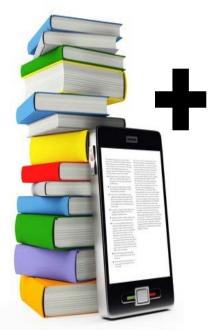


A resource review service by and for **educators**™

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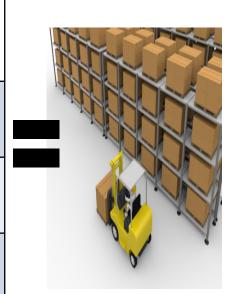
The Problem

Too Many Choices, Too Little Time

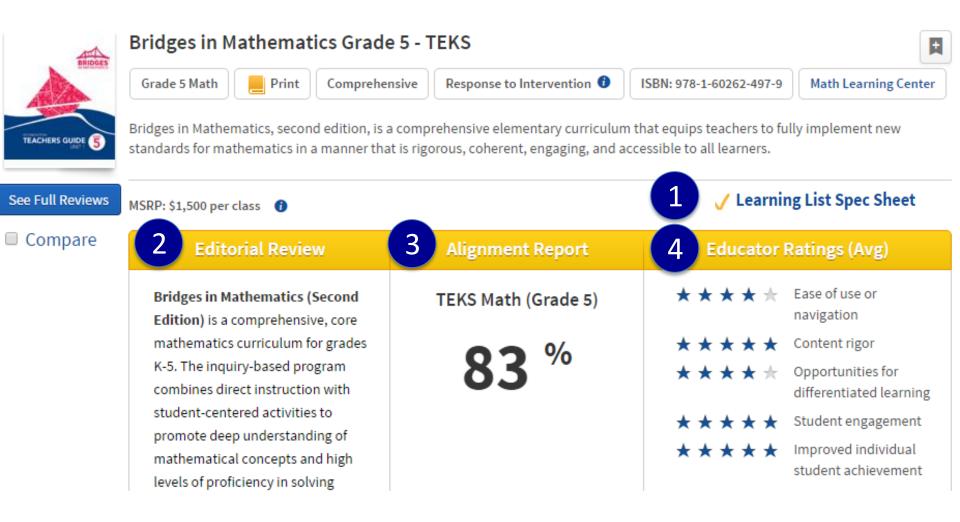


<u>Grade</u>	Publishers' Claimed Alignment %	Learning List's Alignment %		
5	100%	100%		
6	100%	66%		
7	100%	50%		
8	100%	75%		

> \$500K in unused IMs



Learning List's Reviews



Better Information → Better Choices → Better Results

How Learning List *Complements* the State Adoption Process

- Use TEA's Breakout to review alignment of non-state-adopted materials
- Provides additional types of reviews to meet districts' needs:
 - For state-adopted materials, features state alignment report + spec sheet + editorial review + subscriber ratings & reviews
 - For non-adopted: develop independent alignment report + spec sheet + editorial review + subscriber ratings/reviews

Learning List Spec Sheet

Academic Attributes

Technology Attributes

Criteria 4: Device Compatibility	Reviewer's Comments	
PC	~	
Mac	~	
iPad	~	Accessible via Puffin Academy
Android tablet	~	Accessible via Puffin Academy
MicroSoft tablet	~	
Chromebook	~	
Kindle Fire	×	Not supported
iPhone	×	Does not play videos
Android phone	×	Does not play videos
e-Reader(e.g., Nook, Kindle)	×	Not available as e-book

Learning List Spec Sheet

Academic Attributes

Technology Attributes

Criteria 5: Browser and Operating System

Reviewer's Comments

	IE 8	IE 9	IE 10	IE-11	Edge	Firefox	Chrome	Safari
Windows XP						~	~	
Windows 7			~	~		~	~	
Windows 8			~			~	~	
Windows 8.1				~		~	~	
Windows 10								
IOS								
OS X Yosemite						~	~	~
OS X Mavericks						~	~	~
OS X Mountain Lion						~	~	~

How Learning List *Complements* the State Adoption Process (cont.)

- Additional types of materials reviewed:
 - State-adopted, non-adopted, free Open Educational Resources
 - Comprehensive
 - Supplemental (RtI, Credit Recovery, ELL/LEP, GT, Spec. Ed)
 - Test prep, test banks
 - Advanced Placement
- A service what's reviewed is driven by subscriber requests
- Organic review process
 - Publishers can submit new content every 6 months
- Tools make the information actionable
- Instructional resource, not just for selection



Trends: Prices Vary ... A Lot

Comprehensive, 100% aligned Economics materials vary in price by up to \$81 per student over 8 years.

Product	State- Adopted?	Alignment %	Price	Annual Price per student
#1	Yes	100%	\$114.97 per student (print and 8 yr. online)	\$14.37
#2	Yes	100%	\$89.94 per student (print and 8 yr. online)	\$11.24
#3	Yes	100%	\$33.95 per student (print only)	\$4.24



No "Relationship" between Price and Alignment %

Comprehensive, 100% aligned Algebra I products vary in price significantly over the adoption.

Product	State-	Alignment	Price over Adoption	<u>Annual price</u>
	Adopted?	%	Period	per student
#1	Yes	100%	\$95.90 per student (print and 8 yr. online)	\$11.99
#2	Yes	100%	\$98.65 per student (8 yr. online and consumable)	\$11.08
#3	No	100%	\$55.00 per student (6 yr. online with live teacher)	\$9.17



State-adopted vs Non-adopted

Grade 5 Math	State – Adopted?	Alignment %	Annual per student Price
Product 1	Yes	100%	\$10.46 per student if 25 students per class
Product 2	Yes	100%	\$9.40 per student
Product 3	Yes	100%	\$6.72 student if 25 students per class
Product 4	No	100%	\$6.60 per student if 75 students
Product 5	No	98%	\$.87 per student if 75 students
Product 6	No	93%	\$12.95 per student

Market Trends

- Increasing number of digital products (without print component)
- Increasing number of supplemental products produced by boutique publishers => greater choice for districts
- Districts purchasing more supplemental materials
- Districts are contracting for 2-3 years at a time
- Districts seeking online adaptive materials (instruction and feedback) to help teachers differentiate instruction
- Biggest complaints from districts:
 - (1) onboarding/refreshing;
 - (2) single sign-on
- Educators starting to focus more attention on "alignment" as indicator of quality



Marketplace Impact

- Providing greater transparency to make the marketplace work more efficiently;
- Reviewed over 1,000 materials by more than 100 publishers; publish
 ~50 reviews each month (over 130 materials submitted this month)
- Democratizing information among districts; expanding districts' choices;
- Amplifying districts' collective voice; empowering informed choice;
- Helping districts save money (by making comparison shopping easier)
- Helping districts save time (in selection and instruction)
- Helping educators use their materials more effectively;
- Helping publishers improve alignment of materials/enhance features;
- Expanding publishers' marketing reach (esp. to smaller districts);
- Helping publishers more easily do market research and identify market holes/new niches

