

FORM A



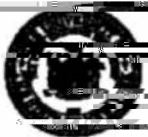
TEACHER SALARY AND BENEFIT PROPOSAL PROCEDURES  
TECHNICAL PROPOSAL- APPLICATION

|  |   |
|--|---|
| Name of Entity   | Teachscape  |
| Address  | 71 Stevenson Street, 5 <sup>th</sup> floor  |
| City, State Zip  | San Francisco, CA 94105   |
| Phone  | 415-369-3700  |
| E-mail   | erik.drobey@teachscape.com  |
| Name and Title of Authorized Contact   | Erik Drobey, Proposal Manager   |
| Address (if different from above)  | Same  |
| City, State Zip  |   |
| Phone  | 415-369-3139  |
| Fax  | 415-344-0847  |
| E-mail (REQUIRED)  | erik.drobey@teachscape.com  |
| Tax I.D. Number  | 77-0639457  |
| The organization is: (Please indicate by clicking on the appropriate box(es), below) |   |
| Local Educational Agency (LEA)   | <input type="checkbox"/>  |
| For-profit corporation   | <input checked="" type="checkbox"/>   |
| Non-profit corporation   | <input type="checkbox"/> Click either: NY corp. or Nonprofit corp.  |
| Limited Liability Company (LLC)  | <input type="checkbox"/> Click either: NY LLC or Nonprofit LLC  |
| Other  | <input type="checkbox"/> Please specify:  |
| Vendor Responsibility Questionnaire (VRQ)  | <input checked="" type="checkbox"/> Paper form enclosed with application.<br><input type="checkbox"/> Submitted online.<br><input type="checkbox"/> Will not be included as an exhibit as it is a public document.<br>(please specify): |

**IMPORTANT: For-profit corporations can be found on the following document(s), as applicable:**

- If a New York State corporation: the Certificate of Incorporation, together with any amendments to such document filed to date. (See important footnote below.)
- If a foreign corporation: (1) the Application for Authority to do business in New York State, and (2) the Certificate of Incorporation, filed in the State of formation, (3) together with any amendments to such documents filed to date.\* (See important footnote below.)
- If a New York State LLC: the Articles of Organization, together with any amendments to such documents filed to date.\* (See important footnote below.)
- If a foreign LLC: (1) the Application for Authority to do business in New York State, and (2) the articles of organization, filed in the State of formation, (3) together with any amendments to such documents filed to date.\* (See important footnote below.)
- If the corporation or LLC will use a business name in New York State that is different from its legal name:

<sup>19</sup> Ensure that the "Consent Obtaining" process may be accessed at the SED Office of Counsel website at [www.ed.gov](http://www.ed.gov). Office: 518-474-6100. If you have any questions regarding this requirement.



TEACHER AND PRINCIPAL PRACTICE RUBRIC FRAMEWORK

Name of Applying Entity: Teachers, Inc.

Name of Rubric: Framework for Teaching Evaluation Instrument, 2013 Edition

Please check the box that applies:

|                                     | Teacher and/or Principal Practice Rubric                                       | Description   |  |
|-------------------------------------|--|---|--|
| <input checked="" type="checkbox"/> | This is an application for providing <b>Teacher Practice Rubric services</b>   | A full application with all required materials (including this cover page) shall be submitted for each rubric.  |  |
|                                     |  | Your rubric(s) must be attached in the Appendix section of your submission.   |  |
| <input type="checkbox"/>            | This is an application for providing <b>Principal Practice Rubric services</b> | A full application with all required materials (including this cover page) shall be submitted for each rubric.<br><br>Your rubric(s) must be attached in the Appendix section of your submission. |  |

\* A separate technical manual for the rubric is available at [www.nysed.gov/assessment/evaluation](http://www.nysed.gov/assessment/evaluation)



TEACHER AND PRINCIPAL PRACTICE RUBRIC PROVIDERS  
TECHNICAL PROPOSAL RUBRIC DESIGN AND IMPLEMENTATION

Rubric Design and Implementation (INFORMATION ONLY)

In this section, the applicant shall demonstrate how the applicant has demonstrated a record of effectiveness in the design and implementation of the rubric.

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|---|--|
| <p>1. Describe and detail any empirical or statistical evidence of demonstrated professional achievement for teachers and/or principals over time as a result of provider services.</p> | <p>Clearly labeled tables of grants describing only one year should be submitted as evidence.</p> <p>The original Framework for Teaching (FtT) has undergone several research studies to be valid and reliable high performance on the Framework as a whole has been shown to be consistently predictive of high levels of student learning. Initially validated by Educational Testing Service (ETS), the Framework has also been validated by several other large studies, some of which are described below (additional information is available in Appendix C):</p> <ol style="list-style-type: none"> <li>1. Evaluation scores as a result of the FtT were shown to be stronger predictors of student achievement than were teacher education and experience (Kimball, White, Milanowski, and Dorman, 2004).</li> <li>2. A multi-year study was conducted in the Excellence in Teaching Initiative (ETI) pilot schools, which measured the reliability and validity of the Framework in measuring teaching practices and principal and teacher perceptions of the pilot evaluation. Research results (a) found that (1) well-trained evaluators were able to improve reliability overall, (2) more satisfactory teaching practices were identified under the new evaluation system, (3) principals could easily identify unsatisfactory teaching practices, and (4) over 90% of principals were highly enthusiastic about the evaluation process (Bryant, Stoelinga, Brown, Luppescu, and Matsko, 2007).</li> <li>3. A correlation study in Cincinnati Public Schools to compare student achievement in the fall to fall test scores for 246 teachers found that teachers who received "Distinguished" ratings in Domain 3 (Instruction) had students with higher-than-expected test scores, and those who had unsatisfactory ratings had students with average or lower-than-expected</li> </ol> |
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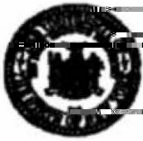




|                                       |  |
|---------------------------------------|--|
|                                       | <b>2011 Edition.</b>                                     |
| 5. Describe and detail your organiza- | <b>The Framework for Teaching is being used in thou-</b> |







TECHNICAL PROPOSAL – ORGANIZATIONAL CAPACITY

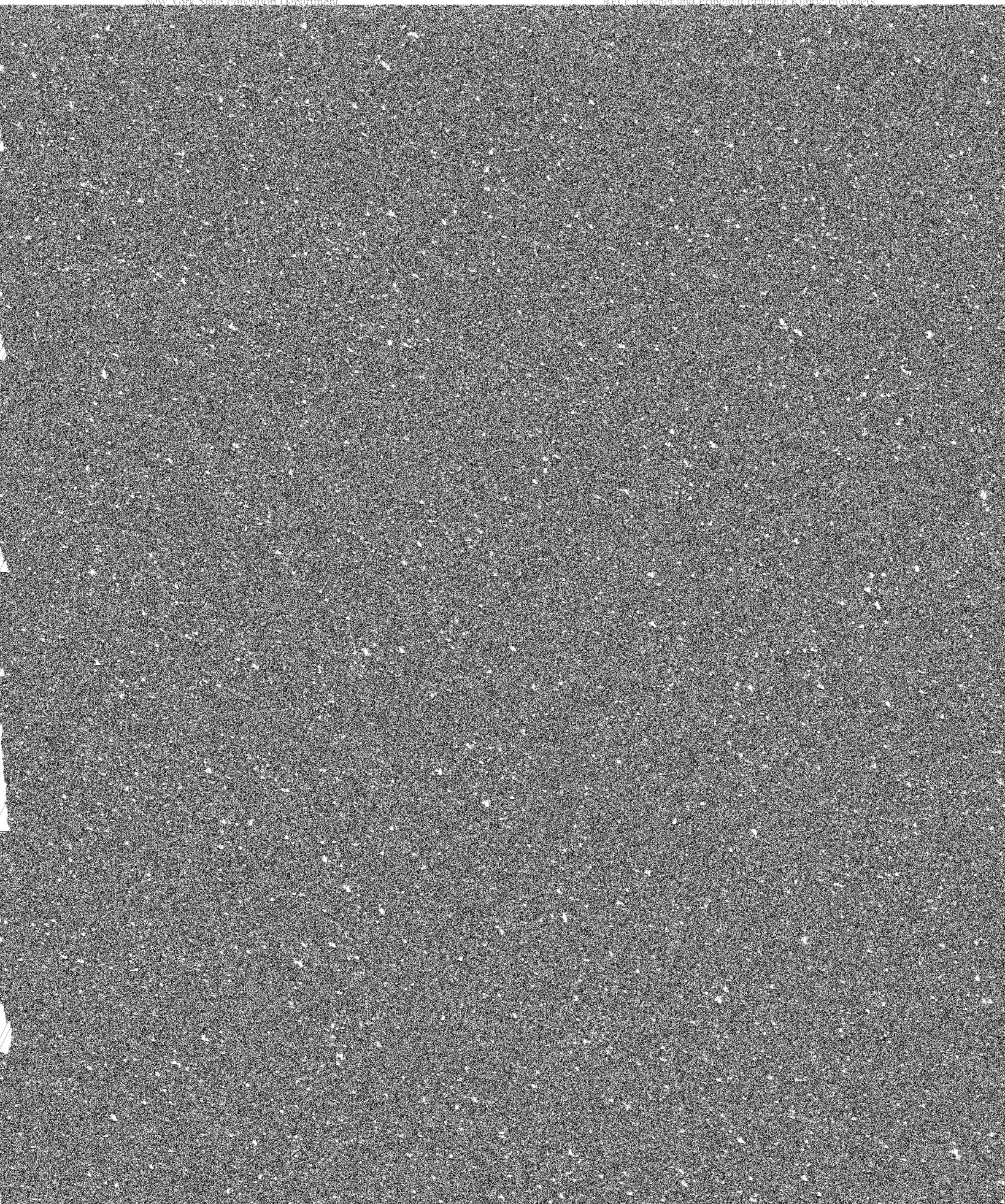
FOCUS 3

Organizational Capacity (INFORMATION-ONLY)

In this section, the applicant should demonstrate that it has the organizational and technical resources to provide the proposed technical services.

|  |   |
|--|---|
| <p>1. A description of the organization including information such as length of time in operation, number of existing locations, number of staff, an organization chart, etc.</p>  | <p>Teachscape works with LEAs, school districts, and state departments of education across the nation to provide focused and targeted professional development for teachers and school leaders. Teachscape's professional development and organizational effectiveness for nearly 100 years.</p> <p>Teachscape works with LEAs, school districts, and state departments of education across the nation to provide focused and targeted professional development for teachers and school leaders. Teachscape's professional development and organizational effectiveness for nearly 100 years.</p>   |
| <p>2. A description of the organization's history of providing similar teacher and/or principal evaluation services, including the outcomes achieved, number of districts that contract, the diversity of clients, the number of students served, etc.</p> | <p>Teachscape provides professional services and technology tools to over 5,000 schools and districts in the United States, Canada, and Australia. Our success is measured by providing, reviews, evaluations, and training from various sources in Texas and the Kentucky Department of Education.</p> <p>Charlotte Danielson and the Danielson Group provide training in the Framework for 21st Century Learning and have served as consultants to hundreds of districts, universities, intermediate agencies, and state departments of education in many states (including Ohio, Illinois, Maryland, Florida, Arkansas, Wisconsin, and Oregon) and in several other countries.</p> |







**TEACHER AND PRINCIPAL EVALUATION SERVICES**  
**TEACHSCAPE PROFESSIONAL SERVICE**  
 (ONE OF SEVERAL PROVIDERS)

Please complete this form if you are providing professional services around evaluation which are not state-funded. If the provider is not a provider of professional services, please enter "N/A" into the first item below.

|    |   |   |
|----|---|---|
| 1. | Name of organization:<br>Primary location (city/state):<br>Contact information:<br>(phone/e-mail/website)<br>LEAs where service will be provided or has been provided to be provided: | Teachscape, Inc.<br>1000 Lakeside Blvd, Suite 100<br>San Francisco, CA 94134<br>Erik Drobey<br>415.398.1234<br>erik.drobey@teachscape.com<br>Teachscape is a non-profit organization that is only in New York City.   |
| 2. | The number of years the provider has delivered service:   | 13  |
| 3. | Title of the Teacher and/or Principal Rubric/Evaluation model to be used (if appropriate):  | Framework for Teaching Evaluation Implementation 2013-15 Edition  |
| 4. | Professional population that the provider serves, and that they are responsible for training (e.g., teachers, principals, administrators):  | Teachers, Principals, Administrators  |
| 5. | Number of teachers and/or principals that have received an evaluation using this submission (approximately):  | Hundreds of teachers and principals   |
| 6. | Number of instructional sessions provided per year, if applicable:  | Instructional sessions are provided through 120 days of instructional sessions per year. Teachscape provides on average approximately 2,250 total days of training and professional development in teacher effectiveness, effective classroom observation and teacher evaluation each year. |
| 7. | Average length of each training session for training of evaluators (minutes/hours):   | The training is provided in three training sessions: a 3-day session, a 2-day session, and a 1-day session. The 3-day session is the most intensive and is generally required. The 2-day session is available through the Teachscape Focus observation training and assessment system.      |

