



PO BOX 250  
West Jordan, UT  
84084-0250

# Quote

Date: 6/4/2025  
Quote #: Q00009833  
Expiration Date:  
Payment Terms: Net 30  
Prepared By: Christine Long

**Bill To:** DeKalb County School District  
Zack Phillips  
1701 MOUNTAIN INDUSTRIAL BLVD  
STONE MOUNTAIN, GA 30083

**Ship To:** DeKalb County School District  
Zack Phillips  
1701 Mountain Industrial Blvd  
Stone Mtn, GA 30083-1027

Item Number	Description	Unit Price	Quantity	Price
WEL01SG	Waterford Early Learning Single Student License SmartStart, Early Reading, Early Math & Science, WACS, Mentor, and the Resource Library and Playlists - single student annual license	\$88.00 (-\$48.00)	2800	\$246,400.00 (-\$134,400.00)

**Notes:**

	List Price:	\$246,400.00
	Discount:	\$134,400.00
	Total:	\$112,000.00

FY26- 2,800 PreK3 and PreK4 scholars in DeKalb County School District  
Discount (\$40.00 per student-Expanded PK Pilot for 2025-2026)

This quote includes the following for a PreK3 and PreK4 implementation:  
\*\* Students can access their adaptive learning pathway at school and at home \*\*

Individual student learning paths (SmartStart or Waterford Early Learning)  
Comes with software technical/customer phone support to compliment software licenses  
Parent newsletters and monthly activity calendars available under Resources in Platform  
Parent Mentor app, so families can access all at home resources, activities, monitor their  
student's progress, access hundreds of digital books in English and Spanish are also available  
to families  
2,000 explicit lessons in Reading, aligned to Science of Reading and state and early learning  
standards  
7,000 activities teachers can print and use in the classroom to supplement instruction  
700 explicit Math & Science lessons, aligned to state and early learning standards  
5,000 Math and Science activities that teachers can print and use in the classroom for small  
group or center/stations  
~Licenses active from when PO received  
~Ongoing Tech support for Teachers, Administration and parents through  
[welsupport@waterford.org](mailto:welsupport@waterford.org) or 1-877-499-7997

Please submit PO to Christine Long: [christinelong@waterford.org](mailto:christinelong@waterford.org)

Any software discount shown is valid ONLY for the term of this subscription. Standard list price applies thereafter. This price quotation for the customer's convenience only and not an offer to contract. All quotations are subject to review and final acceptance by a duly authorized representative of Waterford Research Institute. Not responsible for typographical or other errors. Waterford's standard licensing terms and conditions will apply to any order.

If professional services are purchased, then all such services shall expire upon completion of the subscription term.

All pricing in this quotation is exclusive of any applicable sales, use or other similar taxes or duties. The customer is responsible for such taxes or duties that may apply. **If the customer is tax-exempt, evidence of such tax exemption must be provided or else you will be charged sales tax.**

**COMING SUMMER 2025** - Waterford Reading Academy will change its name to Waterford Early Learning!