

**Erie 1 BOCES Exhibits**

**Exhibit A-1 Product & Price List July 1, 2023 – June 30, 2024**

OTIS is an online professional development platform of 700+ courses that provides teachers with CTLE approved professional development opportunities. These professional development opportunities center around technology integration into the classroom as well as pedagogical and ELL/ESL topics.

The courses are offered live and on-demand. In addition to the courses provided, the platform also includes Ask OTIS®, which provides live instructional support to teachers 8 a.m. -5 p.m. Monday through Friday. Ask OTIS® is staffed by state-certified teachers and is designed to assist teachers when they get stuck using technology and just need a question answered.

OTIS can be purchased as a full platform, or as individual course topics. Lastly, schools can choose an option to upload their own content to the platform.

OTIS (Full Platform)		
MSRP per Building	BOCES Price Per Building	% Change
\$1,250	\$950	0%

School Uploaded Content		
MSRP per Building	BOCES Price Per Building	% Change
\$250	\$190	0%

Parent Content		
MSRP per Building	BOCES Price Per Building	% Change
\$250	\$190	0%

Rostering		
MSRP per Building	BOCES Price Per Building	% Change
\$250	\$190	0%

Teq Individual Course Packs			
Type	MSRP per Building	BOCES Price Per Building	% Change
Google	\$500	\$390	0%
Microsoft	\$500	\$390	0%
SMART	\$500	\$390	0%
Apple	\$500	\$390	0%
STEM	\$500	\$390	0%
ELL/ESL	\$500	\$390	0%

Updated 11/09/2022

Item	Description	MSRP	BOCES	Discount	% Change
NLM-Bundle-22	OTIS No Limits All Access (Courses & Companion Materials)	\$1,500	\$1,195	20%	0%
NLM-Micro-credential-22	OTIS No Limits PD Courses	\$1,200	\$950	21%	0%
NLM-Digital Lessons - 22	OTIS No Limits PD Course Companion Materials	\$500	\$390	22%	0%

**Exhibit A-2**

**Exhibit A-2 July 1,2023-June 30,2024**

**Dated 11.09.22**

**Lumio  
(Previously branded SMART Learning Suite Online )**

<b>FTE</b>	<b>List Price</b>	<b>BOCES Price</b>	<b>% Change</b>
≤100	\$72.00	\$30	0%
101-499	\$66.00	\$28	0%
500+	\$61.00	\$26	0%

## EXHIBIT B

Teq is a provider of educational technology and professional development services. They offer a variety of professional development options for BOCES in New York State, including:

- **Onsite professional development:** This option provides teachers with personalized, onsite and virtual support services. Teq consultants can work with teachers to develop individualized learning plans, provide hands-on training, and offer ongoing support for products in the Teq product catalog and professional development catalog.
- **Online professional development:** Teq offers an online professional development platform called [OTIS for educators](#). This platform provides teachers with access to hundreds of courses on trending topics, technology integration, lesson content, and more. All sessions are hosted by Teq's state-certified PD Specialists.
- **Virtual professional development:** Teq's virtual professional development options allow BOCES to provide training to their teachers without having to travel. These options include webinars, live online courses, and asynchronous courses.

Teq's professional development services are designed to help BOCES in New York State improve their use of educational technology. They can help teachers learn how to use technology to differentiate instruction, create engaging lessons, product familiarization, and assess student learning. Teq's services can also help BOCES develop a culture of innovation and collaboration.

Attached is a copy of a sample agenda.



# Teq-Agenda

## Erie 1 BOCES

Virtual/Onsite Session(s)

Getting Started in 3D Printing with TinkerCAD

[sample]

### Day 1 (3 hours)

Focus: Hollow Objects

- Reintroduction to TinkerCAD
- Utilizing Classes
  - Create Classes
  - Enroll/Invite Students
  - Collaborative work
  - Moderating projects
- Using the Gallery
  - Search
  - Import/Customize
- Project #1
  - Create a fish habitat, with flair
- Project #2
  - Creating water vessels for plants, or shipbuilding, etc.

### Day 2 (3 hours)

Focus: Repetition/Tessellation

- Review of previous day
- Present one's design of Project #2
- Resources for creating repetitive patterns/tessellations
  - Google Arts and Culture
  - Brainstorm repeated patterns in Nature
- Project #3

- Creating mathematically accurate designs for inter-related pieces - jigsaw puzzle

- Project #4
  - Creating 3D jigsaw puzzles - tall structures
- Project #5
  - Using imported data to create 3D physical relief maps

### Day 3 (3 hours)

Focus: Articulated Joint and Connection

- Review of previous day activities
- Research articulated joints in nature and design
  - Use Thingiverse, TinkerCAD Gallery, etc.
- Using the Character/Connector elements
- Project #6
  - Design a linked chain that will be functional
- Project #7
  - Design a posable figure to represent a person, animal, robot, etc.
- Explore lesson ideas and potential for STEAM curriculum.



## EXHIBIT C

**3Doodler** – N/A - It's does not require a computer or cellular device to operate.

**ActiveFloor** – Requires internet connection.

**Bloxels** – Bloxels EDU App and Hub are built for a variety of device setups and configurations, including Android, iOS, and ChromeOS.

- APPLE iOS: OS: iOS 10.0, Memory: 1GB RAM, Processor: 1.3 GHz, Touch Screen: Required, Rear Facing Camera: Required
- ANDROID: OS: Android 4.4, Memory: 1GB RAM, Processor: 1.3 GHz, Touch Screen: Required, Rear Facing Camera: Required
- AMAZON KINDLE: OS: Fire OS 5.0, Memory: 1GB RAM, Processor: 1.3 GHz, Touch Screen: Required, Rear Facing Camera: Required
- GOOGLE CHROMEBOOK: OS: Chrome OS version 53 with Google Play Store App, Memory: 2GB RAM, Processor: 1.6 GHz, Touch Screen: Required, Rear Facing Camera: Not Required\*

\*Chromebooks without rear facing cameras can access everything in Bloxels EDU except for the ability to capture the Bloxels Gameboard. Instead, a 2nd device with a rear facing camera can use the [Capture Station](#) to capture the Gameboard and import into the Chromebook user's library. (Requires Educator Login)

**DJI** – Tello Edu App requires iOS 10.0+. Compatible with iPhone 5s, iPhone SE, iPhone 6, iPhone 6 Plus, iPhone 6s, iPhone 6s Plus, iPhone 7, iPhone 7 Plus, iPhone 8, iPhone 8 Plus, iPhone X, iPad mini-4, and iPad mini 4 Wi-Fi + Cellular. Requires Android 4.4+.

**Glowforge** – Glowforge is designed for world voltages from 100-240 VAC, 50/60hz. On the back is a female connector like those used on the back of desktop PCs (IEC 60320-C14). We may not be able to include the right cable/plug, but those should be widely available locally for a few dollars. You don't need a separate transformer.

**Hummingbird (BirdBrain)** – Chromebook, Windows, Mac, iOS, Android, Kindle Fire/Fire OS, Linux

**iBlocks** – N/A - iBlocks does not require any devices to implement. However, technology uses in conjunction with iBlock may have technical requirements.

**littleBits** – littleBits FUSE is web-based and therefore only requires internet access.

**Kai's Clan** – Kai's Clan requires a 3<sup>rd</sup> party smartphone to access the Kai's Eye app for tracking the robot's movement along the mat. The robots connect to the cloud via bluetooth, and Kai's Cloud is accessed through any Web Browser with internet access.

**KIBO** – N/A - it's a screen-free robot.

**Labdisc** – For GlobiLab Analysis Software: OS: iOS 6 and later, Linux: Fedora (Fedora 14), Ubuntu (Ubuntu 10.04), Windows: 7, 8, 10, Mac: Mac 10.5-10.1, Android: Android 4.5 and up. Droid Inventor [ios](#) | [Android](#), Code Kit [Download](#), Gizmos & Gadgets, 2nd Edition [ios](#) | [Android](#)

**Lu Interactive** – N/A, the system does not have any outside technical requirements.

**MAD-learn** - The MAD-learn platform requires Chrome, Safari, Firefox, or Silk browsers on desktops, tablets, laptops, and iPads with the following operating systems:

- Windows OS 7 or later
- Mac 10.9 or later
- Chrome x86\_64
- iOS 10.1.1 or later
- Kindle Fire OS 7 and later

**Makey Makey** – Computer with Internet Access

**Matter and Form** – The Matter and Form Scanner works cohesively with any 3D printer or online printing service with multiple file format outputs.

**Mayku** – Mayku does not require devices.

**MERGE** – The MERGE EDU Platform is supported by late-model iOS and Android devices. It is also supported by many late-model Windows 10 and Chromebook devices that have a back-facing camera. Integration is provided for the Google, Microsoft, Clever and ClassLink single sign-on systems.

**Modular Robotics (Cubelets & GoPiGo)** – Chromebook, Windows, Mac, iOS

**Osmo** – Compatible iPads: iPad 2, iPad (3rd Generation), iPad (4th Generation), iPad (5th Generation), iPad (6th Generation), iPad (7<sup>th</sup> Generation), iPad Mini, iPad Mini 2, iPad Mini 3, iPad Mini 4, iPad Mini 5, iPad Mini 6, iPad Air, iPad Air 2, iPad Air 3, the 9.7-inch and 10.5-inch iPad Pro. Osmo is currently *not* compatible with the iPad 1, or 11-inch and 12.9-inch iPad Pro. The minimum iOS version needed is iOS 9. Compatible Fire Tablets: 7th Generation Fire 7, 7th Generation Fire HD 8, 7th Generation Fire HD10, 8th Generation Fire HD 8. Compatible iPhones: iPhone 6, 6s, 6 Plus, 6s Plus, 7, 7 Plus, 8 and 8 Plus.

**Ozobot** – Evo App: iOS 7.0, 1GB RAM (iPhone, iPad, or iPod touch), Android 4.0, 2GB RAM, Bluetooth 4.0, OzoBlock App: All modern browsers, iPads (except iPad Mini), Android tablets

**Pi-top** – Only requires connection to laptop via USB cable included or monitor via HDMI cable included.

**Piper** – N/A - It's does not require a computer or cellular device to operate.

**Robomaster:**

- iOS Version v1.1.4 (Requires iOS 10.0.2 or above)





- Android Version v1.1.4 (Requires Android 5.0 or above.)
- Mac Version v1.1.4
- Windows Version v1.1.4

**Robotis** – Windows XP SP2 or higher, Windows XP SP2 or higher, Mac OS X 10.5 or higher (64-bit), OS: Android 2.3 or higher, iOS 8.0 or higher

**SAM Labs** – SAM Space is compatible with Windows 10, iOS 9+, Chromebook and Android (KitKat v4.4+).

**SMART Technologies (Lumio)** – Web-enabled device.

**Sphero** – iOS: iOS 9+ (iPad 2 works only with Sphero 2.0 & Sphero SPRK)  
Android: Android 4.4+ or Kindle: Kindle Fire (2015), Fire HD 6, Fire HD 8 or Fire HD 10,  
Chrome: Chrome 50+. Robots will only connect on Chrome OS, not on Windows or Apple

**STEM FUSE** – Computer with Internet Access

**Squishy Circuits** – N/A - It's does not require a computer or cellular device to operate.

**Teq OTIS** - Web-enabled device.

**UBTECH Education** – Apple iOS: iOS 10.0 or higher with 1GB or higher; Andriod: Andriod 5.0 or higher with 2GB or higher; Chromebook: Chrome OS Version 53 or later, Intel Celeron N3050 1.6 GHz, 2 GB or higher, 16 GB or higher

**Veative** – Veative headsets do not require the use of 3<sup>rd</sup> party devices. Veative's Learning Management platform can be accessed on any web-enabled device.

**Wonder Workshop** - Mobile devices (iOS, Android, Chrome, Windows, or Kindle) required to use the free apps that program the robots. Can also access web-based software on any web and Bluetooth enabled device.



**Supplement to  
MASTER LICENSE AND SERVICES AGREEMENT  
(Term Ending June 30, 2026)**

**Tequipment, Inc.** having its principal offices at 7 Norden Lane Huntington Station, NY 11746 , and Board of Cooperative Educational Services for the First Supervisory District, Erie County having its principal offices at 355 Harlem Road, West Seneca, NY 14224 ("Erie 1 BOCES"), have entered into a Master License and Services Agreement, the term of which ends June 30, 2026 (the "Agreement"). By this Supplement, **Tequipment, Inc.** and Erie 1 BOCES wish to provide for the potential purchase of **Teq OTIS** licenses and services by other Board of Cooperative Educational Services (BOCES) in the State of New York (intermediate units of the NYS Education Department) on the same terms and conditions.

**Tequipment, Inc.** agrees to honor the pricing in Exhibit A only for the BOCES that adopt the contract at their Boards of Education. If a RIC or BOCES has not adopted the resolution **Tequipment, Inc.** may not extend the same or lesser pricing than has been set forth in Exhibit A. Lower prices will not be offered to school districts/BOCES/RICs in NY state. In order to streamline procurement, Vendors will maintain a single statewide agreement. This means the same products would not be found on other statewide consortium agreements including 6360 Instructional Technology Consortium, 7710 RIC Consortium, 5877 Distance Learning Consortium, or 6316 DREAM. Vendors may utilize national promotions or sales within the state of New York and those prices would be extended through the contract after the approval of Michelle Okal-Frink or her designee. Special pricing for specific BOCES or RICs is not allowable under this contract.

Erie 1 BOCES and **Tequipment, Inc.** hereby agree:

1. From time to time during the term of the Agreement, another BOCES in New York State (an "Other BOCES") may adopt a Board of Education resolution that permits Erie 1 BOCES to represent the Other BOCES' interests and to enter into the Agreement on behalf of the Other BOCES.
2. The Other BOCES shall purchase under the Agreement by issuing an Addendum in the form of a Board resolution, appropriately amended to reflect that the Other BOCES is the purchaser. By issuing that Addendum, the Other BOCES will agree to be bound by all of the terms of the Agreement with respect to its purchase thereunder.

IN WITNESS WHEREOF, the parties have signed this Supplement to Agreement.

Erie 1 Board of Cooperative Educational Services

**Tequipment, Inc.**

DocuSigned by:  
By: James Fringlette  
9AEB9EED72B74AB...  
Authorized Signature

By: [Signature]  
Authorized Signature