

50 E Business Way  
 Suite 300  
 Cincinnati, OH 45241  
[www.hobsons.com](http://www.hobsons.com)

**Sold To:** William S. Hart Union High School District  
**Name:** Mariane Doyle  
**Address:** 21380 Centre Pointe Pkwy, Santa Clarita, CA 91350-3050  
**Email:** mdoyle@hartdistrict.org  
**Phone:**  
**Naviance ID:** 0642510dus

**Hobsons Contact:**  
**Name:** Kate Walker  
**Email:** kate.walker@hobsons.com  
**Phone:** (703) 225-7090

**Order Date:** May 24, 2018

**Valid Until:** 7/1/2018  
**Quote Number:** Q252000  
**Contract Start Date:** 6/14/2018  
**Contract End Date:** 6/13/2019  
**Contract Term (In Months):** 12  
**Currency:** USD

**Purchase Order:**  
**Payment Term:** Net 30

Arroyo Seco Junior High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	1,329	Enrollment	6/14/2018	12	3,189.60
Career Key	1	Sites	6/14/2018	12	225.00
AchieveWorks	1,329	Enrollment	6/14/2018	12	1,395.45
Naviance Course Planner	1,329	Enrollment	6/14/2018	12	1,461.90

La Mesa Junior High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	1,263	Enrollment	6/14/2018	12	3,031.20
AchieveWorks	1,263	Enrollment	6/14/2018	12	1,326.15
Career Key	1	Sites	6/14/2018	12	225.00
Naviance Course Planner	1,263	Enrollment	6/14/2018	12	1,389.30

Placerita Junior High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	1,126	Enrollment	6/14/2018	12	2,702.40
Career Key	1	Sites	6/14/2018	12	225.00
AchieveWorks	1,126	Enrollment	6/14/2018	12	1,182.30
Naviance Course Planner	1,126	Enrollment	6/14/2018	12	1,238.60

Rancho Pico Junior High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	1,062	Enrollment	6/14/2018	12	2,548.80
Career Key	1	Sites	6/14/2018	12	225.00
AchieveWorks	1,062	Enrollment	6/14/2018	12	1,115.10
Naviance Course Planner	1,062	Enrollment	6/14/2018	12	1,168.20

Rio Norte Junior High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	1,337	Enrollment	6/14/2018	12	3,208.80
Career Key	1	Sites	6/14/2018	12	225.00
AchieveWorks	1,337	Enrollment	6/14/2018	12	1,403.85
Naviance Course Planner	1,337	Enrollment	6/14/2018	12	1,470.70

Sequoia Charter Jr. High School 7-8					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	11	Enrollment	6/14/2018	12	26.40
Career Key	1	Sites	6/14/2018	12	225.00
AchieveWorks	11	Enrollment	6/14/2018	12	525.00
Naviance Course Planner	11	Enrollment	6/14/2018	12	550.00

Sierra Vista Junior High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for Middle School - District Edition	1,083	Enrollment	6/14/2018	12	2,599.20
Career Key	1	Sites	6/14/2018	12	225.00
AchieveWorks	1,083	Enrollment	6/14/2018	12	1,137.15
Naviance Course Planner	1,083	Enrollment	6/14/2018	12	1,191.30

Academy Of The Canyons					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	410	Enrollment	6/14/2018	12	1,496.50
AchieveWorks	410	Enrollment	6/14/2018	12	525.00
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance eDocs	100	SrEnrollment	6/14/2018	12	580.00

Naviance Course Planner	410	Enrollment	6/14/2018	12	550.00
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Bowman High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	554	Enrollment	6/14/2018	12	2,022.10
AchieveWorks	554	Enrollment	6/14/2018	12	581.70
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance Course Planner	554	Enrollment	6/14/2018	12	609.40

Canyon High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	2,343	Enrollment	6/14/2018	12	8,551.95
AchieveWorks	2,343	Enrollment	6/14/2018	12	2,460.15
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance Course Planner	2,343	Enrollment	6/14/2018	12	2,577.30

Golden Valley High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	2,305	Enrollment	6/14/2018	12	8,413.25
AchieveWorks	2,305	Enrollment	6/14/2018	12	2,420.25
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance Course Planner	2,305	Enrollment	6/14/2018	12	2,535.50

Hart High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	2,374	Enrollment	6/14/2018	12	8,665.10
AchieveWorks	2,374	Enrollment	6/14/2018	12	2,492.70
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance Course Planner	2,374	Enrollment	6/14/2018	12	2,611.40

Learning Post High (alternative)					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	293	Enrollment	6/14/2018	12	1,069.45
AchieveWorks	293	Enrollment	6/14/2018	12	525.00
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00

Naviance Course Planner	293	Enrollment	6/14/2018	12	550.00

Saugus High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	2,523	Enrollment	6/14/2018	12	9,208.95
AchieveWorks	2,523	Enrollment	6/14/2018	12	2,649.15
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance eDocs	590	SrEnrollment	6/14/2018	12	678.50
Naviance Course Planner	2,523	Enrollment	6/14/2018	12	2,775.30

Sequoia Charter High School 9-12					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	52	Enrollment	6/14/2018	12	189.80
AchieveWorks	52	Enrollment	6/14/2018	12	525.00
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance Course Planner	52	Enrollment	6/14/2018	12	550.00

Valencia High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	3,066	Enrollment	6/14/2018	12	11,190.90
AchieveWorks	3,066	Enrollment	6/14/2018	12	3,219.30
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance eDocs	820	SrEnrollment	6/14/2018	12	943.00
Naviance Course Planner	3,066	Enrollment	6/14/2018	12	3,372.60

West Ranch High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Naviance for High School - District Edition	2,530	Enrollment	6/14/2018	12	9,234.50
AchieveWorks	2,530	Enrollment	6/14/2018	12	2,656.50
Naviance Alumni Tracker	1	Sites	6/14/2018	12	425.00
Naviance Course Planner	2,530	Enrollment	6/14/2018	12	2,783.00

William S. Hart Union High School District					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total

Project Consulting Hours	30	Hours	6/14/2018	12	6,750.00
Prepaid Nonrefundable Travel	1		6/14/2018	12	1,000.00

Total Price:	146,649.65
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<b>Notes: (if applicable)</b>	Professional Services must be utilized within twelve (12) months from date of purchase. If the term is longer than twelve (12) months and Professional Services are purchased for additional term years, Professional Services must be used within the term defined. Client is responsible for travel expenses associated with onsite consulting. Subscription to Naviance eDocs is based on enrollment of Senior class only. Pre-paid travel must be used within twelve (12) months of date of purchase, or within the term defined on the Order form. If travel costs of onsite services exceed the pre-paid amount, Client is responsible for paying all travel expenses that are in excess of the pre-paid travel amount.
<b>Comments:</b>	All figures quoted are exclusive of sales tax.

Please complete or update the following information:

Account Contacts	Name	Email Address		
Primary	Mariane Doyle	mdoyle@hartdistrict.org		
Billing	Mariane Doyle	mdoyle@hartdistrict.org		
<b>Payment Method:</b>	<table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;">           Purchase Order #             Check             Wire Transfer #         </td> <td style="width: 50%; vertical-align: top;"> <b>Paying by credit or debit card?</b>             Credit Card #             Card Holder Name:            Expiration Date (MM/YY):            Billing Zip Code:            Security Code:            Country:         </td> </tr> </table>		Purchase Order #  Check  Wire Transfer #	<b>Paying by credit or debit card?</b>  Credit Card #  Card Holder Name: Expiration Date (MM/YY): Billing Zip Code: Security Code: Country:
Purchase Order #  Check  Wire Transfer #	<b>Paying by credit or debit card?</b>  Credit Card #  Card Holder Name: Expiration Date (MM/YY): Billing Zip Code: Security Code: Country:			
<b>CEEB Code:</b>				

Unless separate invoice and payment terms are specified, Hobsons will issue invoices once per year, with the first taking place upon execution of the order form and then annually thereafter throughout the term of the contract.

The services are delivered in accordance with applicable terms that can be found at <https://succeed.naviance.com/auth/signin?tos=1#/tos>. By signing below, you agree to be bound by such terms and that such terms are made a part of this contract.

Please complete the contact and payment information as indicated, then sign below to indicate your acceptance. By signing this contract, you are stating that you are authorized by your institution to make this purchase. If a Purchase Order is required for payment to be issued, please indicate below. If you have selected professional services, travel expenses for on-site professional services will be billed separately following your session(s).

\_\_\_\_\_ Yes, a Purchase Order is required. It will be sent to Hobsons by \_\_\_\_\_.

Upon execution by Authorized Signatory, Client hereby agrees to the Terms of Service which will become effective together with this Order Form as of the Signature Date below.

\_\_\_\_\_  
Signature Printed Name and Position Signature Date

**Purchase Order & Order Forms:**

Naviance, Inc.  
50 E. Business Way, Suite 300  
Cincinnati, OH 45241

**Remit To:**

Naviance, Inc.  
P.O. Box 504571  
St. Louis, MO 63150-4571

**IF YOU CHOOSE TO FAX, THEN PLEASE CLICK ON THE 'SIGN ON PAPER' BUTTON FOLLOWED BY 'PRINT AND FAX' BUTTON AND FAX YOUR SIGNED ORDER FORM TO THE NUMBER PROVIDED ON THE COVERPAGE OF THE DOWNLOADED DOCUMENT**