

Exhibit A

2022-2023 School District Pricing

Services Available	
Evaluations	
Assistive Technology Evaluation	\$950
Augmentative Alternative Communication Evaluation (including up to 3 visits, report writing, report of findings meeting, and support with device procurement via Medicaid/insurance)	\$960
Occupational Therapy Evaluation	\$290
Occupational Therapy Evaluation – sensory profile only	\$290
Occupational Therapy Evaluation with sensory profile	\$340
Speech Language Therapy Evaluation – articulation only	\$315
Speech Language Therapy Evaluation – language only	\$400
Speech Language Therapy Evaluation – articulation & language	\$415
Speech Language Therapy Evaluation for Deaf/Hard of Hearing	\$480
Educational Audiological classroom observation/assessment (to include 2 visits)	\$395
Audiological comprehensive evaluation	\$350
Audiological Central Auditory Processing Evaluation (CAPD)	\$540
Therapeutic Services & Consultation	<i>per hour</i>
Occupational Therapy – hourly (under 4 hours)	\$86
Occupational Therapy – block bill (over 4 hours)	\$84
Speech Language Therapy – hourly (under 4 hours)	\$93
Speech Language Therapy – block bill (over 4 hours)	\$89
Augmentative Alternative Communication consultation (including: parent training, teacher/staff/SLP training, end of year report writing, progress reports, coaching, consultation, etc.)	\$100
Assistive Technology consultation	\$105
Teacher of the Deaf	\$100
Educational Audiologist	\$160
Communication Aide	\$44
American Sign Language (ASL) Interpretation (2hr minimum. \$0.50 per mile travel between in-district schools applies)	\$82
PIRT consultative services	\$85
Workshops / In-Service / equipment lease	
Audiological in-service	\$335
Speech/Language/AAC in-service	\$150/hr
Additional topics available upon request (e.g. TOD, OT, etc)	\$150/hr
FM system rental	\$150/mo
AAC mid-tech rental (e.g. Enabling Devices GoTalk6, Tactile Talker)	\$20/mo



856-492-1355

www.speechlanguageassociates.com

AAC iPad rental (with protective case, handle, strap & AAC app)	\$65/mo
AAC PRC Accent 800D or Saltillo NovaChat8 rental	\$95

Pricing/Fee Structure

In preparing the Fee Schedule below, Delta-T determined the hourly bill rate by examining a number of factors including hard and soft dollar costs.

Workcode	Hourly Bill Rate
Nursing (RN)	\$55.00
Nursing (LPN)	\$47.00
Social Work	\$50.00
Learning Disability Teacher Consultant	\$70.00
School Counselor	\$50.00
BCBA – Board Certified Behavior Analyst	\$110.00
BCaBA Board Certified Assistant Behavior Analyst	\$110.00
Applied Behavior Analyst	\$38.00
School Psychologist	\$70.00
Student Assistance Coordinator	\$42.00
Registered Behavior Technician	\$30.00

Our proposed bill rates incorporate:

- ▶ Total Compensation for the professionals (no unauthorized overtime)
- ▶ Customized reporting and invoicing.
- ▶ Recruiting, screening, and credentialing process to your standards as specified.
- ▶ 24/7 coverage and availability with office hours during, before and after school hours.
- ▶ Supplies (if any) will be billed at cost

Pricing Assumptions:

District where services will commence will provide our professionals with adequate space to provide services. This space will contain necessary furniture (desk, chair, locked filing cabinet to store student records). Providing the professionals with access to computers with internet access would ensure prompt and efficient completion of paperwork, progress monitoring and effective communication between the school staff and parents. District should also provide the therapists with appropriate school supplies to enable them to effectively service the students, this includes use of school copier and printer. All testing materials would be loaned by the school to the professionals. Delta-T does have limited copies of some testing materials but the approved and preferred materials for each school vary so it would be the responsibility of the school to replenish and provide appropriate testing materials.

Billing and Invoicing

Our billing policy is payment terms are payable as follows: 30 days upon receipt of invoice or 20 days upon Board approval). We understand that schools have multiple vendor obligations and payments can sometimes be delayed. We do not charge a late fee as long as there is a mutual understanding on payment

Fee Proposal

Pricing is valid for 120 days or until time of award.

Occupational/Physical Therapy

OT- Local - Per Hour	\$92.00
OT- Out of District- Per Hour	\$92.00
PT- Local - Per Hour	\$94.00
PT- Out of District- Per Hour	\$94.00
OT- Evaluations- Local, Flat Rate	\$450.00
OT- Evaluations- Out of District, Flat Rate	\$450.00
PT- Evaluations- Local, Flat Rate	\$475.00
PT- Evaluations- Out of District, Flat Rate	\$475.00

SLP- Evaluations

Monolingual- Local, Flat Rate	\$450.00
Monolingual- Out of District, Flat Rate	\$450.00
Bilingual- Local, Flat Rate	\$550.00
Bilingual- Out of District, Flat Rate	\$550.00

SLP- Therapy

Monolingual- Local, Per Hour	\$90.00
Monolingual- Out of District, Per Hour	\$90.00
Bilingual- Local, Per Hour	\$99.00
Bilingual- Out of District, Per Hour	\$99.00

All materials/supplies will be billed at cost to the District.

Included in Fees:

- All compensation for the professionals
- Customized reporting and invoicing
- Recruiting, screening, and credentialing process and costs
- 24/7 coverage and availability
- Assistance with documentation to ensure proper billing
- Billing to the District only for approved hours
- Overtime, charged at applicable mandated rates
- Any supplies KES has to provide will be billed at cost



BehaviorInterventions

Web: behaviorinterventions.org | Phone: 1-877-933-9932 | Email: info@behaviorinterventions.org

Services and Pricing is as follows:

Board Certified Behavior Analyst (BCBA) — Consultation, assessments, training: \$105 per hour

Registered Behavior Technician (RBT) — Direct Therapy: \$55 per hour

Functional Behavior Analysis (FBA) — \$1,260

**All clerical and overhead costs are included in above hourly rates.



2022-2023
Technology for Education and Communication Consulting, Inc.
Fee Schedule

Speech and Language Evaluation	\$550/evaluation
Augmentative Communication Evaluation	
(On site)	\$900/evaluation
Augmentative Communication Evaluation with Insurance Funding	\$975/evaluation
(includes submission of paperwork to AAC vendor for funding as well as supplemental statements as needed for appeals)	
Augmentative Communication Evaluation with home Visit	
(On site and home visit)	\$975/evaluation
Augmentative Communication Evaluation with Insurance Funding and Home visit	\$1075/evaluation
Assistive Technology Evaluation	\$850/evaluation
Assistive Technology/Augmentative Communication Consult	\$125/hour
Speech Consult/Speech Therapy	\$100/hour
Assistive Technology/AAC General Training	\$150/hour



School Therapy Services

50 E. Gloucester Pike

Barrington, NJ 08007

(P) 856-547-4422

(F) 856-547-0660

Fee Schedule 2022-2023

Service	Hourly Rate*
Occupational Therapy IEP Mandate	\$82
Physical Therapy IEP Mandate	\$82
Speech Therapy IEP Mandate	\$82
Service	Flat Rate
Occupational Therapy Evaluation	\$328
Physical Therapy Evaluation	\$328
Speech Evaluation (Articulation)	\$246
Speech – Language Evaluation	\$410
Speech – Language Evaluation Complex (includes auditory processing)	\$492

*billed in 15-minute increments

III. Cost Criteria

While committing to providing the District with significant cost savings, Invo also maintains strong quality assurances to provide highly qualified and experienced providers. Our providers foster strong relationships within their assigned schools and drive positive student outcomes. Hourly rates are based on cost of living standards for specific geographic areas and hourly rate market comparisons of similar school districts within like areas. Our proposed rates include all of these direct and indirect costs:

- Compensation for direct service and administrative support
- National and local marketing and recruiting expenses
- Health and welfare benefits, PTO, workers' compensation, professional liability insurance
- Housing allowance, relocation expenses, tuition reimbursement (where applicable)
- Professional development including continuing education allowance and on-line CEUs
- State licensure reimbursement
- Professional association dues
- On-going recruiting and human resources support
- Payroll and processing costs

Hourly rates are as follows:

Pricing

Position	Rate per Hour
Occupational Therapist	\$82.00
Learning Disabilities Teaching Consultant	\$75.00
Psychologist	\$85.00
Physical Therapist	\$83.00
Speech Language Pathologist	\$82.00
Social Worker	\$63.00
Mental Health Counselor	\$65.00
Registered Behavior Technician	\$47.00
BCBA	\$98.00
BCaBA	\$74.00

- Basic Functional Behavior Assessment is 12 to 16 hours and is comprised of a record review, teacher interviews, classroom observation(s), data analysis, summaries and report, recommendations, and individual behavior support plan.
- Targeted Functional Behavior Assessment is 6 to 10 hours and is comprised of teacher interviews, classroom observations, data analysis, report, and recommendations.

In-District Social Skills Groups

- Collaboration with CST to incorporate individualized needs
- 8-to-10 week sessions
- Topics include:
 - Social-Sexual Awareness Training
 - Peer socialization
 - Dating and consent
 - Proper use of social media
 - Peer buddies/lunch bunch
 - Appropriate play skills

Professional Development

- Interactive Kids Educational Services, LLC is an approved continuing education (ACE) provider for Type 2 continuing education events for BACB certificate holders.
- Topics include but are not limited to:
 - Applied Behavior Analysis (ABA) basics
 - Positive behavior supports
 - Classroom management
 - Antecedent based strategies
 - Functional Communication Training (FCT)
 - Incorporating social skills instruction in the classroom
 - Functional Behavior Assessments (FBA)
 - Developing a function-based Behavior Intervention Plan (BIP)
 - Preparing for transition into adulthood
 - Reinforcement strategies
 - Using direct instruction with students diagnosed with Autism
 - Verbal Behavior program development
 - Emotional regulation
 - Social-Sexual Awareness Training

Crisis Intervention Trainings

- Interactive Kids employs trainers certified in the following crisis management systems:
 - Handle With Care
 - Safe & Positive Approaches
 - Crisis Prevention Institute
 - QBS Safety Care
- Please inquire about training options

Fee for Services

<u>Provider</u>	<u>Fee for Service</u>
Board Certified Behavior Analysis (BCBA)	\$140.00 per hour
Board Certified assistant Behavior Analysis (BCaBA)	\$120.00 per hour
Master Level Consultant (3+ years' experience in Applied Behavior Analysis)	\$120.00 per hour
Certified Special Education Teacher	\$95.00-\$140.00 per hour
Clinical Social Workers	\$100.00-\$140.00 per hour
Behavior Stabilization Specialist	\$80.00 per hour

*Interactive Kids Educational Services, LLC * 101 East Gate Dr * Cherry Hill * NJ * 08034
856-810-7599 (office) * 856-810-7662 (fax) * info@interactivekids.com * www.interactivekids.com*

Lead Trainers	\$70.00 per hour
Registered Behavior Technician (RBT)	\$60.00 per hour
ABA Therapist	\$50.00 per hour
Service	Fee for Service
Professional Development	Please call for pricing
FBA	\$140.00 per hour
In-District Social Skills Group	Please call for pricing
Crisis Intervention Trainings	Please call for pricing

Additional Expenses

- For travel over 20 miles from our Cherry Hill office location, a \$40/hour fee *may be* assessed.
- Interactive Kids Educational Services, LLC direct care staff shall be afforded the same Professional Development opportunities that are given to district paraprofessionals. This includes half days and full days.
- Any school district half days will be charged the full day rate (6.5 hours). During which time the district will be encouraged to utilize the staff to make materials, input data, and participate in classroom meetings. This does not include consultation services.

Payment of services may be made via check, charge or cash. Any additional services which are performed by Interactive Kids Educational Services, LLC at your request shall be charged at the hourly rate of **\$140.00** and shall be payable at the completion of said services. Should any payments not be received within sixty (60) days of the date of the bill, Interactive Kids Educational Services, LLC reserves the right to terminate this contract and to consider non-payment a breach of the contract. Interactive Kids Educational Services, LLC reserves the right to terminate this contract due to the following reasons: unethical practices, discrimination, or unprofessional behavior.

Interactive Kids Educational Services, LLC prides itself on collaboration and consistency and any new services requested by the district shall be in writing. Furthermore, all concerns or any request for change in an individual providing service, must be communicated to the Directors, Jacqueline McCue at 856-359-0312 or Kristina Peterson at 856-470-8174. Interactive Kids Educational Services, LLC shall at all times use its best, reasonable efforts to provide the requested services in a timely and professional manner. In the event of a call out/vacation for an ABA therapist, Interactive Kids Educational Services, LLC will make every effort possible to provide a substitute; however, a substitute is not guaranteed. In the event of an emergency school closing (i.e., a snow day), Camden ESC will be obligated to pay the hourly rate for the ABA Therapists/RBT's regularly scheduled time for up to ten (10) days at which time Interactive Kids Educational Services, LLC will reassess. In the event of an emergency school closing (i.e. pandemic), in-home or virtual support may be provided. Please note, however, that the liability of Interactive Kids Educational Services, LLC, if any, arising out of or relating to this contract shall be limited to the actual amounts paid by you to Interactive Kids Educational Services, LLC, and in no event shall include any other losses, including but not limited to, any incidental, indirect or consequential damages of any kind. Interactive Kids Educational Services, LLC will not be responsible for any damage or loss to your property or person as a result of the services provided for under this contract.

Please also note that if Interactive Kids Educational Services, LLC is unable to perform any of its obligations under this contract as a result of events beyond its control, including strike, fire, accidents, acts of God, acts of public authorities, those obligations on the part of Interactive Kids Educational Services, LLC will be terminated and payment for terminated services shall not be billed to you.

Finally, please be advised that this contract shall constitute the entire agreement between Interactive Kids Educational Services, LLC and Camden County ESC and any modifications to this contract must be made in writing and signed by all parties. Interactive Kids Educational Services, LLC will not exceed the agreed total contracted hours. This contract shall be binding upon both parties, and shall be governed by the laws of the State of New Jersey. This contract may be terminated at any time by either party with at least fifteen (15) days written notice to the other party. In the event that the contract is terminated by you, immediate payment for all services performed shall be paid.

I request that you review this letter closely, and confirm your agreement for Interactive Kids Educational Services, LLC to provide the described services by executing below and returning to my attention at your earliest convenience. A signature on

PART I – COST CRITERIA



The hourly bill rates listed below are inclusive of both direct and indirect service time such as planning, scheduling, documentation, IEP meetings, evaluations, required staff meetings, parent consults, and intra-district travel time between assigned school locations.

Related Service	Cost Per Hour	Cost Per Evaluation
Social Worker	\$65.00	
Social Skills Counseling	\$48.00	
Learning Disabilities Teacher-Consultant	\$82.00	
Counselor	\$62.00	
BCBA-D	\$109.00	
BCBA	\$100.00	
BCaBA	\$80.00	
RBT	\$50.00	
ABA	\$70.00	
School Psychologist	\$85.00	\$1,000.00
Occupational Therapist	\$84.00	\$350.00
Physical Therapist	\$86.00	\$375.00
Speech Language Pathologist	\$85.00	\$395.00
Speech Language Pathologist – Bilingual	\$95.00	\$475.00
Audiology	\$78.00	
Assistive Technology/Augmentative and Alternative Communication	\$90.00	\$495.00

Additionally, we will provide the following services at **no cost** to the District:

- Dedicated **Triad** team that works together to deliver the highest level of service and support to the District and the students served
- ASHA, AOTA, and NASP approved courses for your clinicians and staff three times per year through our proprietary LMS (Learning Management System), Bridge Academy
- Ongoing clinical management and support to each SSG clinician assigned to the District
- Training and development provided by experienced school-based clinicians
- Access to our **Pathways to Success Program** for every SSG clinician including:
 - Bloom Clinical Fellow Program
 - Foundations Mentoring Program
 - Bridge Academy Continuing Education and Training Program

Fee Schedule



FEE SCHEDULE

Type of Service	Occupational	Physical	Speech	Psych	LDTC	Social
Therapy Sessions	\$80/hr	\$80/hr	\$90/hr	\$80/hr	\$90/hr	\$80/hr
Out-of-District Services	\$80/30 min	\$80/30 min	\$90/30 min	\$80/30 min	\$90/30 min	\$80/30 min
Home Care Services	\$175/hr	\$175/hr	\$175/hr	----	----	----
Evaluations*	\$400	\$400	\$450	\$550	\$550	----
Bilingual Evaluations	----	----	\$650	\$650	\$650	----

***No charge for in-district evaluations that fit within the therapist's working hours.**