CONTRACT NAME: AGREEMENT BETWEEN SALT SOFTWARE, LLC AND DAVIS JOINT UNIFIED SCHOOL DISTRICT

BRIEF DESCRIPTION OF CONTRACT: This licensing agreement is for the SALT software that standardizes the process of eliciting, transcribing and analyzing language samples, assisting speech therapists with student data. The software also provides speech and language resources for students.

SALT Software, LLC

Price Quote
Q1660

Date: 2/1/2018

From: Tanya Myers
SALT Software, LLC

To: Pam Gilleste
Davis Joint Unified SD
CA 65616

Product Code	Description	Category	Qty.	Item Price	Total Price
SITE-C18WMP	SALT 18 Clinical Site License W/M with PDF	New copy	1	$2,275.00	$2,275.00

Subtotal	$2,275.00
Discount	$0.00
Shipping Costs	$16.53
Sales Tax	$0.00
Total	**$2,291.53**

Note: Quote 2 of 2

Shipping is based on UPS Ground to zip code 65616.

A Clinical Site License allows unlimited installation on computers owned by the school district. The Site License includes download links for both Windows and Mac operating systems. The installation may be done using a network, or individually on each computer.

This site license is based on a school district with 20 schools.

For questions please contact us at:	
SALT Software, LLC	Tollfree: 1-888-440-SALT (7258)
414 D'Onofrio Dr., Ste 310	Phone: 608-841-1393
Madison, WI 53719	Fax: 608-237-2220
	Web: www.SALTSoftware.com
Taxpayer Id: 26-1343569	Email: sales@SALTSoftware.com

Terms: net 30 days, U.S. funds only
This price quote is valid for 30 days.

SALT Software, LLC

Price Quote
Q1659

Date: 2/1/2018

From: Tanya Myers
SALT Software, LLC

To: Pam Gilleste
Davis Joint Unified SD
CA 65616

Product Code	Description	Category	Qty.	Item Price	Total Price
SLT-SP18-CWRG	SALT 18 Clinical SW for Windows with PDF and Guide	New copy	14	$150.00	$2,100.00

Subtotal	$2,100.00
Discount	$0.00
Shipping Costs	$18.00
Sales Tax	$0.00
Total	**$2,118.00**

Note: Quote 1 of 2

Shipping is based on UPS Ground to zip code 65616.

For questions please contact us at:	
SALT Software, LLC	Tollfree: 1-888-440-SALT (7258)
414 D'Onofrio Dr., Ste 310	Phone: 608-841-1393
Madison, WI 53719	Fax: 608-237-2220
	Web: www.SALTSoftware.com
Taxpayer Id: 26-1343569	Email: sales@SALTSoftware.com

Terms: net 30 days, U.S. funds only
This price quote is valid for 30 days.

Davis Joint Unified School District

SALT Software
Terms of Service

Jurisdiction, Venue, & Interpretation

The Terms of Service shall be governed by and construed in accordance with the laws of the State of California. Each party consents to personal jurisdiction and venue in Yolo County. The United Nations Convention on Contracts for the International Sale of Goods is specifically disclaimed. If a court of competent jurisdiction rules as invalid any provision of this agreement or the application of any provision to any person or circumstance, the parties agree that the court should endeavor to give effect to the parties' intentions as reflected in the provision, and all other provisions shall remain in full force and effect. You agree that regardless of any statute or law to the contrary, any claim or cause of action arising out of or related to the Service, the use of the Code.Org website or iOS Apps, or the Terms of Service must be filed within one (1) year after such claim or cause of action arose or be forever barred.

Accepted as addendum to Terms and Conditions

By: _Heidi Williams_
(SALT SOFTWARE)

Title: _Director of Operations_

Date: _4/30/18_

POLICIES

Return Policy

If you are dissatisfied with the purchase you made from SALT Software LLC, return it within 30 days of the invoice shipping date for a full refund (*some restrictions apply*). Credit will be issued after the company receives the returned products. We do not refund shipping charges on delivery and return of goods. Purchases made by credit card will be refunded to the same credit card. All other purchases will be refunded by check, international money order, or store credit.

- **Software downloads**: Software may be returned within 30 days of the purchase date if it has **never** been activated.

- **Re-sellable condition**: Story elicitation books, LSA textbook, and SALT Student textbook may only be returned if the books are in re-sellable condition, i.e., not damaged or marred.

- **Bookstores/Resellers**: Products may be returned for full a refund within 6 months of the invoice shipping date. The products must be returned in re-sellable condition. The only exception to this return policy are products which are sold as "used" which are non-refundable (*see policy regarding used products below*). Products returned after 6 months will be charged a 10% restocking fee for each late month. Please call 608-841-1393 or fax 608-237-2220 to request an RMA.

- **Defective products**: If your purchase is defective or otherwise damaged in any way, notify us within 30 days of the invoice shipping date and we will send you a "no charge" replacement, freight free. We reserve the right to send a call tag to return the damaged item.

- **Incorrect merchandise**: If the merchandise is not what was indicated on your order, notify us within 30 days of the invoice shipping date and we will promptly send the merchandise that was originally ordered and pay to have the incorrect merchandise returned to us.

- **Used products**: Occasionally we have used products for sale. Unless found to be defective, used products are "all sales final". No refund or credit will be given for the return of used products.

Contact us by phone at 1-888-440-SALT (7258), or fax at 608-237-2220, or email **sales@saltsoftware.com (mailto:sales@saltsoftware.com)** to request a return merchandise authorization (RMA). Be sure to include your contact information, invoice number, and the product code and quantity of the merchandise you would like to return.

Complaint Policy

We value complaints as they assist us to improve our products, services, and customer service. SALT Software, LLC is committed to consistent, fair, and confidential complaint handling and to resolving complaints as quickly as possible. Where possible, complaints will be resolved at the first point of contact. If the complaint can't be resolved immediately, the customer will be given a timeframe, a contact person, and details of our complaint handling process. Where possible, the staff member taking the complaint details will be the contact person. Staff can resolve a complaint by offering a discount, refund, or replacement product.

Customers will be informed of the progress of their complaint, especially if there are any delays or changes to what has been agreed. Customers will be informed of any changes to our products or services as a result of their complaint. Customers' personal details or details of their complaint will not be divulged to third parties unless we have their written consent.

If we cannot resolve the complaint to the customer's satisfaction, we will inform them about where they can take further action (e.g., Office of Consumer and Business Affairs).

Privacy and Confidentiality Policy

What information do we collect?

We collect information from you when you register on our site or fill out a form. We also collect information when you contact us by email, fax, or phone. When registering or filling out a form, you may be asked to provide your name and contact information. If you are placing an order or making a payment, you may also be asked to provide your payment information. When collecting credit card information, only the last 4 digits of your card number are stored in our records. If you are an instructor at a college or university, we may collect your contact information when you place orders through a bookstore or direct your students to place orders on our website.

What do we use your information for?

Any of the information we collect from you may be used to process transactions, reply to support questions, improve customer service, and improve our website. The contact information you provide may also be used to send you information and updates pertaining to purchases, related product or service information, and promotions. Note that we provide an unsubscribe link at the bottom of all promotional emails.

Do we disclose any information to outside parties?

We do not sell, trade, or otherwise transfer to outside parties your personally identifiable information. This does not include trusted third parties who assist us in operating our website, conducting our business, or servicing you, so long as those parties agree to keep this information confidential. We may also release your information when we believe release is appropriate to comply with the law, enforce our site policies, or protect the rights of ourselves or others. However, non-personally identifiable information may be provided to other parties for marketing, advertising, or other uses.

Transcription Services

SALT Transcription Services takes every reasonable caution to protect the identity of participants in language samples and/or research involving language samples. All of our transcribers have successfully completed a tutorial on Protecting Human Research Participants offered by the NIH Office of Extramural Research at **http://grants.nih.gov/grants/policy/hs/training.htm (http://grants.nih.gov/grants/policy/hs/training.htm)**. Additionally, SALT transcribers are provided information on dealing with issues of privacy and confidentiality and are required to have a signed confidentiality agreement on file. The codes of conduct and ethical standards to which we adhere require the dutiful protection of all sensitive information.

It is up to the researcher seeking our services to provide participants with sufficient information, in an understandable format, so that they can make a voluntary decision whether or not to participate in their study. The informed consent process is fundamental in ensuring respect for persons and should serve to educate the participant about the research, the benefits and risks, and the voluntary nature of their participation.

Procedural policy: Digital audio and video files uploaded for transcription services are deleted within 30 days of completion, along with any transcripts, reports, spreadsheets, or databases created as part of the transcription project.
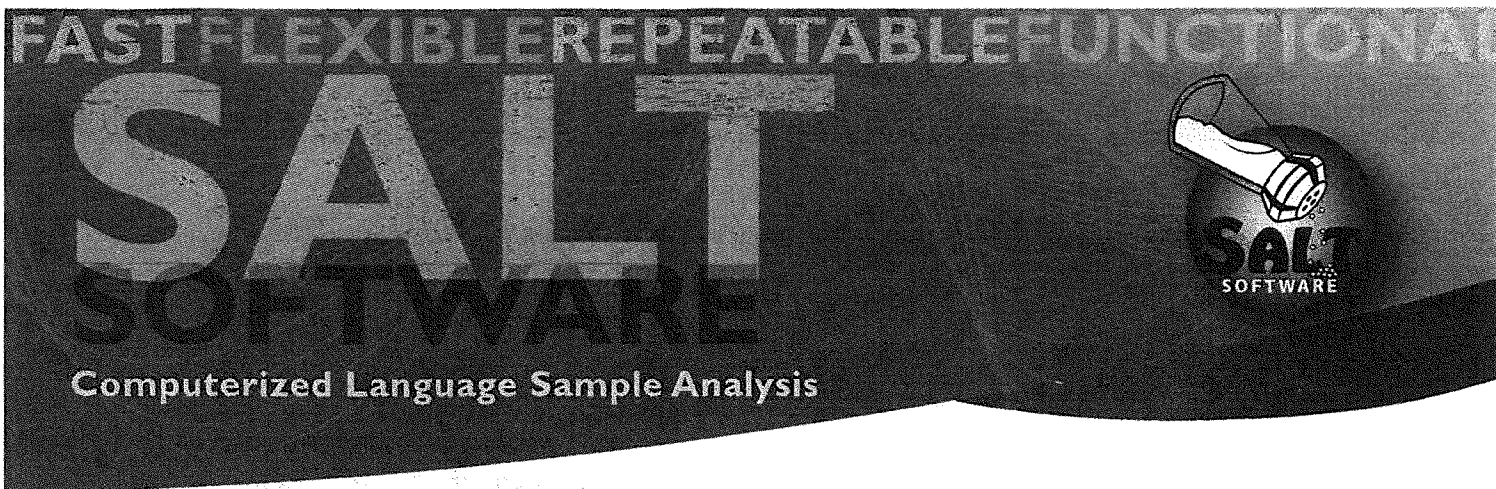
Site Security

We have reasonable and appropriate security measures in place to attempt to protect against the loss, misuses, and alteration of your personally identifiable information under our control. In all cases, we have taken reasonable steps to confirm the information is retained in secured facilities and that reasonable measures have been implemented for protection from unauthorized access. However, no security system is impenetrable. We cannot guarantee the security of our website or databases, nor can we guarantee that information you supply will not be intercepted while being transmitted to us over the Internet. We ask that you do your part by maintaining the strict confidentiality of any computer passwords you use to access the Internet or this website.

Indirect Costs

SALT Software LLC supports grant and award programs intended to advance excellence and innovation in language sample analysis. It is the policy of SALT Software that payment for institutional indirect costs is prohibited.

NOW ACCEPTING
PayPal

SALT
SOFTWARE

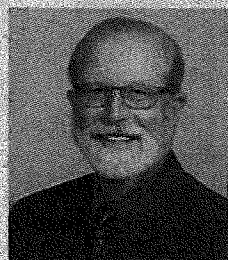### Computerized Language Sample Analysis

Why Language Sample Analysis?

- LSA assesses functional, natural spoken language
- LSA is non-biased and culturally responsive
- LSA is valid, reliable, repeatable
- LSA is evidence-based
- LSA augments standardized measures
- LSA correlates to classroom performance and parent input
- LSA identifies language impairment
- LSA is sensitive to change over time
- LSA is compatible with RtI
- LSA aligns with Core Standards

Why SALT?

- SALT standardizes the LSA process
- SALT compares results to typical peers
- SALT provides performance levels across syntax, morphology, semantics, discourse, and verbal facility
- SALT provides data for goals and progress
- SALT generates user-friendly assessment results
- SALT supports bilingual assessment
- SALT supports quick sample collection with minimal training
- SALT yields comprehensive results with short samples
- SALT is criterion referenced

Jon Miller is an Emeritus Professor at the University of Wisconsin-Madison and CEO of SALT Software LLC. His career has been devoted to child language research with a specific emphasis on, and passion for, language sample analysis (LSA). His software, Systematic Analysis of Language Transcripts (SALT), was developed in the early 1980s. Jon's mission has been to promote the use of language sample analysis and improve SALT to standardize, simplify, and streamline the process.

Jon was awarded the ASHA **Honors of the Association** in 2000. He is the recipient of the ASHFoundation 2017 **Frank R. Kleffner Lifetime Clinical Career Award** in recognition of outstanding contributions to the clinical science and practice in communication science and disorders.

Jon F. Miller, Ph.D., CCC-SLP
CEO, SALT Software LLC

SALT Software is dedicated to improving the assessment of language acquisition and disorders by developing easy-to-use software with comparison data from typical speakers.

Clinical Software ($195)

Includes an editor for transcribing samples and produces numerous reports containing more than 50 measures of syntax, semantics, discourse, fluency, and speaking rate. There are multiple reference databases for comparison to age and grade-matched peers. This version of SALT contains built-in support for Spanish and French but may be used with many other languages. A PDF copy of the textbook* is included.
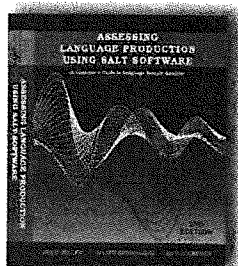
Student Software ($65)

Discounts the Clinical version for student purchase. A PDF copy of the textbook* is included.

Instructional Software Site License ($695)

Licenses the Clinical version to colleges and universities for instructional and clinical training. It may be installed freely on any number of campus computers or networks. There are no annual fees.
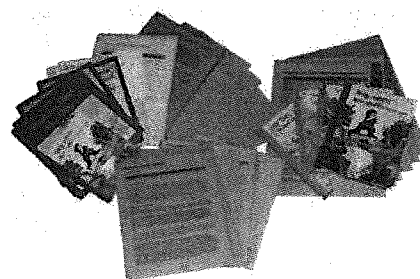
Research Software ($595)

Expands the Clinical version with the addition of a variety of tools designed to save time and increase accuracy. These tools are invaluable when working with large data sets. A PDF copy of the textbook* is included.

*Textbook ($20)

Assessing Language Production Using SALT Software: A Clinician's Guide to Language Sample Analysis—2nd Edition (Miller, J., Andriacchi, K. & Nockerts, A., 2015).

Provides both the conceptual background of LSA and practical guidelines for using SALT.

Story Retell Elicitation Kit ($101)

The Narrative Story Retell database procedures require seven books to elicit samples; one wordless picture book, three books with text, and three books with text covered. This kit includes:

- *Frog, Where Are You?* (M. Mayer, 1969)
- *Pookins Gets Her Way* (H. Lester, 1987)
- *A Porcupine Named Fluffy* (H. Lester, 1987)
- *Doctor De Soto* (W. Steig, 1982)
- Laminated database description, elicitation protocols, and comprehension questions
- Scoring pads for the comprehension questions

Expository & Persuasion Elicitation Kit ($16)

The Expository and Persuasion database procedures use specific protocols to elicit samples. This kit includes:

- Laminated database descriptions and elicitation protocols
- Pads of expository and persuasion planning sheets

Frog Story Elicitation Kit ($80)

The Bilingual Spanish/English and Monolingual Spanish database procedures use four different frog books to elicit samples. This kit includes:

- *Frog, Where Are You?* (M. Mayer, 1969)
- *Frog Goes to Dinner* (M. Mayer, 1974)
- *Frog On His Own* (M. Mayer, 1973)
- *One Frog Too Many* (M. & M. Mayer, 1975)
- Laminated database descriptions, elicitation protocols, and comprehension questions
- USB drive with MP3 audio scripts in Spanish and English for each book
- Scoring pads in English and Spanish for the comprehension questions

What are the steps?

1. Collect a language sample
Follow SALT elicitation protocols

2. Type the language sample
Simple transcription conventions

```
$ Child, Examiner
+ Gender: M
+ CA: 8;7
+ Context: Conversation

E Tell me about your dog.
E Does he bark alot?
C No.
C He do[EW:does] not bark.
C (He/'s) he XX.
C (He he) he/'s *a good dog.
E He/'s a really nice dog, huh?
C (Um he) he like/*3s to lay down.
E Mhm.
C We have his rug right up[EW:on] the carpet.
```

3. Compare to database samples
Choose an appropriate reference database and match sample to age or grade-matched peers
Note: samples can be analyzed without a database comparison

4. Select Performance Report
Your personal report-writing assistant
* Identifies significant LSA outcomes
* Generates customized text to copy and paste into your reports
* Saves time and effort

5. Select from a variety of other reports
Choose reports to provide further detail and to support the outcomes identified in the Performance Report. For example,
* Standard Measures Report
* Rate and Pause Summary
* Maze Summary
* Grammatical Categories
* Omissions and Error Codes

Reference Databases Built Into SALT

Databases of English-fluent Speakers
* Play
  * grades Pre-K and K

* Conversation
  * grades Pre-K, K - 3, 5, 7

* Narrative SSS *(student selects story)*
  * grades K - 3, 5, 7

* Narrative Story Retell
  * based on 4 stories
  * grades Pre-K, K - 6

* Expository
  * grades 5 - 7, 9 - 12

* Persuasion
  * grades 9 - 12

Database of Bilingual (Spanish/English) and Monolingual Spanish Speakers
* Bilingual Spanish/English Story Retell
  * based on 3 frog stories
  * grades K - 3

* Bilingual Spanish/English Unique Story
  * based on 1 frog story
  * grades K - 3

* Monolingual Spanish Story Retell
  * based on 4 frog stories
  * grades 1 - 3

Databases Contributed by Colleagues
* TNL Narrative Samples
  * narratives used to norm the Test of Narrative Language (Gillam & Pearson, 2004)
  * ages 5;0 - 11;11

* New Zealand/Australia databases
  * conversation, personal narratives, story retell, and expository
  * ages 4;0 - 8;9

* ENNI
  * narratives used to norm the Edmonton Narrative Norms Instrument (Schneider, Dubé & Hayward, 2005)
  * ages 3;11 - 10;0