



DEKALB COUNTY SCHOOL DISTRICT
MEMORANDUM OF AGREEMENT 2024-2025

6/7/2024

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1. PARTNERS & START DATE

This document sets forth the mutual commitments of Dekalb County School District (“District”) and Yondr, Inc. (“Yondr”) regarding creating phone-free schools. The signature on this document indicates the District’s intention to partner with Yondr beginning in the 2024-2025 school year.

2. PARTNERSHIP GOALS

It is agreed that the purpose of this partnership is to build a phone-free environment at participating schools based on the Yondr program (“Yondr Program”).

The Yondr Program is a complete phone-free solution for schools that includes phone-free equipment, training and support, and policy consultation. Yondr partners with districts and administrators to develop the most appropriate policies and procedures to support a phone-free setting.

3. YONDR COMMITMENTS

3.1 PROGRAM EQUIPMENT

Each school, based on its enrollment size, is sent a set of equipment ahead of launch. The descriptions below show the key features and functionality.

 <p>STUDENT POUCH Standard pouch design with protective fabric and a simple button lock.</p> <ul style="list-style-type: none">• Durable neoprene fabric• Tamper-resistant lock	 <p>MEDICAL POUCH Quick-access velcro pouch for medical exceptions.</p> <ul style="list-style-type: none">• Velcro closure• Readily accessible• Durable fabric
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<ul style="list-style-type: none"> • Fits all phone sizes and wearable tech 	
 <p>MAGNET BASE Custom magnet design to unlock pouches.</p> <ul style="list-style-type: none"> • Durable wooden base • Tabletop or wall mount • Designed for Yondr pouches 	 <p>HANDHELD MAGNET Easy-carry design for portable unlocking.</p> <ul style="list-style-type: none"> • Best for high-traffic areas and teacher-led learning activities • Compact, handheld size • Designed for Yondr pouches
 <p>LOCKBOX A lockable wall-mounted box with a Yondr Magnet inside.</p> <ul style="list-style-type: none"> • Weatherproof metal • Tamper-proof design • Optional wall spacer <i>(Not included standard; available for purchase)</i> 	 <p>STORAGE TOTE Stackable storage for end-of-year pouch collection.</p> <ul style="list-style-type: none"> • Fits up to 75 pouches • Collapsible design • Durable fabric
 <p>STORAGE HAMPER Large containers for storage of inventory and accessories.</p> <ul style="list-style-type: none"> • Collapsible design • Fits three storage totes • Durable fabric 	<p><i>The products in this document are covered by one or more U.S. Patents, including U.S. Patent Nos. 9,819,788 & 10,623,957.</i></p>

3.2 PROGRAM DEVELOPMENT AND IMPLEMENTATION SUPPORT

The Yondr Program includes ongoing support from a US-based team of program experts. Yondr’s Education Program Specialists (“EPS”) work with each school individually to ensure a successful implementation aligned with their needs and objectives. Yondr continues to provide support and training thereafter, as long as a school participates in the Yondr Program.

Inaugural year services include:

Program Development

- Collaboration with district and school administrators on phone-free policy development
- Assistance in creating Yondr Program procedures with supporting templates

Implementation Training and Support

- Logistical walkthrough and implementation planning support, including program onboarding survey and launch plan creation.
- Stakeholder communication training and materials, such as:
 - Parent letters, webinars, staff communications, and staff presentations; available in English, Spanish, Arabic, Chinese, Bengali, Danish, and Swedish
- Development of leadership and staff training materials, support, and professional development
- Support for school community networking and workshop events, as needed
- On-site implementation planning session to enhance program rollout with hands-on support and training
 - Live virtual pre-launch training
 - Continued coaching conversations and tailored recommendations

Monitoring and Evaluation

- Development of metrics for assessing the program's effectiveness
- Collection and analysis of data on policy compliance and impact on school environment
- Regular reporting to the district, with recommendations for improvement as needed

Ongoing support services include:

- Yearly assessment and evaluation, impact analysis, and program consultation
- Training for new leadership and staff members
- Webinar opportunities with industry experts
- Yondr community networking opportunities
- Educational materials for parents, teachers, and administrators
- Curriculum Resources (Launching Fall 2024)

4. DISTRICT COMMITMENTS

4.1 REPORTING

District commits to providing all available data related to the following areas for the current, prior, and future years following the Yondr Program implementation to assess the impact of the conversion to phone-free schools:

- Quantitative Data
 - Academic achievement
 - Final course grades (aggregated/not student-specific)
 - End of year state testing data
 - Number of behavioral issues (classroom disruptions, fights, bullying, substance abuse, in-school/out-of-school suspensions, academic integrity, etc.)
 - Attendance data
 - Average credits earned term over term (if applicable)
 - Any other relevant data
- Qualitative Data
 - Changes in student behavior
 - Changes in student engagement

- Changes in student socialization
- Changes in overall student wellness and safety
- Changes in the use of shared/common spaces (courtyards, libraries, etc.)
- Any other relevant data

4.2 PROGRAM AND IMPLEMENTATION SUPPORT

To support successful implementations, District commits to partnering with Yondr and ensuring that participating schools will conduct the following:

- Pre-implementation:
 - Each school will designate personnel responsible for taking an active role in coordinating the Yondr program (the “Yondr School Team”). The Yondr School Team will be responsible for:
 - Actively participating in the on-site implementation planning session referenced above, which is anticipated to be at least ½ a day
 - Completing an implementation planning form
 - Completing asynchronous Yondr training, such as a reading manual or an LMS course
 - Working alongside the EPS team to develop standardized phone-free policies and procedures across all schools, such as:
 - Procedures for first and second infractions
 - Replacement fees for lost or intentionally damaged pouches
 - Establishing a communication plan for all relevant parties to inform them of new policies and procedures, including:
 - Incoming and returning students

- Staff
 - Parents
 - Working with EPS to complete a Yondr Program launch plan incorporating all the above mentioned elements
 - Hosting a virtual co-facilitated Yondr Program staff training session (approximately 30-45 min)
- Post-implementation:
 - Each school's Yondr School Team leader and relevant team members will actively participate in a virtual meeting with the EPS team at least once a semester to discuss the following:
 - Review 2024 Semester1/Fall roll out
 - Identify areas of strength, as well as growth and concern
 - District leads will actively participate in a virtual meeting with the EPS team at least once a semester to:
 - Review 2024-2025 Yondr Policies/Procedures
 - Discuss possible incentives to recognize everyone's efforts in maintaining a phone-free school
 - Discuss plans for any Semester 2/Spring updates
 - Based on post-implementation meetings, refine processes as needed, including establishing a monthly pouch check routine if necessary.
- Post Inaugural Year:
 - District leads will actively participate in a virtual meeting with the EPS team at least once a year to address:
 - Areas of strength, as well as growth and concern
 - District leads will respond to year-end surveys regarding the impact of the Yondr Program

5. PROGRAM COST

Yondr's pricing model is based on student headcount and includes phone-free equipment, training, and support in a district or school's inaugural year. Post-launch pricing covers equipment replacement expenses and continued virtual program support as needed.

Yondr is committed to ensuring that school partners maintain low student pouch replacement costs, with a target of no more than 30% new pouches in subsequent years. Low replacement costs signal student adherence to a phone-free program. High replacement costs generally signal low staff enforcement, poor administrative follow-up, or strong student opposition, typically due to a lack of clearly defined expectations before launch.

The price per student reflected in this proposal is \$25.50 and includes a 15% district-wide discount for all schools for the contract term.

Quotes and pricing are negotiated terms between District and Yondr and, therefore, are unique to every agreement. Except as otherwise provided by law, District agrees to keep such information confidential and will not disclose it to any third parties or attempt to use the confidential information to gain an advantage over Yondr or any third parties in furtherance of District's business or the business of anyone else, whether or not a competitor of Yondr.

The estimates below reflect the price for a rollout for approximately 12,916 students. Additional equipment is available for purchase on an a la carte basis.

Year 1 - Start-Up

Description	Qty	Price per Unit	Discounted Price	Discount (%)	Total Year 1 Price	Total Year 1 Savings
Yondr Pouches	12,916	\$30	\$25.50	15%	\$329,358	\$58,122
Yondr Pouches (year 1 buffer of 15%)	1,937	\$30	\$25.50	15%	\$49,393	\$8,717
Medical Pouches*	130	\$18	\$15.30	-	-	\$351
Magnet Bases*	215	\$100	\$85.00	-	-	\$3,225
Hampers*	22	\$80	\$68.00	-	-	\$264
Storage Totes*	65	\$35	\$29.75	-	-	\$341
On-site implementation** (based on 10 sites)	3 days	\$10,000	\$8,500	-	\$8,500	\$1,500
Shipping*	n/a	\$11,477	\$3,825		\$3,825	-
Total Year 1					Total Price \$391,076	Total Savings \$74,491

*Estimated based on standard ratios. Final quantities to be determined upon consultation with EPS partner.

**On-site implementation support cost does not include related travel expenses.

A La Carte Pricing

Equipment		
Item	Per unit price	Discounted Price
Student Pouch	\$30.00	\$25.50
Medical Pouch	\$18.00	\$15.30
Magnet Base	\$100.00	\$85.00
Handheld Magnet	\$100.00	\$85.00
Lockbox	\$125.00	\$106.25
Hamper	\$80.00	\$68.00
Storage Tote	\$35.00	\$29.75


6. BILLING DETAILS

Yondr invoices school/district partners for the total amount of a contract upon shipment of equipment. Billings typically detail the products provided to schools. Since services are included in the program and can vary based on schools' needs, those efforts are not outlined in our billing. Payment is due within 30 days from receipt of the invoice.

7. TERMINATION

The District or Yondr may terminate this agreement for any reason upon written notice to the other. No claim for damages that result from the termination of this agreement will be made or allowed by either Yondr or the District. Yondr will be entitled to payment for any supporting services completed pursuant to this agreement before the termination date.

YONDR, INC.

By:  _____
Name: Laura Gallant
Title: CFO
Date: 06/07/2024

DEKALB COUNTY SCHOOL DISTRICT

By: _____
Name: _____
Title: _____
Date: _____