REDACTED]

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] [REDACTED] [REDACTED] Scott [REDACTED]
[REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
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After 4pm EST

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m: [REDACTED]
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Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam and Scott,

FCPS would like to further discuss the quote with both of you and will need to do this afternoon. Let me know what time works and I will arrange the call.

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Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
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Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [REDACTED]
e: [REDACTED]


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Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
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Please see the attached amendment and let me know when would be a good time to discuss/review.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [REDACTED]

e: [REDACTED]


From: Adam [REDACTED]
Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Thanks Paul. We will be get to work on a quote immediately and are happy to jump on the phone over the weekend if necessary.

Best,
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Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]


From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM

To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>

Cc: Scott [REDACTED]

Subject: [External] RE: Blackboard Collaborate Pricing and Clarification

Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools. Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally.

We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam

Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12



m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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immediately notify the sender and delete this transmission if you received this email in error.

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From: [FCPS News You Choose](#)
To: [Luftglass, Maribeth](#)
Subject: FCPS Provides Distance Learning Support on Its Website
Date: Wednesday, April 8, 2020 1:31:42 PM

News Release Banner



The following News Release was published by Fairfax County Public Schools today:

[FCPS Provides Distance Learning Support on Its Website](#)

Update your subscriptions, modify your password or email address, or stop subscriptions at any time on your [Subscriber Preferences Page](#). You will need to use your email address to log in. If you have questions or problems with the subscription service, please visit subscriberhelp.govdelivery.com.



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Date: Wednesday, April 8, 2020 1:31:30 PM

News Release Banner



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Update your subscriptions, modify your password or email address, or stop subscriptions at any time on your [Subscriber Preferences Page](#). You will need to use your email address to log in. If you have questions or problems with the subscription service, please visit subscriberhelp.govdelivery.com.



From: [Siegl, Jim F.](#)
To: [Jewell, Tracey D.](#); [Welsh, Jean](#); [Calderon, Allison H.](#); [Luftglass, Maribeth](#); [Downey, Paul J.](#)
Cc: [Pratt, Michelle](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 1:07:04 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
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[REDACTED]

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[REDACTED]

Jean Welsh
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Adam W. [REDACTED] MA, MBA
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Blackboard K12

m: [REDACTED]
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Blackboard K12

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Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED] <[REDACTED]>
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools. Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally.

We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]

- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the “teacher/administrators” language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED]
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let’s talk first thing in the morning.

[Redacted]

[Redacted]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W. [Redacted] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [Redacted]
e: [Redacted]



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From: [Luftglass, Maribeth](#)
To: [Yocom, Julie A](#); [Jewell, Tracey D.](#); [DIT SMT](#)
Subject: RE: DRAFT Message for parents
Date: Wednesday, April 8, 2020 12:34:30 PM

That's a good point. Let's add it to this page:

<https://www.fcps.edu/resources/technology/fcps-24-7-learning/parent-help>

Support

Forgot Password – If you need to recover a forgotten password or change your password please visit the [password management page](#).

Please allow 20 minutes after processing your password change before trying to login with your new password.

Parent Help - [Complete this online form to request assistance.](#)

From: Yocom, Julie A
Sent: Wednesday, April 8, 2020 12:12 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: Re: DRAFT Message for parents

I'm not sure where the statement belongs, perhaps as a bullet at the bottom of the letter and on the password management page? I've added the statement in bold to my communication to parents and now I'm not getting frustrated responses coming back to me.

I received the "wait 20 minutes" from Kim Lacy. It is not stated anywhere on the password management web page that 20 minutes, or any amount of time, is required prior to logging in again after changing the password, but the added time and statement seems to solve parent frustration and avoids extra communication.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:32 AM
To: Yocom, Julie A <jayocom@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: RE: DRAFT Message for parents

Where are you suggesting adding that statement? Perhaps it belongs on the Parent Help Page.

Thanks,
Maribeth

From: Yocom, Julie A
Sent: Wednesday, April 8, 2020 10:50 AM
To: Jewell, Tracey D. <TDJewell@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: Re: DRAFT Message for parents

Could we please add:

Please allow 20 minutes after processing your password change before trying to login with your new password.

Thanks, Julie

From: Jewell, Tracey D. <TDJewell@fcps.edu>
Sent: Wednesday, April 8, 2020 10:46 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: RE: DRAFT Message for parents

That's our message from last week, so it's good for me!

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 10:43 AM
To: DIT SMT <DIT_SMT@fcps.edu>
Subject: FW: DRAFT Message for parents

Please review. Thanks.

From: Torre, John
Sent: Wednesday, April 8, 2020 10:40 AM
To: Cabinet (Superintendent) <CabinetSuperintendent@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Presidio, Sloan <sjpresidio@fcps.edu>
Cc: Thomas, Kathleen <knthomas@fcps.edu>
Subject: [REDACTED]

[REDACTED]

[REDACTED]

We are excited to have you on-board with us as we embark on our Distance Learning journey. Here are a few important reminders about accessing FCPS resources online:

- Remember that your school remains your primary point of contact during this time.
- Resources for your child are being posted in FCPS 24-7 Blackboard. Your child will access Blackboard via their normal log-in.
- Parents can also access resources in Blackboard, using their ParentView log-in (also known as your SIS Parent account).
- If you need help with accessing Blackboard ParentView, please visit the [Parent Help page](#) on our website.
- Inside of FCPS 24-7 Blackboard, there are many tech support resources available to you and your student. Follow these steps to find them:
 1. Navigate to the “My FCPS” tab at the top
 2. Under the Continuity of Learning panel in the upper left, select either “Elementary Resources” or “Middle and High School Resources.”
 3. On the next screen, you will see links in the left-hand side bar. Scroll all the way down to “Support Resources” and select that link.
 4. The Support Resources screen provides several help guides for FCPS online resources.
- If, after reviewing the help resources, you need technical assistance with your parent account, please request assistance here: [Support Request](#)
- If you are seeking technology assistance on behalf of your student with their online access or with their FCPS device, please begin by reaching out to your student’s teacher. If the teacher determines that the issue requires tech support, the teacher can enter a support request ticket on that student’s behalf.
- Please note that our technology support teams are experiencing higher than normal volume during this distance learning transition. As a result, it may take a minimum of 24 hours for a response to your inquiry.

Again, we thank you for your patience and your partnership as we transition to a virtual learning environment.

Fairfax County Public Schools

From: [Siegl, Jim F.](#)
To: [Downey, Paul J.](#); [Calderon, Allison H.](#); [Luftglass, Maribeth](#); [Jewell, Tracey D.](#); [Welsh, Jean](#)
Cc: [Pratt, Michelle](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 12:18:18 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

[Redacted]

From: Downey, Paul J. <pjdowney@fcps.edu>
Sent: Wednesday, April 8, 2020 12:12 PM
To: Calderon, Allison H. <AHCalderon@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>;
Jewell, Tracey D. <TDJewell@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

[Redacted]

[Redacted]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Calderon, Allison H. <AHCalderon@fcps.edu>
Sent: Wednesday, April 8, 2020 12:04 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>; Jewell,
Tracey D. <TDJewell@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

The issue is functionality for Online campus.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:55 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

[REDACTED]

From: Luftglass, Maribeth
Sent: Wednesday, April 8, 2020 11:43 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Let's stick with the call. They would probably record the collaborate session.
Thanks,
Maribeth

From: Downey, Paul J.
Sent: Wednesday, April 8, 2020 11:41 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

I believe the phone bridge will announce how many callers are in when a caller enters, so they may be aware of additional callers.

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:37 AM
To: Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Downey, Paul J. <pjdowney@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: FW: [External] RE: Blackboard Collaborate Pricing and Clarification

Should we do a phone call so others can participate more easily?

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 11:34 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED]
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link: [REDACTED]

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] <[REDACTED]> Scott [REDACTED]
[REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 11:12 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED]
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Hi Paul,

We are available at these times below, please let us know what works for you. We will try and get the person who drafted the amendment to join us to answer any specific question you may have about the document.

12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [REDACTED] [REDACTED] [REDACTED] Scott [REDACTED]
[REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam and Scott,

FCPS would like to further discuss the quote with both of you and will need to do this afternoon. Let me know what time works and I will arrange the call.

Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
Sent: Monday, April 6, 2020 6:58 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

As promised, I have attached a revised version of our amendment. Please review at your convenience and let me know when would be a good time to discuss.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

I jumped the gun and sent over the amendment with some incorrect dates, please disregard. My team is working to revise and I will be sending over a new version shortly. I apologize for causing any confusion.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

Please see the attached amendment and let me know when would be a good time to discuss/review.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Thanks Paul. We will be get to work on a quote immediately and are happy to jump on the phone over the weekend if necessary.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator,Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED]
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

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We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that

protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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From: [Welsh, Jean](#)
To: [Jewell, Tracey D.](#); [Calderon, Allison H.](#); [Luftglass, Maribeth](#); [Downey, Paul J.](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 12:16:23 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

We can not budget for overages- need set fee with no overages fees

Jean Welsh
Fairfax County Public Schools
Project Manager, Contract /E-rate
IT Program Mgmt and Planning
Office 703-503-7645
Mobile 571-345-8864

From: Jewell, Tracey D. <TDJewell@fcps.edu>
Sent: Wednesday, April 8, 2020 12:14 PM
To: Welsh, Jean <jrwelsh@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

[REDACTED]

From: Welsh, Jean <jrwelsh@fcps.edu>
Sent: Wednesday, April 8, 2020 12:11 PM
To: Calderon, Allison H. <AHCalderson@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Original per user price:

[REDACTED]

[REDACTED]

Jean Welsh
Fairfax County Public Schools
Project Manager, Contract /E-rate
IT Program Mgmt and Planning
Office 703-503-7645
Mobile 571-345-8864

From: Calderon, Allison H. <AHCalderon@fcps.edu>
Sent: Wednesday, April 8, 2020 12:04 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

The issue is functionality for Online campus.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:55 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

[REDACTED]

From: Luftglass, Maribeth
Sent: Wednesday, April 8, 2020 11:43 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Let's stick with the call. They would probably record the collaborate session.
Thanks,
Maribeth

From: Downey, Paul J.
Sent: Wednesday, April 8, 2020 11:41 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon,

Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:37 AM
To: Jewell, Tracey D. <TJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Downey, Paul J. <pjdowney@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
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Sent: Wednesday, April 8, 2020 11:34 AM
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Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Meeting Link [REDACTED] [8](#)

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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Date: Wednesday, April 8, 2020 at 10:15 AM

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Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>

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m: [REDACTED]

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Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
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Cc: Scott [REDACTED] <[REDACTED]>
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From: [Jewell, Tracey D.](#)
To: [Welsh, Jean](#); [Calderon, Allison H.](#); [Luftglass, Maribeth](#); [Downey, Paul J.](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 12:13:54 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

[REDACTED]

From: Welsh, Jean <jrwelsh@fcps.edu>
Sent: Wednesday, April 8, 2020 12:11 PM
To: Calderon, Allison H. <AHCalderson@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Original per user price:

[REDACTED]

*Jean Welsh
Fairfax County Public Schools
Project Manager, Contract /E-rate
IT Program Mgmt and Planning
Office 703-503-7645
Mobile 571-345-8864*

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Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Let's stick with the call. They would probably record the collaborate session.

Thanks,

Maribeth

From: Downey, Paul J.

Sent: Wednesday, April 8, 2020 11:41 AM

To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>

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Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 12:11:57 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
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Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Let's stick with the call. They would probably record the collaborate session.

Thanks,
Maribeth

From: Downey, Paul J.
Sent: Wednesday, April 8, 2020 11:41 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

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Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link [REDACTED]

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] [REDACTED] [REDACTED] Scott [REDACTED]
[REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
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Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
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12 - 12:30pm EST
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After 4pm EST

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Adam W. [REDACTED] MA, MBA



Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
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Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>

Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[adam.\[REDACTED\]@blackboard.com](mailto:adam.[REDACTED]@blackboard.com)>

Sent: Monday, April 6, 2020 6:58 PM

To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>

Cc: Scott [REDACTED] <[scott.\[REDACTED\]@blackboard.com](mailto:scott.[REDACTED]@blackboard.com)>

Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Adam W. [REDACTED] MA, MBA

Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
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Regional Vice President, Strategic Accounts
Blackboard K12
m: [REDACTED]
e: [REDACTED]



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Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
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Blackboard K12

m: [REDACTED]
e: [REDACTED]


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Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] <[REDACTED]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam,

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Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

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Sent: Friday, April 3, 2020 3:01 PM

To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>

Cc: Scott [REDACTED] <[REDACTED]>

Subject: [External] RE: Blackboard Collaborate Pricing and Clarification

Importance: High

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We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

I hope it is clear from our thinking above that we are bending over backwards to support FCPS. The economics above are designed to cover our costs under a high utilization scenario only. As we have indicated previously, your stated interpretation of the "teacher/administrators" language in your contract is not reasonable, as it would simply read any limitation out of the contract. Obviously, under your interpretation a thousand admins could initiate hundreds or thousands of sessions each. This was never the intent of the either party nor is it a reasonable interpretation. That said, we have no desire to act on such a breach, and we are solely focused on coming up with a compromise that protects us against potentially enormous costs in a worst-case scenario while supporting FCPS under much more likely scenarios. Our Chief Legal Officer has volunteered to get on the phone with your counsel if helpful, at any time.

Best,
Adam

Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12



m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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immediately notify the sender and delete this transmission if you received this email in error.

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From: [Yocom, Julie A](#)
To: [Luftglass, Maribeth](#); [Jewell, Tracey D.](#); [DIT SMT](#)
Subject: Re: DRAFT Message for parents
Date: Wednesday, April 8, 2020 12:11:52 PM

I'm not sure where the statement belongs, perhaps as a bullet at the bottom of the letter and on the password management page? I've added the statement in bold to my communication to parents and now I'm not getting frustrated responses coming back to me.

I received the "wait 20 minutes" from Kim Lacy. It is not stated anywhere on the password management web page that 20 minutes, or any amount of time, is required prior to logging in again after changing the password, but the added time and statement seems to solve parent frustration and avoids extra communication.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:32 AM
To: Yocom, Julie A <jayocom@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: RE: DRAFT Message for parents

Where are you suggesting adding that statement? Perhaps it belongs on the Parent Help Page.
Thanks,
Maribeth

From: Yocom, Julie A
Sent: Wednesday, April 8, 2020 10:50 AM
To: Jewell, Tracey D. <TDJewell@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: Re: DRAFT Message for parents

Could we please add:

Please allow 20 minutes after processing your password change before trying to login with your new password.

Thanks, Julie

From: Jewell, Tracey D. <TDJewell@fcps.edu>
Sent: Wednesday, April 8, 2020 10:46 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; DIT SMT <DIT_SMT@fcps.edu>
Subject: RE: DRAFT Message for parents

That's our message from last week, so it's good for me!

From: Luftglass, Maribeth <meluftglass@fcps.edu>

Sent: Wednesday, April 8, 2020 10:43 AM

To: DIT SMT <DIT_SMT@fcps.edu>

Subject: FW: DRAFT Message for parents

Please review. Thanks.

From: Torre, John

Sent: Wednesday, April 8, 2020 10:40 AM

To: Cabinet (Superintendent) <CabinetSuperintendent@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>; Presidio, Sloan <sjpresidio@fcps.edu>

Cc: Thomas, Kathleen <knthomas@fcps.edu>

Subject: DRAFT Message for parents

Hoping to send the message below to all parents today or tomorrow. Let me know if you have any edits.

Dear FCPS Parents and Guardians,

We are excited to have you on-board with us as we embark on our Distance Learning journey. Here are a few important reminders about accessing FCPS resources online:

- Remember that your school remains your primary point of contact during this time.
- Resources for your child are being posted in FCPS 24-7 Blackboard. Your child will access Blackboard via their normal log-in.
- Parents can also access resources in Blackboard, using their ParentView log-in (also known as your SIS Parent account).
- If you need help with accessing Blackboard ParentView, please visit the [Parent Help page](#) on our website.
- Inside of FCPS 24-7 Blackboard, there are many tech support resources available to you and your student. Follow these steps to find them:
 1. Navigate to the "My FCPS" tab at the top
 2. Under the Continuity of Learning panel in the upper left, select either "Elementary Resources" or "Middle and High School Resources."
 3. On the next screen, you will see links in the left-hand side bar. Scroll all the way down to "Support Resources" and select that link.
 4. The Support Resources screen provides several help guides for FCPS online resources.
- If, after reviewing the help resources, you need technical assistance with your parent account, please request assistance here: [Support Request](#)
- If you are seeking technology assistance on behalf of your student with their online access or with their FCPS device, please begin by reaching out to your student's teacher. If the teacher

determines that the issue requires tech support, the teacher can enter a support request ticket on that student's behalf.

- Please note that our technology support teams are experiencing higher than normal volume during this distance learning transition. As a result, it may take a minimum of 24 hours for a response to your inquiry.

Again, we thank you for your patience and your partnership as we transition to a virtual learning environment.

Fairfax County Public Schools

From: [Welsh, Jean](#)
To: [Calderon, Allison H.](#); [Luftglass, Maribeth](#); [Downey, Paul J.](#); [Jewell, Tracey D.](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 12:10:33 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

Original per user price:



Jean Welsh
Fairfax County Public Schools
Project Manager, Contract /E-rate
IT Program Mgmt and Planning
Office 703-503-7645
Mobile 571-345-8864

From: Calderon, Allison H. <AHCalderson@fcps.edu>
Sent: Wednesday, April 8, 2020 12:04 PM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

The issue is functionality for Online campus.

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Sent: Wednesday, April 8, 2020 11:55 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderson@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
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Regional Vice President, Strategic Accounts
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Date: Friday, April 3, 2020 at 4:35 PM
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- [REDACTED]

[REDACTED]

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Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

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[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

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Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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From: [Calderon, Allison H.](#)
To: [Luftglass, Maribeth](#); [Downey, Paul J.](#); [Jewell, Tracey D.](#); [Welsh, Jean](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 12:03:57 PM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

The issue is functionality for Online campus.

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:55 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification



From: Luftglass, Maribeth
Sent: Wednesday, April 8, 2020 11:43 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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From: Downey, Paul J.
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Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

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Sent: Wednesday, April 8, 2020 11:37 AM
To: Jewell, Tracey D. <TJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
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From: Adam [REDACTED]
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Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link: [REDACTED]

Best,
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Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] Scott [REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

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Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

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To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED] <[REDACTED]>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Hi Paul,

We are available at these times below, please let us know what works for you. We will try and get the person who drafted the amendment to join us to answer any specific question you may have about the document.

12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [REDACTED] [REDACTED] [REDACTED] Scott [REDACTED]
[REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Paul Downey Coordinator,Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
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To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TJewell@fcps.edu>
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Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED].com>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

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Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED]
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Blackboard K12

m: [REDACTED]
e: [REDACTED]



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Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
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m: [REDACTED]
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Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

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We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

[REDACTED]

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e: [REDACTED]



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To: [Downey, Paul J.](#); [Jewell, Tracey D.](#); [Calderon, Allison H.](#); [Welsh, Jean](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 11:56:00 AM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

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Blackboard K12

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Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
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Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Cc: Scott [REDACTED]
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Cc: Scott [REDACTED] [REDACTED] [REDACTED] [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
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To: Adam [REDACTED] [REDACTED] [REDACTED]
Cc: Scott [REDACTED] [REDACTED] [REDACTED] [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
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Adam W. [REDACTED] MA, MBA



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From: [Luftglass, Maribeth](#)
To: [Downey, Paul J.](#); [Jewell, Tracey D.](#); [Calderon, Allison H.](#); [Welsh, Jean](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 11:44:00 AM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

Let's stick with the call. They would probably record the collaborate session.

Thanks,
Maribeth

From: Downey, Paul J.
Sent: Wednesday, April 8, 2020 11:41 AM
To: Luftglass, Maribeth <meluftglass@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

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Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Luftglass, Maribeth <meluftglass@fcps.edu>
Sent: Wednesday, April 8, 2020 11:37 AM
To: Jewell, Tracey D. <TDJewell@fcps.edu>; Calderon, Allison H. <AHCalderon@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Downey, Paul J. <pjdowney@fcps.edu>; Pratt, Michelle <mrpratt@fcps.edu>; Siegl, Jim F. <jfsiegl1@fcps.edu>
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Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
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Meeting Link: [REDACTED]

Best,
Adam



Adam W. [REDACTED] MA, MBA

Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]

e: [REDACTED]



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Date: Wednesday, April 8, 2020 at 10:15 AM

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[REDACTED]

Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>

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12-12:30 will work. Let me know whom should be included.

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Adam W. [redacted] MA, MBA
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Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [redacted] [redacted] [redacted] Scott [redacted]
[redacted]
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From: Adam [redacted] <[redacted]>
Sent: Monday, April 6, 2020 6:58 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TJjewell@fcps.edu>
Cc: Scott [redacted] <[redacted]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

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Adam W. [redacted] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [redacted]

e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Regional Vice President, Strategic Accounts
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m: [REDACTED]

e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
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Regional Vice President, Strategic Accounts
Blackboard K12



m: [redacted]
e: [redacted]



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Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [redacted] <[redacted]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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m: [redacted]
e: [redacted]



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Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [redacted]
Cc: Scott [redacted] <[redacted]> "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
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Adam,

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Paul Downey Coordinator, Application Support Fairfax County Public Schools

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED]
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools. Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally.

We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

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Best,
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Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED]
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

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**Please note this pricing only applies to Blackboard Collaborate Ultra*

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To: [Luftglass, Maribeth](#); [Jewell, Tracey D.](#); [Calderon, Allison H.](#); [Welsh, Jean](#)
Cc: [Pratt, Michelle](#); [Siegl, Jim F.](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 11:41:27 AM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
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Blackboard K12

m: [REDACTED]
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Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell,

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m: [REDACTED]

e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>

Date: Monday, April 6, 2020 at 4:51 PM

To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>

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Regional Vice President, Strategic Accounts
Blackboard K12

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To: [Jewell, Tracey D.](#); [Calderon, Allison H. \(AHCalderon@fcps.edu\)](#); [Welsh, Jean Downey, Paul J. \(pjdowney@fcps.edu\)](#); [Michelle Pratt \(mrpratt@fcps.edu\)](#); [Siegl, Jim F.](#)
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To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

As promised, I have attached a revised version of our amendment. Please review at your convenience and let me know when would be a good time to discuss.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED]
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

I jumped the gun and sent over the amendment with some incorrect dates, please disregard. My team is working to revise and I will be sending over a new version shortly. I apologize for causing any confusion.

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Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul and Jean,

Please see the attached amendment and let me know when would be a good time to discuss/review.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] [REDACTED] [REDACTED] [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJewell@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Thanks Paul. We will be get to work on a quote immediately and are happy to jump on the phone over the weekend if necessary.

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TJjewell@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam,

We appreciate your understanding. Would you be able to formalize this quote so we can better review, and if needed, we can get the appropriate parties together on each side to review any questions?

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Friday, April 3, 2020 3:01 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
Importance: High

Dear Paul and Jean,

Continuity of education is the critical priority for Blackboard in partnering with Fairfax County Public Schools. Many of our employees' kids are students in the district and we want to do everything we can to work with you during these difficult and uncertain times, as we are with all our clients globally.

We continue to think of ways we can provide support for this important cause. We had an additional thought about handling the situation and have come up with a simple model as follows:

- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

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Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED]
Date: Tuesday, March 31, 2020 at 2:07 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>
Subject: Collab Ultra Pricing Quote

Paul and Jean,

Thank you for your time this afternoon. As promised, I am sending over the budgetary pricing we discussed and will be following up with a formal quote as soon as possible. Please give me a call this afternoon if you have any questions, otherwise let's talk first thing in the morning.

[REDACTED]

[REDACTED]

**Please note this pricing only applies to Blackboard Collaborate Ultra*

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



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From: [Downey, Paul J.](#)
To: [Adam \[REDACTED\]](#) [Scott \[REDACTED\]](#)
Cc: [Pratt, Michelle](#); [Luftglass, Maribeth](#)
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification
Date: Wednesday, April 8, 2020 11:34:59 AM
Attachments: [image002.png](#)
[image004.png](#)
[image006.png](#)
[image008.png](#)
[image010.png](#)
[image012.png](#)
[image014.png](#)

I just sent the phone bridge.

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED] <[REDACTED]>
Sent: Wednesday, April 8, 2020 11:34 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED] <[REDACTED]>
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

Paul,

Scott [REDACTED] Bill [REDACTED] and myself will be joining. We are hoping to use Collab for this meeting and I've set up a session (link below). Will this work for you?

Meeting Link: [REDACTED]

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 10:15 AM
To: Adam [REDACTED] <[REDACTED]> Scott [REDACTED]
[REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

12-12:30 will work. Let me know whom should be included.

Paul Downey Coordinator, Application Support Fairfax County Public Schools
Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

From: Adam [REDACTED]
Sent: Wednesday, April 8, 2020 11:12 AM
To: Downey, Paul J. <pjdowney@fcps.edu>; Scott [REDACTED]
Cc: Pratt, Michelle <mrpratt@fcps.edu>; Luftglass, Maribeth <meluftglass@fcps.edu>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification


Hi Paul,

We are available at these times below, please let us know what works for you. We will try and get the person who drafted the amendment to join us to answer any specific question you may have about the document.

12 - 12:30pm EST
2 - 3:30pm EST
After 4pm EST

Best,
Adam



Adam W. [REDACTED] MA, MBA
Regional Vice President, Strategic Accounts
Blackboard K12
m: [REDACTED]
e: [REDACTED]


From: "Downey, Paul J." <pjdowney@fcps.edu>
Date: Wednesday, April 8, 2020 at 9:35 AM
To: Adam [REDACTED] Scott [REDACTED]
Cc: "Pratt, Michelle" <mrpratt@fcps.edu>, "Luftglass, Maribeth" <meluftglass@fcps.edu>
Subject: RE: [External] RE: Blackboard Collaborate Pricing and Clarification

Adam and Scott,

FCPS would like to further discuss the quote with both of you and will need to do this afternoon. Let me know what time works and I will arrange the call.

Paul Downey Coordinator,Application Support Fairfax County Public Schools

From: Adam [REDACTED] <[REDACTED]>
Sent: Monday, April 6, 2020 6:58 PM
To: Downey, Paul J. <pjdowney@fcps.edu>; Welsh, Jean <jrwelsh@fcps.edu>; Jewell, Tracey D. <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 5:04 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED] <[REDACTED]>
Subject: Re: [External] RE: Blackboard Collaborate Pricing and Clarification

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Blackboard K12

m: [REDACTED]



From: Adam [REDACTED] <[REDACTED]>
Date: Monday, April 6, 2020 at 4:51 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>, "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
Cc: Scott [REDACTED]
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Date: Friday, April 3, 2020 at 4:35 PM
To: "Downey, Paul J." <pjdowney@fcps.edu>
Cc: Scott [REDACTED] "Welsh, Jean" <jrwelsh@fcps.edu>, "Jewell, Tracey D." <TDJewell@fcps.edu>
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m: [REDACTED]
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Date: Friday, April 3, 2020 at 4:00 PM
To: Adam [REDACTED]
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Office 703-503-6040 Mobile: 703-909-8787 pjdowney@fcps.edu

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Subject: [External] RE: Blackboard Collaborate Pricing and Clarification
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Regional Vice President, Strategic Accounts
Blackboard K12

m: [REDACTED]
e: [adam.\[REDACTED\]@blackboard.com](mailto:adam.[REDACTED]@blackboard.com)



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