

Summary

Name **Respond to Questions**

Vendor **YONDR**

Status **Submitted**

Response

Qualifications & Experience

1. Please provide the name, address, phone number, and email address for the authorized agent submitting the proposal.

The authorized agent submitting this proposal is Laura Gallant, Chief Financial Officer.
12503 Venice Blvd.
Los Angeles, CA 90066
213-632-9851
laura@overyondr.com

The local representative for this account will be Stephen Blackburn, Account Executive.
12503 Venice Blvd.
Los Angeles, CA 90066
317-459-4961
stephen@overyondr.com

2. Description of organization including: a) Company size/history, b) US Market Share for solutions related to this solicitation, c) Scope of clients serviced, d) Annual dollar amount of current contracts negotiated, e) Industry longevity related to scope of this solicitation, f) Head Quarter's physical address.

Company size/history

Yondr was founded in 2014 by Graham Dugoni who pioneered the concepts of phone-free spaces due to the simple realization that phones were limiting people's ability to be present in their own lives.

The name Yondr represents a place where people go to find focus, personal expression, and community. Since its inception, Yondr has collaborated with educators to develop best practices for phone-free schools. As the industry leader, Yondr serves 2 million students daily in 3,500 schools across 35 countries.

Yondr, Inc. is a Delaware-based C-corporation headquartered in Los Angeles, California, with 120 employees with offices in Los Angeles, New York, Minnesota, London, Dublin and Sydney. Operations primarily focus on serving the education sector, as well as artists, comedians, and entertainers. Our K-12 Education team has over 70 team members, with over 30 individuals dedicated to Partner Success and school support.

US Market Share for solutions related to this solicitation

Yondr currently serves over 3,500 schools across 35 countries and all 50 states, representing a large share of the US Market for phone free solutions.

Scope of clients serviced

Yondr is the established global industry leader in helping educators, artists, families, organizations, and businesses all around the world create phone-free spaces of their own.

Yondr's clients range from large school districts to smaller entities, and Yondr is able to customize our solution to meet the needs of any sized district.

Annual dollar amount of current contracts negotiated

Yondr's 2025 total contracted amount is greater than \$30 million.

Industry longevity related to scope of this solicitation

Yondr has collaborated with educators to develop best practices for phone-free schools since its inception in 2014. As the industry leader, Yondr serves 2 million students daily in 3,500 schools across 35 countries. We have over 11 years of experience in the mobile device management market.

Headquarters' physical address

12503 Venice Blvd.
Los Angeles, CA 90066

3. Please provide information demonstrating your organization's capacity to provide products/services to all participating entities in the United States including the following: a) Sales team, b) Distribution system, c) Customer service team d) Number and location of support centers in USA, e) Any areas in the United States where your organization's products/services cannot be offered.

Yondr's internal structure is built to match the needs of our school partners through our multi-departmental approach to supporting a school and their community.

Prior to interacting with Yondr's Partnerships team, traditionally known as Sales, the Yondr External Affairs team are in communication with key members of school and district communities. By engaging with these key stakeholders from legislators to parents, Yondr is able to ensure we are meeting the needs of the entire community with our robust programmatic offering.

Yondr's Partnerships team is then divided into the community to focus on the needs of large districts and small standalone schools. No matter the building size or enrollment number, Yondr's team has dedicated Account Executives regionally located to support potential partners and learn more about transforming their community into a phone-free space.

After the sales process, Yondr's Partnerships team hands off our school partners to our Partner Success team. Here, a dedicated Partner Success Manager works with the district and school buildings to create custom implementation and ongoing support plans aligned with their goals. The Partner Success Managers are the connection to further engagement and support opportunities with the entire school community, including parents and students.

Yondr's Partner Success team also supports schools in ensuring their Implementation Style and equipment needs are properly discovered prior to launch. Partner Success will work directly with Yondr's Operations and Logistics teams to provide equipment recommendations, adjust provided accessories, and ensure school teams receive their product in a timely manner.

Yondr's Operations, Logistics and Accounting teams then utilize a uniquely built CRM and inventory management system connected to our warehouses and distributors to ensure once product needs are finalized, the process from shipping to invoicing is clear and efficient for partners.

Yondr currently has two US-based distribution warehouses, one located in California and one in New Jersey with multiple years of successfully supporting partners directly with products across all 50 states. Due to this robust supply chain and operations processes Yondr possesses, from the point of product confirmation and implementation planning, Yondr can support shipment timelines of 3-8 business days. There are no areas in the United States where our products cannot be offered.

Yondr's Partner Success team works closely with the Research and Evaluation team to assure that Yondr continues to learn and grow from the real world impact of the Yondr Program, and to support schools and districts to understand the outcomes of a phone-free space. Yondr understands the financial, and operational commitment and resource allocation that districts embark upon when transforming a community to be phone-free; thus supporting via evaluation efforts and collaboration, and connecting interested partners to independent university research teams who are embarking upon the deeper impacts of phone-free policies in schools.

4. Please provide information regarding required licenses and certifications held by your organization.

Our team continuously pursues professional development, voluntary training, and recognized best practices to ensure we deliver quality services and reliable outcomes for our clients.

5. Provide information supporting your organization's reputation in the marketplace including product and service offerings.

Yondr is the established industry leader in helping educators all around the world create phone-free spaces of their own. Yondr's complete phone-free solution for schools proactively addresses phone-related challenges and improves student focus, social connection, and academic performance. Yondr was awarded the American Consortium For Equity in Education in 2023, and was named as one of TIME's Best Inventions of 2024. Beyond what is already included in this application, Yondr is also able to provide countless references from school and district leaders across the world supporting our products and programmatic commitment to supporting phone-free schools.

6. Provide an overview of your organization's current financial health.

Yondr maintains a strong and stable financial foundation, underscored by several key factors that position us well for ongoing growth and success. Since Yondr's establishment, we have consistently generated positive net income from our core operations. This demonstrates the strength of our business model, and our ability to operate efficiently and profitably in the markets we serve. For the fiscal year ending in 2024, our operations generated a substantial net income that provides us the resources and stability necessary to support the proposed implementation for Central Indiana ESC. This net income reflects disciplined cost management and sustained demand for our products and services.

Furthermore, to support our working capital needs and future expansion initiatives, Yondr maintains a credit facility with JPMorgan Chase Bank. Additional audited financial statements can be provided upon request. This credit facility provides us with financial flexibility, ensuring that we have resources readily available to seize growth opportunities and manage short-term liquidity needs as they arise.

Lastly, Yondr ended FY2024 with significant cash reserves. These balances underscore our conservative approach to financial management and ensure that we are well-prepared to meet obligations while funding new initiatives.

In conclusion, these factors highlight a company that is financially strong, resilient, and well-positioned for future expansion. Our positive operating income, ample liquidity, flexible credit resources, and dedicated investors combined, provide a stable platform on which we can continue to grow and create value.

7. Provide as much information as possible to demonstrate your organization's experience and expertise.

Yondr has 11 years of proven success in the mobile device management market and a strong track record of delivering impactful results to the school districts we serve. Our team has worked with a diverse range of school districts and tailors solutions to meet the unique needs of each community we serve. Today, Yondr is the established industry leader supporting 2 million students daily in 3,500 schools across 35 countries.

8. Please list any state, GSA, or cooperative purchasing contract your organization holds as well as its current expiration date.

Yondr has the following existing contracts:

- The Interlocal Purchasing System (TIPS) Contract: 240101 Technology Solutions, Products, and Services - Expiration Date: 05/31/2029
- BuyBoard Contract: #749-24 for Instructional Technology Equipment and Services, Expiration Date: 10/31/2025

9. What differentiates your organization from your competitors in the K12 school market?

Yondr was founded in 2014 by Graham Dugoni, who pioneered the concept of phone-free spaces and schools. As the industry leader, Yondr has created phone-free schools for over a decade and serves approximately 2 million students daily in schools across 35 countries.

For over 11 years, Yondr has worked with educators and experts to perfect our product offerings and support services so that phone-free schools are truly attainable for all our Yondr school partners.

Yondr partners with government agencies to align policies, set clear goals, and create a seamless, customized rollout plan. We coordinate materials delivery, define success metrics, streamline logistics, and build a strong communication strategy to ensure a smooth launch that builds on existing work by relevant government agencies.

Yondr started selling pouches in 2014 to educators directly but over the years have developed the Yondr Program as we know it today. Yondr has learned from their leading time in space thus creating the Yondr Program intended as a bell-to-bell phone-free solution with the most comprehensive programmatic approach to phone-free buildings designed to support the entire school community. The dedicated Partner Success Manager and the connection to a growing library of resources sets Yondr apart, including inventory immediately available for any size district with shipping windows meeting back-to-school needs, Yondr's product is the most accessible to school partners. Finally, the growing support from Yondr's evaluation team and connections to independent university research teams, continues to show Yondr's dedication to ensuring phone-free spaces are understood and improved upon by offering these expert-led resources as a part of the Yondr Program.

10. Please list at least 3 school districts that can be contacted as references. Include the following information: Organization Name, Address, Contact Name, Contact Email, Contact Phone Number.

Akron Public Schools

Alan Jones, Director of School Security - ajones@apslearns.org

Phone: 330.761.1661

10 N. Main Street, Akron, OH 44308

Ft. Wayne Community Schools

Jack Byrd, Chief Systems Officer - Jack.Byrd@fwcs.k12.in.us

Phone: 260.467.2160

1200 South Clinton Street, Fort Wayne, IN 46802

Peoria Public Schools

Dr. Annette Coleman, Executive Director, Secondary Schools annette.coleman@psd150.org

Eliza Brooks, Executive Director, Middle Schools - eliza.brooks@psd150.org

Phone: 309-672-6512

3202 N. Wisconsin Ave. Peoria, IL 61603

Community Montessori

Prerana Mehra, Administrative Services Coordinator

prmehra@shiningminds.com

Phone: 812-948-1000

4102 St Joseph Road New Albany, IN 47150

Avondale Middle School

Katie Gomez, Principal

kathryn.gomez@avondaleschools.org

Phone: [248-537-6300](tel:248-537-6300)

1445 W Auburn Rd, Rochester Hills, MI 48309

Fern Creek High School (KY)

Ken Christian, Assistant Principal

kenneth.christian@jefferson.kyschools.us

Phone: 502-485-8251

9115 Fern Creek Rd, Louisville, KY 40291

Compass Education Center

Mr. Tim Lovejoy - Director, Perry Township Schools

tlovejoy@perryschools.org

Phone: (317) 789-3964

Capabilities

1. Describe how participating entities will place orders for products and services with your organization., including the role of local dealers and/or distributors if applicable.

Local entities, primarily school districts and individual schools, are able to work directly with a Yondr Account Executive to learn more about a phone-free school environment and receive a quote. Our Account Executive and Partner Success Managers will then support the school or district personnel directly from those initial conversations to shipping and invoicing.

2. Explain your organization's shipping structure/pricing including if there is a minimum order amount.

Yondr's shipping is determined by the amount of product that is being ordered and the number of locations that an order may need to be split between. The only minimum order amount is at least one Yondr product for already active schools, but new schools are recommended to purchase a product for an entire school building implementation, as is best practice.

3. Describe your organization's typical timeline including key steps from an order being placed by an entity to day one of implementation.

A school's implementation timeline is initiated based on the school administration's anticipated program launch date. Phone-free equipment is then provided to schools and formal planning is scheduled. The Partner Success team leads a virtual implementation and provides ongoing support.

Implementation Planning — 1-6 weeks before the program launch date

A 1-hour virtual introductory call with administrators, plus a 30-minute online training course for administrators and staff. Access to the Yondr Hub for asynchronous training opportunities and resources.

Community Outreach — 0-14 days after the Introductory Planning Meeting

Templates for communicating program and school changes with parents, staff, and students are provided. These include letters, emails, social media posts, and presentations.

Equipment Delivery — 1-2 weeks before program launch

School administrators receive Yondr Program equipment and confirm its receipt. Administrators and Partner Success Managers ensure all is ready for launch.

Program Launch — Rollout day

School staff assign phone pouches for the school year and remind students about the program's benefits and expectations. In-person implementation from the Partner Success team is available for an additional day-rate. Partner Success Managers ensure a check in prior to and immediately after Launch day.

Ongoing Support — 3 weeks after program launch

Partner Success Managers assess the program rollout, distributes feedback surveys, schedules check-ins, and identifies engagement strategies to maintain student participation and program adherence.

*Timelines may vary by school needs and can be adjusted to accommodate a quicker turnaround if needed.

4. Describe your organization's customer service/problem resolution process, including hours of operation.

Due to Yondr's internationally-based team, Yondr team members are able to receive emails 24 hours, 7 days a week. Our team formally works through 9am-5pm business hours but in the business of supporting schools, regularly meet and support buildings from 7am - 8pm. They can be reached via email or direct phone line during these hours, and partners can expect a response to email within 24 business hours.

Acknowledgment Of Complaint

Due to our programmatic model assigning a dedicated Partner Success Manager, and a team structure of both in-state and remote centralized support, complaint acknowledgment is provided in a timely and respectful manner.

Plan in Place to Address Complaint

With a strong team structure supporting a dedicated Partner Success Manager, resolution plans are collaboratively created and acted upon within 24 business hours of receiving the complaint itself.

Complaint Resolved

Through their dedicated Partner Success Manager, resolution plans and needs for escalation are handled in an effective and timely manner. Full resolution should not be longer than 3 business days, unforeseen circumstances notwithstanding.

5. What is your organization's policy on product returns? Please include any fees associated with this process.

Flexible and Clear Return Policy

Yondr understands the budget and operational landscapes of school buildings, and appreciates that changes may be needed after initial purchase. Therefore, Yondr has a seamless and hassle-free return policy:

All Yondr products may be returned within 30 days of purchase:

- Products should be unused and in the original condition in which they arrived
- Partners will simply reach out to their dedicated Partner Success Manager
- Partners will ideally use initial packaging and be provided a return shipping label from Yondr directly
- Upon Yondr receiving the returned products and a basic inspection of condition:
 - Refund of the original purchase
 - Shipping fees are non-refundable unless the return falls into the stated warranty policy concerning defects.
- For cancellations that occur before shipment of product, the same steps in contacting the Partner Success Manager is all that is needed

6. Describe the warranties offered by your organization including: a) Products/parts covered, b) Length of warranty, c) Cost of warranty, d) Warranty repair lead time.

Yondr Warranty Policy Against Defects

1. Warranty Coverage

- Yondr warrants that its products shall be free from defects in materials and workmanship under normal use and service for a period of the immediate program/school year from the date of purchase (the "Warranty Period").

- Warranty coverage does not include product damage which occurred by improper use or for situations where students were not compliant with their individual school Yondr policy.

2. Warranty Remedies: If a defect arises during the Warranty Period, and the Partner notifies Yondr and their dedicated Partner Success Manager, Yondr will, at its sole discretion:

- Replace the defective product with a new product of equal or greater value.

3. Exclusions and Limitations: This warranty does not cover:

- Normal wear and tear, cosmetic damage, or accidental damage.
- Damage caused by misuse, abuse, neglect, improper installation, unauthorized modifications, or failure to follow provided instructions.
- Damage caused by external factors such as natural disasters.
- Products that have been altered, repaired, or serviced by unauthorized personnel.

4. Warranty Claim Process: To make a warranty claim, the Partner must:

- Partners will simply reach out to their dedicated Partner Success Manager
- Provide proof of purchase (e.g., receipt, invoice).
- Yondr will provide the Partner with a shipping label for product return. If original packaging is still available, Yondr advises to recycle the use of this initial packaging.
- Yondr will ship product as soon as claims process is concluded with Partner Success Manager

5. Limitation of Liability

- To the extent permitted by law, the Yondr, Inc.'s liability under this warranty is limited to the repair, replacement, or refund of the defective products as described above. Yondr shall not be liable for any indirect, incidental, or consequential damages arising from the use of the product.

7. Describe in detail your organization's method for tracking: a) Orders, b) Deliveries, c) Invoices.

Yondr utilizes a uniquely built CRM and inventory management system primarily housed on Salesforce. From the beginning of the order process, quotes are built and connected via this system to direct partner information. All quotes, purchased products, POs, transaction confirmations are synced in real time to Yondr's inventory management and accounting systems. Yondr's distribution Mainfreight warehouses are also connected to Yondr's internal systems allowing shipping and tracking information to flow both directly to the partner and Yondr's internal team in real time. Yondr's Mainfreight warehouse partners confirm tracking information via Mainfreight or FedEx carriers, which sets off automatic invoicing on shipped products which can be sent via email or mail.

8. Describe your organization's payment terms as well as the different types of payment accepted including, but not limited to: a) Purchase orders, b) Procurement card, c) Credit card/Debit card.

Our normal payment terms are net 30 and we accept purchase orders, payments via procurement cards, credit and debit cards, ACH or wires, and checks. There is a 3% processing fee for credit/debit card payments over \$10,000 but no fees if under that threshold.

9. Does your organization have any additional charges for customers for using different types of payment forms (i.e., credit card fees)?

There is a 3% processing fee for credit/debit card payments over \$10,000 but no fees if under that threshold

10. Describe your organization's marketing strategy to promote this contract to eligible entities across the United States including: a) How will your organization differentiate this contract from other contracts held with other cooperative purchasing agencies, b) How your sales team will incorporate this contract as part of their sales process.

a. How will your organization differentiate this contract from other contracts held with other cooperative purchasing agencies.

Yondr approaches every contract as an opportunity to partner with the agency and its members. We maintain high standards around all of our agreements.

A dedicated Yondr team member will focus on alignment with your mission, compliance requirements, and member expectations. This allows us to provide best in class service and support that may not be required by other agencies.

The Yondr team will promote the contract to all eligible members to ensure strong adoption of the Yondr Program, including targeted outreach to all members.

b. How your sales team will incorporate this contract as part of their sales process.

The Yondr sales team will fully integrate this contract into their sales process with the goal of driving value for both existing and new customers. The contract will provide a streamlined, compliant procurement pathway.

11. Describe your organization's ability to integrate with an e-procurement system for participating entities to utilize if they choose.

Yondr has the ability to work with a variety of e-procurement systems and we approach each integration with flexibility based on the platform's requirements.

In many cases, we can provide product catalogs (including SKUs, images, pricing, and product details) to upload into the purchasing system.

We can receive order files generated by the e-procurement platform and process them through our internal systems.

For more complex integrations, such as direct API connections, we would partner with the participating entity to understand the system's specifications and determine the best path forward.

Our goal is to make procurement straightforward for participating entities, and we are committed to collaborating with IT and purchasing teams to identify the most efficient integration method based on their chosen system.

12. Describe how your organization will ensure participating entities receive contract pricing and that sales made through this contract will be reported to Edge Public as requested.

Our organization will ensure participating entities receive contract pricing and that all sales are reported to Edge Public by:

- Enforcing Pricing Controls: Contract pricing is maintained in Salesforce and our quoting tools, preventing unauthorized adjustments.
- Order Review: The Order Services team verifies all POs against contract terms before fulfillment.
- System Tracking: Salesforce fields segment contract sales for accurate monitoring and reporting.
- Reporting: We will provide Edge Public with timely, detailed sales reports in the requested format.
- Audit Trail: Integration with uniquely developed inventory management platforms and CRMs, such as Salesforce and Quickbooks, provides a transparent record of all transactions.

This process ensures consistent contract pricing and full visibility into sales activity.

Value-Added Features

1. Please use this opportunity to describe other features, advantages, and benefits of your organization that you feel will provide additional value to participating entities of this contract.

Through leading the industry in both time and breadth in providing phone-free pouches to school buildings, Yondr has developed the most comprehensive programmatic approach to phone-free buildings. Yondr's value extends beyond our product to a comprehensive program and support structure that is intentionally designed to help schools achieve their goals through a phone-free environment.

The dedicated Partner Success Manager and the connection to a growing library of resources sets Yondr apart, but additionally, with inventory available for any size district immediately and the shortest shipping windows offered nationwide, Yondr's product is also the most accessible to school partners. Finally, the growing support from Yondr's evaluation team and connections to independent university research teams, continues to show Yondr's dedication to ensuring phone-free spaces are understood and improved upon by offering these expert-led resources just as a part of the Yondr Program.

Solution/Pricing Structure

1. Please provide a detailed description of your proposed solution including: a) Products included in solution, b) How your solution prevents students from accessing their device during school hours, c) How your solution allows for special circumstances where a device might need to be accessed by a student during school hours, d) How your solution addresses non-compliance or resistance to cell phone restriction policy, e) Role of teachers/administrative staff in managing your solution.

Please provide a detailed description of your proposed solution including:

When schools or districts begin with Yondr, they do not just buy a pouch itself but a full education package. Besides the programmatic elements and a dedicated Partner Success Manager,

the physical products are designed to support the chosen Implementation Style and unique building needs. On top of the magnetic locking pouches themselves, the Yondr Education Package includes:

- Magnetic Unlocking bases to support any best practice Implementation Style. Schools are able to choose from 3 base types to best fit their implementation needs.
- Storage accessories to support any best practice Implementation Style.
- Velcro pouches for students with medical, socio-emotional needs, and other needs that would mean they need quick-access to their phone. Per the school's discretion, this option may be utilized for students on Individualized Education Program (IEPs) protected under the Individuals with Disabilities Education Act, and those who require reasonable accommodations protected under Section 504 of the Rehabilitation Act of 1973 (504 plans).

Products included in solution:

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

How your solution prevents students from accessing their device during school hours

Yondr's magnetic locking pouch provides both a secure and safe option for students to store their phones during the school day. The quick unlocking process via a base allows students to unpouch during any educational or approved personal needs that may arise during the school day.

How your solution allows for special circumstances where a device might need to be accessed by a student during school hours

The quick unlocking process via a base allows students to unpouch during any educational or approved personal needs that may arise during the school day. Understanding the building's chosen Implementation Style and unique school day needs allows for school leaders to work with Yondr's Partner Success Manager to align on the proper number of bases and locations.

How your solution addresses non-compliance or resistance to cell phone restriction policy

Due to the locking nature of Yondr's pouch, students are physically unable to access their phones during the school day unless building leaders would like to provide access. If a student is able to access their phone through a locked Yondr pouch, enough damage will have to occur to the mechanism, thus rendering it unable to lock again. As Yondr outlines during implementation, pouch check routines are vital to policy adherence for a building, these non-compliance situations could quickly be monitored and addressed.

Additionally, the time prior to launch is vital to any phone-free policy in a school building. Yondr provides timelines, stakeholder resources, and offers support during the school community engagement portion of implementation planning. Yondr strongly encourages incorporating and engaging the voice of students, parents and teachers/staff prior to any implementation to raise community buy-in and proactively address potential non-compliance challenges.

Role of teachers/administrative staff in managing your solution

Teachers and administrative staff are vital to any school building supporting a phone-free policy. The belief and adherence to the building policy and procedural protocol provides the backbone to the products themselves.

Due to the best practice Implementation Styles that Yondr utilizes, the management responsibility is not truly added to the teachers' plates, besides school policy enforcement as any other policy may need.

Administrators are key to ensuring both arrival and dismissal time are smooth and easily maintained when utilizing Yondr pouches for a best practice bell-to-bell model. Yondr supports schools into designating a few staff members from the administrative team to oversee arrival/dismissal and other key un-pouching needs for a school day. Yondr's team supports school leaders both pre-launch and post-launch to ensure a clean start to a new phone-free policy, and has a plethora of resources to support further unique building needs throughout the school year.

2. Please describe your organization's approach to the following: a) Policy development, b) Implementation program, c) Training, d) Data tracking.

Policy development

Yondr's approach to policy development is to continually monitor internal operations and stakeholder feedback to determine where new policies or revisions may be necessary. Our team continuously monitors industry standards as well as current laws and regulations to align our best practices to any needed updates.

Teachers and administrative staff are vital to any school building supporting a phone-free policy. The belief and adherence to the building policy and procedural protocol provides the backbone to the products themselves. Therefore, the time prior to launch is vital to any phone-free policy in a school building. Yondr provides timelines, stakeholder resources, and offers support during the school community engagement portion of implementation planning. Yondr strongly encourages incorporating and engaging the voice of students, parents and teachers/staff prior to policy development itself at a district level or school level.

Additionally, Yondr supports the connection to educator voice at the legislative level to ensure that regardless of products, phone-free policies are informed by educators and latest evaluation-based findings of schools and districts implementing phone-free policies.

Implementation program

Yondr will support schools to ensure a smooth and successful implementation that aligns with their needs and while meeting district objectives. Yondr Partner Success Managers continue virtual training and support to ensure program success throughout the school year. The US-based team is available to answer inquiries, provide technical assistance and product guidance, manage accounts, and provide on-site services as needed.

Training

Each district will receive a dedicated Partner Success Manager who works with the district leadership team to create a custom implementation and ongoing support plan aligned to the district's goals and timelines. The plan will consist of consultation and a blend of in-person and live virtual services. Although each plan is tailored to district needs, it will include:

- Expert building procedure consultation to ensure Yondr best practices are aligned with the district or state's cell phone policy
- In depth training for school leaders, empowering them to choose the best implementation options for their school
- Onsite days for administrator training and school site visits
- Via the Yondr Hub
 - Staff, student, and parent training resources and support
 - Asynchronous online training for all school administrators and staff for "on demand" support
 - "Digital Detach" 5-lesson curriculum to help students prepare to go phone free
 - Community and family outreach planning and support with resources such as articles, videos and letter templates provided
- Post implementation check-ins with each school to optimize daily operations and ensure Yondr best practices are upheld
- Goal setting and regular district "Success Check-in" meetings to review data and build your Yondr Impact Report to share successes with your school community

Data tracking

Yondr collaborates directly with school districts and community stakeholders, to uniquely build evaluation efforts that meet each partners' desires in tracking outcomes. Yondr has built these efforts into a comprehensive three-tiered data tracking system to measure phone-free program effectiveness across schools.

Yondr's school-based metrics provide objective impact measurement through data analysis and comprehensive dashboards, requiring only two data collections per year. This quantitative foundation tracks program effectiveness over time and informs ongoing support conversations.

Yondr complements this with stakeholder attitudinal surveys that capture perceptions from students, teachers, administrators, and parents conducted twice a year. These provide response

analytics and actionable insights for all stakeholder groups.

Yondr's third component dives deeper into community impact, as it consists of focus groups and interviews that gather in-depth qualitative feedback through structured conversations, producing detailed reports with key themes and comprehensive recommendations.

This flexible framework allows schools to select services based on their capacity. All components can be customized to school priorities, with reports designed to be actionable, enabling schools to demonstrate program effectiveness and make data-informed decisions about phone-free policies.

All data that Yondr collects is de-identifiable in nature to the individual and always available directly to school and district personnel. Yondr securely stores any outcome data in our uniquely designed CRM via Salesforce.

3. Please provide a case study or information from another school district's implementation of your solution that highlights what made the process successful.

The following article, "Akron Public Schools seeing positive results from cell phone ban", highlights our success within the Akron Public Schools district:

<https://www.cleveland19.com/2024/08/20/akron-public-schools-seeing-positive-results-cell-phone-ban/>

4. Can your solution be customized to meet the specific needs of a school district?

All components of the Yondr solution can be customized to meet the needs of each individual district. The district's Partner Success Manager will assist in tailoring the solution to best suit the district's specific requirements.

5. Please provide information regarding your organization's pricing proposal including: a) Standard cost of your proposed solution (implementation, maintaining, training, shipping), b) Proposed discounts on solution for participating entities of this contract, c) Items/services not included in your proposal, d) How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds, e) Additional volume discounts or rebate programs offered to participating entities of this contract, f) Additional products/services offered at additional cost.

Standard cost of your proposed solution (Implementation, maintaining, training, shipping)

Yondr's standard cost for a full Yondr Education Package is \$30 USD per student, which includes unlocking stations (1:60 ratio), Velcro pouches and storage accessories. Buildings purchase 1 package per student enrolled, as well as a buffer amount of pouches for changes in enrollment or unforeseen challenges. This price does not include shipping as it is determined by total volume of package.

Proposed discounts on solution for participating entities of this contract

For the purposes of this contract, Yondr is offering a 10% discount to participating entities to bring the Yondr Education Package to \$27 USD, prior to shipping. However, further district preferred discounting is available based upon volume / number of implementing buildings a district is intending to support.

Items/services not included in your proposal

N/A

How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds

It is equal to similar purchasing contracts.

Additional volume discounts or rebate programs offered to participating entities of this contract

Yes, further district preferred discounting is available based upon volume / number of implementing buildings a district is intending to support.

Additional products/services offered at additional cost

In-person on-site support from our Partner Success Managers are not included in the Yondr Education Package, but are still available for purchase to participating entities of this contract.

6. Is your proposed pricing structure equal to or lower than pricing your organization offers to individual entities or cooperatives with equal or lower volume?

Yes.

7. Will this pricing structure be guaranteed for the term of the contract?

Yes.

8. Describe how additional products/services will be added and priced to align with this contract.

If additional products and services are added, Yondr will look to support the 10% discount applied to the Yondr Education Package for participating entities of this contract. However, Yondr will assess each offering individually, and as stated prior, district preferred discounting is available and could exceed the standard 10% based upon product and volume.

9. Please identify any additional fees that are not included in your proposed pricing and how those fees are determined.

Shipping is determined based upon final volume of product ordered and shipping location(s).

10. Please outline any shipping, delivery, and freight charges associated with delivery to participating entities.

All shipping charges are based upon the final volume of product that is ordered and clients shipping location(s). Yondr does not include any additional fees associated with the shipping process. In order to ensure this we include one shipping fee attached to the final quote.

11. Provide any additional information relevant to this section.

Volume-based discounting for shipping may also be available for districts.