

To Whom It May Concern:

Teachscape is often called upon as a sole source provider of tools and technologies to help school districts put into place a comprehensive system to develop and observe teachers. Included here are the distinguishing characteristics of the unique products that districts can purchase from Teachscape.

Teachscape Danielson Framework for Teaching Proficiency System

In partnership with Charlotte Danielson, Teachscape has an exclusive license to create and sell digital products based on her Framework for Teaching (FFT), 2011 Revised Edition. The Teachscape Framework for Teaching Proficiency System helps school districts train observers and test their proficiency in conducting teacher evaluations using Charlotte Danielson's Framework for Teaching, 2011 Revised Edition.

The Teachscape Framework for Teaching Proficiency System (FFTPS) is the only online training and assessment program to provide comprehensive training to observers to make accurate, reliable, and consistent judgments of teaching practice based on the FFT, 2011 Revised Edition.

The tools and resources in FFTPS were developed in collaboration with Charlotte Danielson and the Educational Testing Service (ETS), and based in part on the work done in the Measures of Effective Teaching (MET) project, funded by the Bill & Melinda Gates Foundation.

Distinguishing hallmarks of Teachscape's FFTPS include:

- Eleven online professional development modules that provide training on the FFT, 2011 Revised Edition, including Critical Attributes, a feature not available in other editions of the FFT. Critical Attributes are specific observable teacher and student behaviors or actions that are evidence of a teacher's performance at a specific performance level relative to a particular Component of the FFT.
- Online modules provide over fifteen hours of online training for observers and include training in scoring methods and bias awareness to help ensure inter-rater reliability.
- Over 100 master-scored benchmark videos that illustrate teaching at all proficiency levels and provide scoring rationale and formative feedback.
- Videos representing teaching in grades K-12 and across multiple subject areas (English language arts, mathematics, science, and social studies).
- Proficiency Test that evaluates observer understanding and measures accurate and consistent application of the Framework for Teaching in conducting teacher observations. Includes five versions: elementary, middle school, high school, K-8, and K-12. Pass/fail test is given in two stages and includes pass/fail reports for observers and proficiency analysis reports for district administrators.

Teachscape is the only company to offer this training and testing system to help school districts ensure observers conduct accurate, consistent, evidence-based teacher evaluations using the FFT, 2011 Revised Edition.

Teachscape Framework for Teaching Effectiveness Series

Teachscape is frequently called upon as a sole source provider of tools and technologies to help school districts train teachers in Charlotte Danielson's Framework for Teaching. In partnership with Charlotte Danielson, Teachscape has an exclusive license to create and sell digital products based on her Framework for Teaching (FFT), 2011 Revised Edition.

The Teachscape Framework for Teaching Effectiveness Series is the only online training program available to help teachers improve their understanding of the structure and content of this edition

of the FFT. Through this training, teachers share a common language of effective teaching as they learn to apply the FFT to their daily practice.

The tools and resources in Teachscape's Framework for Teaching Effectiveness Series were developed in collaboration with Charlotte Danielson and the Educational Testing Service (ETS), and informed by our collective work in the Measures of Effective Teaching (MET) project.

Distinguishing hallmarks of Teachscape's Framework for Teaching Effectiveness Series include:

- Training on the FFT, 2011 Revised Edition, including Critical Attributes, a feature not available in other editions of the FFT. Critical Attributes are specific observable teacher and student behaviors or actions that are evidence of a teacher's performance at a specific performance level relative to a particular Component of the FFT.
- Over 100 master-scored benchmark videos that illustrate teaching at all proficiency levels and provide formative feedback and scoring rationale.
- Specific rangefinder examples that demonstrate both high and low performance within proficiency levels of FFT Components.
- Eleven online professional learning modules: three that lay the foundation for understanding the FFT and applying it in everyday teaching practice, and eight individual modules that explore the eight observable Components of Domains 2 and 3 of the FFT.
- Videos that show teaching in K-12 classrooms and across multiple subject areas (English language arts, mathematics, science, and social studies).

Teachscape is the only company that offers this unique training system to help school districts ensure educators understand and can confidently apply the FFT to their own practice.

Teachscape Reflect Video System

The Teachscape Reflect Video System captures video of classroom teaching and uses those videos as part of a balanced approach to teacher evaluation and growth.

Unique Features: Teachscape's Reflect Video tools and resources were developed with funding from the Bill and Melinda Gates Foundation and represent the cutting edge of teacher evaluation technology. Teachscape has several patents pending with the United States Patent and Trademark Office protecting the hardware, software and process of gathering panoramic video for the purposes of educator evaluation. Teachscape is the only company to offer this unique hardware, software and approach to defensible, research-based teacher evaluation and human capital management system.

Distinguishing hallmarks of Teachscape's unique technology include:

- Revolutionary panoramic video camera that capture a 360 degree image of all activity in the classroom, as well as a built in "board camera" to capture teacher (or student activity) at the front of the room.
- Patent-pending online software that compresses and interlaces raw panoramic video capture and outputs web-based videos in which users can pan around the room, zoom into a particular location, and get a complete picture of all classroom activities.
- An online video coding and scoring system specifically designed for the evaluation of educators' teaching videos and currently in use with several research-validated observational protocols including Charlotte Danielson's Framework and Bob Pianta's CLASS framework Teachscape is the only provider of technology solution with the New York State Approved Teacher Practice Rubric, ***The Danielson Framework for Teaching (2011 Revised Edition)***.
- Online access to our patented technology-based professional development system (US Patent Number US 6,507, 726 B1). This online system currently hosts hundreds of hours of online video featuring real teachers modeling effective instruction, as well as

- commentary from leading researchers to help participants connect the research with actual classroom practice.
- Workflow supporting the scheduling classroom observations with options to Request pre-observation forms from teachers, including lesson artifacts and samples of student work.

Teachscope Reflect Live

The Teachscope Reflect Live Observation Management and Reporting System automates the observation process from planning and pre-observation conferences through post-observation conferences. Data is collected on a tablet device or a laptop, and observations can include teacher's reflections, lesson artifacts, and observer's notes. Observation data can then be tracked with reporting tools that monitor system usage and measure teaching effectiveness over time.

Unique Features:

- An online scoring system specifically designed for live classroom observation/evaluation and currently in use with several research-validated observational protocols including Charlotte Danielson's Framework. Teachscope is the only provider of technology solution with the New York State Approved Teacher Practice Rubric, ***The Danielson Framework for Teaching (2011 Revised Edition)***.
- Workflow supporting the scheduling classroom observations with options to request pre-observation forms from teachers, including photos, lesson artifacts and samples of student work.
- District, school, and teacher reporting including a comparison report between the observer and the self-assessment of the teacher.
- Online access to our patented technology-based professional development system (US Patent Number US 6,507, 726 B1). This online system currently hosts hundreds of hours of online video featuring real teachers modeling effective instruction, as well as commentary from leading researchers to help participants connect the research with actual classroom practice.

Teachscope Walk Data Collection Tool

The Teachscope Walk Data Collection Tool System focuses on research based techniques for improving the quality of classroom instruction and school leadership. Our unique Data Collection Tool (DCT) and online resources provide districts with access to patented technologies (United States Patent 6,507,726).

Distinguishing hallmarks of our Teachscope Walk system include the following:

- Data Collection Tool (DCT) Mobile®, a wireless software application developed by Teachscope that allows for the wireless collection of classroom observation data using WI-FI or cellular wireless devices.
- A custom-designed seven-step process for instructional improvement using Teachscope Walk as a starting point for developing a professional learning community of practitioners focused on improving student performance through evidence-based teaching.
- Teachscope's copyrighted classroom walkthrough look-fors as well as a Walkthrough survey based on the Danielson Framework for Teaching, and the ability to create custom surveys.
- Online access to our patented technology-based professional development platform, Teachscope XL. Teachscope XL includes hours of online video featuring real leaders modeling effective walkthrough practices including leading reflective meeting with teachers.

Teachscape XL Professional Learning Suite

Teachscape XL Online Professional Learning Suite provides high quality research-based professional learning resources for teachers and leaders that enable them to improve the quality of classroom instruction and school leadership. Teachscape's unique technology tools, courses, and online resources provide districts with access to patented technology tools (United States Patent 6,507,726) that can be found nowhere else.

Distinguishing hallmarks of our online Professional Learning Suite platform and content include the following:

- Courses feature nationally renowned researchers and experts explaining educational research in ways that help teachers and leaders apply research-based techniques in the classroom and school.
- Professional development content that is designed to provide participants with an understanding of the research and application of instructional strategies that promote student learning and achievement.
- Online access to Teachscape's patented technology-based professional development system, Teachscape XL. Teachscape XL includes hundreds of hours of online video featuring real teachers modeling effective instruction with students, as well as commentary from leading researchers to help participants connect the research with actual classroom practice. This video content has been developed by Teachscape is available exclusively through Teachscape XL.
- Custom publishing tools that enable users to break apart existing online courses, create new courses, upload their own videos and professional learning content, and assign content to users based on differentiated learning needs within the Teachscape XL platform.

Please feel free to contact me or Evan Erdberg, Account Executive, should you have any questions or require any additional information to substantiate the fact that Teachscape is the only source for this solution. Mr. Erdberg can be reached at (646) 260-6931 and I can be reached at (415) 369-3714.

Sincerely yours,

Matthew N. Nathan
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